



CAIRN

Where people love to live...

Cairn Homes plc

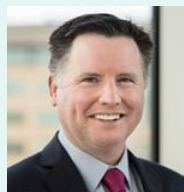
2021 Interim Results Presentation

2021 Interim Results Presentation



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CEO



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01

Key Highlights



Key Highlights

- Protecting the health and safety of our people and communities remains our top priority
- Delivered on what we said we would do and today upgrading our original two-year targets
- Continued commitment and leadership in build quality and customer service
- Significant investment in our people with over 50 new hires this year
- Growth complimented by support and expansion of our supply chain partners – back to 2,000+ full-time positions growing to c. 3,000 in the next year
- Providing high quality new homes to our current and perspective customers – 675 sales to first time buyers since March 2020 and more than 3,100 since 2015
- Irish economy rebounding more strongly than our UK and EU neighbours

Key Highlights - KPIs

Very Strong H1 Sales Performance

403

Closed sales (+ 95% YoY)

832*

New homes sales (+ 370% YoY)

Market Leading Sales Rates

3.7

Sales per week per active sales outlet

8

Sold-out virtual sales launches
Active on **17** sites at the end of H1 21

Current Closed and Forward Sales

1,750

€655m

New homes and net sales value
(**925** / **€307m** on 3 March 2021)

Margin Progression Continuing

c. 19.0%

2021 gross margin (+ 270bps YoY)
growing to just over

20.0%

in 2022

Profitability Guidance Upgraded by 14%

c. €137m

Two-year operating profit to 2022
Upgraded from:
c. €120m in March 2021

Reimplementing Dividends

2.66c

Interim ordinary dividend declared
c. €350 - €400m
Operating cashflow** between 2021
and 2023

* Increasing to 1,052 in the year to 8 September 2021

** This estimated free cash generation is before any capital allocation considerations, including reductions of current debt, future dividends or strategic land acquisitions

Government Supporting Homeownership and Irish Housebuilding Industry

“Housing for All” – Government’s Signature Policy

Ambitious Government Housing Strategy

- New strategy launched on 2 September 2021
- 10 year plan focused on:
 - Increasing new housing supply
 - Supporting home ownership
 - While the strategy has an appropriate bias towards social housing, we are now seeing measures that will benefit Cairn’s prospective customers, particularly middle income families

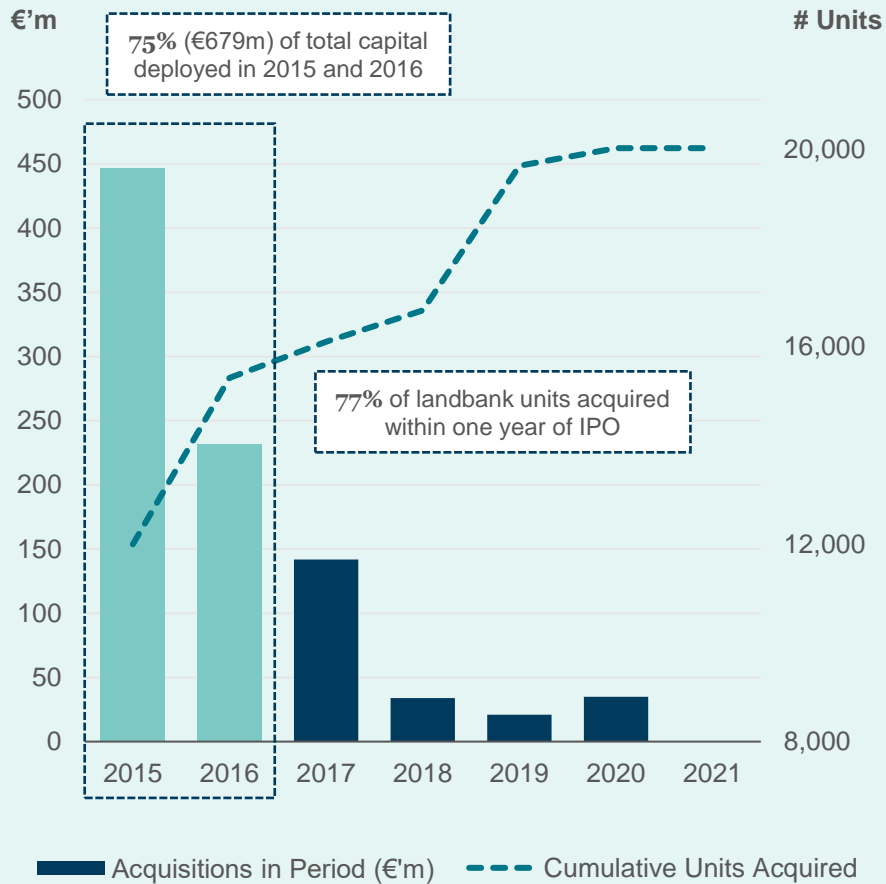
Increased Targets and Funding

Target of **300,000** new homes by **2030** with significant involvement of the private sector to meet this target:

- **Shared Equity Loan** scheme now to has an annual target of **2,000** new homes to fund **10,000** new homes by **2025**
- **€4.5bn** funding for **Irish Water** infrastructure to support accelerated and increased housing delivery
- **Land Development Agency** funding increased by **€1bn** (to **€3.5bn**) to deliver **5,000** affordable homes on non-State land

€4bn annual capital funding with **€20bn** fully committed for first **5** years

Low Cost Landbank and Planning Gains Driving Margins



Low Land Cost

€30,000
Average housing
plot cost

€59,000
Average apartment
plot cost

€38,000

Average housing and
apartment plot cost

Planning Driving Margin Progression & Optionality

448
Units granted
planning in 2021

9,200
Units granted
planning since 2015

4,200
Incremental unit
gains since IPO,
including on active sites

Over 90%
Of forecast 2022
sales completions
have FPP

Managing Our Supply Chain

Cairn has built up a deep pool of trusted subcontractors over the last 6 years

Tactical Initiatives

- A number of key initiatives in maintaining their financial and operational integrity during second lockdown:
 - COVID-19 financial support programmes
 - Regular financial health check engagement

Strategic Initiatives

- Central procurement function is leveraging **c. €650m** procurement spend across 2021 and 2022
- Provide clear visibility of development pipeline and future build programme demands
- Category management relationships well established across all key disciplines

Top 20 = 64%

Of total €1bn procurement since IPO

€32m

Average total contract value awarded to top 20 subcontractors

12

Average number of developments top 20 subcontractors are working on

Commitment to delivering further **resilience**, improved **collaboration** and **innovation**

Managing Our Build Costs

Key Challenges and Responses

Challenges

- Unprecedented global demand for materials
- Increased shipping costs
- Commodity prices remain at abnormal levels
- However timber price rate of inflation starting to slow

Responses

- Managing industry increases through existing committed contracts and forward purchasing
- Leveraging growing scale as Ireland's largest procurer of labour and materials

97%

Procured on active sites for 2021

69%

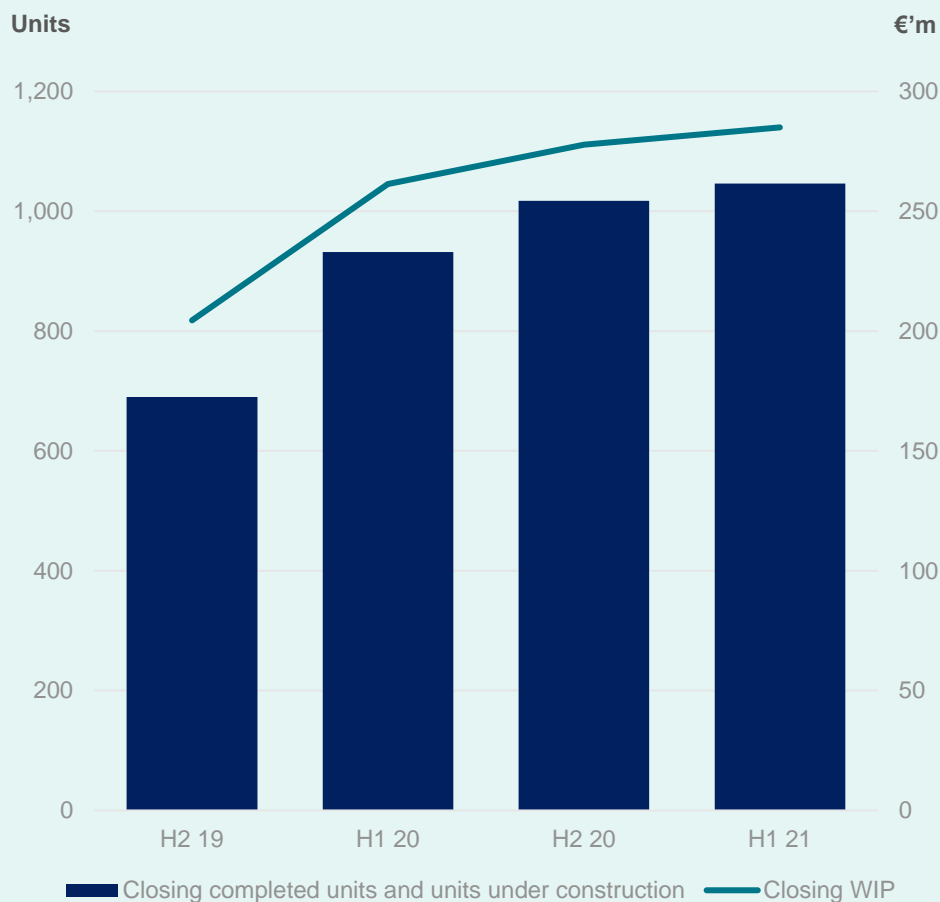
Procured on active sites for 2022

Impact & Outlook

- Build cost inflation of **c. 3 – 4%** in the last 12 months
- Further pressure on pricing likely into 2022 across the sector, however this will not impact on our forecasted margin progression to **20%+** through the period

Decision to Significantly Invest in WIP Rewarded with 1,750 Closed and Forward Sales

WIP Investment Increasing In Line With Demand



WIP – The Key Underpin For Growth

€285m

Closing
WIP balance

€81m

Net investment in WIP
in last 18 months

3

New sites
commenced in H1 21

10

New sites at pre-
construction and starting
in next 9 months

€495m

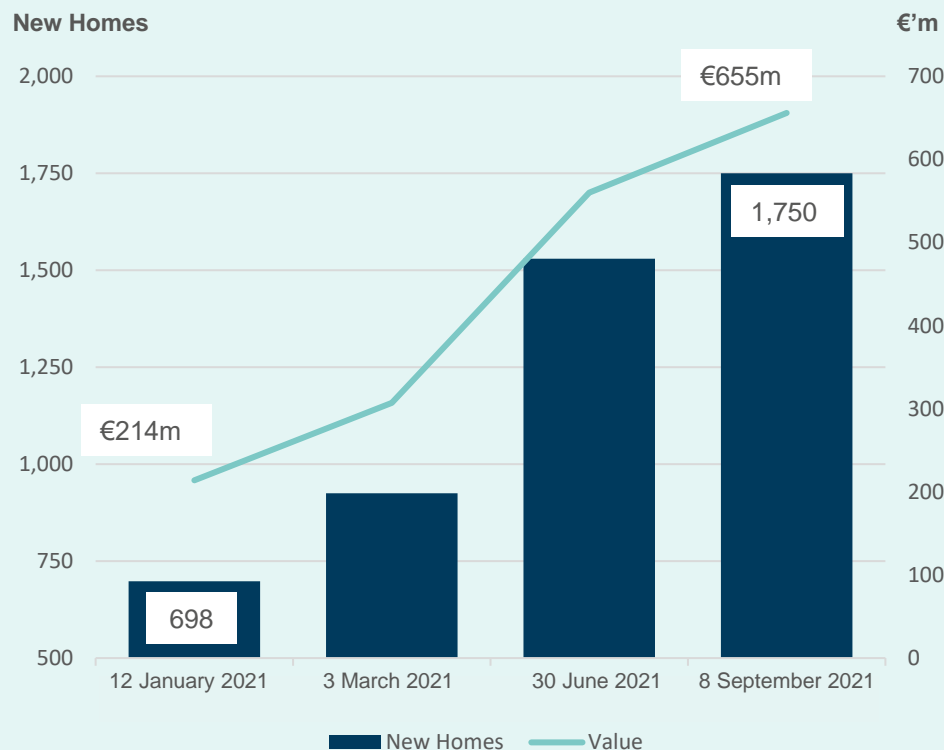
Current forward order book
net sales value

1.7x

Forward order book net
value coverage to WIP

370% Increase in Sales and a 61% Increase in Average Weekly Sales Rate

Strong Momentum in Closed and Forward Order Book



Sales KPIs

+370%

Increase in H1 21 sales (832 new homes) compared to H1 20 (177 new homes)

96%

Increase in H1 21 enquiry levels over H2 20

56%

Increase in website traffic on H2 20

8

Virtual sales launches during lockdown, all sold out

3.7

H1 21 average private weekly sales rate (H2 20 – 2.3)

36%

Increase in online sales brochure downloads in H1

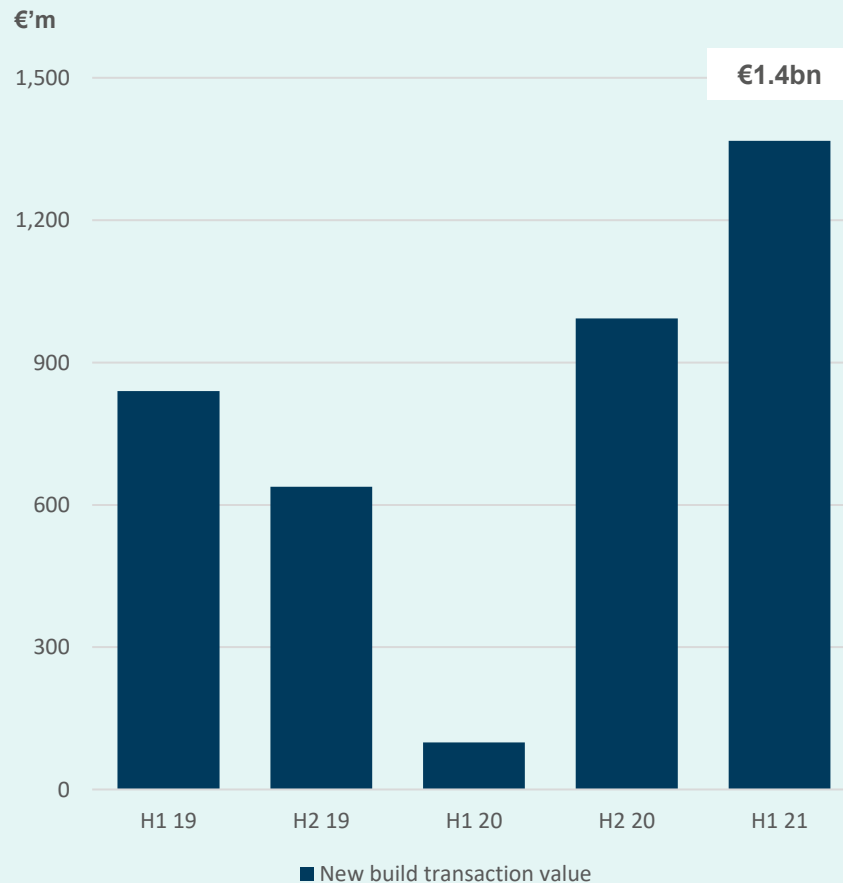
3,100+

First time buyers have chosen a Cairn home *

Record Enquiry Lists and Sales in H1 2021

Multifamily Market – Strong Recovery in Transactions

H2 2020 market momentum maintained in H1 2021



The 2021 Rental Market

- Exodus of small landlords – c. 35k left the market between 2016 and 2020
- 2,455 available properties to rent – 74% below 15 year average (only 0.15% of total housing stock)
- Multifamily c. 4.4% of the Irish rental market
- Prime yields c. 3.75 – 4.0% and rent collections at 99%
- Rental inflation at 5.6% (0.5% in Dublin)

Cairn's Strong Market Position

- The largest and one of only five self-building apartment builders in Ireland
- All other developers are using main contractors and eroding margin
- c. 4,800 apartment unit pipeline in areas of high demand
- Proven track record and counterparty strength - 8 transactions to date
- Rental market undersupplied of appropriate product

02

H1 2021 Financial Results & Guidance



Strong GDP Growth Supported by Positive Macro Trends

+23.3%

Two year Irish GDP growth to June 2021 (EU 27 average: -2%)

+€21.5bn

Record increase in household savings (Jan 20 – Jun 21)

+65%

Increase in FTB mortgage approval volumes in H1 21 (average value **€249k**)

+ 18%

Increase in income tax receipts in H1 2021 compared to 2020.

August 2021 **+19%** v 2019

1.53x

Ratio of household deposits to household loans in H1 21 (1.36x in H1 2020)

+ 25%

Increase in FTB new home mortgage drawdown volumes in H1 21 (average value **€232k**)

+6%

August 2021 YTD Exchequer returns ahead of profile

Commencements:

H1 21 new housing starts:
+**56%** on H1 2020
+**27%** on H2 2019

Supply:

21,329 completions in the year to June 21:
55% multi-development
21% apartments

Upgraded Guidance

Sales Volumes	2021	2022	Total
Upgraded Guidance	1,100	1,450	2,550
<i>+50 units compared to March 2021 guidance</i>			

Estimated EBIT (€'m)	2021	2022	Total
Upgraded Guidance (€'m)	52	85	137
<i>+€17m (+14%) compared to March 2021 guidance</i>			
<i>c. 15% EBIT margin in 2022 Exit run-rate of c. 16% 2022</i>			

Estimated Gross Margin %*	2021	2022
Upgraded Guidance	19.0%	20.0%
<i>+1.0% in each year compared to March 2021 guidance</i>		

Free Cash Generation** (€m)	2021-2022	2023	Total
Upgraded Guidance	165	185-235	350-400
<i>+€15m in 2021-2022 compared to March 2021 guidance</i>			

* Excludes HPI and BCI

** Free cash generation is before any capital allocation considerations, including reductions of current debt, future dividends or strategic land acquisitions

H1 2021 Financial Performance

	June 2021 Unaudited	June 2020 Unaudited	Movement
	€m	€m	
Revenue	130.6	80.9	+61%
Gross profit	24.2	13.0	+86%
<i>Gross margin %</i>	<i>18.5%</i>	<i>16.1%</i>	<i>+240bps</i>
<i>Opex</i>	<i>(12.5)</i>	<i>(7.3)</i>	<i>+71%</i>
EBIT	11.7	5.8	+102%
<i>EBIT margin %</i>	<i>8.9%</i>	<i>7.1%</i>	<i>+180bps</i>
PBT	7.6	1.2	+512%
PAT	6.4	1.2	+434%
EPS	0.85 cent	0.16 cent	+0.69 cent
Net assets	759.2	740.4	
NAV per share	101 cents	99 cents	
Land at cost	676.2	696.4	

Revenue and Sales Performance KPIs

Average Selling Prices

Sales	Units	ASPs €'k				Revenue
		Starter Homes	Trade Up/Down	Apartments	Overall	
H1 2021	403	327	458	305	324	€130.4m
H1 2020	207	323	419	348	337	€69.7m
Movement	+95%	+1%	+9%	(12%)	(4%)	+€60.7m

Closed & Forward Sales Pipeline (as at 8 September 2021)

	Units	Revenue
2021 – closed and forward sales	1,069	€402m
2022 – forward sales	681	€253m
Total closed and forward sales pipeline	1,750	€655m

Balance Sheet at 30 June 2021

	June 2021 Unaudited	December 2020 Audited
	€m	€m
Non-current assets	2.6	2.7
Land held for development	676.2	690.3
Construction work in progress	285.0	277.8
Other receivables	15.0	13.4
Cash	33.7	34.5
Total assets	1,012.6	1,018.8
Other liabilities / payables	(70.2)	(65.5)
Net assets (excluding borrowings)	942.4	953.4
Loans and borrowings	(183.2)	(202.8)
Net Assets	759.2	750.6
Balance sheet KPIs		
Cash and cash equivalents	33.7	34.5
Net debt	(149.4)	(168.3)
Debt to GAV	18.4%	20.2%

Strong balance sheet underpinned by land at historic low cost and WIP investment in forward order book

Key Cash Flow Considerations

	Jun-21	Dec-20	Movement
	€m	€m	€m
Net Debt	149.4	168.3	18.9
Key Movements			
H1 2021 EBITDA			13.6
Reduction in land held for development			14.2
Increase in construction work in progress			(7.2)
Other			(1.8)

H1 2021 Commentary

- Net debt reduced by €18.9m in the period to €149.4m, resulting in available liquidity of €193.7m
- No near-term debt maturities
- WIP investment is **1.7** times covered by our forward sales pipeline, and includes funding three new site commencements in H1 2021
- Main WIP investment in starter home segment and multifamily
- Notwithstanding a 13 week construction lockdown at the start of the period, the business was cash generative in H1
- We expect to generate significant operating cash flow in H2

Continued WIP investment driving future growth and cash generation capability of the business

03

Our Sustainability Agenda



Progress in Implementing our Sustainability Strategy

Our 2021 Commitment

The Full Implementation and Disclosure of our Sustainability Strategy

- Align our KPIs to relevant reporting frameworks
- Measure our full Scope 3 emissions
- Embed additional sustainability metrics within our remuneration strategy
- Set priorities and targets
- Integrate systems and processes to monitor our performance
- Continue to drive new initiatives to create a more sustainable business



We are building on the enthusiasm, commitment and culture
for Sustainability that already exists in Cairn

H1 2021 Sustainability Highlights



People

SafeT Certification

Achieved Grade A for 2021

Diversity and Inclusion

Signed up the Business in the Community Ireland's "Elevate" pledge to support us in becoming a more inclusive workplace

Partnership with CIOB

Training partnership with The Chartered Institute of Building to support the continuous professional development of our employees

Graduates & Interns

Dedicated recruitment programme targeting construction personnel



Homes

Measuring our Emissions

We obtained ISO 14064-3 certification for our 2020 Scope 1 and 2 GHG emissions measurement

Scope 3 emissions measurement: we have engaged external expertise for a carbon life cycle assessment on the homes we build and will set targets for reduction following that analysis

Light Gauge Steel

Using an LGS system as a modern method of construction will reduce our GHG emissions



Places

Biodiversity Net Gain Policy

From 2022, every new development will have a Biodiversity Action Plan

Cairn Arts Programme

Promoting Irish culture and the arts, evoking a strong sense of place for our customers and the communities we build

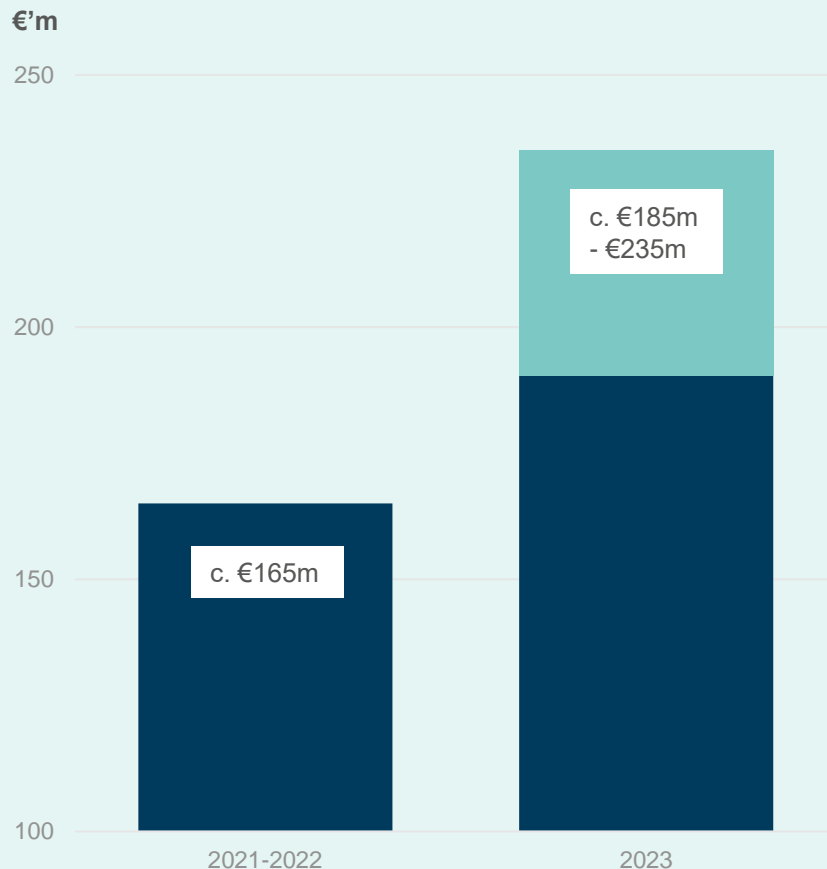


04 Capital Returns



€350m – €400m Cash Generation In The Three Years to 2023

A business back generating significant operating cashflow



Forecast Operating Cashflow After Funding

- Operating expenses
- Finance costs
- Taxes
- **Continued investment in WIP to support 1,750 closed and forward order book and further annual volume growth**

Cash generation provides a strong platform for significant returns to shareholders

Capital Discipline and Allocation

2021 – 2023 Capital Allocation

c. €120m

Progressive annual interim and final ordinary dividend

Reimplementation of Annual Dividend Programme

We expect Annual dividends for 2021 and 2022 will be at a minimum level of **€40 million** each year

From 2023 dividends will be at a pay-out ratio of **40 – 50%** of distributable profits

Paid by way of interim and final dividends, commencing with today's declared interim dividend of **2.66** cent per ordinary share

c. €230m - €280m

Returns to shareholders through a combination of capital returns and accretive strategic investments

15%

Any capital allocated to future investments and land acquisitions will be subject to a 15% target hurdle rate return on capital employed

Shareholder Returns

Surplus capital after investments and land acquisitions will be distributed to shareholders through a combination of special dividends and/or share buybacks

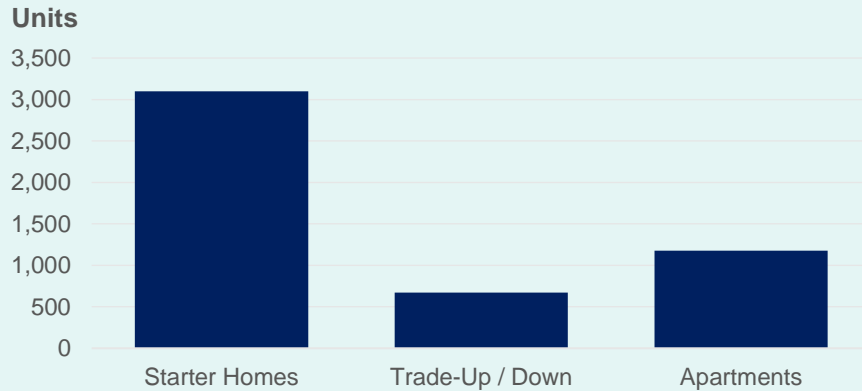
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Landbank & Market

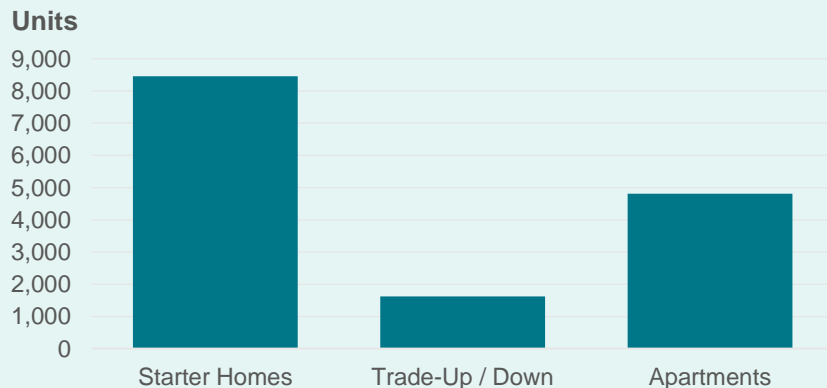


Industry Leading Sales

Over 4,900 sales since 2015



Nearly 15,000 private homes in pipeline



Apartment Construction Experience

- Self-build developer counterparty of choice for institutional investors
- Eight apartment developments delivered to date (social, private & multifamily)
- One development nearing completion and two new commencements in the next c. 6 months
- Experience and learnings brought to each new scheme – OSM, MMC etc
- Leveraging efficiencies on future projects

Apartment Pipeline

- 10 sites with an average of 380 apartments each
- Maximising densities – average 126 apartments per hectare

Owning versus Renting

Cairn 3 Bed Starter Home Private Sales in 2020

€372,000

Average selling price
(including VAT)
in 2021 across Cairn
developments in Dublin:

Shackleton Park (Lucan)
Gandon Park (Lucan)
Graydon (Newcastle)
Parkside (Malahide Road)

FTB Monthly Mortgage Cost

Purchase price **€372,000**

Mortgage - 90% LTV **€335,700**

Mortgage interest rate **2.30%**

Monthly Mortgage
Repayment
(30 year C&I) **€1,289**

Monthly Rental Cost

Current Market Rents

Equivalent three bed
house monthly rent:

Lucan	€2,350
Lucan	€2,350
Newcastle	€2,200
Malahide Road	€2,400

Average €2,325

€61,000 salary =
net monthly income **€4,310**

DSR Owning: **30%**

DSR Renting: **54%**

€1,036 per month

Cheaper to own than rent a Cairn
starter home in Dublin

80% per month

More expensive to rent than own a Cairn
starter home in Dublin

58%

Of all houses in Ireland are rented by
people aged < 39

New Home Affordability – Impact of Shared Equity at Affordable Repayment Levels

Help to Buy provides a 10% deposit up to a maximum of €30,000 on new homes priced up to €500,000

Shared equity provides up to a 20% equity stake, subject to regional price caps below €450,000

Shared equity purchasers will also be able to avail of Help to Buy, meaning they require a 70% LTV mortgage

2021 – Help to Buy

New home price	€ 350,000
Help to Buy (lower of €30k or 10%)	€ 30,000
Deposit (own funds)	€ 5,000
Mortgage (A)	€ 315,000
Salary required (A / 3.5x)	€ 90,000
Monthly mortgage repayment (B)	€ 1,212
Net monthly income (C)	€ 5,705
DSR (B / C)	21.2%

2022 – Shared Equity & Help to Buy

New home price	€ 350,000
Help to Buy (lower of €30k or 10%)	€ 30,000
Shared equity (20%)	€ 60,000
Mortgage (A)	€ 260,000
Salary required (A / 3.5x)	€ 74,286
Monthly mortgage repayment (B)	€ 1,000
Net monthly income (C)	€ 5,031
DSR (B / C)	19.9%

Average Monthly Rent in Ireland in 2021: **€1,450**

Impact of 20% Shared Equity on a €350k Starter Home

Reduced salary of **€74k** required
231,000 households in Ireland earn between **€60k** and **€90k**
 Scaled Shared Equity scheme is essential for those earning less than **€90k**

Cairn Landbank

11,450 units priced below **€450k**
8,000 units priced below **€350k**
4,500 units priced below **€300k**

06 Outlook



Outlook

**Strong
economic recovery**

**Demand stronger
than ever**

**Significant cash
generation delivering
shareholder returns**

**2,550 closed sales
in 2021 and 2022**
**Significant volume
growth opportunity
beyond 2022**

Which delivers

- **c. 19%** gross margin in 2021 and just over **20%** in 2022
- **c. €137m** cumulative operating profit in 2021 and 2022
- **c. 15%** EBIT margin in 2022. Exit run-rate of **c. 16%** in 2022

A sustainable emerging stronger than ever and delivering attractive returns for our shareholders

07

Appendices



Our Purpose & Strategic Pillars

Better ways
to build

Our purpose

Building homes and creating places where people love to live.

Our purpose is what drives us - it's why we do what we do. It's why we strive to build the best homes possible. It's why we go the extra mile to ensure that the places we create are beautiful and enhance the quality of life of all that live there. And it's why we always put people first: because we believe that everyone deserves to love where they live, and we can make that happen.

Strategic pillars

People

Attract, engage and retain the best people and external resources



Homes

Design and build high quality, sustainable and market appropriate homes



Customers

Identify and influence market opportunities and deliver the best customer experience



Places

Create places for communities to prosper



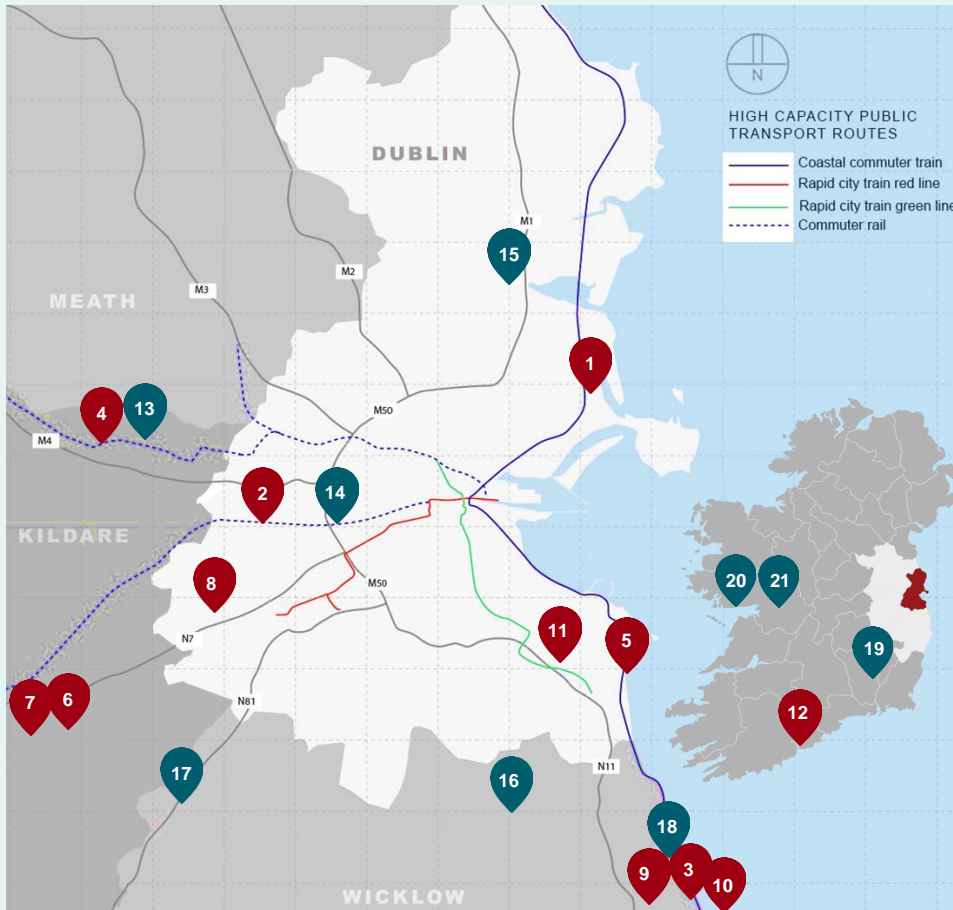
Operational Excellence

Create a commercial and profitable operating platform to turn land into great places to live



Housing Sites in Areas of Proven Demand

11,700 new homes on sites with multi-modal transport links in established residential locations



Active

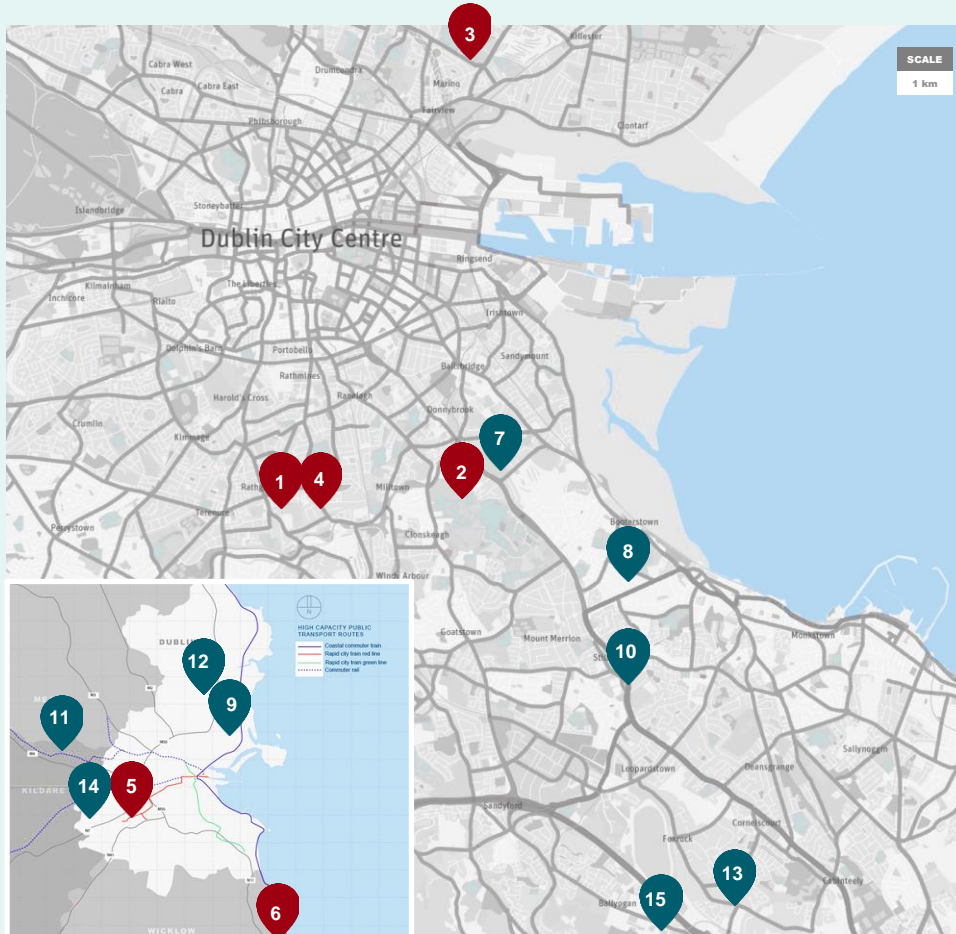
		Units
1	Parkside, Malahide Road	120
2	Shackleton Park, Lucan	778
3	Glenheron, Greystones, Co. Wicklow	242
4	Mariavilla, Maynooth, Co. Kildare	730
5	Albany, Killiney	20
6	Oak Park, Naas, Co. Kildare	248
7	Whitethorn Village, Naas	314
8	Graydon, Newcastle	643
9	Archers Wood, Delgany	426
10	Hawkins Wood, Greystones	184
11	Mercer Vale, South Co. Dublin	399
12	Douglas, Cork	472

Future

13	Dunboyne Road, Maynooth
14	Clonburris, Dublin 22 (two sites)
15	Holybanks, Swords, Co. Dublin
16	Enniskerry, Co. Wicklow
17	Blessington, Co. Wicklow
18	Coolagad (Blacklion), Greystones, Co. Wicklow
19	Callan Road, Kilkenny
20	Rahoon, Galway
21	Ballymoneen Road, Galway

Prime Apartment Sites

4,800 homes in prime city and established suburban and commuter belt locations

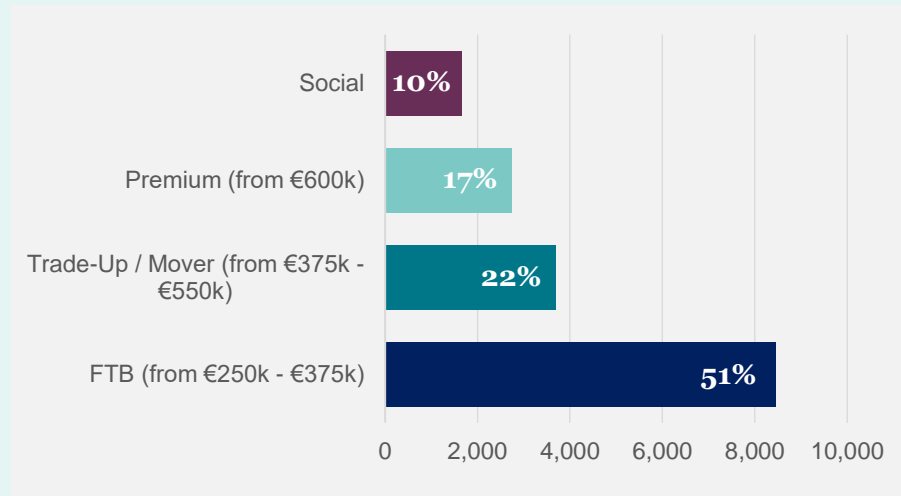
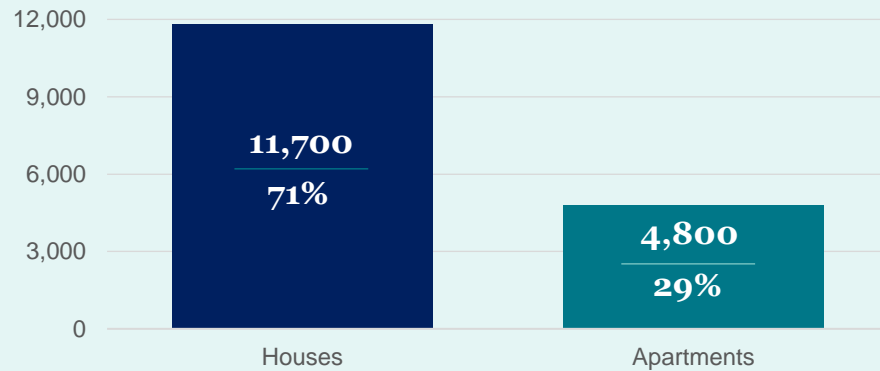


Active	Multifamily Opportunity	Units
1	Marianella, Rathgar, Dublin 6W	208
2	Donnybrook Gardens, Dublin 4	85
3	Griffith Wood, Griffith Avenue, Dublin 9	✓ 377
4	Rostrevor Place, Marianella, Rathgar	✓ 107
5	The Quarter at Citywest, Dublin 24	✓ 314
6	Glenheron, Greystones, Co. Wicklow	✓ 170

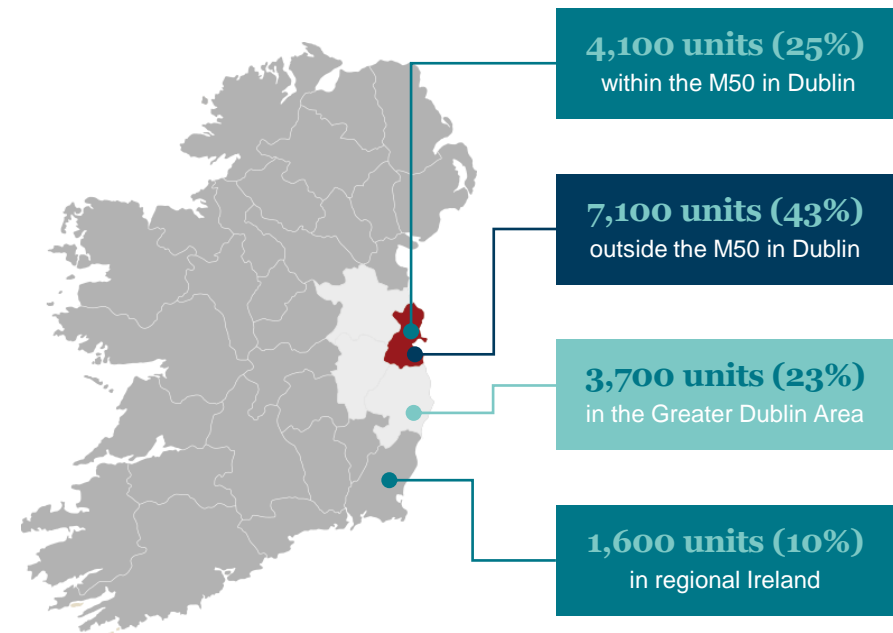
Future		
7	Montrose, Dublin 4	✓
8	Cross Avenue, Blackrock, Co. Dublin	✓
9	Parkside, Malahide Road	✓
10	Blakes & Esmonde Motors, Stillorgan	✓
11	Mariavilla, Maynooth, Co. Kildare	✓
12	Holybanks, Swords, Co. Dublin	✓
13	Barrington Tower, Carrickmines, Dublin 18	✓
14	Citywest, Dublin 24	✓
15	Glenamuck Road, Carrickmines, Dublin 17	✓

Characteristics Of Historic Low Cost 16,500 Unit Landbank

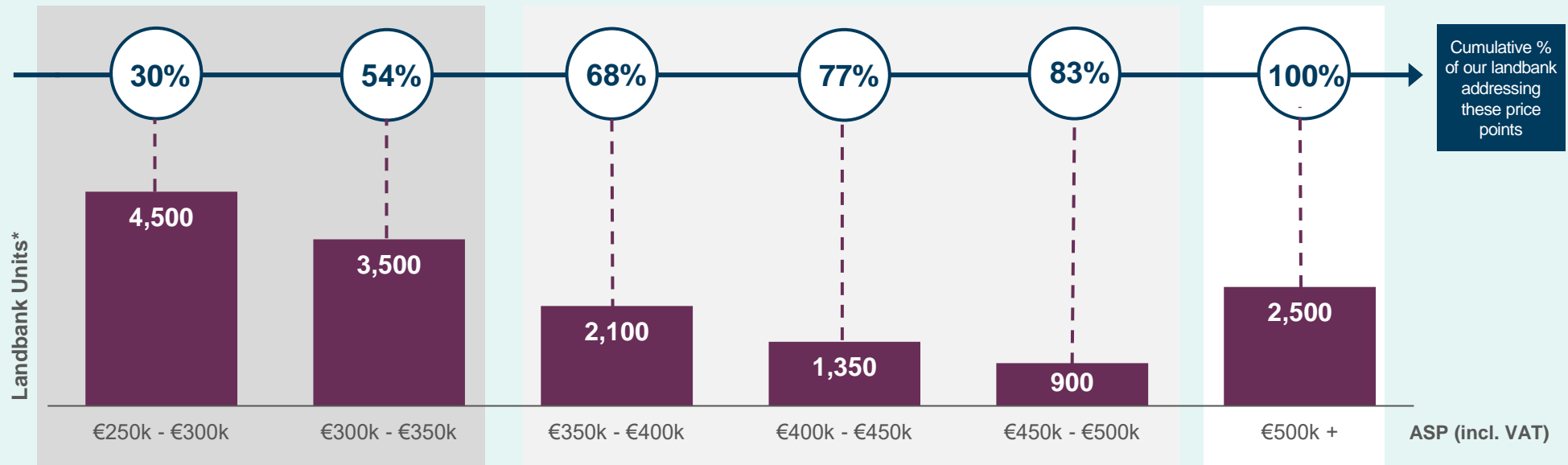
Broad buyer pool for Housing and Apartments



35 sites in established areas of proven demand



Landbank Price Points



Key Affordability Characteristics

- **83%:** qualifies for Help to Buy (up to €500k)
- **€64k - €103k:** Salary range for prices under €400k (over **415,000** people in this salary range)
- **54%:** of our first time buyers have most or all of their deposit covered by Help to Buy
- Up to **77%** of our landbank qualifies for Shared Equity
- Opportunity to deliver affordable housing across multiple developments aligned with “Housing for All”

Some of Cairn's Recently Completed Apartment Developments



Marianella, Rathgar
208 apartments
Commenced: April 2016
Completed: July 2019



Six Hanover Quay, Dublin 2
120 apartments
Commenced: August 2017
Completed: June 2019



Donnybrook Gardens, Dublin 4
85 apartments
Commenced: March 2018
Completed: December 2020



Rostrevor Place, Rathgar
108 apartments
Commenced: April 2019
Completed: April 2021



Quarter at Citywest, Dublin 24
282 apartments
Commenced: April 2019
Completed: May 2021



Shackleton Hall, Lucan
60 apartments
Commenced: June 2018
Completed: December 2018

A Case Study: What Building Long-Term Communities Really Means

Home Together Initiative launched across three Cairn developments in H1 2021



GLENHERON
GREYSTONES



Initiatives launched

- Biodiversity planting day
- Neighbourhood clean up
- Dog walking group
- Gardening group
- Outdoor library box

Elsmore



Initiatives launched

- A craft group has started
- A carpentry group
- Community notice board
- Mother & Baby group
- Fitness group
- BBQ/picnic day

MARIAVILLA
MAYROOTH, CO. KILDARE



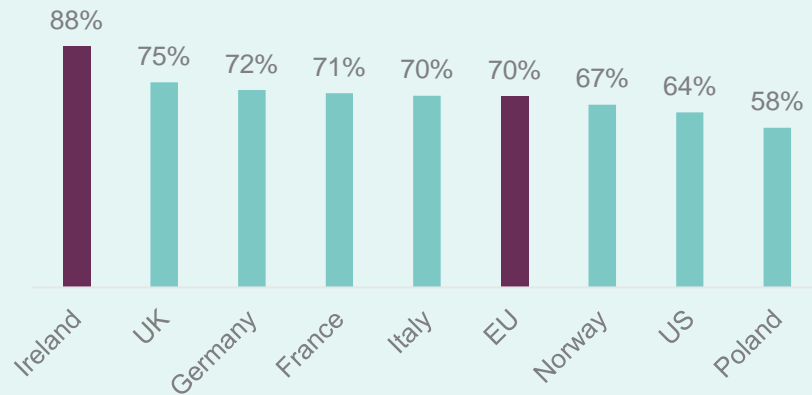
Initiatives launched

- Picnic on the green
- Dog walking group
- Outdoor art gallery
- Mother & Baby group
- Treasure hunt

Residents drive the process. We are there to encourage and support community activism and participation. Residents are empowered to take ownership of their neighbourhoods and start more community led projects

Full Reopening of Ireland by 22 October 2021

88% of adults fully vaccinated



Second highest rate of adult vaccination in the EU (behind Malta) at Aug 30th

Tapering of government employment support

July

Pandemic Unemployment Payment (PUP) closed to new applicants

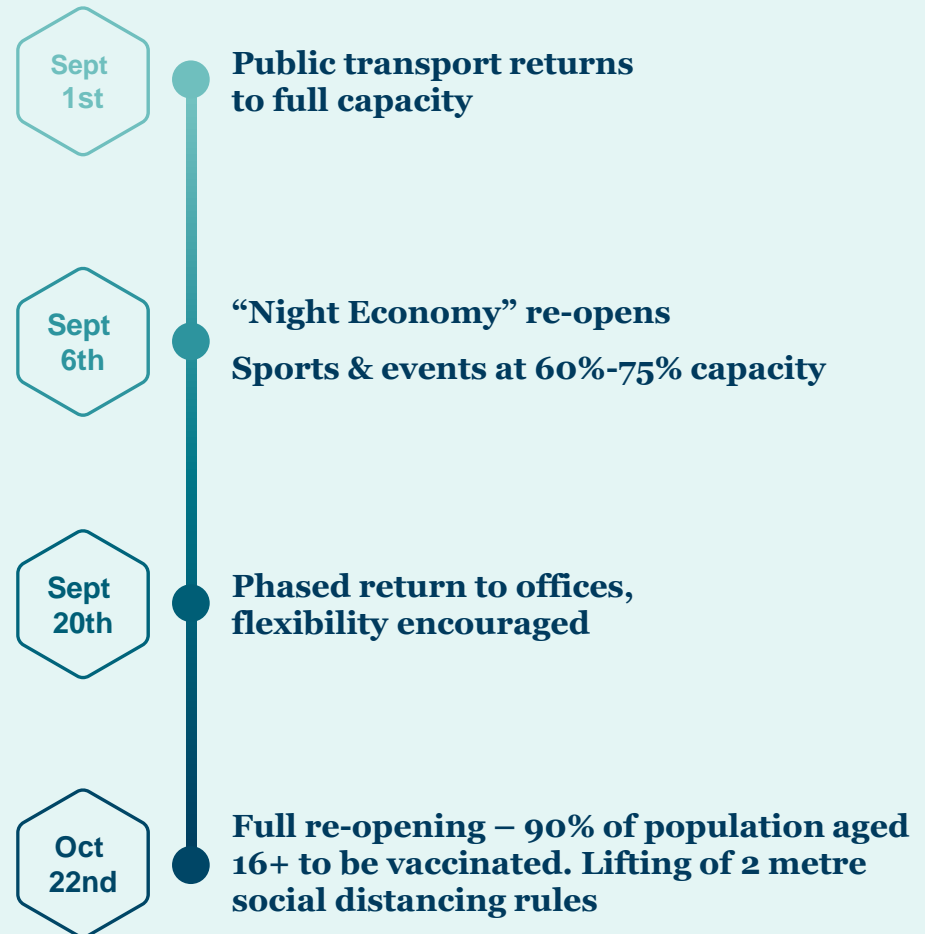
September

- Rates reduced, phased return to standard job seeker's payment
- Full time students receive final payment

November

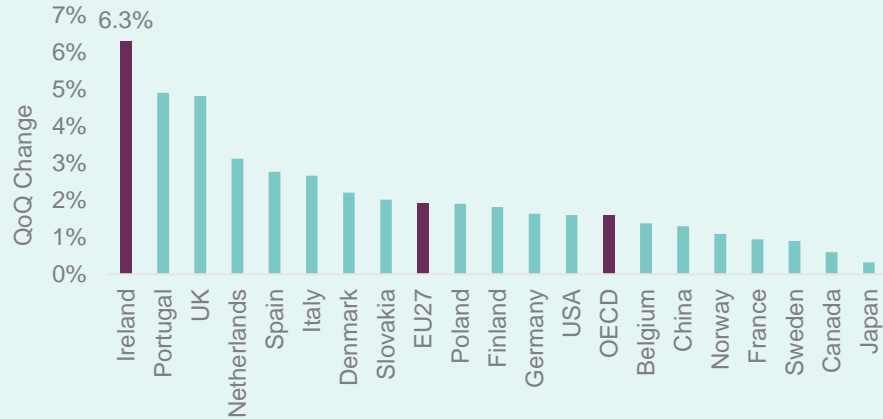
All remaining PUP recipients are transitioned to job seekers allowance

Re-opening roadmap



Demand Drivers

Q2 2021 GDP growth highest in EU 27



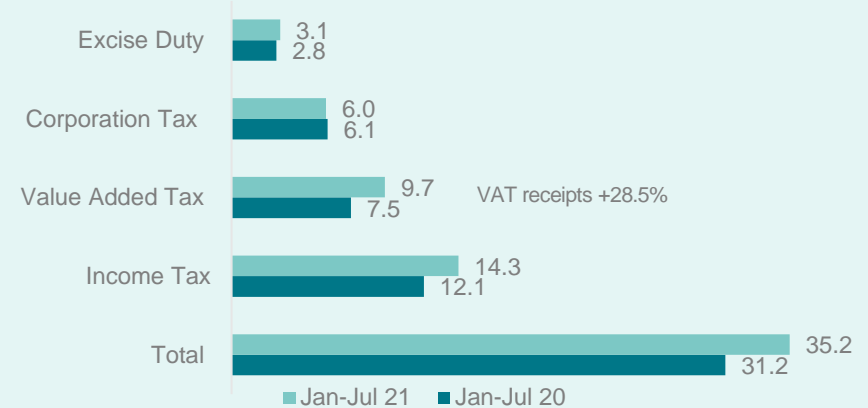
Household savings at record levels



Employment recovery

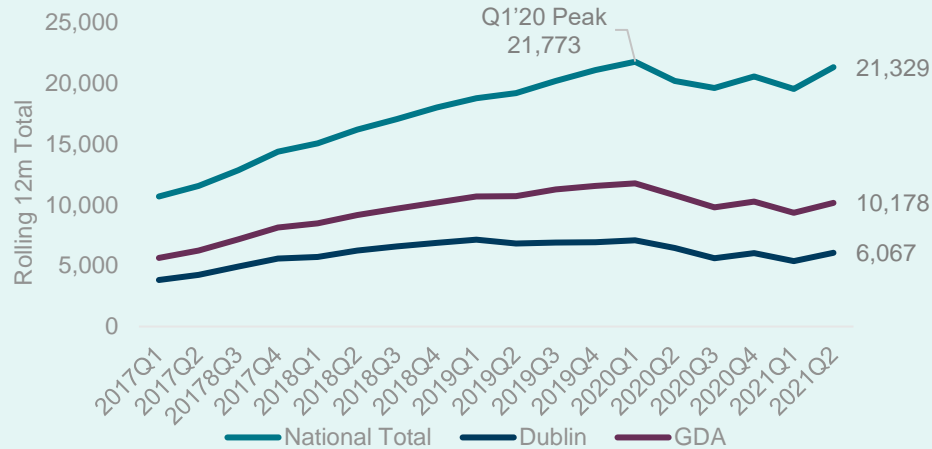


Jan-July 2021 Exchequer receipts

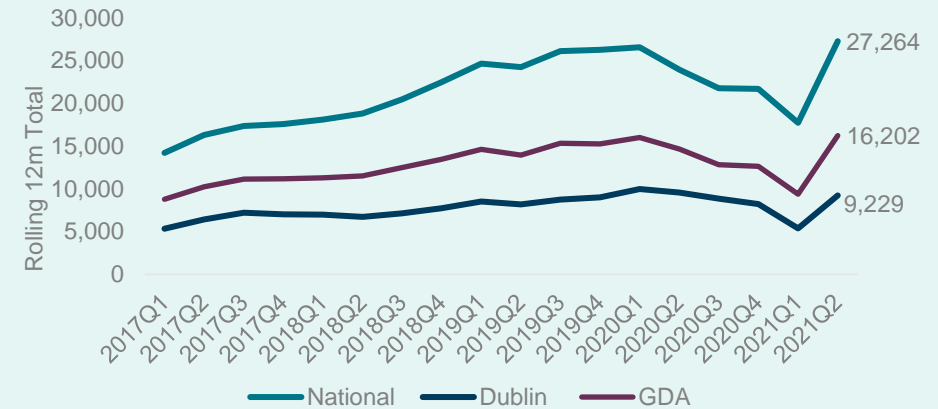


New Homes Supply Indicators

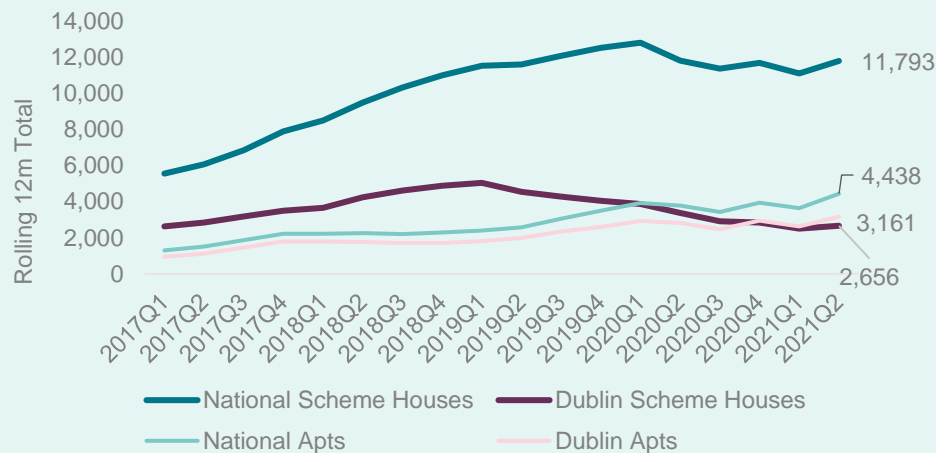
Completions returning to pre-pandemic levels



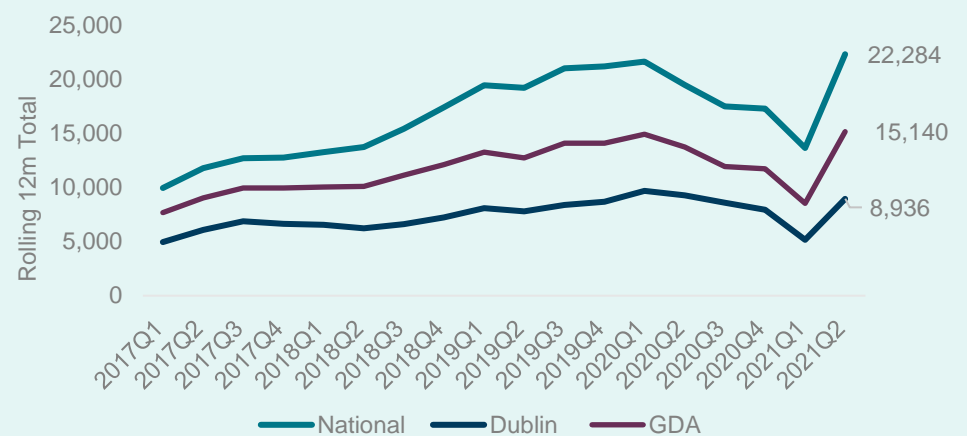
Commencements starting to get back on track



Completions: more apartments coming on stream

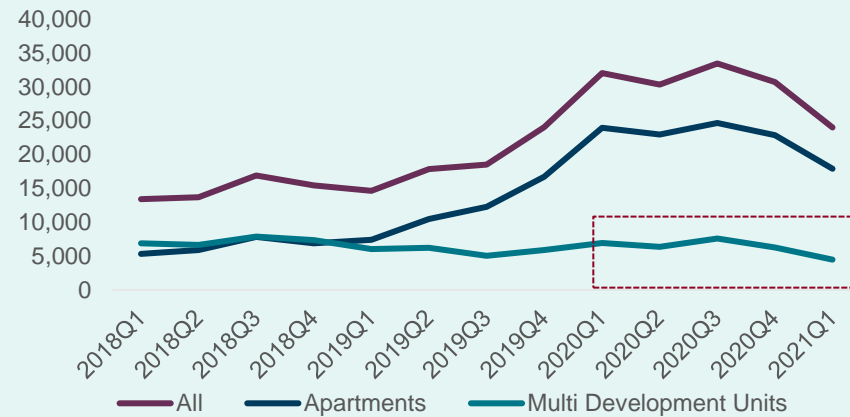


Commencements: multi-unit schemes (houses & apartments)

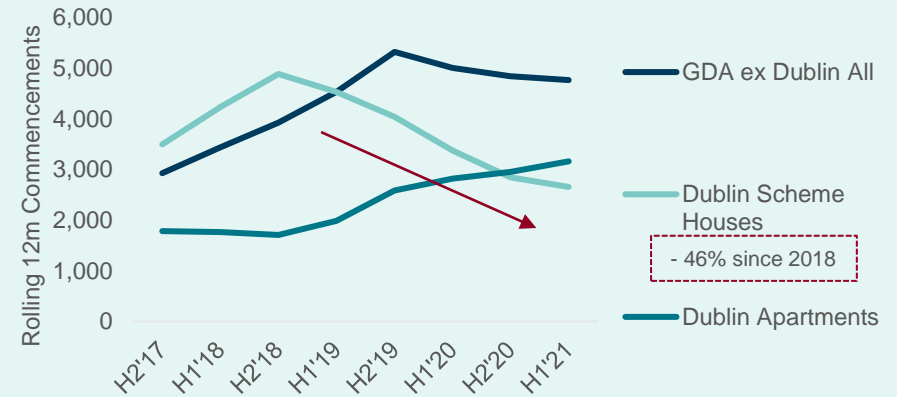


New Homes Supply Indicators (contd.)

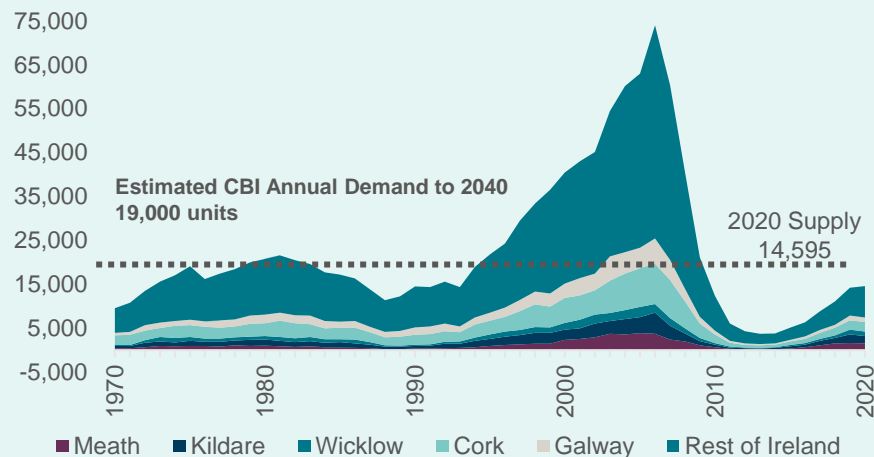
Greater Dublin Area planning grants – 12m rolling



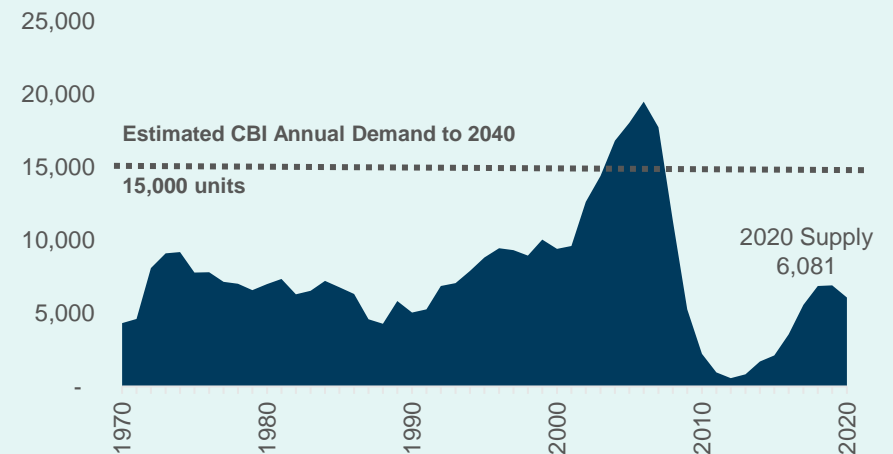
Significant decline in Dublin multi-unit scheme completions



Rest of Ireland – a historic supply perspective

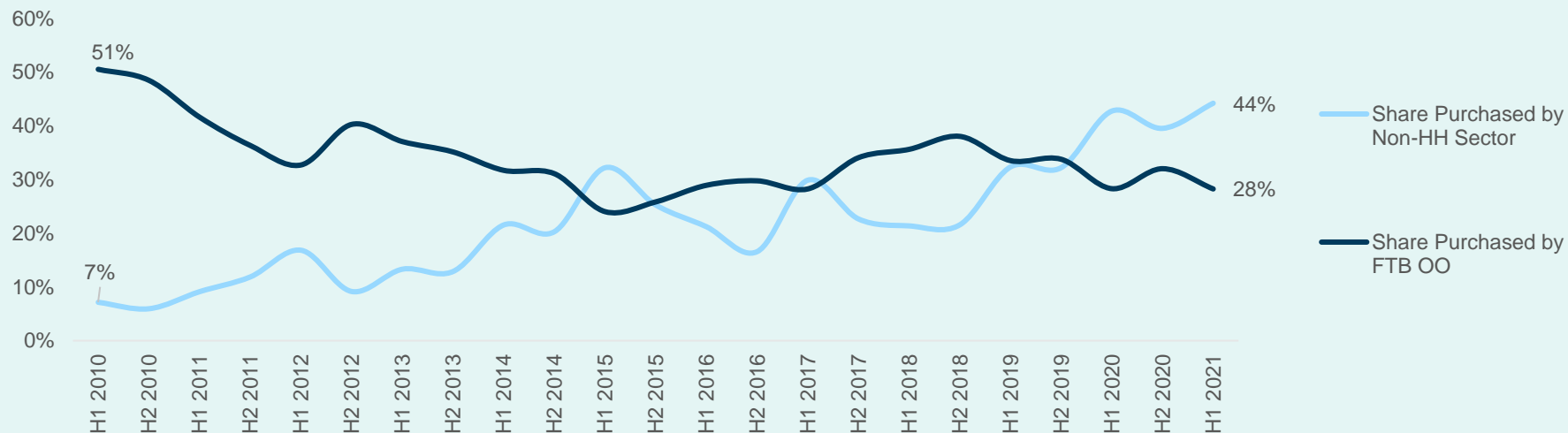


Dublin – a historic supply perspective



Non-Household Sector Increasing Presence in the Market

Non-Household Buyers (NHB) comprise 44% of new homes transactions



	Total New Homes Transactions Filed	Purchased by Non-Household Buyers (NHB)	Share of New Homes Purchased by NHB	Purchased by Households	Share of New Homes Purchased by Households	Number of FTB Households (subset of total Households)	Share of New Homes Purchased by FTB Owner Occupiers
H1 2018	5,201	1,112	21%	4,089	79%	1,854	36%
H2 2018	6,219	1,342	22%	4,877	78%	2,367	38%
H1 2019	5,571	1,802	32%	3,769	68%	1,869	34%
H2 2019	7,553	2,433	32%	5,120	68%	2,553	34%
H1 2020	5,508	2,354	43%	3,154	57%	1,560	28%
H2 2020	7,252	2,866	40%	4,386	60%	2,324	32%
H1 2021	6,019	2,660	44%	3,359	56%	1,702	28%

The Irish Multifamily Market – H1 2021

Value of H1 2021 New Build
Multifamily Transactions

€1.45bn

2,455 Homes for Rent on 1 August 2021
74% below long-run average

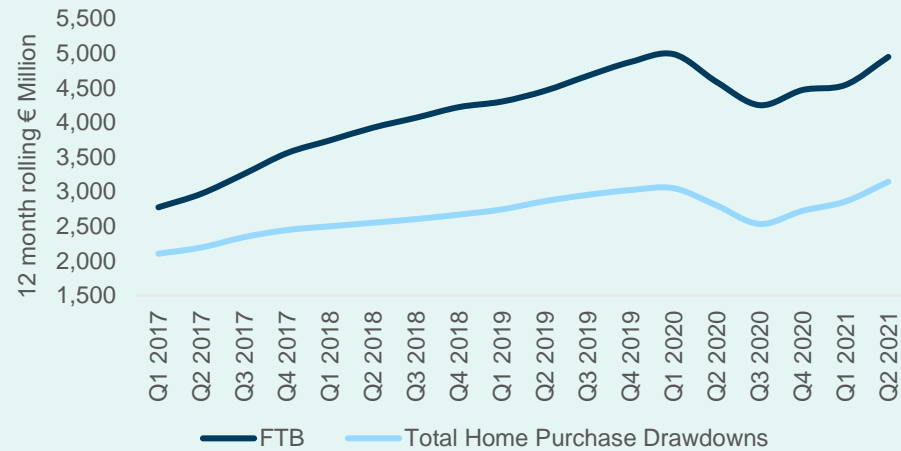
c. 3.75%
Dublin Multifamily prime yields H1'21

2021 New Build Transactions

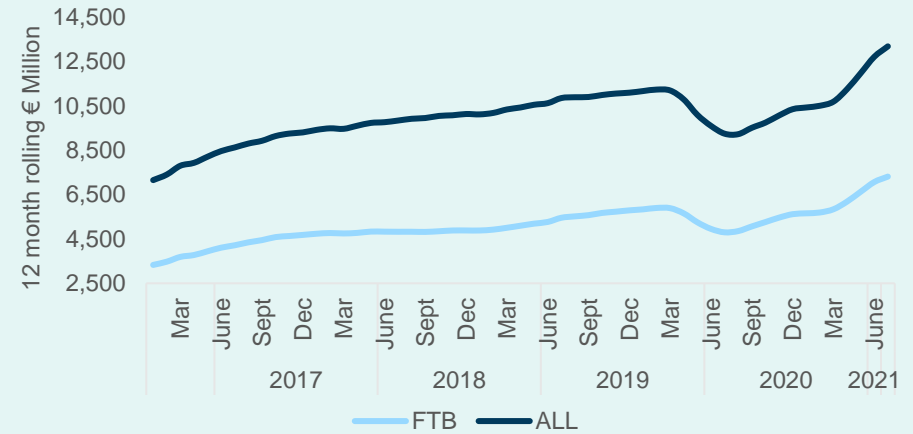
#	Property	No. Units	Buyer	Status	Reported Price (€m)
1	Multi-location portfolio	900	Domestic institutional investor	Forward Purchase	€450
2	8th Lock, Royal Canal Park, Rathborne, Dublin 15	435	International institutional investor	Forward Fund	€200
3	Ardstone - Dublin Portfolio	401	Domestic institutional investor	Completed	€181
4	Griffith Wood, Griffith Avenue, Dublin 9	342	International institutional investor	Forward Purchase	€176.5
5	East Village, Clay Farm, Leopardstown, Dublin 18	295	International institutional investor	Forward Purchase	€127
6	Off-Market - Dublin	151	Private	Unknown	€66
7	Marina Village, Greystones, Co. Wicklow	134	International institutional investor	Completed	€64.5
8	Shackleton Park, Lucan, Co. Dublin - CAIRN	150	Domestic institutional investor	Forward Purchase	€48.3
9	Off-Market - Dublin Portfolio	62	Private	Unknown	€30
10	Blackhall Square, Smithfield, Dublin 7	39	International institutional investor	Completed	€20
11	Blackbanks, Raheny, Dublin 5	40	Domestic institutional investor	Completed	€19
		2,949			€1.4bn

Mortgage Market

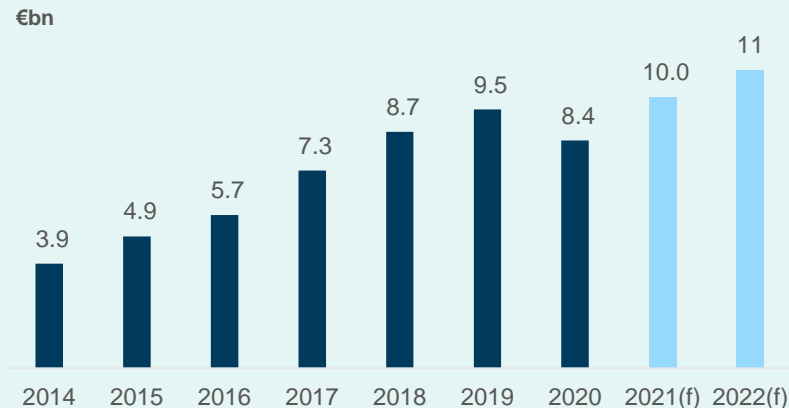
Mortgage drawdowns at pre-pandemic levels



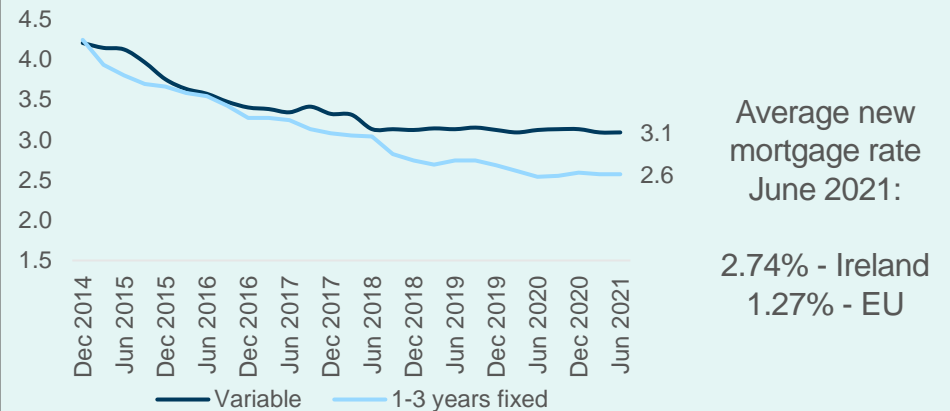
Mortgage approvals strength continues



Mortgage market to grow by 20% in 2021 and 10% in 2022



Mortgage rates falling, more than double EU 27 average

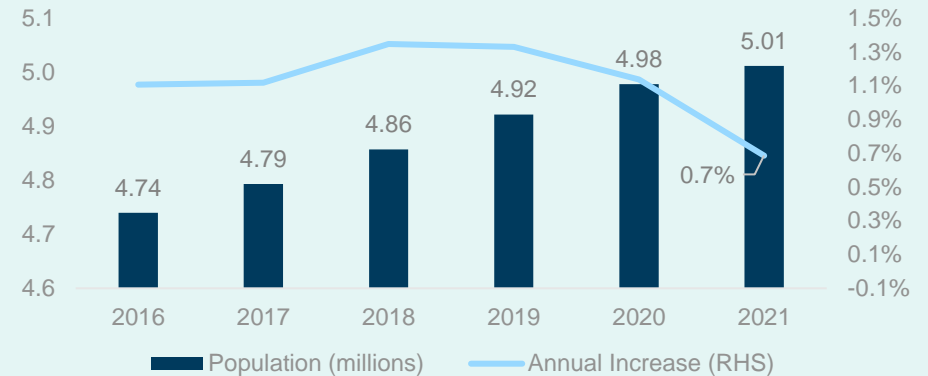


Demographics Support Demand

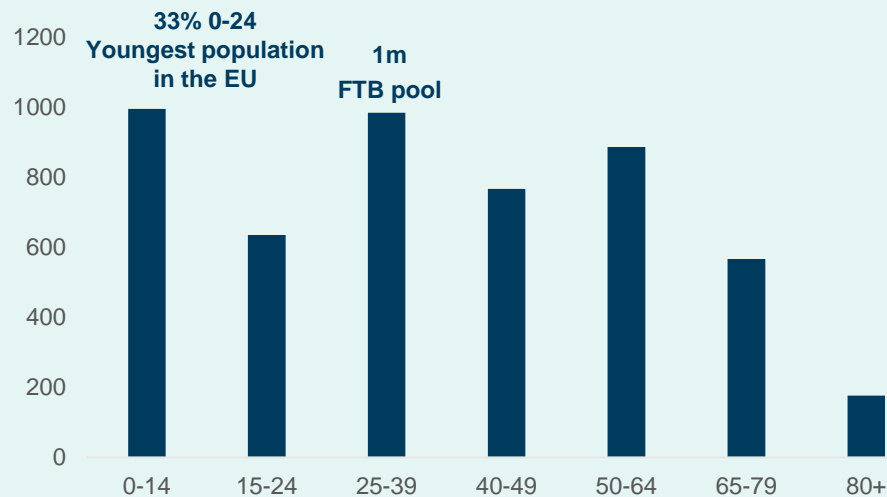
Strong population growth

- Population 5m as at April 2021 - the highest since 1851.
- Population forecast to grow to 5.6m by 2040
- 30k Irish nationals returned to Ireland in the year to April 2021 – highest since 2007.
- Population growth is 3x EU average
- Highest birth rate in Europe: 11.2 per 1,000 population.
- High average household sizes: 2.6 compared to 2.3 EU average
- ESRI forecast medium term demand of 34,000 new homes p.a.

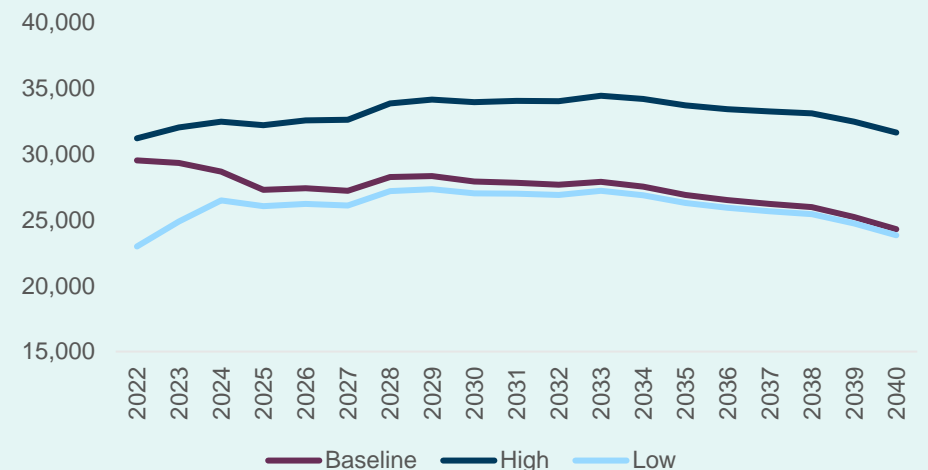
Average 1.1% annual population growth since 2015



Irish population by age category



ESRI housing demand forecast



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