Residential Delivery

Focussed on Completing its Mandate Successfully

€30.2bn in Senior Debt fully redeemed. Associated contingent liability of Irish State has been eliminated. Almost €500m of subordinated debt has also been redeemed.

Facilitate the timely delivery of key Grade A office, retail and residential space within the Dublin Docklands’ SDZ and Dublin’s Central Business District.

Subject to commercial viability, facilitate the delivery of up to 20,000 residential units in Ireland by end-2020.
Profitable

€481m profit after tax in 2017 (2016: €1.5 billion)

€13m impairment credit in 2017 (2016: €282m)

€335m profit on disposal of loans, property assets; and surplus income (2016: €1.1 billion)

Cash Generation

NAMA continues to generate significant cash through asset and loan disposal activity and non-disposal income. Some €2.6 billion was generated in cash in 2017

Total cash generated from inception to date, in excess of €41.6 billion

Asset Sales & Income

In 2017, NAMA realised proceeds of €2.4 billion from the sale of loans, property and other assets

Total sales proceeds from inception to 31 Dec 2017 was €34.6 billion

Total non-disposal income was €5.5 billion from inception to 31 Dec 2017

€481m profit after tax in 2017 (2016: €1.5 billion)

€13m impairment credit in 2017 (2016: €282m)

€335m profit on disposal of loans, property assets; and surplus income (2016: €1.1 billion)
## NAMA KEY FINANCIALS
### Income Statement – 2017

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>€m</td>
<td>€m</td>
</tr>
<tr>
<td>Interest income</td>
<td>250</td>
<td>371</td>
</tr>
<tr>
<td>Interest and similar expense</td>
<td>(4)</td>
<td>(83)</td>
</tr>
<tr>
<td><strong>Net interest income</strong></td>
<td><strong>246</strong></td>
<td><strong>288</strong></td>
</tr>
<tr>
<td>Fee income</td>
<td>3</td>
<td>27</td>
</tr>
<tr>
<td>Net profit on disposal of loans, property assets; and surplus income</td>
<td>335</td>
<td>1,110</td>
</tr>
<tr>
<td>Foreign exchange gain/(loss)</td>
<td>(6)</td>
<td>9</td>
</tr>
<tr>
<td>Derivatives loss</td>
<td>(1)</td>
<td>(3)</td>
</tr>
<tr>
<td>Administration and other expenses / income</td>
<td>(46)</td>
<td>(45)</td>
</tr>
<tr>
<td><strong>Operating profit before impairment</strong></td>
<td><strong>531</strong></td>
<td><strong>1,386</strong></td>
</tr>
<tr>
<td>Impairment credit / (charge)</td>
<td>13</td>
<td>282</td>
</tr>
<tr>
<td><strong>Profit for before tax</strong></td>
<td><strong>544</strong></td>
<td><strong>1,667</strong></td>
</tr>
<tr>
<td>Tax charge</td>
<td>(63)</td>
<td>(164)</td>
</tr>
<tr>
<td><strong>Profit after tax</strong></td>
<td><strong>481</strong></td>
<td><strong>1,503</strong></td>
</tr>
</tbody>
</table>
## NAMA KEY FINANCIALS
### Financial Position – 31 Dec 2017  €5.1bn

<table>
<thead>
<tr>
<th></th>
<th>31/12/2017</th>
<th>31/12/2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents and liquid assets</td>
<td>1,254</td>
<td>2,165</td>
</tr>
<tr>
<td>Loans and receivables (net of impairment)</td>
<td>3,194</td>
<td>3,935</td>
</tr>
<tr>
<td>Other assets</td>
<td>664</td>
<td>1,236</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>5,112</td>
<td>7,336</td>
</tr>
<tr>
<td><strong>Liabilities and reserves</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senior bonds in issue</td>
<td>-</td>
<td>2,590</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>33</td>
<td>54</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>33</td>
<td>2,644</td>
</tr>
<tr>
<td><strong>Total equity and reserves (including €1.6bn sub debt)</strong></td>
<td>5,079</td>
<td>4,692</td>
</tr>
<tr>
<td><strong>Equity, reserves and liabilities</strong></td>
<td>5,112</td>
<td>7,336</td>
</tr>
</tbody>
</table>

Note: IFRS9 Transition – reserves plus €129m post-tax
RESIDUAL PORTFOLIO
Geographical diversity of assets securing loans at 31 Dec 2017

- 64% Dublin
- 20% Rest of Republic of Ireland (ROI)
  - 9% Commuter Belt
  - 9% Urban Centres
  - 2% Rest ROI
- 10% London
- 4% Rest of World
- 2% Rest of UK

20% rest of ROI – urban centric

- Cork
- Kildare
- Wicklow
- Sligo
- Meath
- Galway
- Louth
- Limerick
- Other
RESIDUAL PORTFOLIO
Sectoral diversity of assets securing loans at 31 Dec 2017

- Residential: 26%
- Development: 11%
- Office: 15%
- Land: 36%
- Retail: 7%
- Hotel & Leisure: 3%
- Non-Real Estate: 1%
- Industrial: 1%
Subject to **commercial viability**, NAMA will facilitate the delivery of up to **20,000 residential units** in Ireland, primarily in the Greater Dublin Area, by end-2020.

<table>
<thead>
<tr>
<th>Completed, under construction or ready to go</th>
<th>18,600 units</th>
</tr>
</thead>
<tbody>
<tr>
<td>7,300 units completed</td>
<td></td>
</tr>
<tr>
<td>2,800 units under construction</td>
<td></td>
</tr>
<tr>
<td>8,500 units with planning permission but not yet under construction</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>In the planning system</th>
<th>8,600 units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Planning applications for 2,600 units lodged</td>
<td></td>
</tr>
<tr>
<td>Planning applications for 6,000 units to be lodged within 12 months</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Pre-planning and feasibility</th>
<th>17,000 units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-planning work for 11,000 units underway</td>
<td></td>
</tr>
<tr>
<td>Feasibility and pre-planning on long-term sites for 6,000 units</td>
<td></td>
</tr>
</tbody>
</table>
ACHIEVING STRATEGIC OBJECTIVES

Examples of residential units funded by NAMA

- Millers Glen, Swords
  - 1,988 units

- Ardilea Crescent, Dublin 14
  - 102 units

- Kinsale Manor, Cork
  - 136 units

- Belltree, Dublin 13
  - 2,161 units

- Eustace Court, Dun Laoghaire
  - 96 units

No. units = site capacity
One of the few large, centrally located, development opportunities in Dublin City

Up to 3,500 residential units and 860,000 sq. ft. of commercial development as well as school sites and community space

SDZ plan approved by DCC in October 2017

Final ABP adoption of Poolbeg planning scheme expected to occur in Q3 2018.
Homes for 8,000+ people

2,474 homes have been delivered by NAMA for social housing to end-March 2018, providing housing for over 8,000 people.

6,984 units offered

NAMA has offered 6,984 residential units for social housing purposes. Demand was confirmed by local authorities for 2,717 properties.

€350m+ invested

NAMA has invested or committed approximately €350m to remediate and complete properties and to purchase houses and apartments through its special vehicle for acquiring social housing, NARPS.
By March 2018, NAMA’s exposure had reduced to just six unfinished housing estates across four counties.

Strategies in place

Resolution strategies are in place for each of the six remaining UFHEs, which are expected to be resolved by end-2018.

335 UFHEs in 2010

In 2010, NAMA had exposure to 335 unfinished housing estates across its secured portfolio.

6 remaining UFHEs

By March 2018, NAMA’s exposure had reduced to just six unfinished housing estates across four counties.
NAMA – LOOKING FORWARD
Subject to Current Market Conditions Prevailing

- PROFITABLE: Continue to achieve best value for assets and deliver terminal surplus of up to €3.5bn
- DEBT REDEMPTION: Redeem Subordinated Debt by 2020. €1.1bn remained at June 2018
- COMMERCIAL DEVELOPMENT: Drive & fund development of the Docklands SDZ area
- RESIDENTIAL FUNDING: Facilitate delivery of up to 20,000 residential units by 2020
May 2014
Dublin Docklands SDZ Scheme Approved by ABP

In order to facilitate the timely delivery of key office, retail and residential space within the SDZ, NAMA set up a dedicated Docklands SDZ team to work closely with all parties to the SDZ scheme, including receivers, investment partners and DCC.

The SDZ plan divided the North Lotts and Grand Canal Docks area into 20 development blocks over 54 acres.

NAMA held an interest in 15 sites – equating to 75% of the developable area – and developed detailed delivery strategies for each site.
June 2018
NAMA currently has an interest in 11 active SDZ sites

75% under construction
Bolands Quay
Capital Dock
Dublin Landings
5 Hanover Quay (Commercial)
76 Sir John Rogerson’s Quay
Wintertide – Block 10a
Exo Building
City Quay*

25% Planning granted
Mayor St – Block 3
North Wall Quay – Block 9
10-12 Hanover Quay

2.56m sq. ft. commercial space and 602 residential units

0.88m sq. ft. commercial space and 780 residential units

* Outside Docklands SDZ area
Brought coherence, direction and drive to the regeneration and development of the Docklands area.

The transformation of a kilometre of derelict waterfront sites on the North Docks – extending from the Conference Centre to 3 Arena.

4.2m sq. ft. of commercial space accommodating up to 20,000 workers

2,200 residential units providing homes for up to 5,000 people

The construction of a New Road connecting Sheriff Street Upper and North Wall Quay.
South Docks: BOLANDS QUAY

2014

• NAMA and the receiver agree a strategy for this landmark site.

2015

• Planning permission is received for three buildings comprising 330,500 sq. ft. of commercial space and 46 residential units, and regeneration of protected structures.
• Receiver appointed JLL & Lisney to market the development internationally.

2016 / 2017

• Demolition, conservation and enabling works are carried out.
• BAM Ireland is appointed as construction contractor.
• Construction commences in 2017.

2018

• Sale of the entire development contracts to Google.
• The receiver will deliver the development to Google on completion – from Q3 2019.
**North Docks: EXO BUILDING**

- **2014 / 2015**
  - NAMA works with the appointed receiver to lodge planning for what will be Ireland’s tallest office block at 73 metres (17 storeys).
  - Known as the Exo, due to its exoskeleton truss.

- **2016**
  - Planning permission, which includes upgrade plans for Point Square, is received.

- **2017**
  - Following a competitive marketing process, the receiver agrees a forward sale of the site.
  - Bennett Construction is appointed as building contractor by the receiver.

- **2018**
North Docks: DUBLIN LANDINGS

**2014**
- NAMA publicly tenders the development rights of the site while retaining the freehold interest and a 20% share of income.
- Agreement entered into with Oxley Holdings for the development of a large office and residential scheme.

**2015**
- First planning application submitted in July 2015 and subsequently granted in November 2015.
- Construction commences in December 2015.

**2016/2017**
- The NTMA agrees to lease No.1 Dublin Landings – entire block
- Construction commences on residential block

**2018**
- WeWork signs pre-let agreement for No.2 Dublin Landings
- Construction of No.1 and No.2 are completed and construction of the rear commercial blocks is underway.
- When all phases are completed in 2020, Dublin Landings will comprise 290 apartments and 720,000 sq. ft. of commercial space.