



National Asset
Management Agency

Annual Report & Financial Statements 2018

Brendan McDonagh, Chief Executive
30 May 2019



NAMA Key Objectives

Focused on completing our mandate successfully



Cash Generation & Debt Redemption

Meet all of our remaining debt (€1.06bn subordinated debt outstanding) and equity obligations (€51m) and return the **largest possible surplus** to the taxpayer



Residential Delivery

Subject to commercial viability, facilitate the delivery of **up to 20,000 residential units** in Ireland and maximise the number of sites that are shovel-ready for development



Dublin Docklands SDZ

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



NAMA Key Financial Indicators 2018

Profitable

€795m profit after tax in 2018.

65% year-on-year profit increase (2017 profit: €481 million) despite reduced loan portfolio.

Realisation of value enhancement work undertaken on portfolio in earlier years.

Cash Generation

NAMA continues to generate significant cash through asset and loan disposal activity and non-disposal income.

€3.3 billion cash was generated in 2018.

Total cash generated from inception to date in excess of **€44 billion**.

Asset Sales & Income

In 2018, NAMA realised proceeds of **€3.14 billion** from the sale of loans, property and other assets.

Total **disposal receipts of €37.8 billion** and non-disposal income of **€6.2 billion** from inception to end-2018.

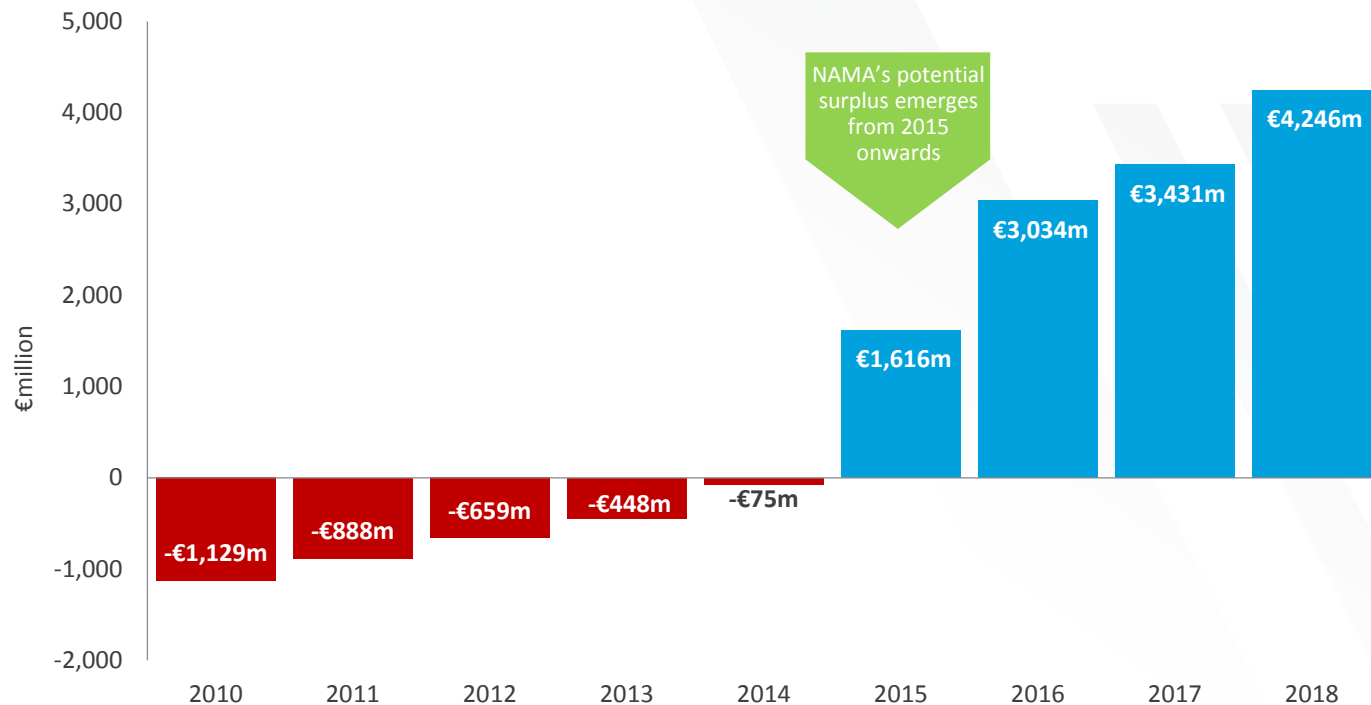
NAMA Income Statement 2018

	IFRS 9 2018 €m	IAS 39 2017 €m
Net gains on debtor loans measured at FVTPL	605	-
Interest, fee & other income	76	272
Net profit on disposal and refinancing of loans	179	64
Net profit on disposal of property assets	134	2
Surplus income	-	270
Other expenses (interest expense, FX & derivative financial instruments)	(15)	(10)
Administration expenses	(75)	(67)
Total operating income	904	531
Impairment credit on loans and receivables	-	13
Profit for the year before tax	904	531
Tax charge	(109)	(63)
Profit	795	481

NAMA Financial Position 2018

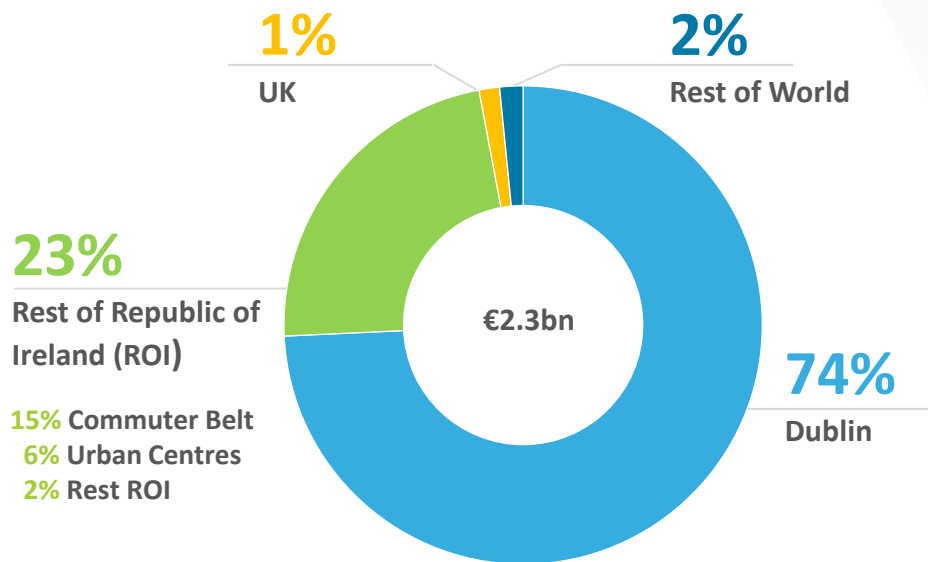
	IFRS 9 31 Dec 2018 €m	IAS 39 31 Dec 2017 €m
Assets		
Cash, cash equivalents and liquid assets	3,186	1,254
Loans and receivables (net of 2017 impairment of €1.4bn)	-	3,194
Debtor loans measured at fair value through profit or loss	1,925	-
Other assets	313	664
Total assets	5,424	5,112
Liabilities		
Other liabilities	61	33
Total liabilities	61	33
Total equity and reserves (including €1.06bn subordinated debt (2017 €1.6bn))	5,363	5,079
Equity, reserves and liabilities	5,424	5,112

NAMA Retained Earnings 2010 - 2018



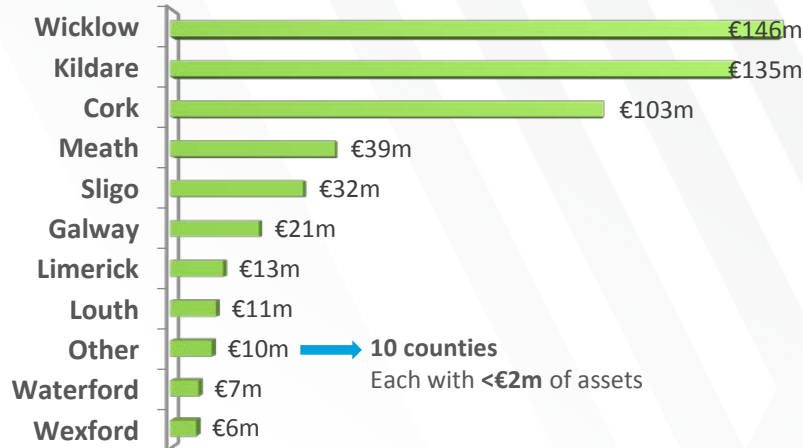
Remaining Portfolio

Geographic diversity of assets at 31 December 2018



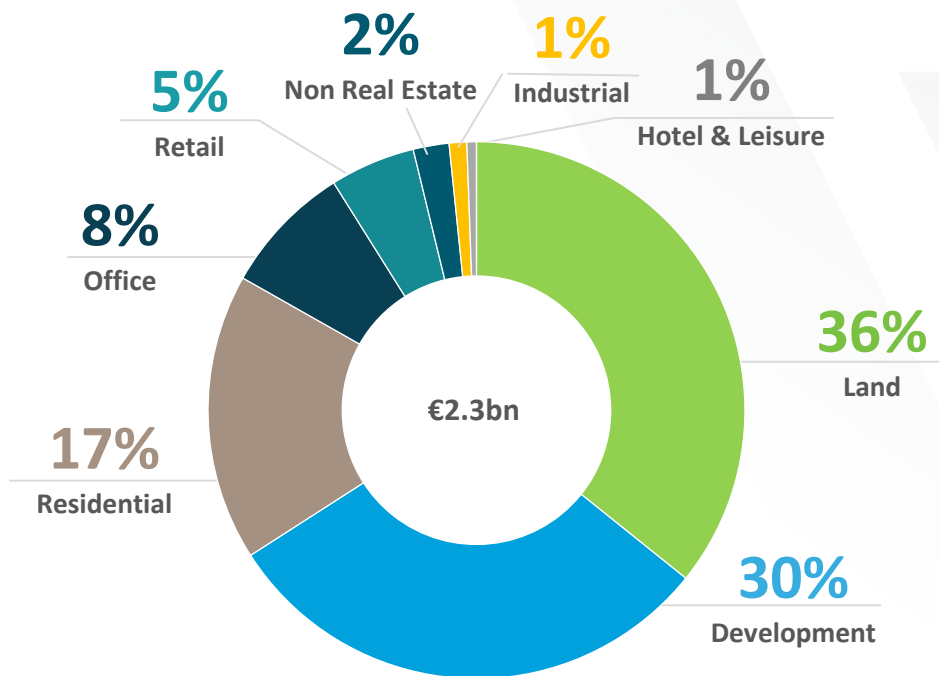
Rest of Ireland = €523m

County Breakdown







Remaining Portfolio

Sectoral diversity of assets at 31 December 2018



Residential Delivery

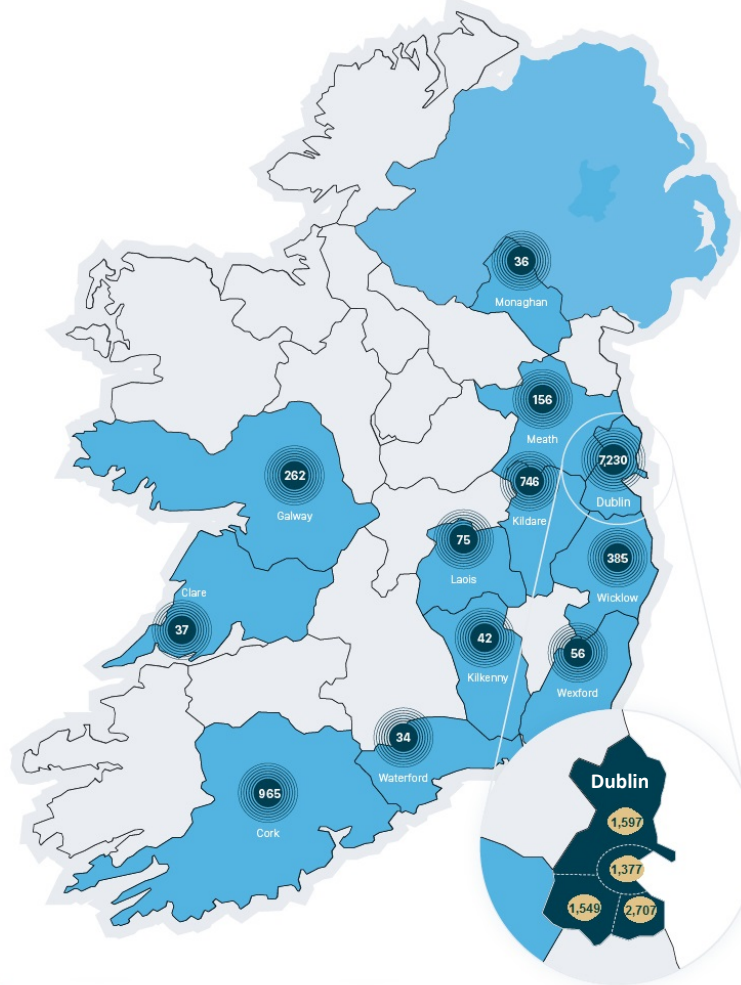
Progress from January 2014 to May 2019

10,024* 	<ul style="list-style-type: none"> ▶ 10,024 units completed with NAMA funding
7,200 	<ul style="list-style-type: none"> ▶ 3,200 units under construction or with funding approved ▶ 4,000 units with planning permission but not yet under construction
12,600 	<ul style="list-style-type: none"> ▶ Planning applications for 4,100 units lodged or being prepared ▶ Approval to proceed to planning for 8,500 units
11,200 	<ul style="list-style-type: none"> ▶ Pre-planning underway for 6,500 units ▶ Feasibility and pre-planning for 4,700 units on longer term sites

* NAMA has also facilitated indirect delivery of **4,000** units on former NAMA-secured sites



**National Asset
Management Agency**



Residential Delivery

Examples of residential projects



**Bishops Gate,
Kilternan**

**Rathborne Park &
Royal Canal Park,
Ashtown**






**Willow Glen,
Carrickmines**

**Belarmine,
Stepaside**



Social Housing

Progress to May 2019

<p>2,544</p> 	<p>2,544 homes have been delivered nationwide for social housing to end-May 2019 (8,000+ people housed)</p>
<p>7,050</p> 	<p>NAMA has offered 7,050 residential units for social housing purposes. Demand was confirmed by local authorities for 2,729 properties</p>
<p>€350m</p> 	<p>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</p>

Creston Avenue | Finglas, Dublin 11
18 houses leased to Respond



Downview | Bishopstown, Co Cork
29 apartments leased to Co-Operative Housing



Dublin Docklands SDZ

4.2m sq. ft. commercial & 2,183 residential units

Progress to May 2019

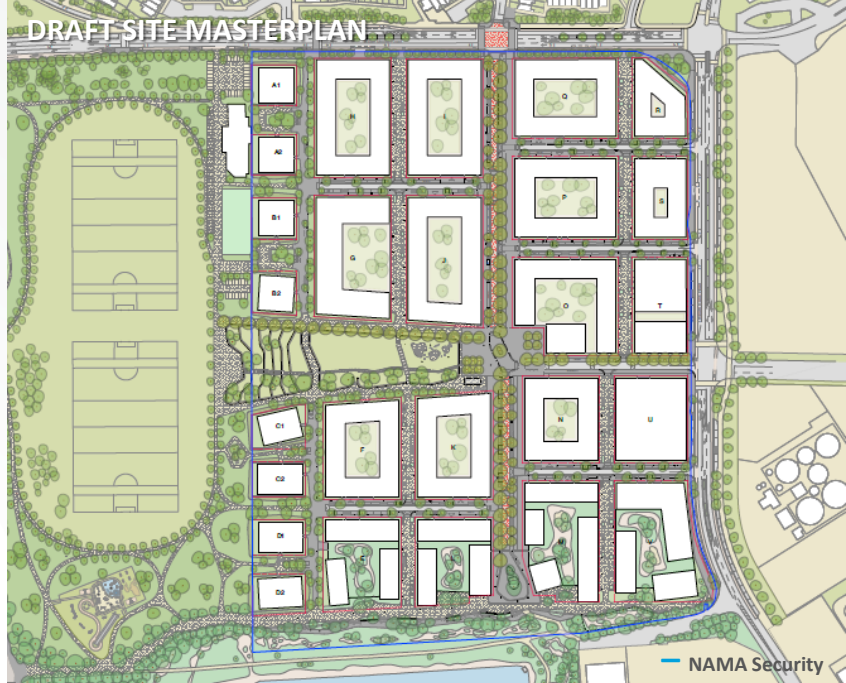
<p>27%</p> 	<p>construction complete</p> <ul style="list-style-type: none"> ▶ 1.14m sq ft commercial ▶ 190 residential units 	<p>City Quay*</p> <p>5 Hanover Quay (Commercial)</p> <p>Capital Dock</p> <p>8 Hanover Quay</p> <p>Dublin Landings (2 blocks)</p> <p>New Road</p>
<p>35%</p> 	<p>under construction</p> <ul style="list-style-type: none"> ▶ 1.46m sq ft commercial ▶ 416 residential units 	<p>Bolands Quay (<i>presold to Google</i>)</p> <p>Dublin Landings (<i>freehold interest</i>)</p> <p>Exo Building (<i>presold to Tristan Capital/SW3</i>)</p> <p>76 Sir John Rogerson's Quay (<i>IV - Oaktree</i>)</p> <p>Block 10a North Dock (<i>IV - Oaktree</i>)</p> <p>10-12 Hanover Quay (<i>IV - Kennedy Wilson</i>)</p>
<p>38%</p> 	<p>sites sold / sale agreed</p> <ul style="list-style-type: none"> ▶ 1.63m sq ft commercial ▶ 1,577 residential units 	<p>Mayor St – Block 3</p> <p>North Wall Quay – Block 9</p> <p>5 Hanover Quay (Residential)</p> <p>Spencer Dock</p> <p>Wintertide – Block 5</p> <p>Block 10a (Hotel)</p> <p>Waterways – Block 19</p>

*outside SDZ area



Poolbeg West SDZ

- ▶ The Poolbeg West SDZ encompasses land adjacent to Dublin's south docks. NAMA security comprises a large portion of the SDZ area.
- ▶ The SDZ Planning Scheme was formally adopted by An Bord Pleanála in April 2019.
- ▶ Draft masterplan provides for up to:
 - 3,500 residential units (10% Part V and 15% social and affordable)
 - 1m sq. ft. of commercial and retail
 - school sites
 - cultural / community space
- ▶ NAMA has engaged extensively with the receiver, design team and various stakeholders regarding the provision of a commercial delivery strategy for the site.



NAMA - Looking Forward

Subject to prevailing market conditions



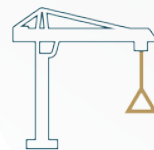
Debt Redemption

Redeem remaining
€1.06bn
subordinated debt
by March 2020



Residential Funding

Facilitate delivery of
up to 20,000
residential units



Commercial Development

Continue to drive &
facilitate
development of the
Docklands & Poolbeg
SDZ areas



Profitable

Continue to achieve
best value for assets &
deliver projected
terminal surplus of
€4 billion in 2020/21



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