

# Nationaal Warmtefonds

(National Heat fund)



**Bauhaus, June 18, 2021**

# 1. AIM

Increase the speed at which Dutch **home owners** are able to make their **homes more sustainable** by **compensating financing deficiencies** in the market.

Method:

**Relatively cheap loans** to private home owners, schools and Home Owner Associations to finance **explicitly defined energy saving measures**.

Regular credit assessment: loan to income private individuals / financial health HoA

Not for profit foundation was created: stand alone but operating within financing conditions of the funders

## 2. NEW DEVELOPMENT

The government defined an ambitious program (Climate Agreement) in which amongst others **the energy transition** (gas to electricity) and continued stimulation of energy saving measures are important building blocks.

The approach will be **per neighbourhood**. To ensure all home owners can participate in this process the Dutch Government wants to ensure access to cheap loans for all home owners (eg failing loan to income ratio's) via the Nationaal Warmtefonds as of 2021.

Seperate legal entity (also a foundation), but same board and supervisory board.

# 3. CLIENTS

CLIENTGROUP	PRODUCT
<b>SUFFICIENT FINANCE CAPACITY</b>	
1a. PRIVATE INDIVIDUALS	CONSUMER LOAN
1b. HOME OWNER'S ASSOCIATION	REGULAR LOAN
<b>INSUFFICIENT FINANCE CAPACITY</b>	
2a. PRIVATE INDIVIDUALS	MORTGAGE LOAN
2b. HOME OWNER'S ASSOCIATION	To be developed



# Main product characteristics consumer loans

Fixed interest rate

Choice between terms (7, 10, 15 and 20 years)

Only available for predefined list of energy saving measures

Pay out loan to contractors

Early repayment penalty free

No collateral

Credit worthiness test (in line with market practise)

**This is a regulated activity so supervision by market conduct authority.**

# Main product characteristics mortgages

Fixed interest rate equal to consumer loans

Choice between terms (15 and 20 years)

Only available for predefined list of energy saving measures / Pay out loan to contractors / Early repayment penalty free

In case of insufficient payment capacity 3 year holiday interest and repayment

Re-testing payment capacity after 3, 6 and 10 years. No capacity, no client payments.

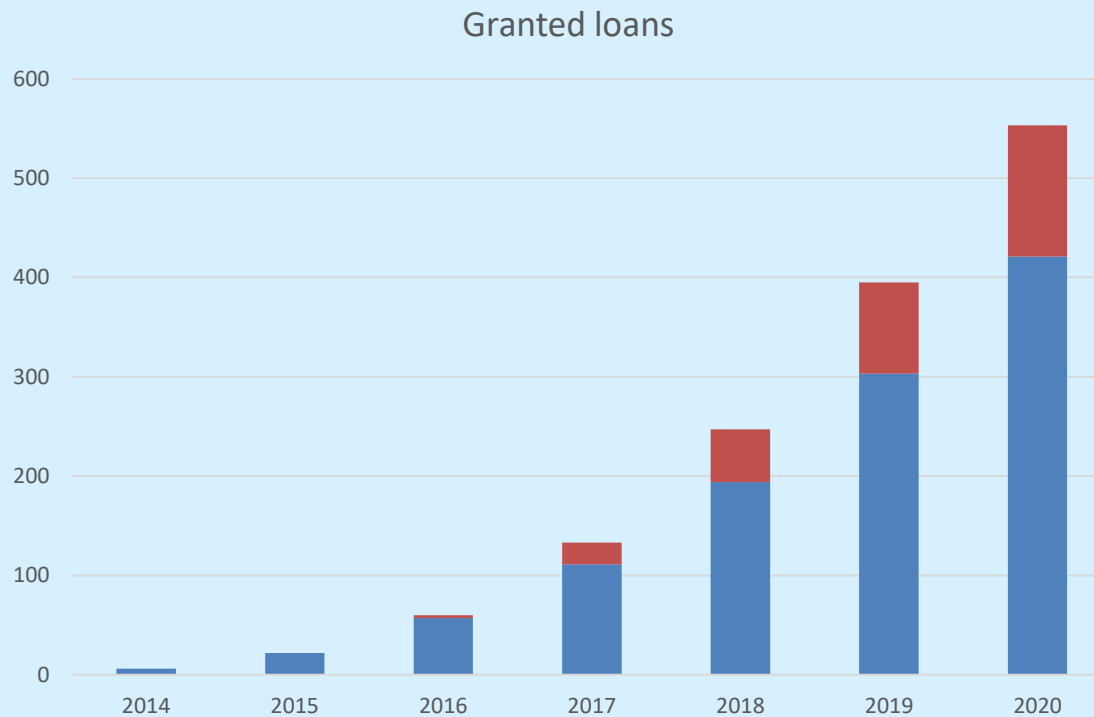
Selling the house: price higher than loan obligations: repayment mortgage

At the end of the term release remaining payment obligations.

**100% funding Government**

**This is a regulated activity so supervision by market conduct authority.**

# 4. Growth Warmtefonds



**AMBITION:  
EUR 4 billion  
IN 2030**

in eur million	2014	2015	2016	2017	2018	2019	2020
Private individuals	6	22	57	111	194	303	421
HoA			3	22	53	92	132
Total	6	22	60	133	247	395	553



## 5. Funders (1)

### Subordinated loan Government (BZK)

Based on two assumptions:

Required balance public – private  
funding (currently 20 – 80)

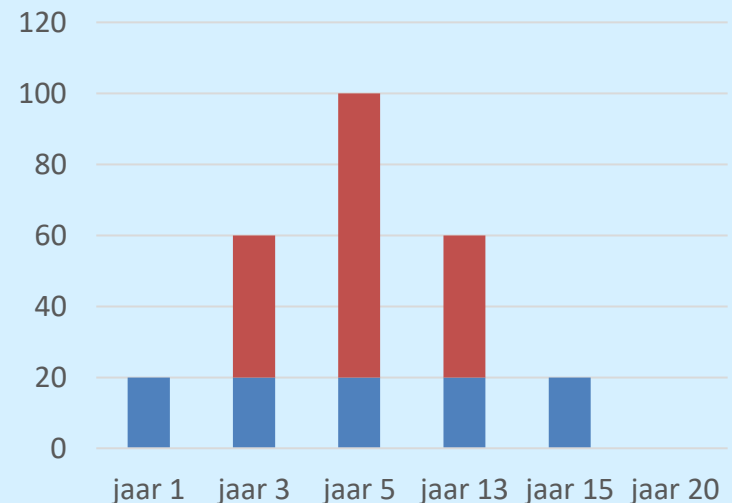
Ambition level size client loan  
portfolio (currently EUR 1.2 bn)

Loans banks

Collateral

Covenants (equity, defaults etc)

Public-private funding





## 5. Funders NWF (2)



Ministerie van Binnenlandse Zaken en  
Koninkrijksrelaties



Rabobank

asn  bank



CEB

COUNCIL OF EUROPE DEVELOPMENT BANK  
BANQUE DE DEVELOPEMENT DU CONSEIL DE L'EUROPE



Europese  
Investeringsbank

*de bank van de EU*

ING



To fully utilize Government funding  
we will fund another EUR 200 million  
from banks in the next 6 to 12 months

## 6. Main service providers

**Zanders: day to day management on behalf of board NWF incl risk, finance & control and compliance**



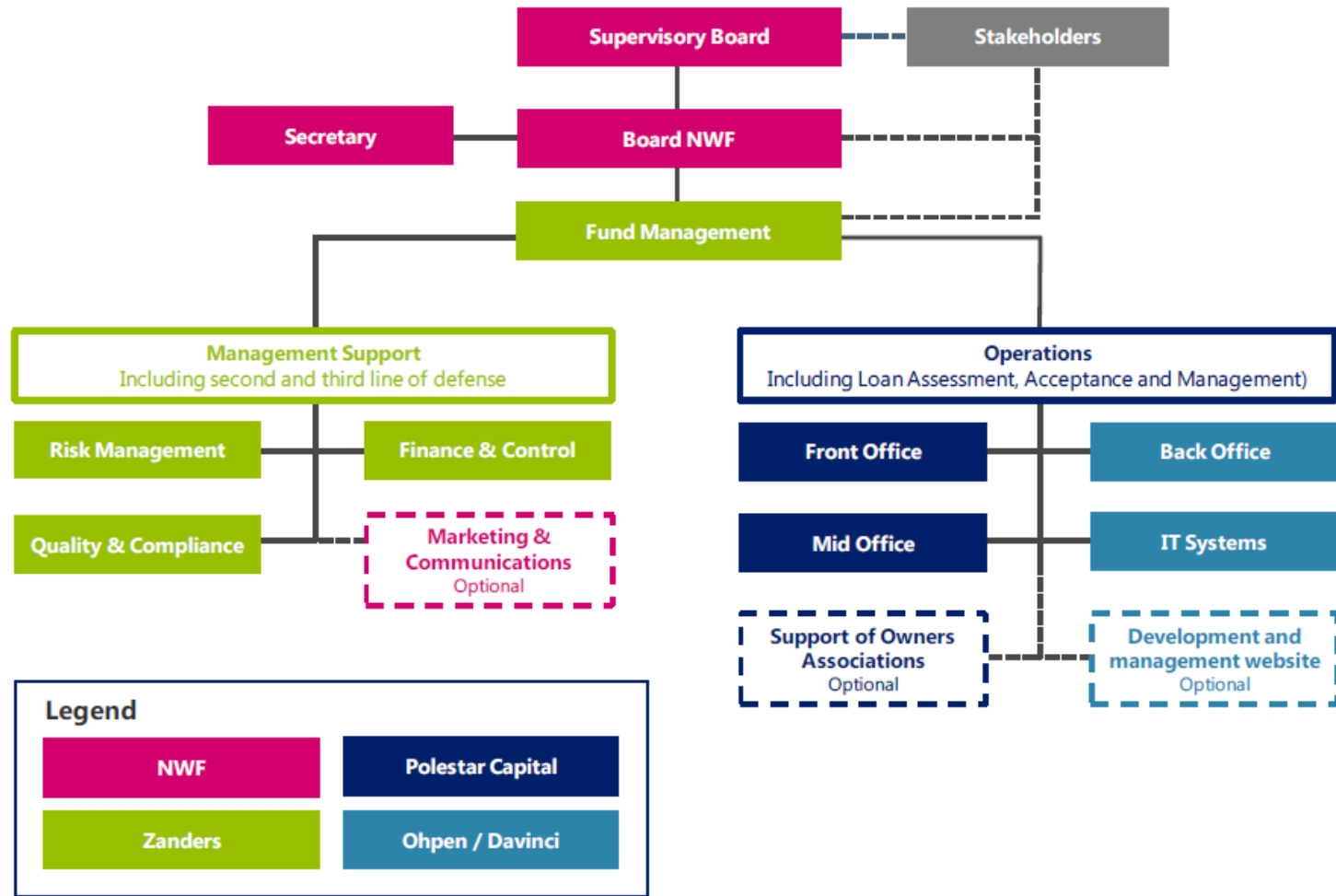
**Polestar: origination and monitoring loans, financial admin.**



**Ohpen: IT backbone (portals, mid office and back office systems)**



# 7. High level structure



## 8. Key message

**No general recipe that can be applied in every country**

**Make a clear operational framework (including governance)**

**Realise your place in the chain**

**Required push and pull factors**

