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trusted by
global financial
organisations

Trento EEMI Bauhaus Week

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ABOUT FORTRUM



DUE DILIGENCE

Local underwriting and compliance expertise for origination funding, portfolio sales and securitisation.



CONSULTANCY

Strategic, product and regulatory expertise to enhance competitiveness, profitability and mitigate risk.



PORTFOLIO MANAGEMENT

Effective, cost-efficient and independent oversight to optimise portfolio management and profitability



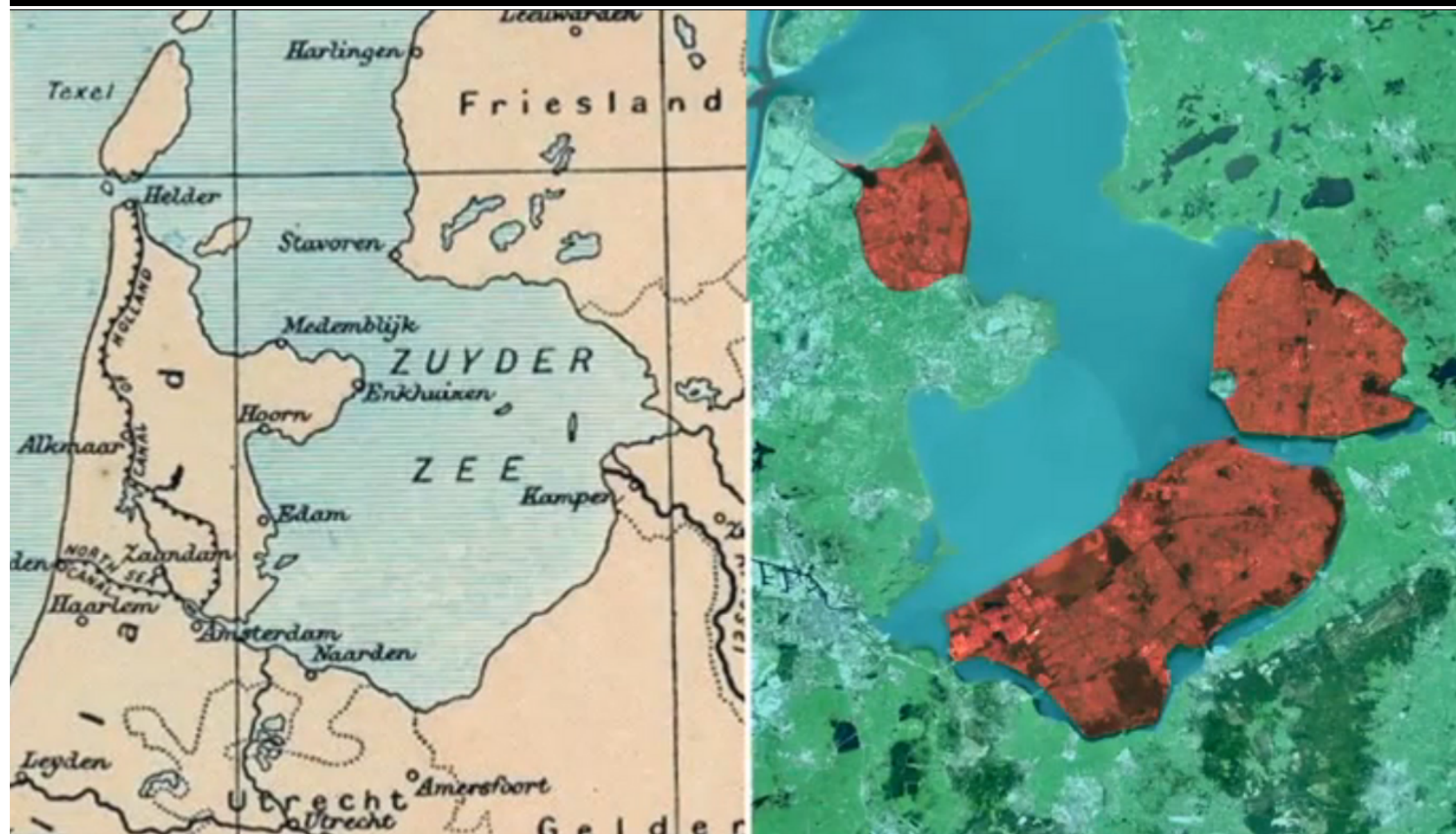
Michel van der Sluis
Founder and CEO of Fortrum

FEBRUARY 14

LOVE STORY

VALENTINE'S DAY

We won the battle with water, reclaiming land from the Zuiderzee



The Waterline was created to protect our country in times of war.



Water was the defense weapon. When the enemy approached, strips of polder land could be flooded by 40 centimetres. This was done via an ingenious system of locks, dikes and canals.

The flood disaster in 1953



70 years ago, in 1953, a flood disaster took place. The dikes break and large parts of South Holland and Zeeland are flooded....

People being evacuated from the village of Middelharnis in the wake of the flood.

The Eastern Scheldt storm surge barrier



The arms of the Maeslantkering storm barrier



1

**Housing and mortgage
market**

3

2

Our challenge

4

3

**Sustainability in our
current market**

5

4

Next steps

6

POPULATION

OUR
POPULATION
WILL GROW
FROM 17.81
MILLION IN 2022
TO 20.7 MILLION
IN 2070

SOURCE
CBS

HOUSEHOLDS

17.81 MILLION
INHABITANTS
TOGETHER FORM
8.1 MILLION
HOUSEHOLDS.

SOURCE
CBS

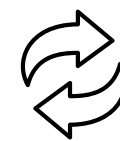
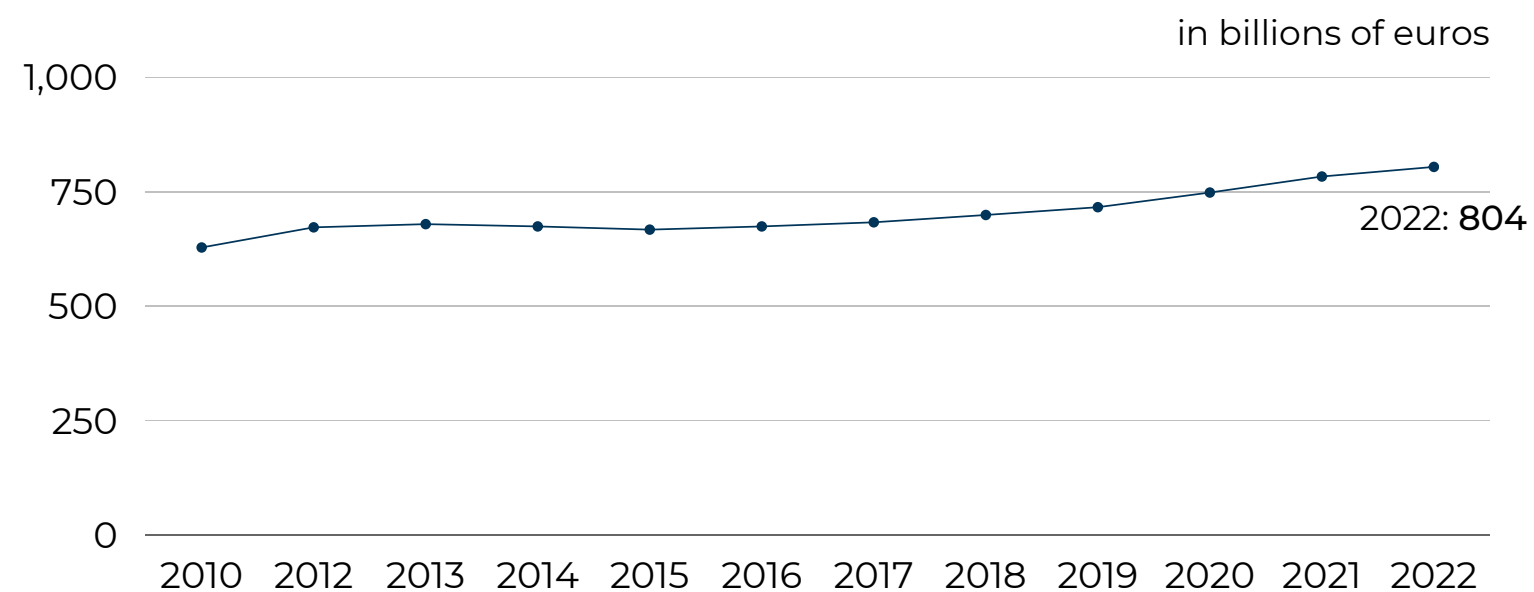
HOUSING STOCK

57% IS OWNER
OCCUPIED,
43% RENTAL
PROPERTIES

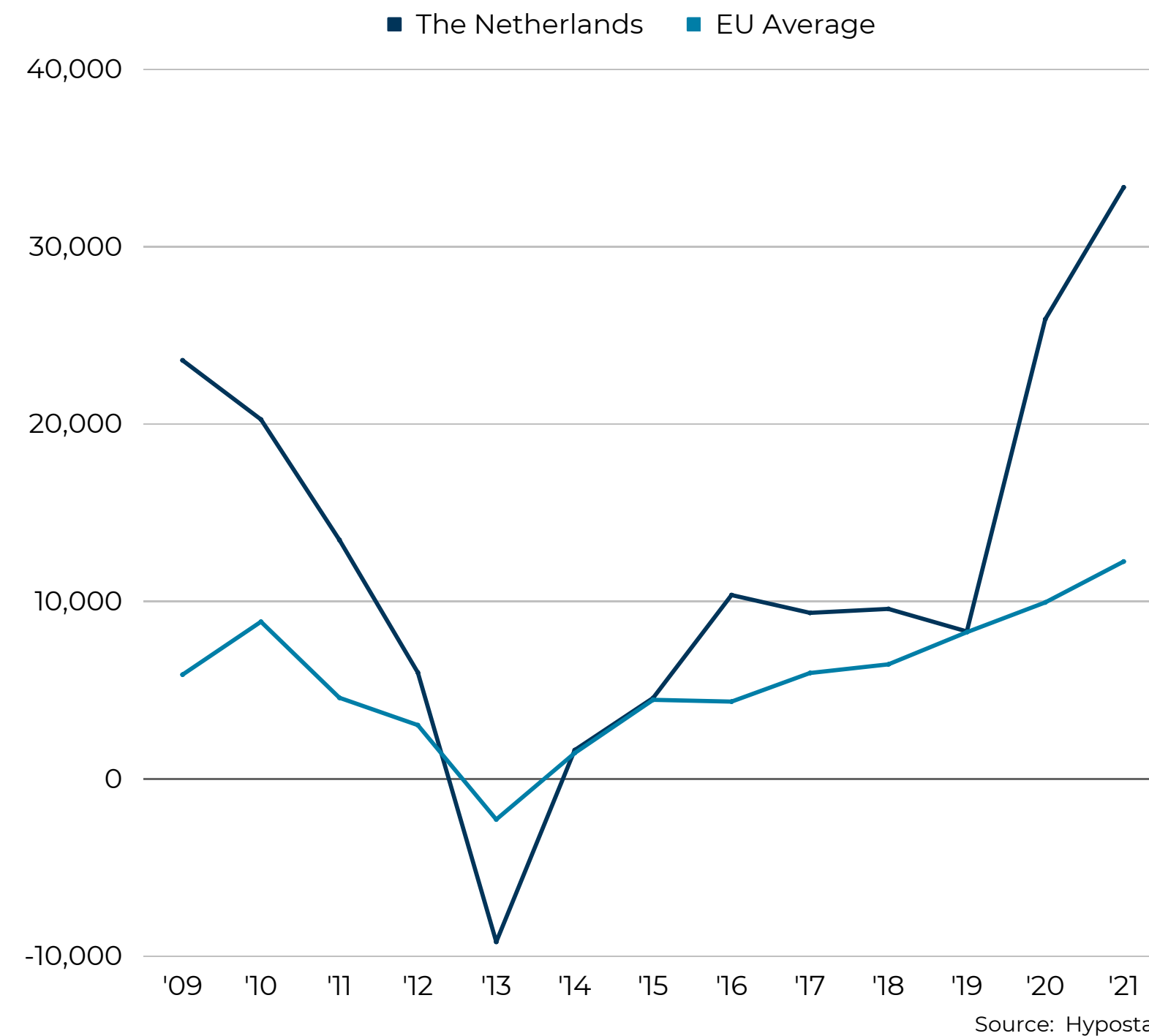
SOURCE
CBS



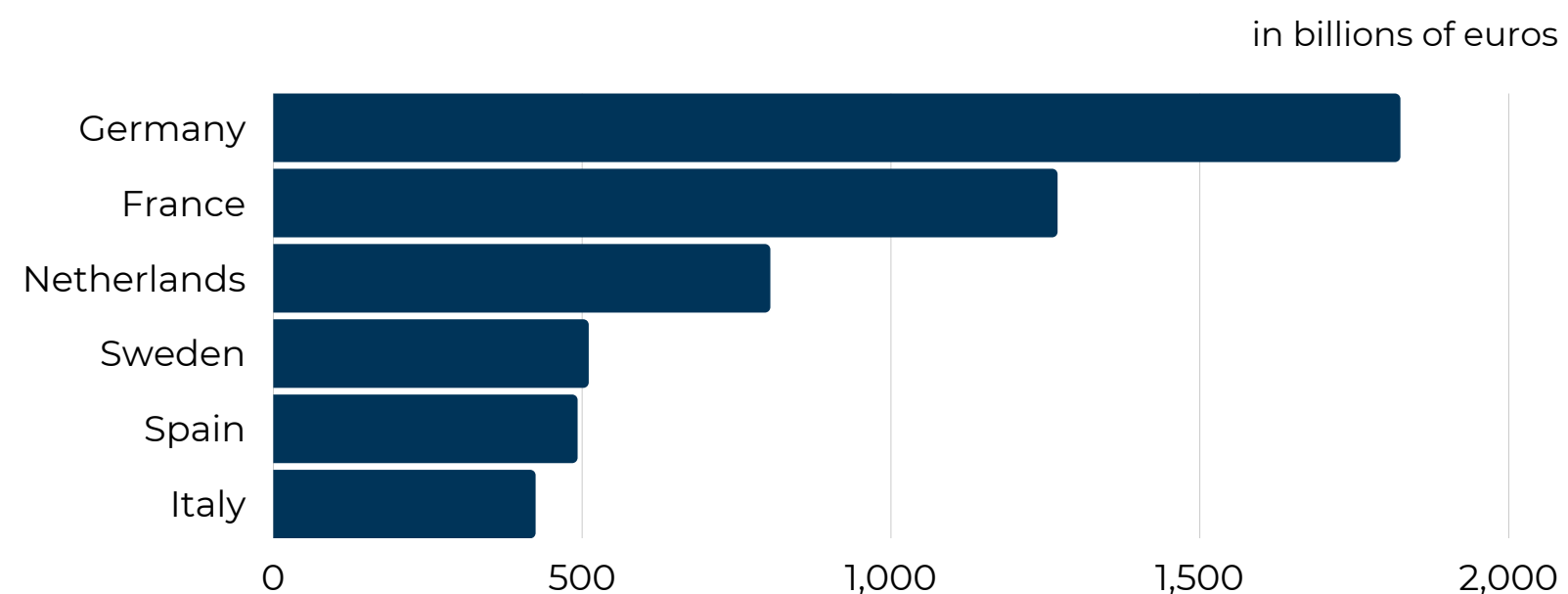
Total outstanding mortgage amount per year



Change in total outstanding residential loans



3rd highest in the EU

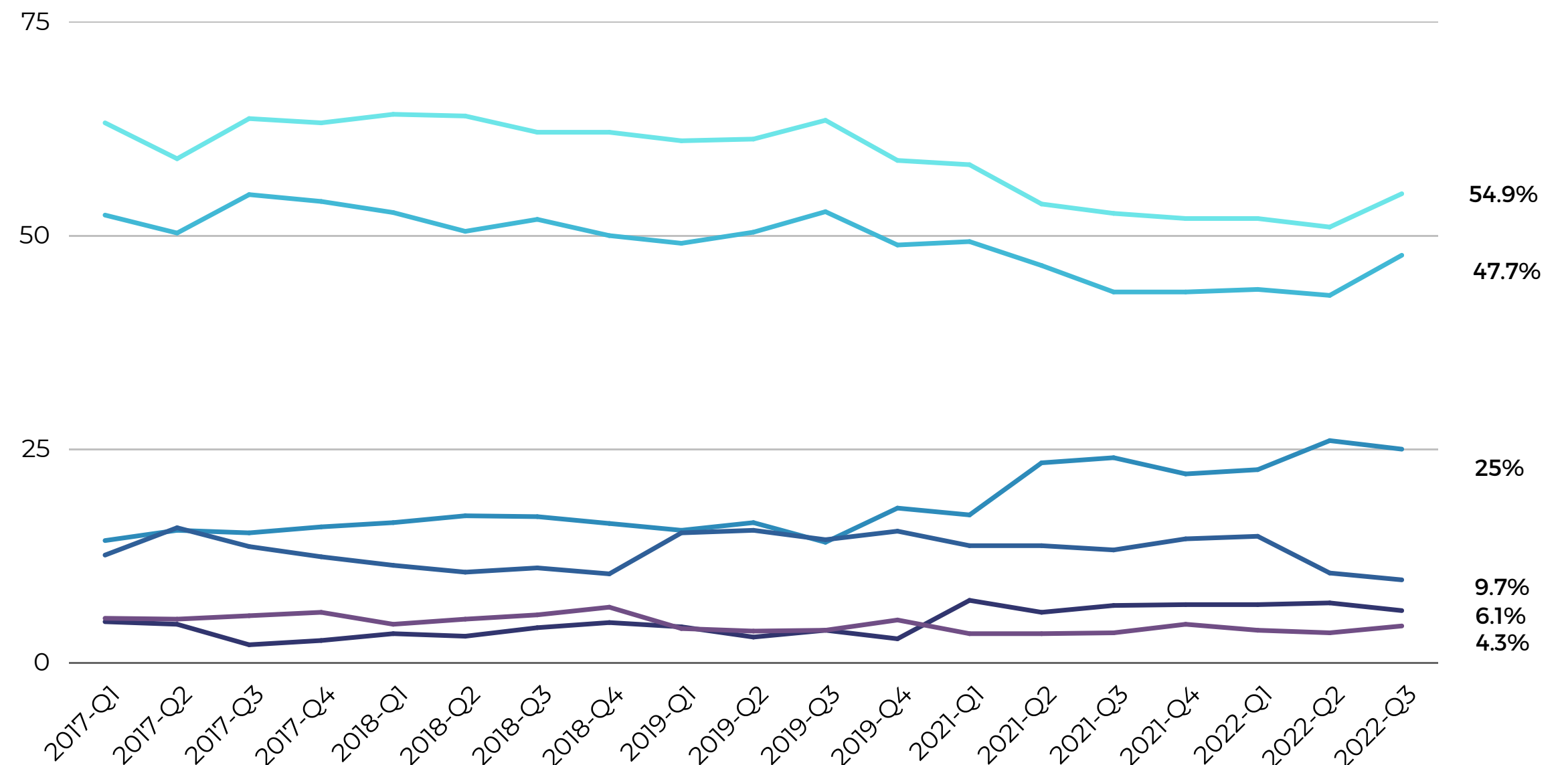




Leading mortgage providers in NL

by market share (%), per quarter

■ Banks
 ■ Top 3 bankholding (ABN Amro, Rabobank, ING)
 ■ Regiepartij *
 ■ Insurers
■ Foreign providers
 ■ Other providers



Source: CBS

MORRTGAGE LENDERS

40

IN THE NETHERLANDS

Market share of independent mortgage brokers

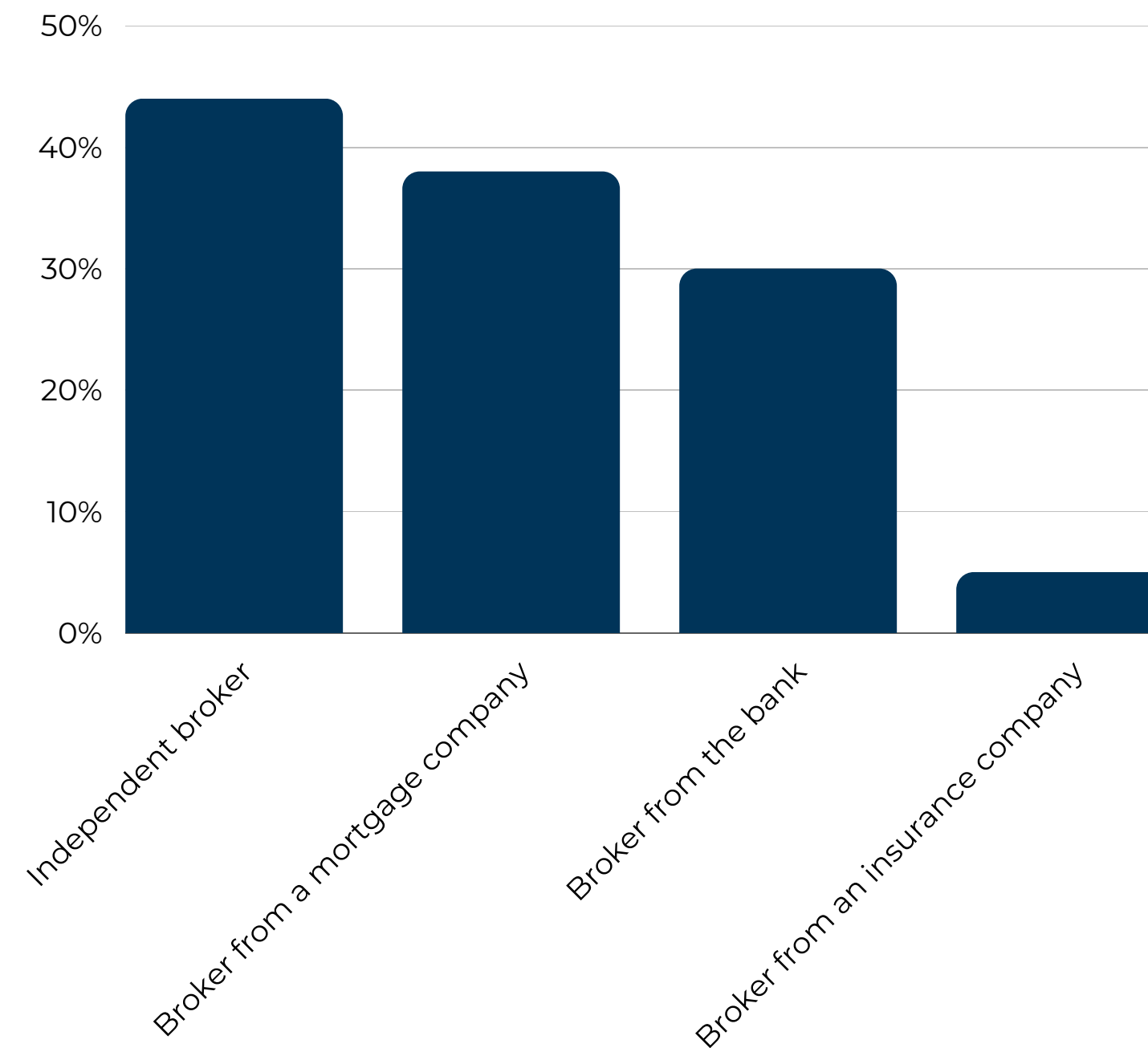
2020

66%

RESIDENTIAL MORTGAGES

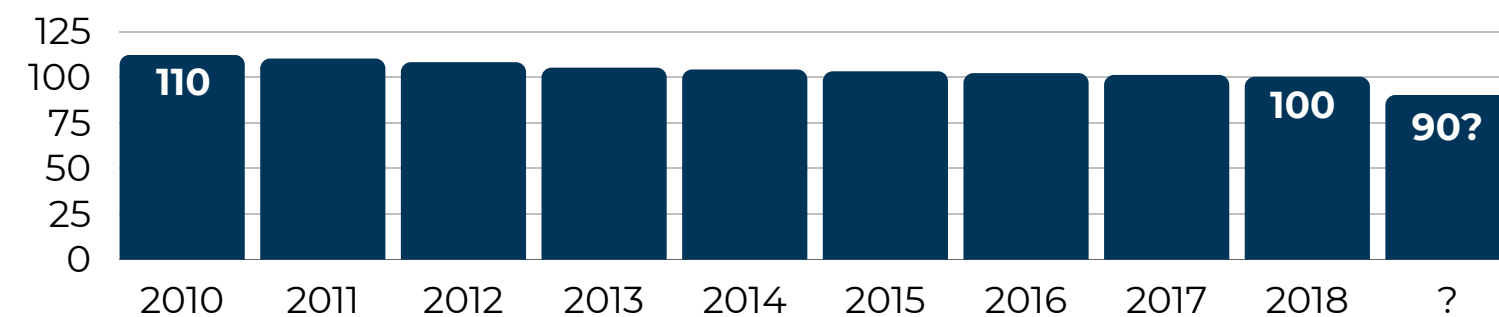


Types of brokers hired (2021)

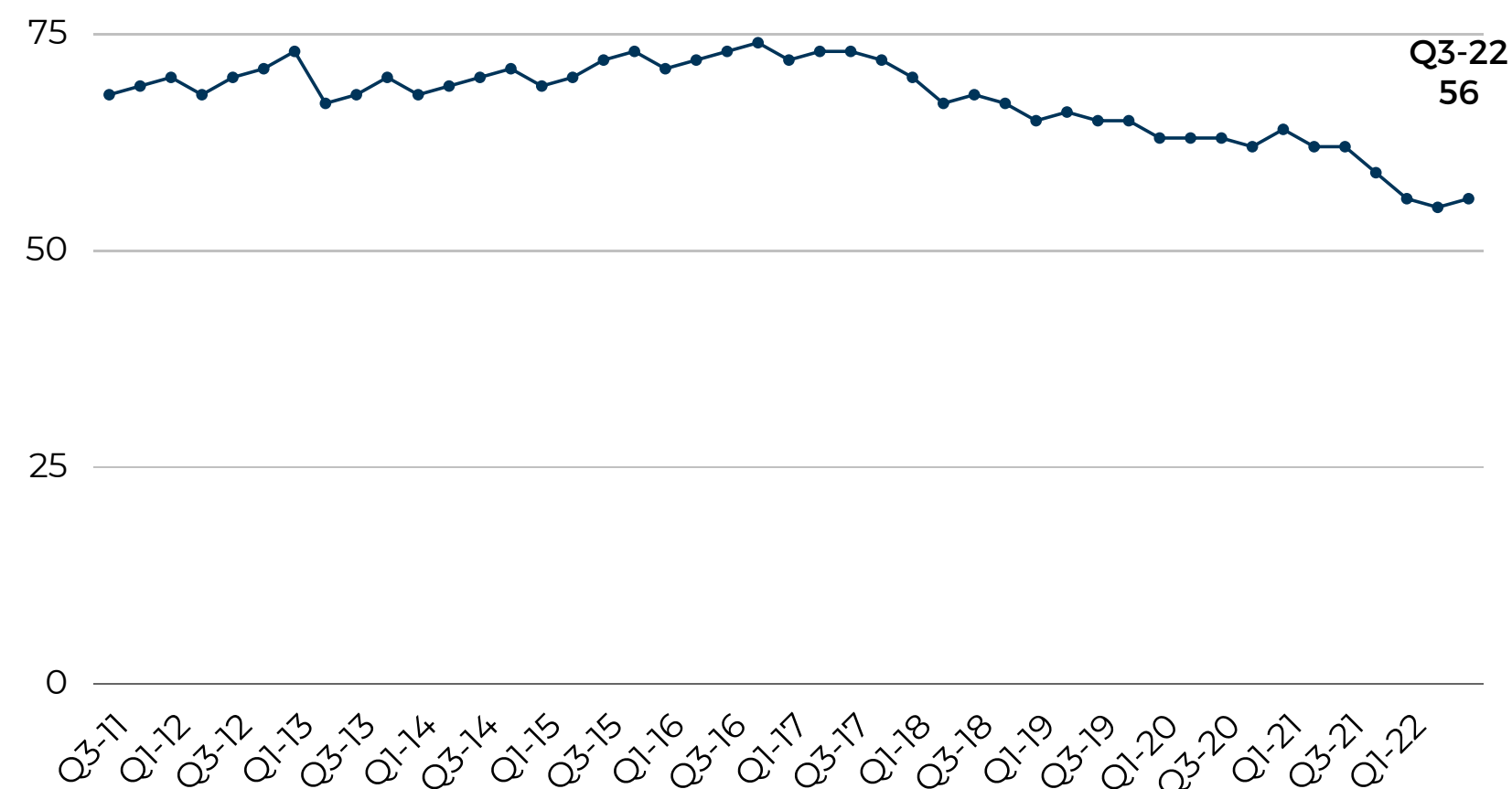




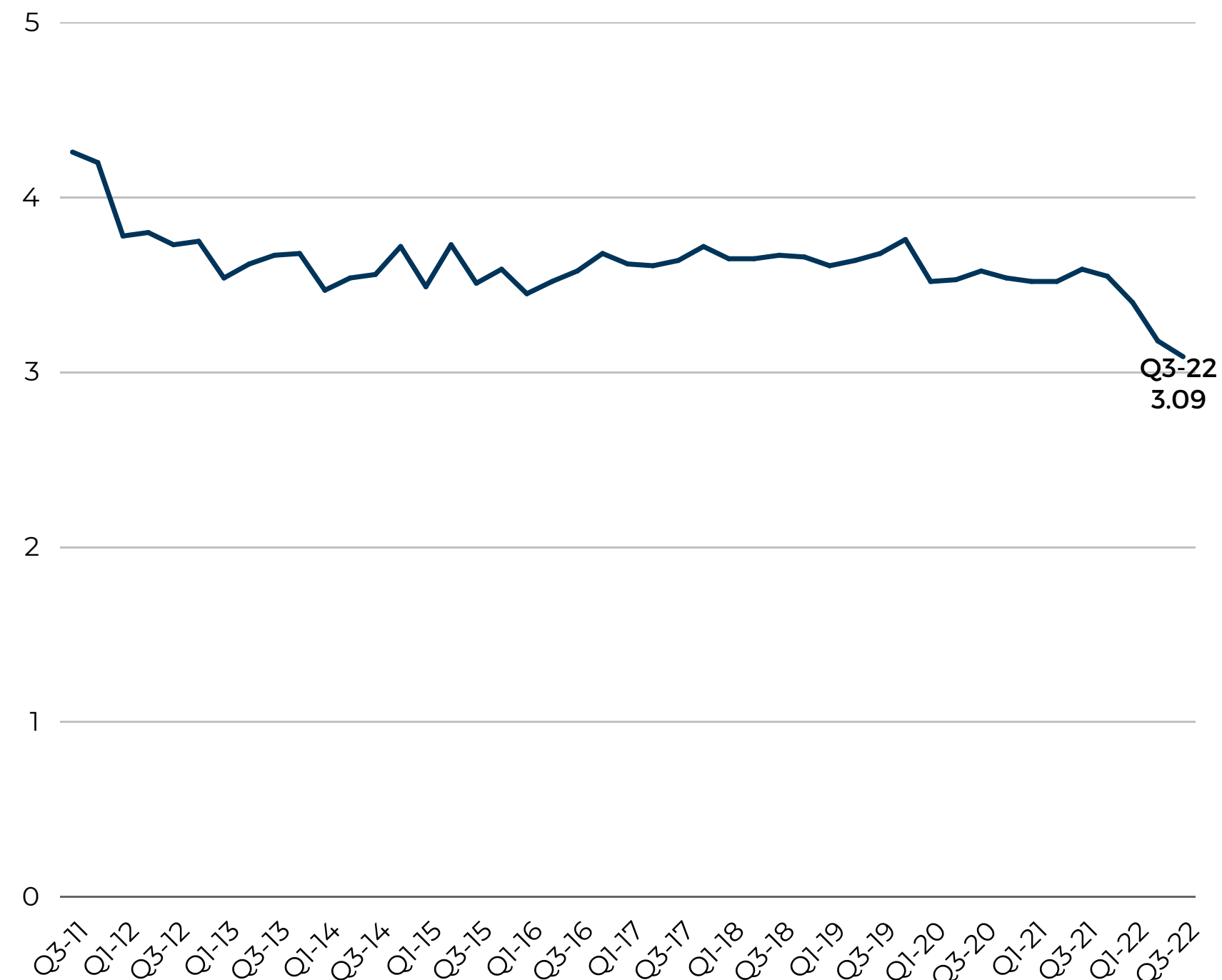
Maximum LTV ratio



Average LTV over the years



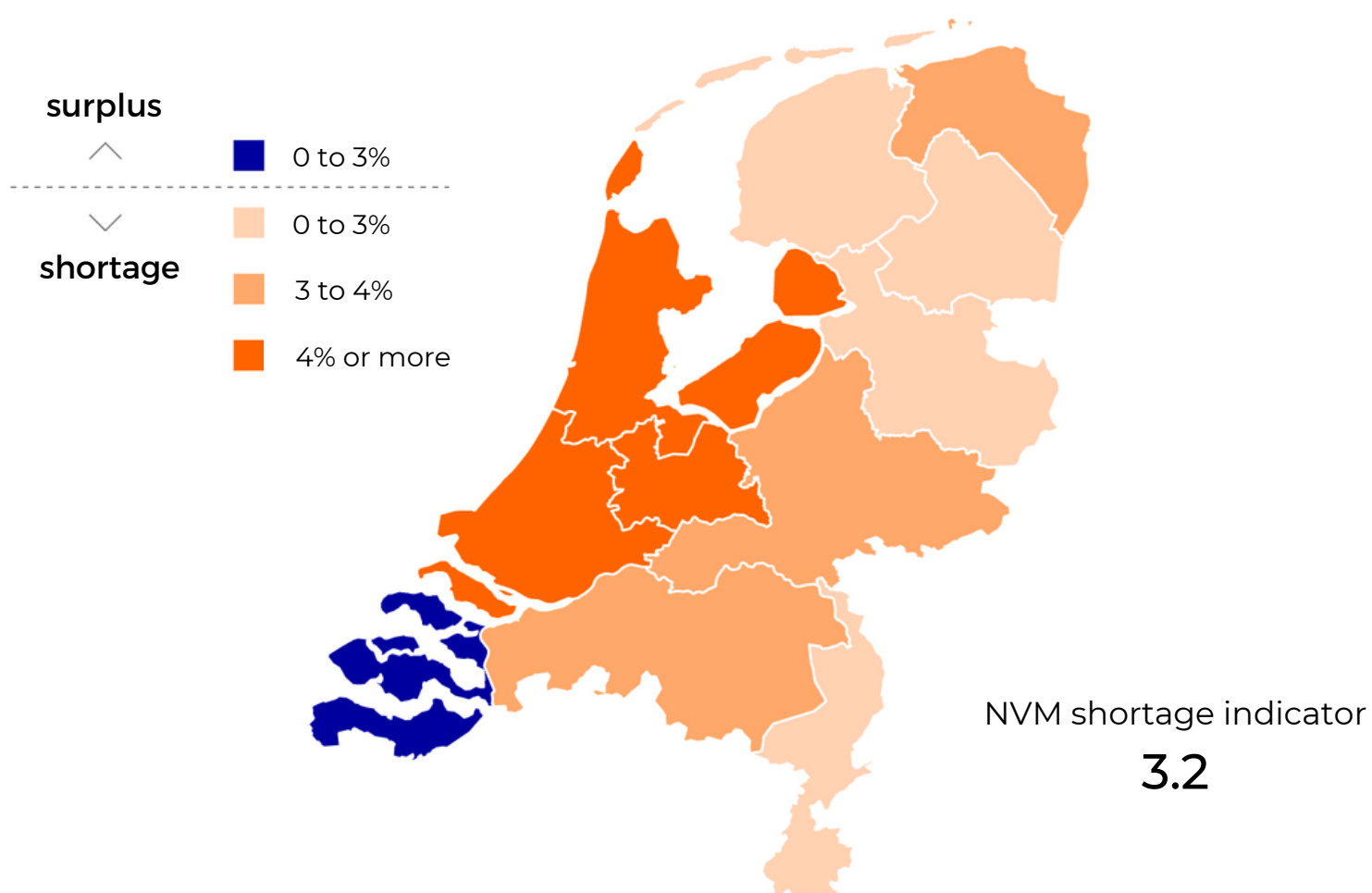
Loan-to-income (LTI) ratio





Housing shortage

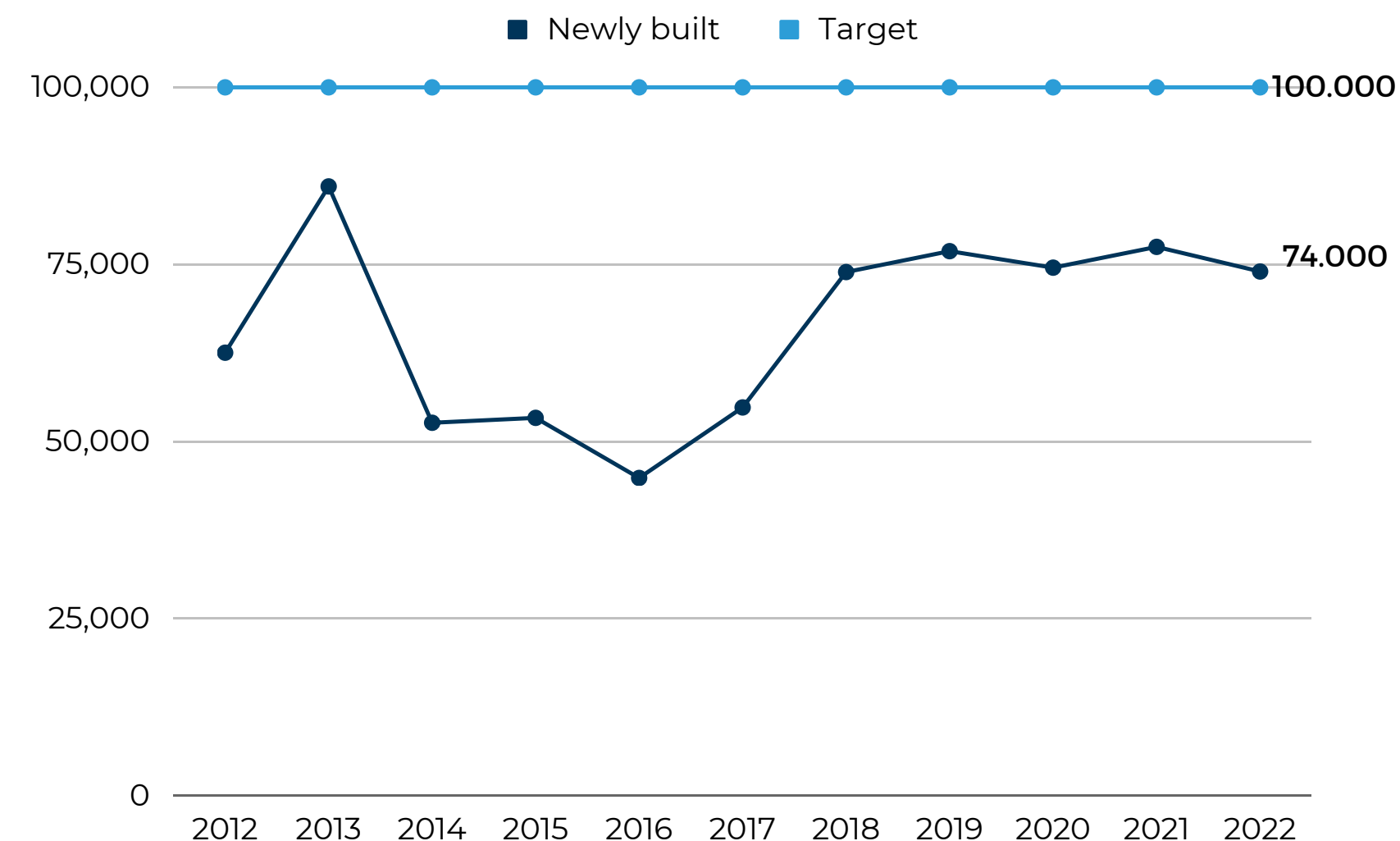
% of housing stock, 2022



The NVM Shortage indicator gives an approximation of the number of options that a potential buyer has. Currently, a potential buyer has **3.2** options on average (down from 20 in 2012). It is estimated that the government would have to build 845.000 new homes by 2030 to keep up with the rapidly increasing demand.



Insufficient new properties to meet high demand

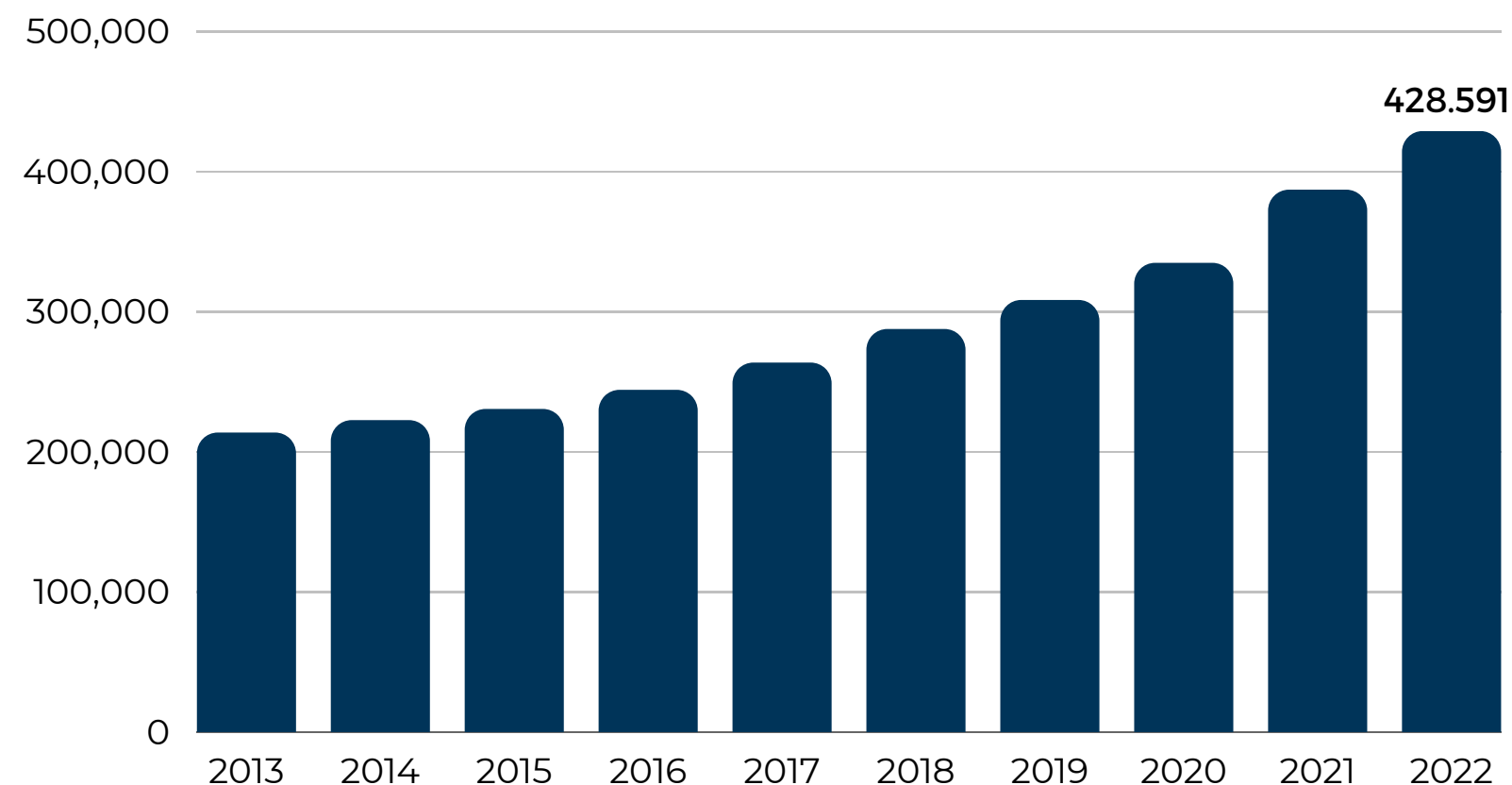


Approximately 74.000 new homes were built in the Netherlands in 2022. However, the government's ambition is to build 100.000 homes per year to keep up with population growth (which is almost entirely driven by immigration). This does not look likely due to rising construction costs and high interest rates. EIB estimates that only 70.000 homes will be built (per year) in 2023 and 2024.



Average purchase price over the years

% of housing stock, 2022



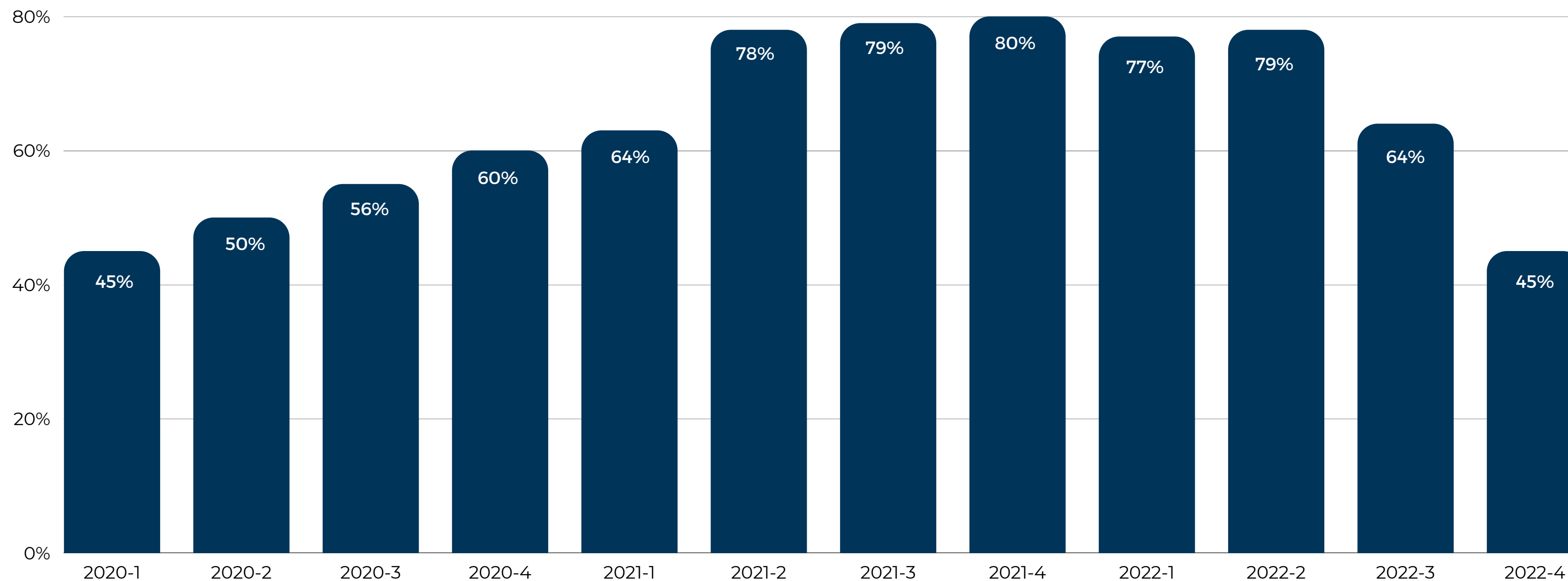
As a result of the aforementioned shortage, prices have increased rapidly over the last 5 years. After a housing boom lasting almost 15 years, the Dutch housing market weakened in 2008, and only began to recover in 2014.

From Q1 2014 to Q4 2019, house prices rose by almost 40% nationally, with very strong increases in Amsterdam (77.4%) and Rotterdam (61.8%).

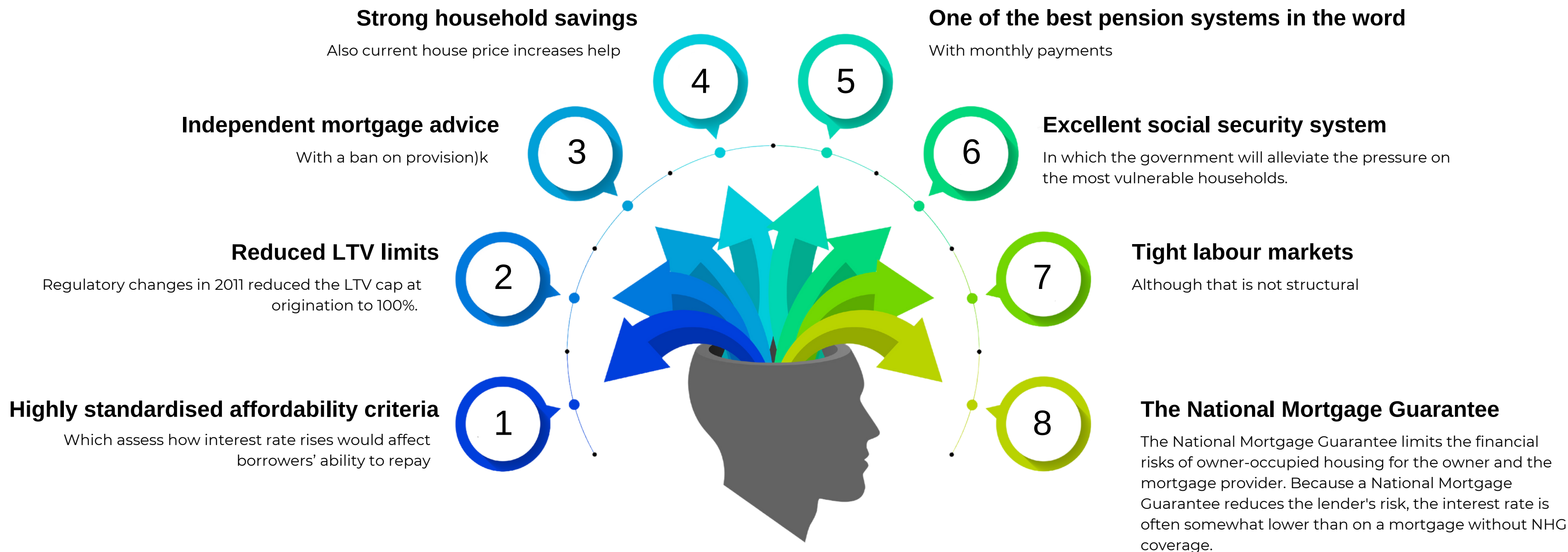
Despite the Covid-19 pandemic, nationwide house prices have risen by a huge 27.3% in the past two years (2020-2022).



% of buyers who paid above asking price

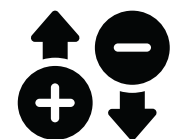
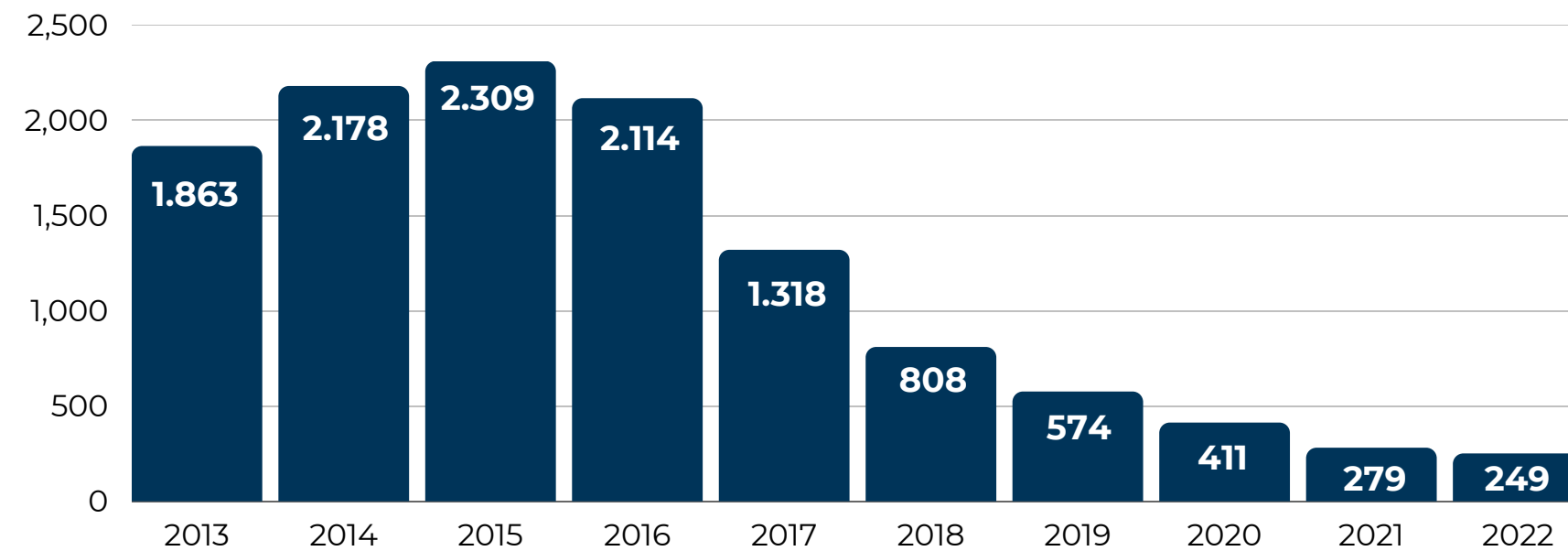


Source: NVM

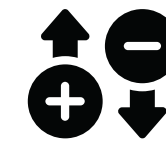
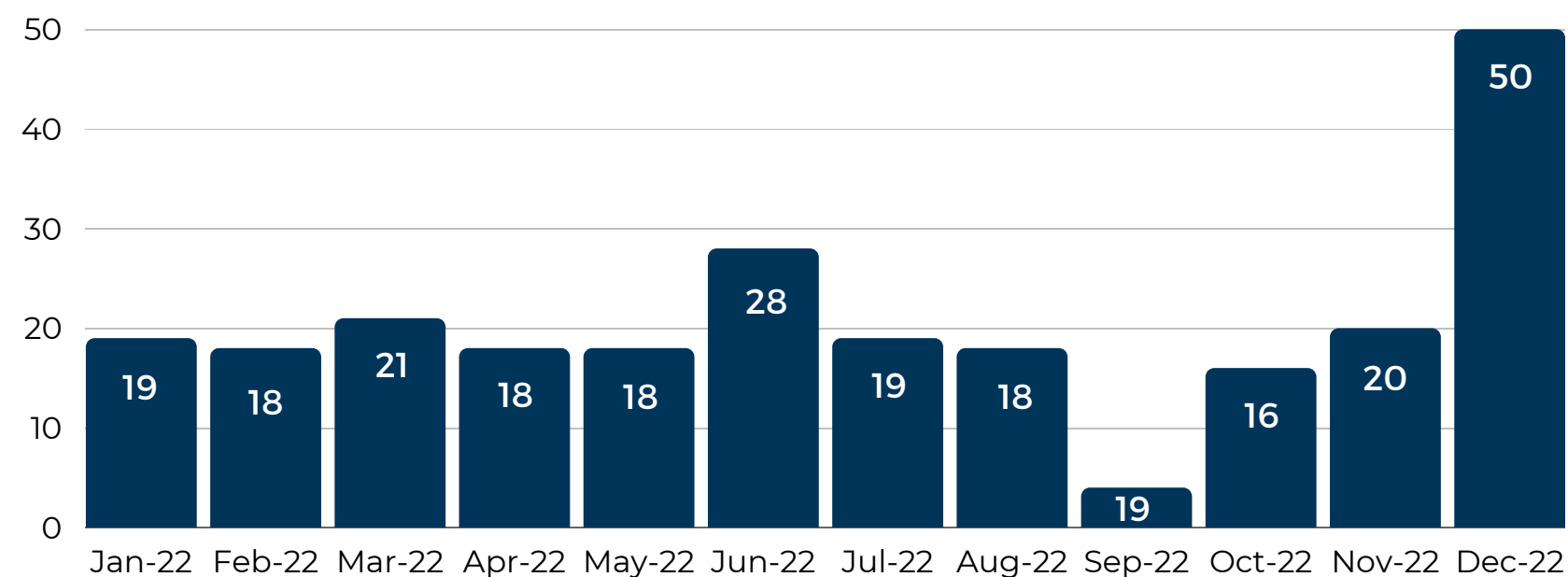




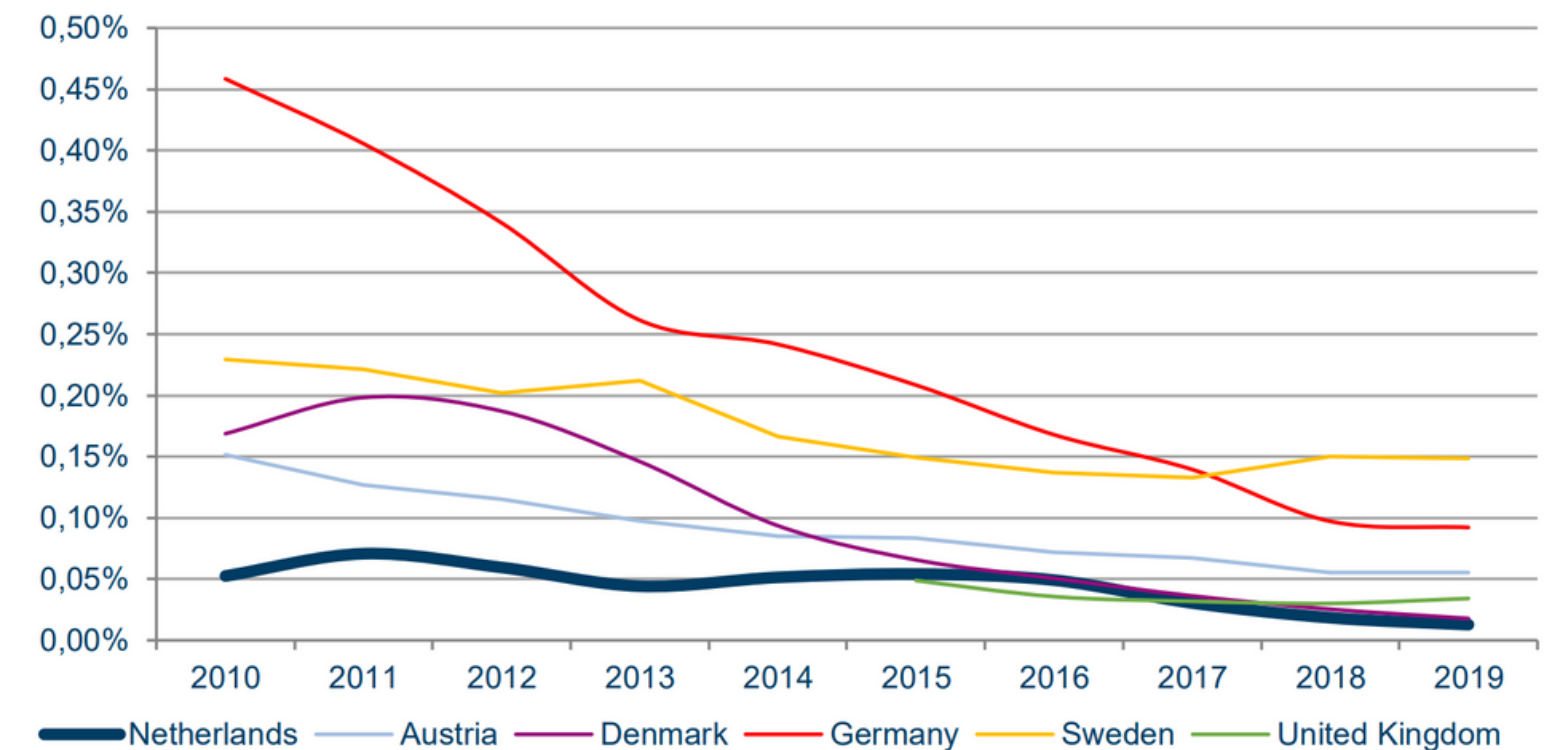
Foreclosures through the years



Foreclosures recent months



Foreclosures (% of owner-occupied housing stock)



Sources: Technische Universiteit Delft (2020), SmartFacts (2020), Finance Denmark (2020), Argetra (2020), Kronofogden (2019), UK Finance (2019)

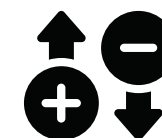


2050
sea level

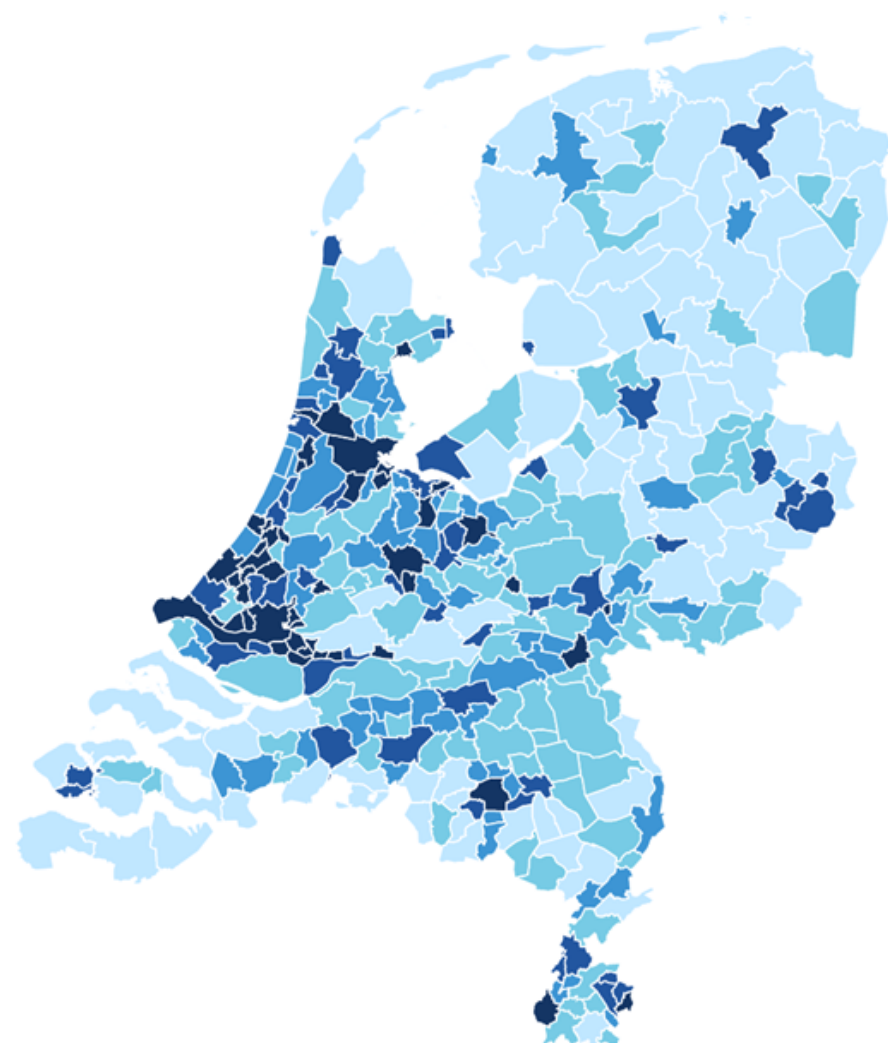
2030
sea level



Population density per square kilometer



Consequences of sea level rise over 100 years

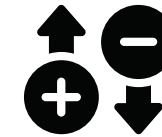


■ Less than 250 inhabitants
 ■ 250 - 500 inhabitants
 ■ 500 - 1000 inhabitants
 ■ 1000 - 2000 inhabitants
 ■ 2000 or more inhabitants

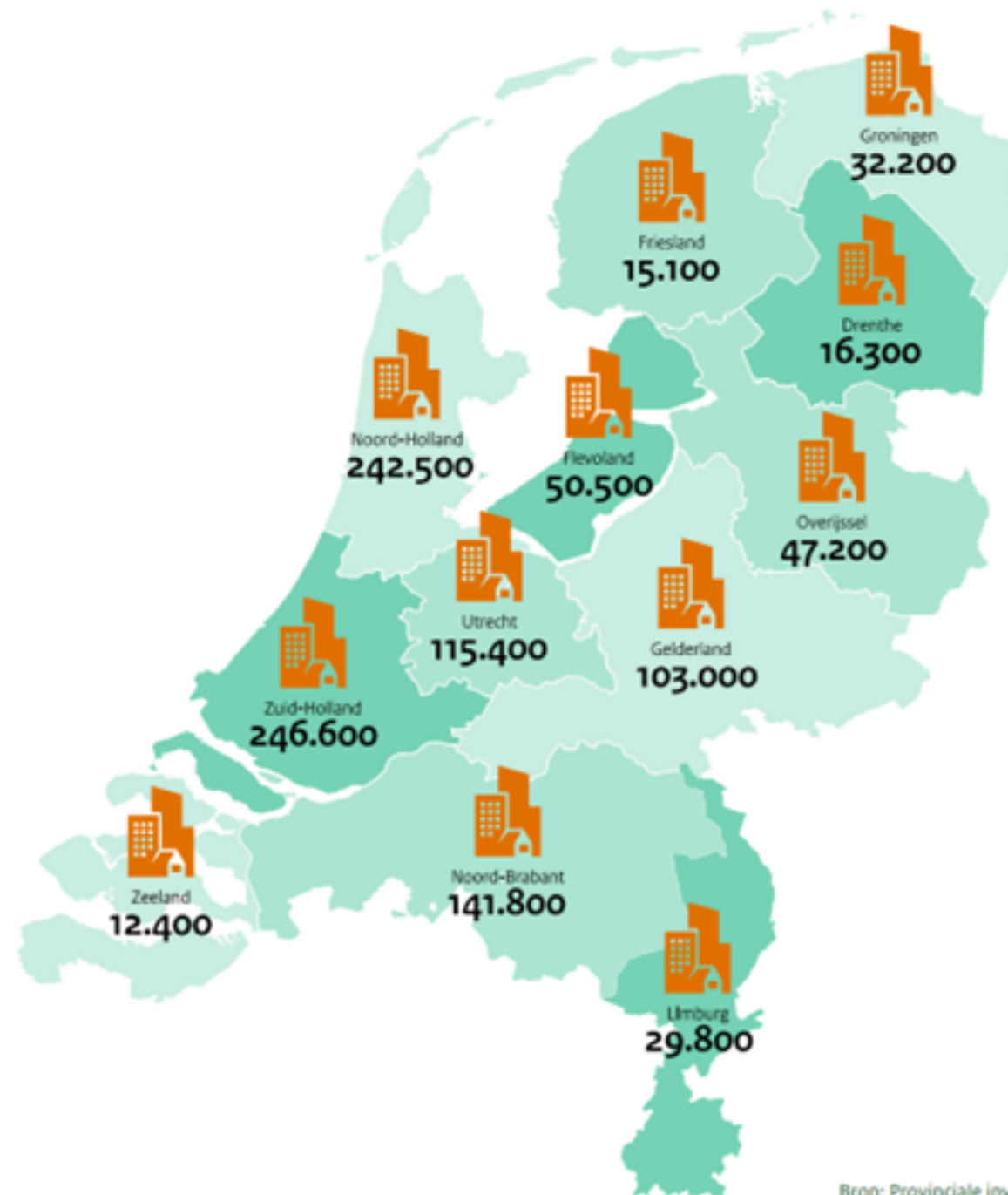




National Housing Map 2022-2030 (1,052,700 homes)



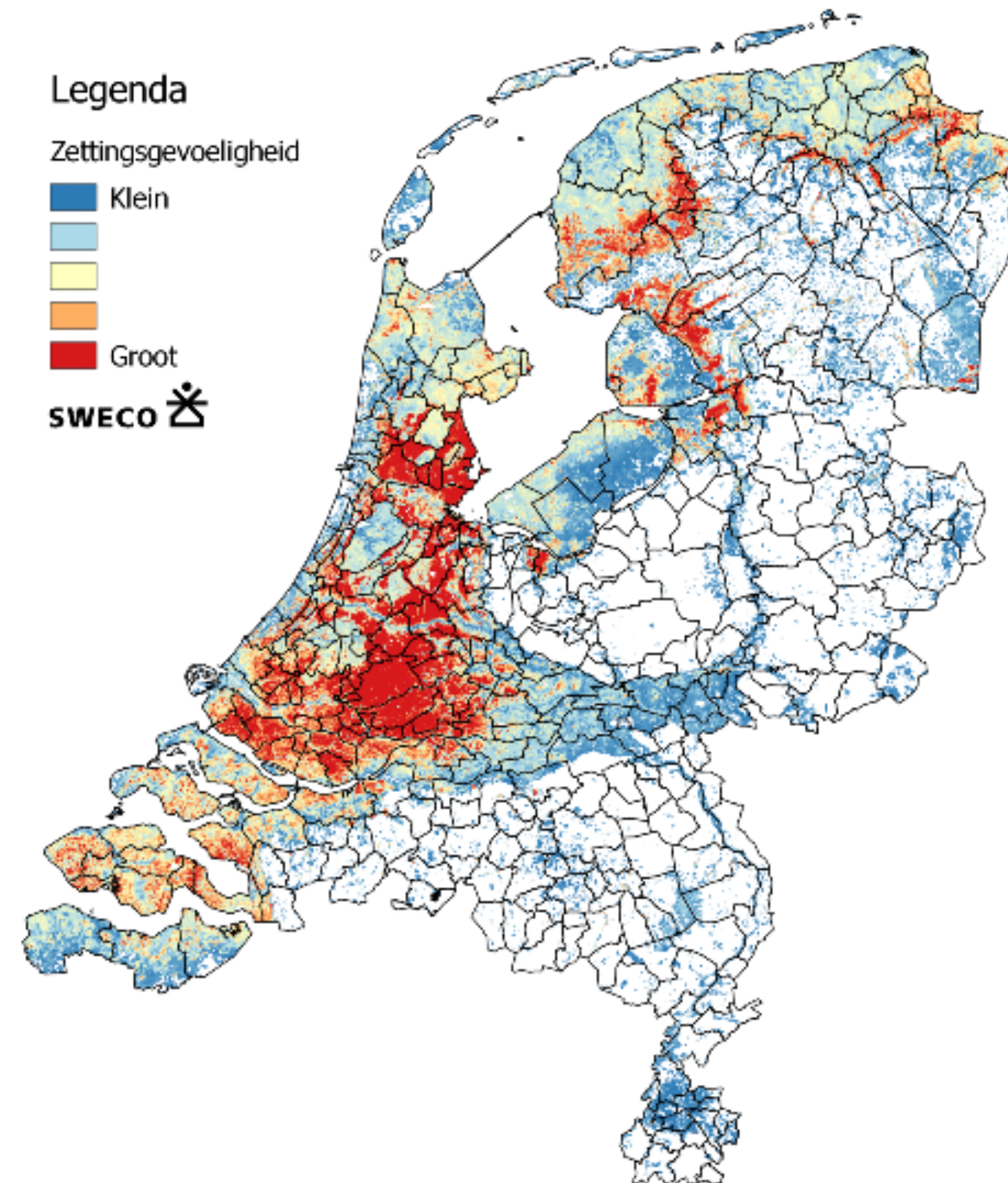
Consequences of sea level rise over 100 years



Bron: Provinciale inventarisaties en Primos-prognoses 2022.



Potential foundation issues



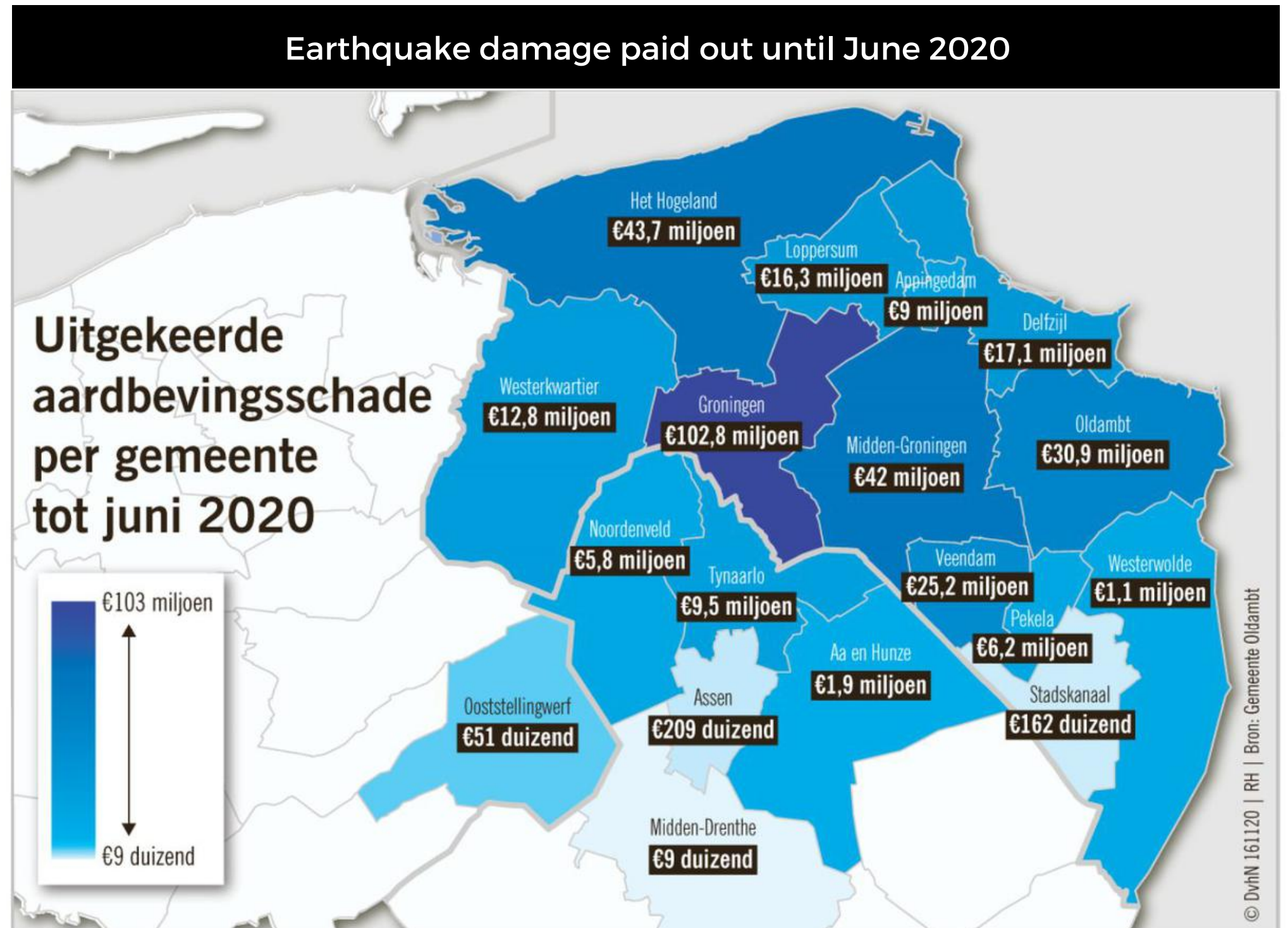
Reasons

- Damage to wooden posts by fungi & bacteria (dry period)
- Foundation piles are pulled down (negative tack)
- Foundation no longer designed for current weight (overload)
- Wrong foundation when building the house

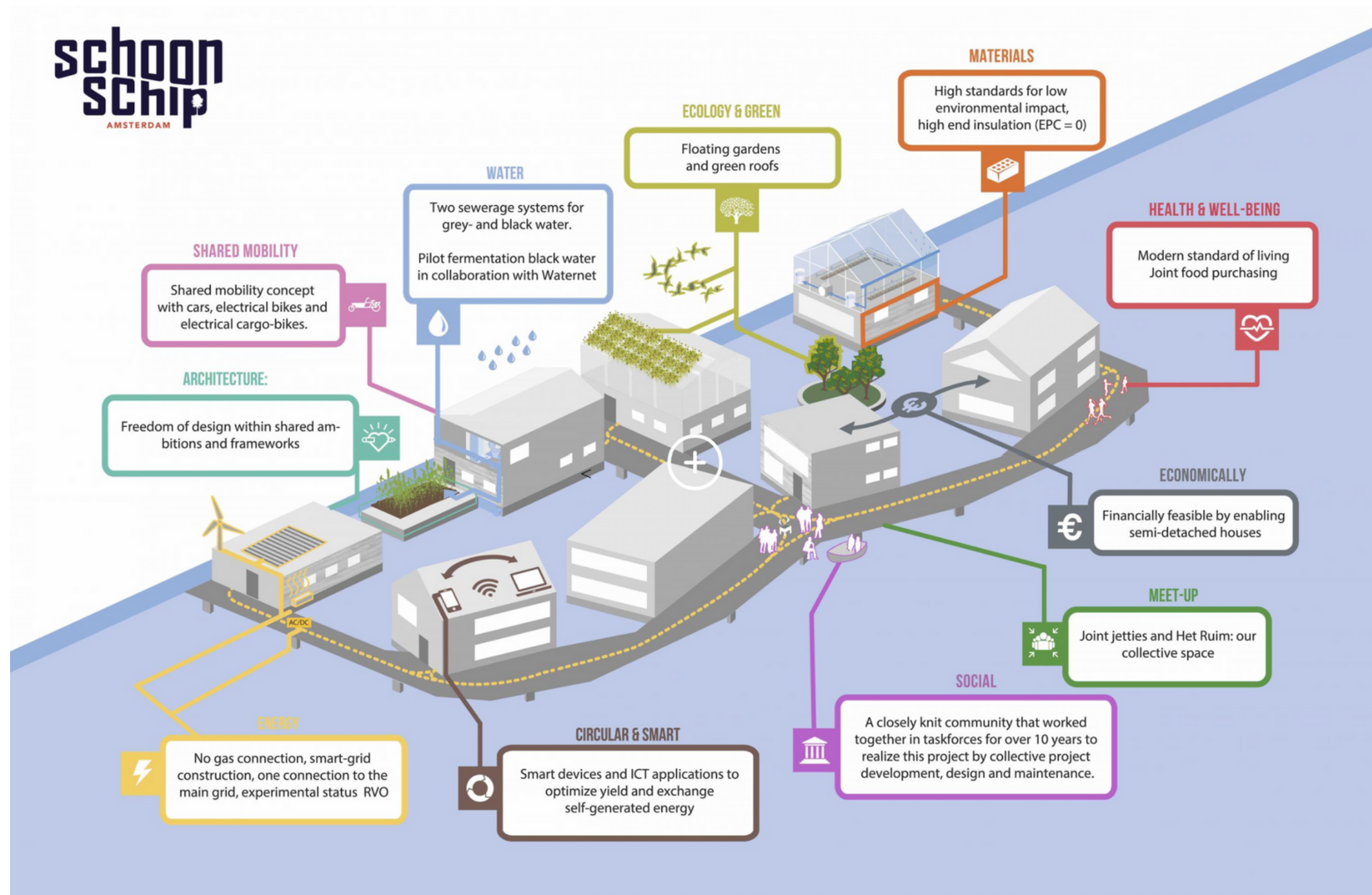



The Netherlands has been extracting natural gas from the soil of the Northern Netherlands since the 1960s.

In 2022, 12 earthquakes occurred in the Groningen gas field with a magnitude higher than 1.5 on the Richter scale. The total number of earthquakes in the Groningen gas field in 2022 was 52.










144
Residents


516
Solar panels


30
Heat pumps


60
Thermal panels





Triodos Biobased Hypotheek

Hypotheek voor biobased woningen

If you want to qualify for a discount on the mortgage interest, we look at the Environmental Performance of Buildings (MPG). The MPG indicates the environmental impact of the materials used in a building. The lower the MPG value, the more sustainable the building is.

According to the Building Decree, all new construction in the Netherlands must have an MPG value of 0.8 or lower. We expect this to be further reduced to 0.5 soon.



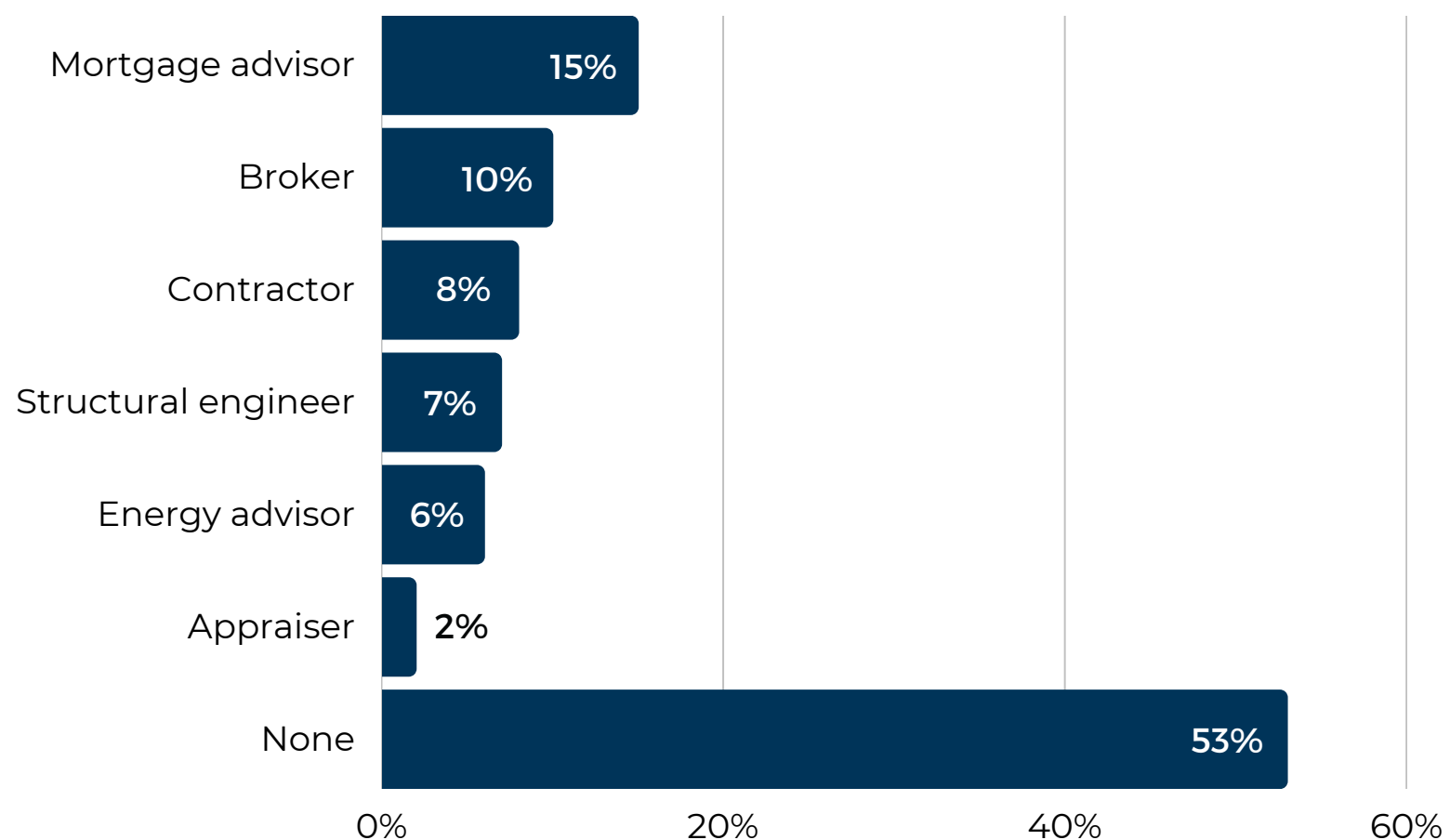
At Circl, we believe in the new, circular economy and above all that we can only achieve it together by creating new forms of partnership. The Circl pavilion is built entirely based on circular principles using recycled and re-usable materials. It's a living lab where we experiment with innovative solutions to meet the challenges of the future, an accessible platform, designed to facilitate unexpected encounters.



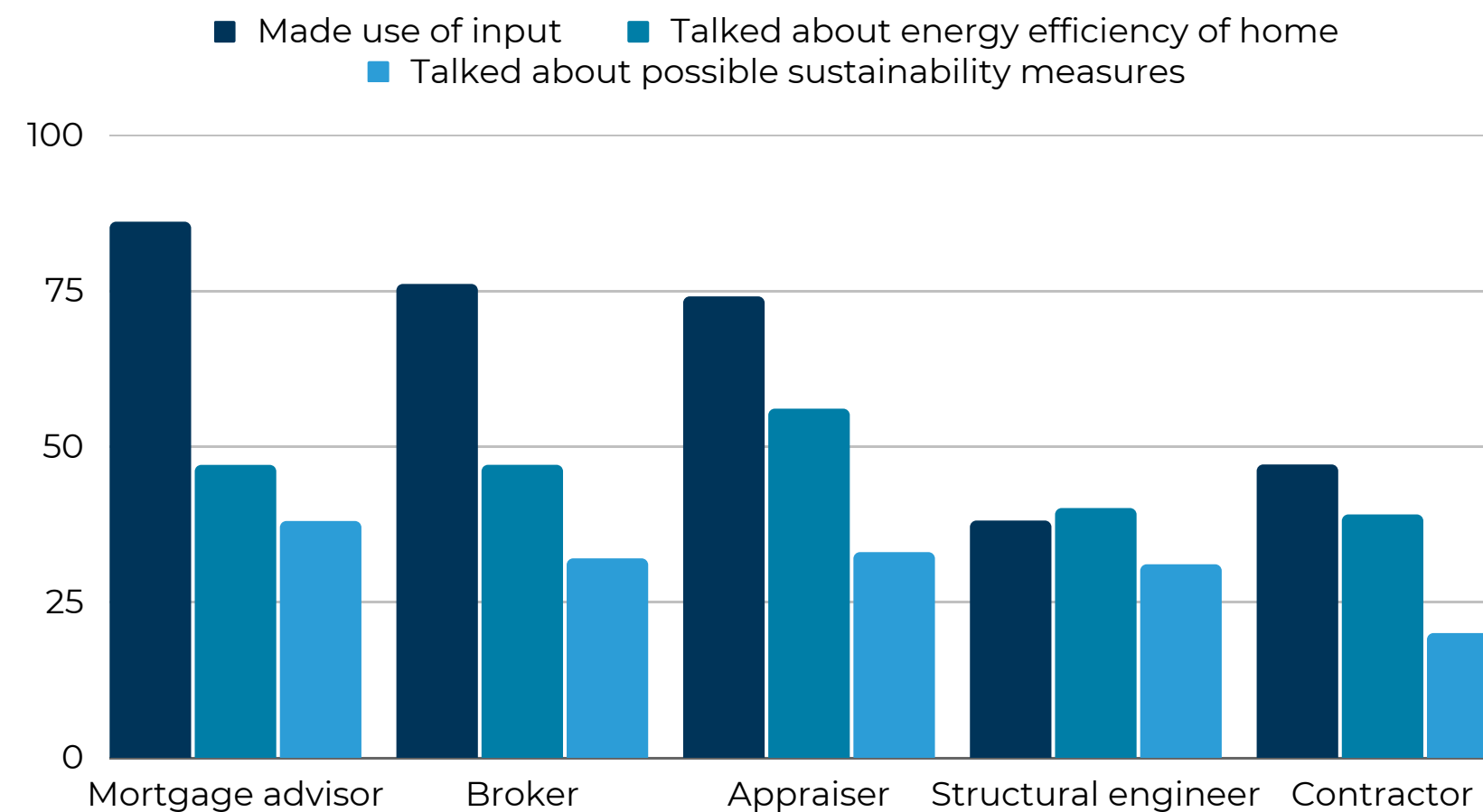
When it comes to making homes more sustainable, brokers play a big role in the purchase process. If a mortgage advisor or broker proactively discusses sustainability measures with clients, the number of buyers who become sustainable increases by 20%. Brokers can speak to a large number of homebuyers about sustainability. Approximately 75% of all first-time buyers bring up sustainability themselves. In other cases, advisors have to introduce the topic.



Sustainability conversations with parties



How decisive is the input?





Picture: Jan Rotmans - Professor of transition science - article NRC November 2, 2021

1. Create awareness / educate and stimulate



2. Stimulate business to move to the east?



3. Replanning of building plans (more to east)



4. Projects as Schoonschip



5. Also focus on preventing drought



6. Remove legal barriers for mortgage lenders







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