



## 8th Global Housing Finance Conference

# BREAKING THE MOLD

New Ideas for Financing Affordable Housing

May 30 – June 1, 2018

## Preconference Sessions

### Tuesday, May 29<sup>th</sup>

#### **EDGE Workshop –**

*An innovation of IFC, EDGE makes it faster, easier and more affordable than ever before to build and brand green in more than 130 countries. EDGE buildings are part of a growing trend that is affecting change worldwide. EDGE creates intersections among market players to deepen the understanding that everyone wins financially by building green. Through bringing together those who design, develop, finance, incentivize, and live and work in green buildings, EDGE unlocks collaboration and provides a new paradigm for the future.*

Introduction by **Andrey Milyutin**, World Bank

Speaker: **Omid Saberi**, IFC

[Presentation](#)

#### **Global Community for Secondary Mortgage Market Institutions: Launch Workshop**

[Press Release](#)

#### **Approaches for reaching underserved income groups and underwriting informal income earners – Experience from India and beyond**

*Underwriting informal borrowers is one of the biggest challenges for lenders in housing finance. Informal borrowers are individuals who do not dispose of formal documentation about their income sources (e.g. salary slip or tax statement). As result, lenders have targeted individuals/households who can provide an official documentation of their income sources. However, examples from India show that housing finance companies (HFC) have solved the conundrum and are successfully underwriting consumers with informal incomes as demonstrated by the performance of their loan portfolio.*

*The objective of this workshop is to present the strategies of HFCs to penetrate the low-income segment and their underwriting approaches. Additionally, it includes a discussion on how these models can be replicated in other markets.*

- **Ashwani Kumar Tripathi**, National Housing Bank, India  
[Presentation](#)
- **Chandrima Das**, FSG  
[Presentation](#)
- **Anuj Mehra**, Mahindra Rural Loan Housing Finance  
[Presentation](#)
- **Sumedha Naik**, Syntellect  
[Presentation](#)
- **Julie Abrams**, Omidyar Network  
[Presentation](#)

- **Deo Tripathi**, Aadhar Housing Finance Ltd.  
[Presentation](#)
- **Sushil Agarwal**, Aavas Financiers Limited  
[Presentation](#)

Moderators: **Friedemann Roy**, IFC and **Srijan Kaushik**, IFC

## Main conference Sessions

### Wednesday, May 30<sup>th</sup>

#### **Session 1: Global Trends, Opportunities and Innovations in Affordable Housing Finance**

*This session will explore some of the latest trends, product innovations and thinking in developing affordable housing finance.*

- **Suleiman Hassan**, Minister of State, Power, Works and Housing 11, Nigeria
- **Iván Kerr**, Secretary of Housing, Argentina
- **Renu Karnad**, CEO, HDFC, India  
[Presentation](#)
- **Mourad Limam**, Partner, McKinsey & Company, UAE  
[Presentation](#)

Moderator: **Alfonso Garcia Mora**, World Bank

#### **Session 2: Harnessing Technology for Affordable Housing Finance**

*Lenders are using technology to boost revenues, reduce costs, and reach scale. Examples include: Netherlands peer to peer mortgage lending; digital lending platforms, and; underwriting technology for informal sector borrowers. This session will focus on solutions that can overcome resource and capacity constraints of emerging markets.*

**Sushil Agarwal**, Aavas Financiers Limited, India  
**Sergio Furio**, Founder, Creditas, Brazil  
**Tonko Gast**, Dynamic Credit – Netherlands/Indonesia

Moderator: **Britt Gwinner**, IFC

#### **Session 3: Housing Finance Projects Speed Dating**

*Short presentations on diverse and innovative housing finance products, which will offer a broad range of ideas on the latest thinking and work being done on the ground in housing finance...*

1. The Secret Atlas of Greater Kuala Lumpur and the Power of Big Data  
[Presentation](#)  
**Cha-Ly Koh**, PropertyPriceTag, Malaysia
2. Haiti Home Ownership and Mortgage Expansion (HOME) Project  
**Claude Clodomir**, HOME Program, Haiti
3. Open Data Portal: providing access to record level data  
**Kecia Rust**, Centre for Affordable Housing Finance in Africa (CAHF)
4. Impact metrics for housing microfinance

*Vidhee Garg, Affordable Housing Institute*

5. Housing program for the persons affected by the 19S earthquake  
[Presentation](#)  
*Ernesto Infante Barbosa, SHF, Mexico*
6. Can the availability of long-term local currency funding alone make housing finance affordable? Experiences from Central Asia  
*Eugen Doce, Frankfurt School of Finance and Management*
7. LAC Housing and Urban Development Indicators Platform  
*Sebastian Fernandez Cortina, Infonavit*
8. Shelter Venture Lab: Catalyzing Housing Supply & Demand through Market-Based Solutions in India  
*Greg Skowronski, Terwilliger Center for Innovation in Shelter, Habitat for Humanity*
9. WAEMU Affordable Housing Finance  
*Caroline Cerruti, World Bank*  
*Christian Agossa, CRRH.-UEMOA*
10. PMRC and the Pakistan Dream  
[Presentation](#)  
*Korotoumou (Koro) Ouattara, World Bank*  
*Rupan Narayanasamy, Pakistan Mortgage Refinance Company*
11. Housing Microfinance increasing resilience against floods, earthquakes and hurricanes  
*Victor Mints, World Bank*

*Moderator: Friedemann Roy, IFC*

#### **Session 4: Innovations from around the World**

*This session gives special focus to innovation from across the globe that extends access to housing finance and affordable housing. The approaches discussed differ in their focus, scope, impact and government involvement but they all share the goal to improve the living conditions of lower income households.*

- *Twaambo Hamusute, Zambian Home Loans*  
[Presentation](#)
- *Ainur Kumatova, National Managing Holding "Baiterek", Kazakhstan*  
[Presentation](#)
- *Daniel Rozas, European Microfinance Platform (E-MFP), Belgium*  
[Presentation](#)
- *John Oliver, HomeStart Finance, Australia*  
[Presentation](#)

*Moderator: Mark Weinrich, International Union for Housing Finance*

## **Thursday, May 31<sup>st</sup>**

#### **Session 5: Capital Market Funding Solutions**

*Focus will be on highlighting new trends and products for funding affordable housing through capital markets.*

- *Sergiu Oprescu, Alpha Bank, Romania*  
[Presentation](#)
- *Chung Chee Leong, Cagamas, Malaysia*
- *Christian Agossa, La Caisse Régionale de Refinancement Hypothécaire (16TCRRH16T-16TUEMOA16T)*  
[Presentation](#)
- *Camilo Alban, Davivienda, Colombia*

Moderator: *Loic Chiquier, World Bank*

### **Session 6A: Housing and Pension Funds**

*This session will discuss how pension funds are contributing to housing finance in different countries – from direct partnerships with developers, to investment in housing funds, to financing of mortgage products. Whether individuals should be able to access their pension savings accounts to finance their own housing needs will also be debated.*

- *Linda Sing, University of Pretoria*
- *Mukul Asher, University of Singapore (via VC)*
- *Fernando 16TLarraín16T, Association of Pension Fund Administrators, Chile*  
[Presentation](#)

Moderator: *Fiona Stewart, World Bank*  
[Presentation](#)

### **Session 6B: Scaling up the supply of affordable housing**

*What are the challenges in going from 100s to 1,000s to 10,000s of housing unit delivery? How have players around the world optimize each stage of the housing production value chain to achieve scale? What are the obstacles and constraints faced by developers in going scale? How can governments provide the right enabling environment to ensure success?*

- *Bo Huang, Broad Homes International Co. Ltd., China*  
[Presentation](#)
- *16T16TÁlvaro Vélez16T16T, Triada, Colombia*  
[Presentation](#)
- *Mike Falcone, International Housing Solutions, South Africa*  
[Presentation](#)
- *Marie Lily-Delion, World Bank*  
[Presentation](#)

Moderator: *Marcia Yu, IFC*

### **Session 7: Win-Win: Affordable Housing and Public-Private Partnerships (PPPs)**

*Public-Private Partnerships can be useful tool in the provision and delivery of affordable housing. By aligning the incentives for the public and private sectors, PPPs can help reach the scale of investment necessary and create balanced and diverse new neighborhoods or renovate dilapidated areas. And yet, there are surprisingly few examples of successful PPPs for affordable housing. What can we learn from previous experiences? How can the public and private sectors work together effectively in the provisions of affordable housing and urban infrastructure?*

- *Peter Koros, Economic Adviser, Nakuru County Government, Kenya*  
<http://pubdocs.worldbank.org/en/357201528392983551/Session7-Peter-Koros.pdf>

- *Iván Kerr, Secretary of Housing, Argentina*  
[Presentation](#)
- *Sandy Apgar, Apgar & Company, Inc.*  
[Presentation](#)
- *Sumeet Shukla, IFC*

*Moderator: Angelica Nunez, World Bank*

### **Session 8A: Green Housing Finance Roundtable**

*While the technological and architectural elements of the residential energy efficiency have been well-developed over 30+ years, the “green housing” financial infrastructure has been slower to develop and mature. Speakers during this session will touch upon such elements of this financial infrastructure as subsidy design and rationalization, asset standardization, linkages to energy performance standards and auditing, capital market vehicles, consumer protection etc.*

- *Ernesto Infante Barbosa, SHF, Mexico*  
[Presentation](#)
- *Luca Bertalot, European Mortgage Federation*
- *Chrissa Pagitsas, Fannie Mae*
- *Yuji Date, Japan Housing Finance Agency*
- *Martijn Regelink, World Bank*

*Moderator: Andrey Milyutin, World Bank*

### **Session 8B: Innovative Solutions for Reaching Down the Income Distribution**

*This session will highlight some of the latest initiatives from across the world to unlock and expand access to housing finance for lower and informal households.*

- *Lana Winayanti, Ministry of Public Works and Housing, Indonesia*  
[Presentation](#)
- *May Abdel Hamid, Mortgage Finance Fund, Egypt*  
[Presentation](#)
- *Patrick Kelley, Terwilliger Center for Innovation in Shelter, Habitat for Humanity*  
[Presentation](#)
- *Elizabeth Hausler, Build Change, USA*  
[Presentation](#)

*Moderator: Simon Walley, World Bank*

### **Session 8C: Big Data**

*From automated valuation, scoring risk to default prevention, access to good data underpins an efficient housing finance system. How can Big Data be used to expand housing finance access while avoiding risks? Can Big Data help instigate evidence-based planning and inform government housing policy reform and design? What can housing stakeholders do to better harness the power of Big Data?*

- *Sebastian Fernandez Cortina, Infonavit*  
[Presentation](#)
- *Illana Melzer, Center for Affordable Housing Finance, South Africa*  
[Presentation](#)

- **Regi Wahyu**, Dattabot, Indonesia  
[Presentation](#)
- **Kyle Meade**, LenddoEFL Capital  
[Presentation](#)

Moderator: **Dao Harrison**, World Bank

## **Friday, June 1<sup>st</sup>**

### **Presentation/Fireside Chat with Authors of Top 2 Papers**

*Authors of the top 2 papers (from the Call-for-Papers) will present their findings.*

- **“Educational qualifications as a predictor of home loan success: 15 years of the Graduate Loan”** -  
**Andrew Mills**, HomeStart Finance, Australia  
[Presentation](#)
- **“Green finance for sustainable and affordable housing: The EcoCasa Program”** – **Ernesto Infante Barbosa**, SHF, Mexico  
[Presentation](#)

Moderator: **Andrew Heywood**, International Union for Housing Finance

Discussant: **David Smith**, Affordable Housing Institute

### **Session 9: Technology and Innovation across the Housing Value Chain**

*Is technology capable of disrupting traditional value chains in housing finance and construction? What are the benefits, risks and repercussions for lenders, individual households and the construction industry?*

- **Lew Schulman**, iBuild
- **Mats Snäll**, Lantmäteriet, Sweden
- **Bill Beckmann**, MERSCORP Holdings, Inc.  
[Presentation](#)

Moderator: **Uloaku Oyewole**, World Bank

### **Ask Me Anything – Open Discussion**

*Before you head back to your offices in various parts of the world to apply these innovative ideas, let's answer all your unanswered questions! The panel will field your questions live and via the conference app.*

**Loic Chiquier**, World Bank

**Dean Cira**, World Bank

**Britt Gwinner**, IFC

**Kecia Rust**, Center for Affordable Housing Finance, South Africa

Moderator: **Andrew Heywood**, IUHF