Urban Innovation for Just and Sustainable Cities: A Global Peer-Learning Series across 2024

How to provide finance for the "unbankable"?

28 November 2024



On behalf of

Federal Ministry for Economic Cooperation and Development

In cooperation with





Our Partners











Housekeeping Notes

- The meeting is being recorded.
- Please turn off your microphone and camera unless you speak.
- We use slido for polls, Q&A, and event evaluation. You can join via the link in the chat or the QR code



Agenda

- 1. Short Welcome
- 2. Opening
- 3. Icebreaker
- 4. Panel Discussion: How to provide finance for the "unbankable"?
- 5. Q+A
- 6. Closing

Opening



Illana Melzer

Engagement Manager, 71point4



PEER LEARNING FINANCE FOR THE UNBANKABLE A DEMAND-SIDE VIEW

DATA SOURCES

There are very many sources of data. Each source of data brings its own richness and nuance



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SURVEY AND CENSUS DATA (NISR)

EICV 5 (2016)

- The Household Living Conditions Survey includes data on household characteristics and dwelling conditions as well as household expenditures
- Total sample size of 14 580 households

LFS (2021)

- Includes data on formal employment and the number of households with at least one formally employed person
- Total sample size of 18 792 households

CENSUS (2012 & 2022)

- The 5th Rwanda Population and Housing Census (PHC) in 2022 enumerated 13,246,394 residents. The 4th Rwanda PHC in 2012 enumerated 10,515,973 residents
- The PHC aims to provide demographic, social and economic indicators for policy formation on the population of Rwanda



RSSB DATA

- Monthly data on salaries for contributors to the RSSB pension scheme data received from July 2015 to August 2022
- Data used to understand formal employment and wages

NLA DATA

- Contains a total of 17.4 million land parcels. Of these land parcels, 1.66 million appear to be areas zoned as residential
- Data used to understand property ownership, transfers, prices, and mortgages

LODA DATA

- Data collected as at August 2022
- Data used to understand household locations and household structures. However, it does not include an urban/ rural layer

BPMIS

- Covers the details of new construction plans: zone, gross floor area, number of storeys, number of dwelling units
- Data coverage extends from 2013 to 2022

PRIMARY RESEARCH

INTERCEPT SURVEYS

- A total of 928 lower and middle income respondents were interviewed between December 2022 and January 2023 by Kigwa consulting
- Respondents included informal workers (moto drivers, mobile money agents, small merchants), security guards, factory workers, teachers and nurses
- In addition, we conducted 34 interviews with property owners in areas zoned for higher densities. Interviews focused on attitudes to developing their properties

FOCUS GROUP DISCUSSIONS

- Two groups in Kigali, one group in Musanze and one group in Muhanga targeting higher income earners (RWF 500,000+) by Kigwa Consulting
- Run between December 2022 and January 2023

VIDEO FOOTAGE

- Four case studies filmed in February 2023
- Moto driver renter, Moto driver owner/landlord, Retired landlord, Housing Cooperative



PEER LEARNING FINANCE FOR THE UNBANKEDABLE

(albeit via mobile money)



DEMAND SUPPLY

KEY FINDINGS



Currently, households are the major supplier of housing, mostly for own use (buy land and build over time) or **rental**



Ensuring these household builders can access finance as well as advice and professional services is key



From: How Low Can You Go? To: How Do You Build Up?

HOUSING TENURE

Around half (53%) of households in higher density (proxy) urban settlements rent their dwellings, overwhelmingly from other households





According to EICV 5 data, urban renter households have a median rent to income ratio of ~15%. This is lower than what we found in the intercept surveys where rent to income ratios ranged from 23% - 27%

Note*: No urban filter has been applied as there is no indicator on where the rental property is, therefore all landlords are considered whether they live in an urban or rural area

Note**: Assumes that households who rent pay RWF 23,000 pm (based on EICV 5 median rental paid inflated to June 2022), applied to urban proxied households who rent

Households are a major supplier of dwelling units

To gain a better understanding of the potential household-developer market, Kigwa Consulting conducted 34 interviews with respondents living in Gasabo district in areas zoned for high density



AWARENESS OF THE NLUDMP AND KIGALI CITY MASTER PLAN WAS HIGH

- 59% and 76% of respondents said they had heard of the NLUDMP and Kigali City Master Plan respectively
- However, there was some confusion about what densification means

Question: Can you explain what densification means?

Respondent: It means living on the street where houses are very close and many on small land with no open space e.g. play ground or public gardens.

Respondent: To live in area which is surrounded by cheap houses.

AWARENESS AND UNDERSTANDING OF THE ZONING FOR THEIR AREA WAS LOW

• Only 15 of the 34 respondents correctly identified the zone they live in (zone R2 or R3)

THOUGHTS ON DEVELOPING THEIR PROPERTIES

- Most respondents (26 of the 34) had already thought about adding more dwellings to their own properties
- While the majority are interested in developing their properties, the three main concerns include financing, technical expertise and tenant affordability
- Most respondents would also consider selling their property to a developer
- This is, an interesting view in light of the possibility that land values may well appreciate significantly in the future

THERE IS AN OPPORTUNITY TO ENCOURAGE EXISTING PROPERTY OWNERS TO UTILISE THEIR LAND MORE EFFICIENTLY

- A combination of support and financial incentives to develop land zoned for higher densities could accelerate and direct this process
- This support could include
 - Access to information
 - Advice and professional services to ensure delivery of good quality build
 - Access to finance
- In addition, a well-structured land and property taxation system would discourage speculative land holding
- Critically, the lack of city-wide sanitation solutions impose a significant cost burden on household developers and create material risk for cities as they are often poorly installed and maintained. Finding practical solutions in this domain should be a priority



CURRENT HOUSING SITUATION

KEY FINDINGS



There is a significant qualitative backlog, which is likely to grow as the population urbanises



This does not only relate to the top structure there is also limited access to adequate services



Rental is critical for lower income households (demand and supply)

DATA SOURCES

CENSUS 2012 & 2022

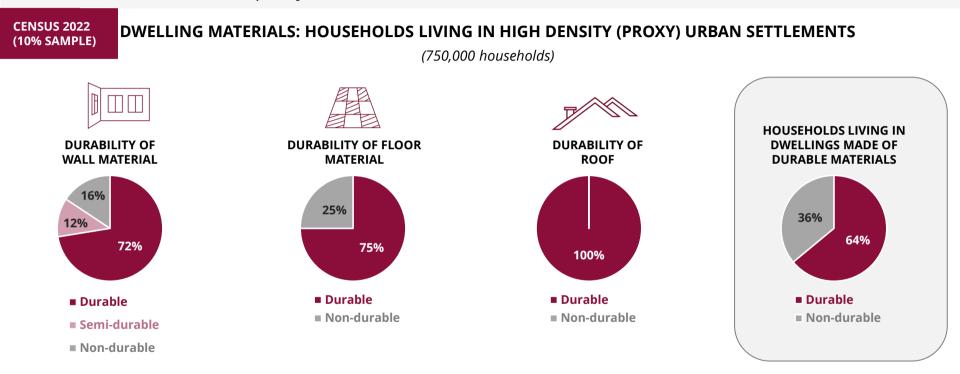
- Published tables
- 10% sample
- Did not receive an urban/ rural indicator so had to proxy this based on the NLUDMP main urban boundary

EICV 5 (2015/16)

- Income and expenditure survey
- Raw data available
 from NISR

When considering the durability of walls, roofs and floors, 64% of proxied urban households live in dwellings made of durable materials. There is no data on critical (but sometimes unobservable characteristics), such as the quality of construction or whether there are solid foundations





Source: Census 2022 10% sample. Note: ,The 10% sample data for the 2022 Census provided by the NISR did not include a rural / urban marker. The project team therefore created its own indicator based off the National Land Use and Development Master Plan. This results in a significantly lower number of urban households than that reported by the Census (750 000 vs 964 000 for the Census)

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A large proportion of proxied urban households share a dwelling with other households. Ten percent of households live in dwellings that are over-crowded



CENSUS 2022 (10% SAMPLE) HOUSEHOLDS LIVING IN HIGH DENSITY (PROXY) URBAN SETTLEMENTS (750.000 households) TYPE OF BUILDING **OVER-CROWDING*** House occupied by one household 69% 10% House occupied by several households 27% Many urban Several buildings in a compound occupied by 3% households share a several households dwelling with other 90% households Several buildings in a compound occupied by 0.5% several households Storey building occupied by one household 0.3% Over-crowded Storey building occupied by many households 0.3%

Source: Census 2022 10% sample. Note: ,The 10% sample data for the 2022 Census provided by the NISR did not include a rural / urban marker. The project team therefore created its own indicator based off the National Land Use and Development Master Plan. This results in a significantly lower number of urban households than that reported by the Census (750 000 vs 964 000 for the Census)

Note*: Over-crowding defined as more than three people per room

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While many housing studies focus on the house, the pipes below the house (or lack of them) are also critical. How adequate are existing sanitation solutions given the rapidly growing urban context in Rwanda?



CENSUS 2022 HOUSEHOLDS LIVING IN HIGH DENSITY (PROXY) URBAN SETTLEMENTS (10% SAMPLE) (750,000 households) **TYPE OF MAIN TOILET** METHOD OF SEWAGE DISPOSAL FACILITY Pit latrine with slab used by one HH 42% Cesspool 46% Pit latrine with slab used by several HHs 40% In the courtvard 23% 11% Flush toilet used by one HH 9% Bush Pit latrine without slab used by one HH 3% **43%** of households Main sewer 8% Flush toilet used by several HHs 2% share a toilet with other households 7% Sump Pit latrine without slab used by several HHs 1% 7% Other 1% Other Are these adequate 56% for high-density **ADEQUACY OF** Adequate ADEOUACY OF Adequate urban areas? **TOILET FACILITY** SEWAGE DISPOSAL Inadequate Inadeguate 44% 96%

⁰ Source: Census 2022 10% sample.



HOUSEHOLD INCOME

KEY FINDINGS

Incomes are low, even (or perhaps especially) in the **formal** sector



As the economy grows, incomes will rise - and there will be a growing market of households who can afford 'high quality' housing



As the country urbanises, the market of lower income households will also increase

DATA SOURCES

CENSUS 2012 & 2022

- Published tables
- 10% sample
- Did not receive an urban/ rural indicator so had to proxy this based on the NLUDMP main urban boundary

EICV 5 (2015/16)

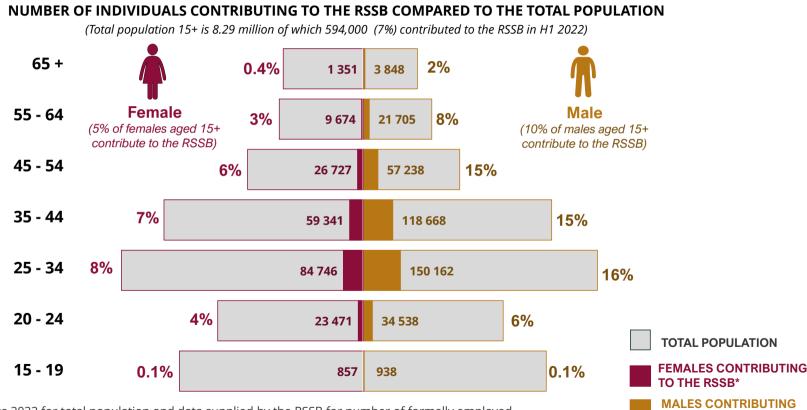
- Income and expenditure survey
- Raw data from NISR

RSSB

 Monthly pensionable incomes for contributing employees from July 2015 to August 2022 Just under 600 000 individuals contributed to the RSSB <u>at least once in the first half of</u> <u>2022</u>. This is less than a tenth of the working age population



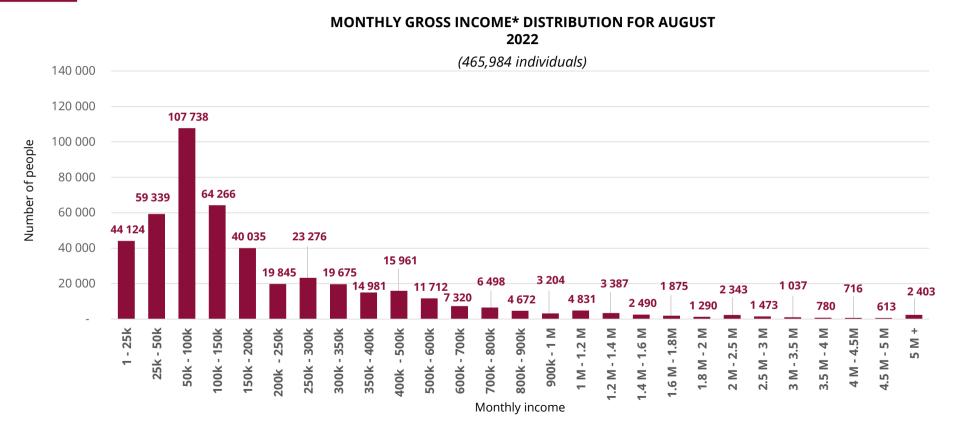
TO THE RSSB*



Source: Census 2022 for total population and data supplied by the RSSB for number of formally employed
 Note*: Individuals who contributed at least once to the RSSB in the first half of 2022 (Jan – June 2022)
 Note: Percentages indicate the percentage of the specific gender-age bracket employed in the formal sector.

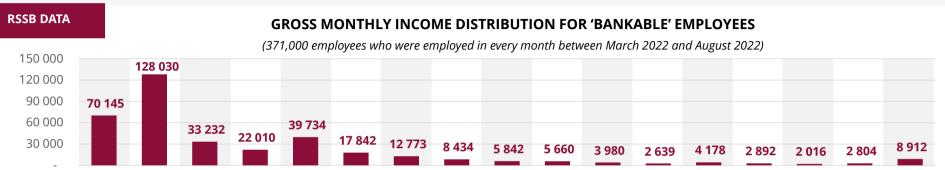
According to the RSSB data just over 315,000 individuals (almost 70% of all individuals in the RSSB data) have a gross monthly income below RWF 200,000. The median gross monthly income is low at RWF 124,500





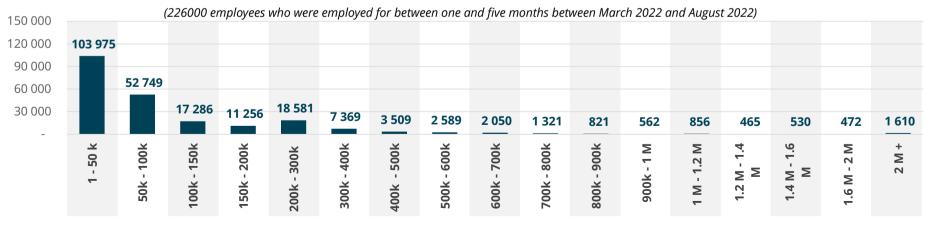
13 Note*: Gross income less transport benefits

This data is very useful for understanding bankability and affordability. Using a six-month view there around 600,000 formally employed in Rwanda. Of these, around 370,000 could be considered 'bankable' (have been employed in every month in the past six months)



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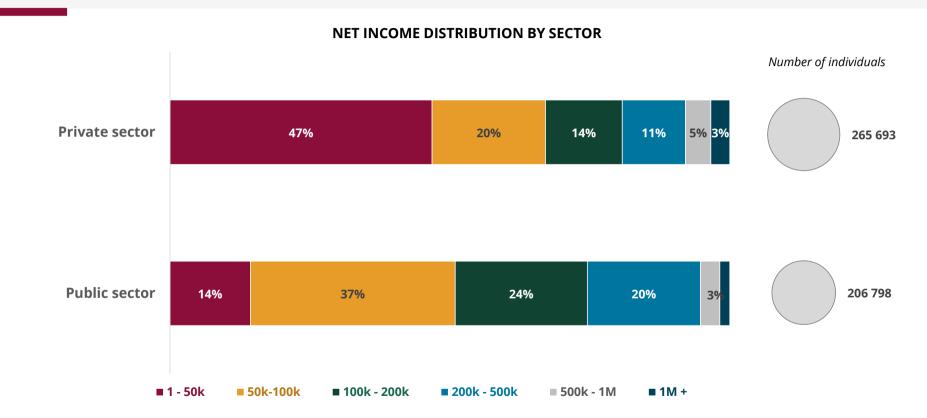
GROSS MONTHLY INCOME DISTRIBUTION FOR OTHER FORMAL EMPLOYEES



14 Source: RSSB data

Wages in the private sector are low. Just under half of private sector net monthly salaries are less than RWF 50,000 compared to 14% of public sector net salaries



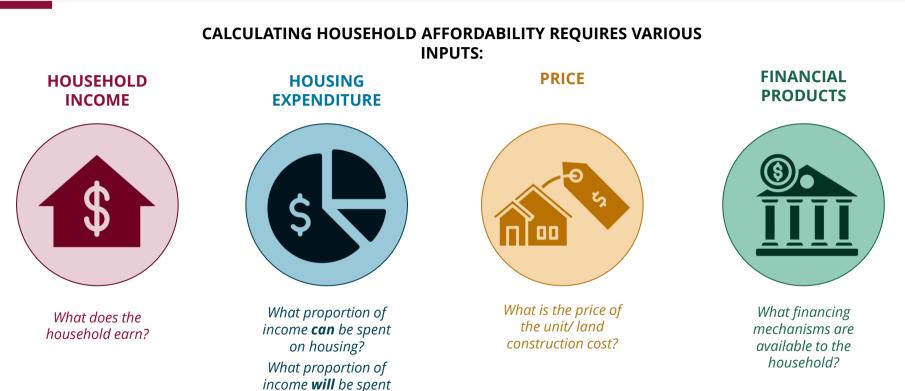


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AFFORDABILITY

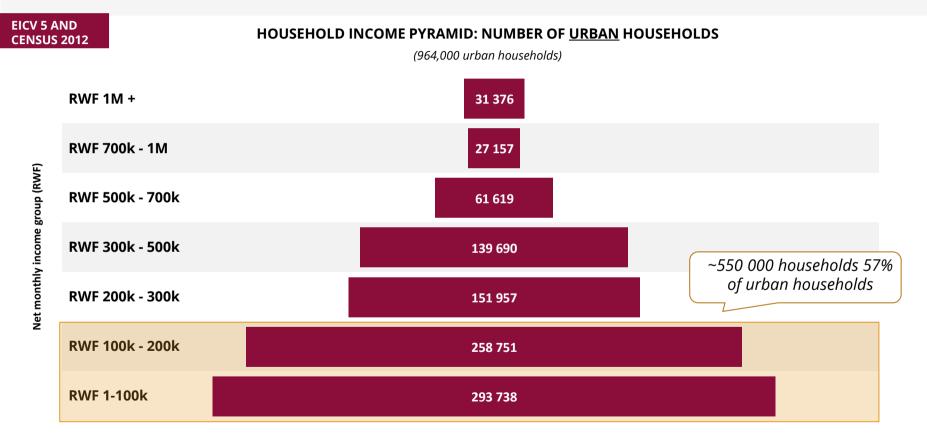
How do we assess affordability? Be aware of the things that are missing and the assumptions we are making

on housing?



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Income distribution based on EICV expenditure data inflated to June 2022 and applied to total number of urban households reported in Census 2022

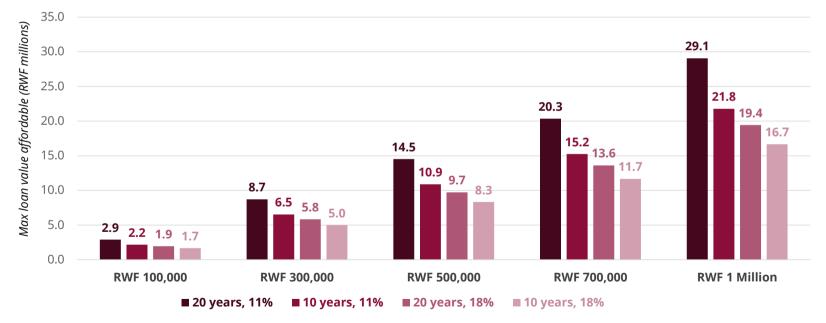
We can understand affordability for different Household incomes

Assuming households allocate **30%** of income to loan servicing, household earning RWF 100,000 per month would be able to access a maximum loan of RWF 2.9m. Do they want to?



MAXIMUM LOAN AFFORDABILITY FOR SELECTED INCOMES AND PRODUCTS

(RWF MILLIONS)



So-called affordable housing in Rwanda is affordable for very few households who earn at least RWF600 000 per month

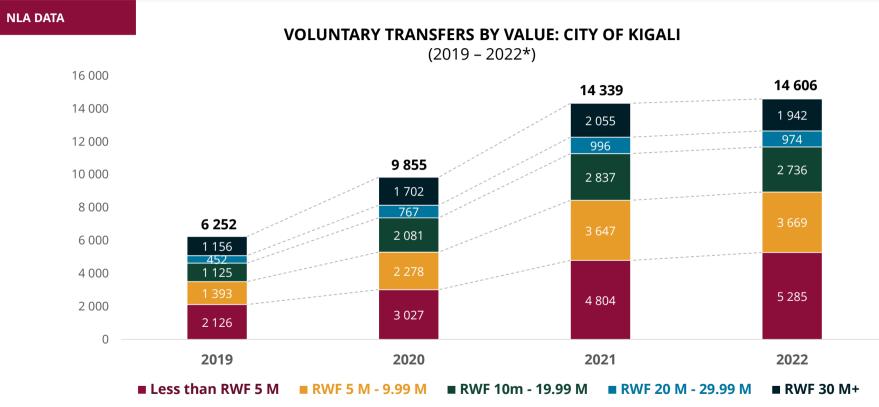


Unit price:	RWF 10 M	RWF 20 M	RWF 30 M	RWF 40 M	RWF 50 M
	20 YEAR M	IORTGAGE, 11% I	NTEREST RATE		
Monthly repayment (20 years, 11% interest)	RWF 92 900	RWF 185 800	RWF 278 700	RWF 371 600	RWF 464 500
Min net income required (30% affordability ratio)	RWF 309 700	RWF 619 300	RWF 929 000	RWF 1 238 600	RWF 1 548 300
<u>Estimated</u> number of urban households who can afford				۲	٠
	250 000	80 000	36 000	18 000	10 000
20 YEAR MORTGAGE, 18% INTEREST RATE					
Monthly repayment (20 years, 18% interest)	RWF 138 900	RWF 277 800	RWF 416 700	RWF 555 600	RWF 694 500
Min net income required (30% affordability ratio)	RWF 463 000	RWF 926 000	RWF 1 389 000	RWF 1 852 000	RWF 2 315 000
<u>Estimated</u> number of urban households who can afford			٠	٠	٩
	135 000	36 000	12 500	8 000	3 000

Note*: Based on a mortgage of 20 years and LTV of 90%. Assumed that household can contribute 30% of net household income to loan repayments

As an alternative to purchasing a newly-built unit, households can purchase land or houses in the secondary market. These sales can be segmented by value. Around a third of transfers in 2021 were below RWF 5 million





Source: NLA

Note: transfers with no prices have been excluded (856 transfers). In addition, all UPIs of less than 50m and more than 5000m have been excluded. Residential properties only. Values based on highest of value in mortgage table and transfer value

* Last transaction date is 3 October 2022

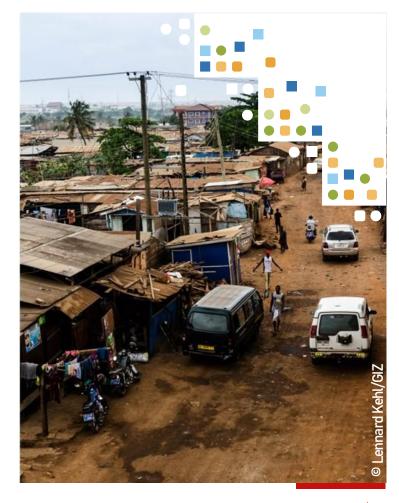
Ice Breaker

Please go to Slido

You can join via

- the link in the chat
- at Slido.com #Peer_Learning_5
- the QR code





Ice Breaker Slido.com #Peer_Learning_5

Which country are you joining from?

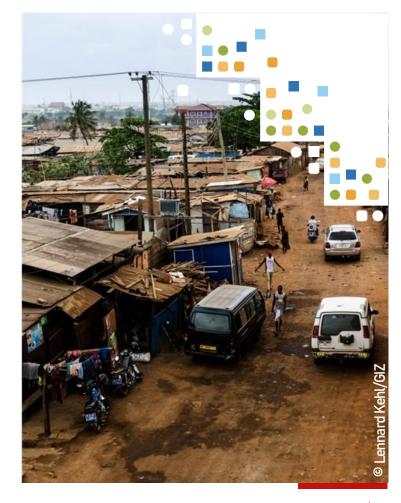




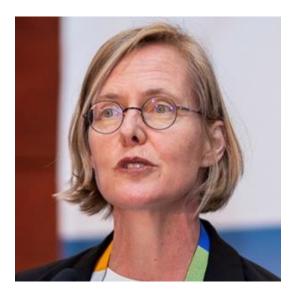
Ice Breaker Slido.com #Peer_Learning_5

What financial mechanisms or programs do you know that make a difference for access to affordable housing?

Incremental housing finance deferred mortgages subsidies Rent to buy w land regularization finance Housing microfinance Savings Cooperatives soft (SACCOS)



Panel Discussion



Kecia Rust

Executive Director and Founder, CAHF



Girlie Lopez

Philippines Country Program Manager, Build Change



Joy Wachira

Program Lead - Green Affordable Housing, REALL

Panel Discussion



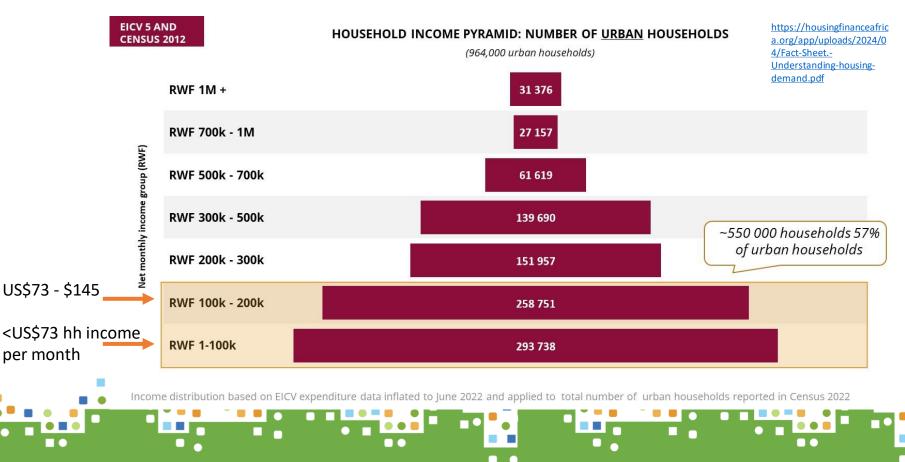
Kecia Rust

Executive Director and Founder, CAHF



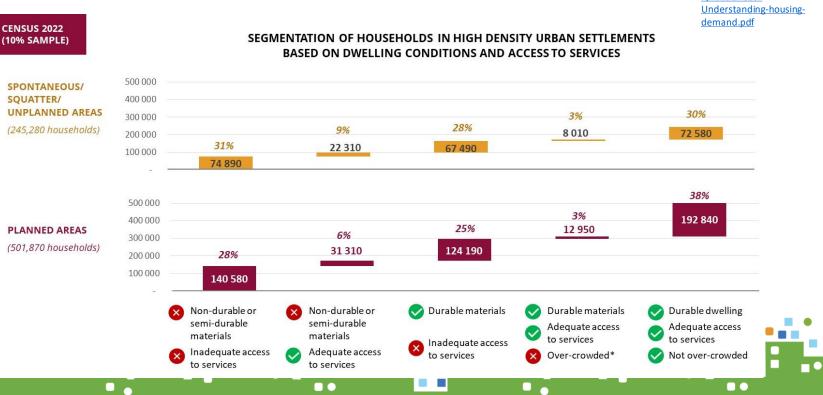
If we know that the majority earn too little to afford a mortgage for a new house ...





And if we know that the housing circumstances and inadequacies are not uniform...

The primary challenge is water and sanitation, though building guality is also an issue. For example, in Rwanda, only about 30% in both areas live in fully informal& inadequate circumstances



https://housingfinanceafric a.org/app/uploads/2024/0 4/Fact-Sheet.-



PLANNED AREAS

Then our technical response can be incremental and household-driven:

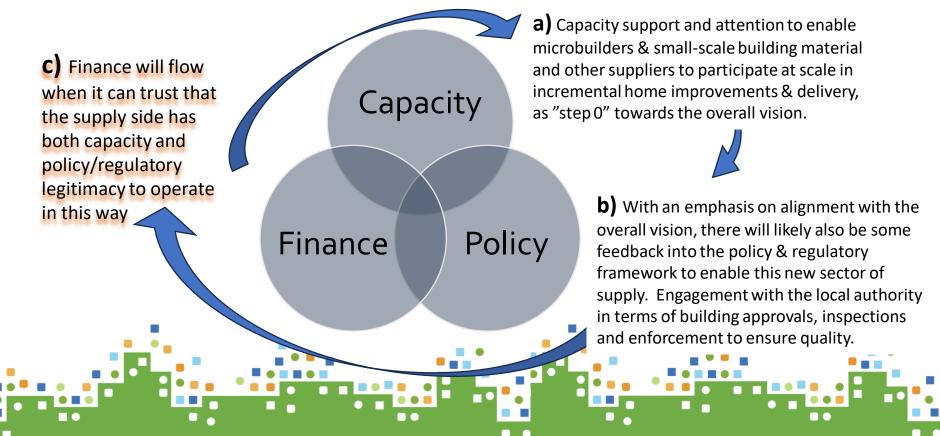


In situ upgrading of Incremental home Household Urban infill sanitation landlordism & improvements mixed-use sites Rwf 26 855 - Rwf 50 155 (\$20-Legend \$40) per person x 10 users LEGEND Phase I Commercial Phase II Tenants Owner **Owner's Kitchen** Toilets Site Boundaries SATO toilets are made of plastics and have a trap door that automatically opens and closes, preventing flies and unpleasant odors. SITE PLAN

This has direct implications for the structure of the supply sector, and therefore the focus & design of



finance to support **incremental**, **demand-led** interventions on a **property-by-property** basis.



The Urban Lab in Rwanda

- Data analysis & background reading
- Interviews & focus groups •
- Case studies •
- Technical solutions
- Site plans

https://housingfinanceafrica.org/projects/thegiz-urban-lab-initiative/

Thank you! Kecia Rust Kecia@housingfinanceafrica.org Centre for Affordable **Housing Finance** german R aiz german cooperation

Understanding housing demand





Panel Discussion



Girlie Lopez

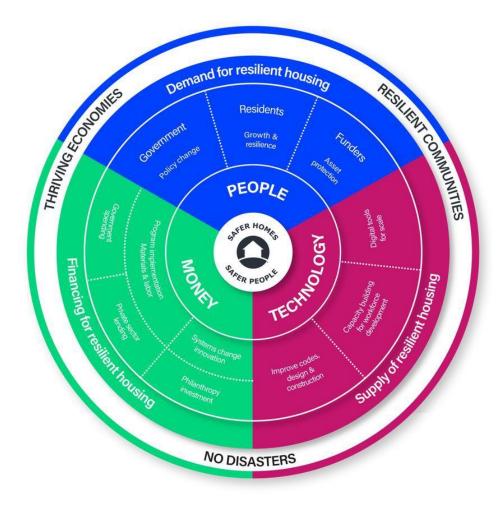
Philippines Country Program Manager, Build Change **Our Vision**

Every Home is Disaster-resilient.



OUR THEORY OF CHANGE

We mobilize people, money, and technology to transform regulation, financing, and construction systems for the structural improvement of housing and the construction of new housing worldwide.



DISASTER-RESILIENT HOME FINANCING PROGRAM









Program Components:

Our Theory of Change in action

PEOPLE: Awareness-raising activities

MONEY: Appropriate financial product for disaster-resilient housing

TECHNOLOGY: Engineering resources

Interventions

House Strengthening New Construction

LET'S BUILD RESILIENT COMMUNITIES



Before Housing Intervention



After Housing Intervention

Laura Morillo (Baler, Aurora, Philippines)



Panel Discussion



Joy Wachira

Program Lead – Green Affordable Housing, REALL



and the



and in the

GREEN AFFORDABLE HOUSING (GAHF)



ABOUT REALL

Reall invests in green, resilient affordable housing to demonstrate what is possible, collects evidence and builds knowledge, and advocates for market change that scales housing delivery.



More than **730K** people living on low incomes empowered to improve, develop or own their own home



More than **1.1M** people benefiting from improved sanitation

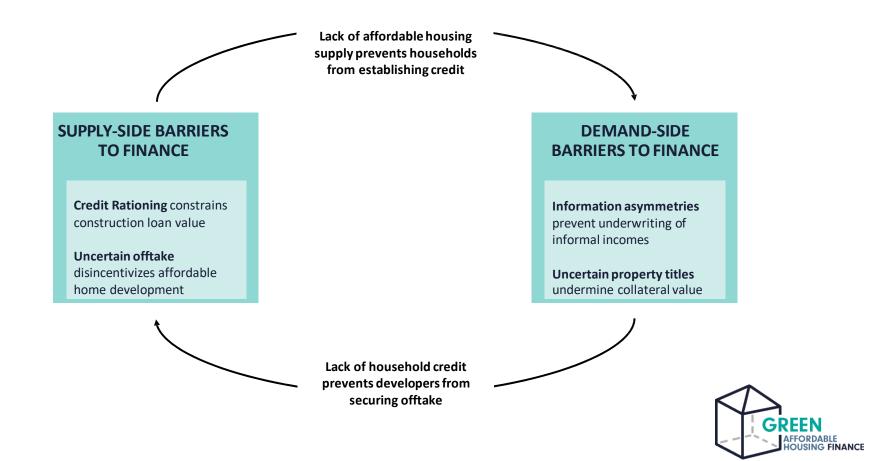




Reall works across Africa and Asia, with a priority focus on key markets

reall.net

BARRIERS IN AFFORDABLE HOUSING



THE GAHF INSTRUMENT

- A two-pronged mechanism that aims to support the development of robust and self-sustaining housing finance ecosystems through its **Guarantee Facility** and **Enabling Environment Facility**
- Will leverage concessional finance to catalyze lending by local financial institutions into the value chain for green affordable homes.
- Expected to unlock local finance for the construction and ownership of green affordable homes, facilitating a self-sustaining housing finance ecosystem.



"In pursuit of the achievement of both global housing and climate goals: We cannot choose between green or resilient houses; we must build both into our systems and designs. Both public and private capital are critical in catalysing the funding needed to develop mass affordable housing at scale"



KEY FEATURES OF THE GUARANTEE FACILITY

Innovative: Re-engineering existing lending to accommodate riskier sectors	Lowers Lending Risk that boosts debt affordability	Reduces stringent collateral requirements by lenders
Champions Policy Reforms	Attracts Fresh Capital for Green Projects	Lowers Long-Term Home Maintenance Costs



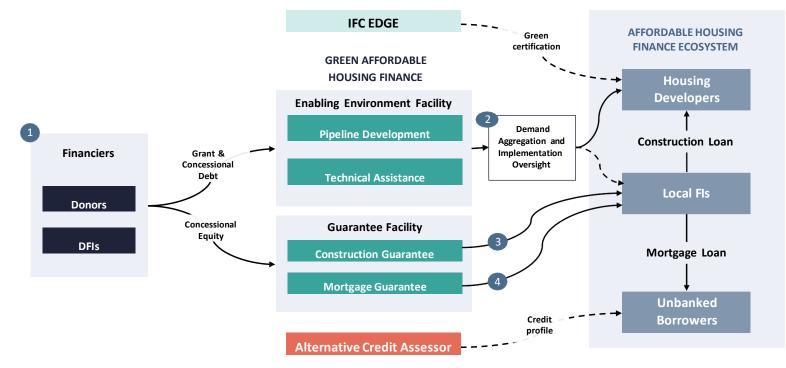
STEERING AN ENABLING ENVIRONMENT



- Demand Aggregation that Identifies, Supports and Builds the capacity of developers to construct green and affordably.
- Technical Assistance to local lenders via an alternative credit assessment tool using artificial intelligence adapted for informally employed borrowers and integrated into lending systems
- Mobilize a one-stop -shop shared services Green Community portal offering various incentives e.g skills transfer, data insights, green-build toolkits and other scalable solutions.

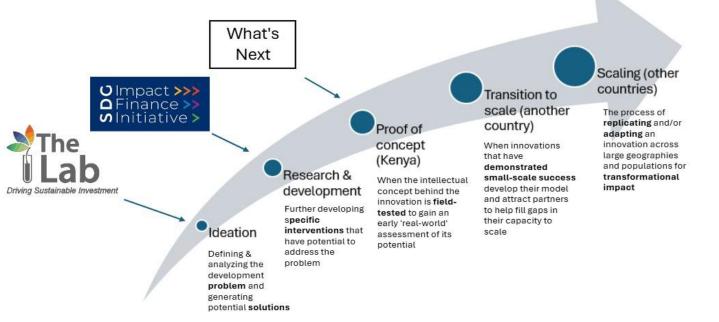


THE GAHF ECOSYSTEM





IMPLEMENTATION PATHWAY





PARTNER WITH US



reall.net



<u>Joy.wachira@reall.net</u> Programme Lead-GAHF (Kenya)



linkedin.com/company/reall/



@reall_int





ENDORSED BY:







Q & A

- How can we turn the growing global attention on housing into meaningful action?
- How can we convince governments to prioritize incremental upgrades of informal structures?
- What partnerships do you need from institutional investors?
- How can we support landlords in providing affordable housing?
- Are there solutions to co-produce with slum landlords to avoid demolition and large-scale redevelopment?
- What mechanisms do you use to improve area quality in affordable housing zones?

Closing



Sebastian Herold

Senior Policy Officer, German Federal Ministry for Economic Cooperation and Development (BMZ)

Evaluation

We would highly appreciate your feedback on today's session!

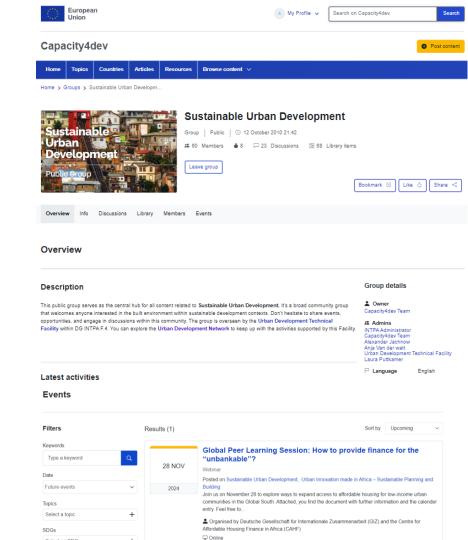
Please answer a few questions on slido via

- the link in the chat
- at Slido.com #Peer_Learning_5
- the QR code



Opportunity for Exchange Beyond the Online Sessions

- Keep the discussion going and become a member of the community group "Sustainable Urban Development"!
- Hosted on the EU Capacity4dev platform, connecting development professionals around the world.
- A space to share practice examples, resources or events, and connect with your peers.
- Please see the links in the chat.



Thank you for your participation!

Stay tuned for updates in your inbox.

For any questions regarding our Peer Learning or to be included in the mailing list, please contact: Clemens Heukrodt (<u>clemens.heukrodt@giz.de</u>) & Johanna Lübbers (<u>johanna.luebbers@giz.de</u>)

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH On behalf of

Federal Ministry for Economic Cooperation and Development In cooperation with

