

Triodos  Bank

Social Housing & Social Enterprise Event

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Peter Borgers – Senior Relationship Manager



Who is Triodos?

- Money for change
- Founded 1980 – Pan European
- Regulation – DNB & FSA
- Banking & Investment Management – lending, deposits, capital raising & funds
- Steady growth, Euro 3.5 billion balance sheet

- Here since 1995
- 96 co-workers in Bristol, Edinburgh, London
- £700m lending book, savings & deposits, full business banking service
- Environment Team – wind, solar, hydro, biogas
- Food, Farming & Trade Team – organic food and farming, ethical trading businesses
- Social & Cultural Team – 7 RMs - housing associations, housing co-ops, charities, social enterprises, faith groups, health care, arts & culture

- Longstanding involvement in housing
- Last 3 years - £170m new long term facilities to 20 different registered providers
- Long term relationships – long term lending, follow on funding
- Development, stock purchases, investment,
- Extended availability periods, interest only, fixed rates, revolvers

Why Social Housing?

- Good mission fit, strong demand
- Stable cashflows
- Good management & governance
- Strong asset backing
- Well regulated

Challenges

- Lower SHG – affordable rents, gearing, changing nature of stock and tenants
- Changes to benefits, government funding cuts
- Changing regulation
- Changing banking market
- Need to find new income sources – social enterprise?

Triodos borrowers with social enterprise activity

- Bournemouth Churches Housing Association
- Westlea/Oakus
- Circle - Landericus
- HCT
- CAN Mezzanine



We look forward to playing our part
in your future.

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