

"SMARTER Finance for Families – Improving Citizens' Health Comfort and Financial Well-being by Supporting Banks, Residential Investors and Solution Providers with Green Homes and Green Mortgage programs"



D4.06 Sample Portfolio of Sustainable Residential Real Estate Projects

Acronym	SMARTER	Grant Agreement #	847141				
Full Title	SMARTER Finance for Families – Improving Citizens' Health Comfort and Financial Well-being by Supporting Banks, Residential Investors and Solution Providers with Green Homes and Green Mortgage programs						
Start Date	15/05/2019	Duration 24 months					
Work Package	WP4 - Increasing Institutional Financing						
Contractual due date	14 May 2021	14 May 2021 Actual submission date July 2021					
Deliverable Lead	Copenhagen Centre on Energy Efficiency (DTU)						
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Reviewer(s)	Sean Kidney						
Dissemination Level	Public						

A sample portfolio based on Task 4.7 and Deliverable 4.4 as inputs of 30+ Sustainable Residential Real Estate Projects to provide a mock "real world" example of what types of underlying sustainable residential investments would make up a portfolio of environmentally ambitious residential properties¹, ².

The sample portfolios reflects environmental objectives expected by European Commission's Environmentally Sustainable Finance Initiatives^{3,4,5,6,7,8,9,10,11,12} International Policy Initiatives^{13,14,15} environmental ambitions of Mainstream and Climate-Centric International Institutional Investors¹⁶, ¹⁷, ¹⁸ environmental performance criteria established by SMARTER¹⁹ and implemented by Sustainable Building Practitioners^{20,21} has been created.

The intention of the sample portfolio of sustainable residential real estate properties and projects and associated sustainable residential real estate finance products sets ('Sample Portfolio') is to demonstrate the degree of environmental sustainability that can be achieved across a broad variety of single-family, multi-family and buy-to-let residential real estate projects.

Description

Over 50 types of European Sustainable Residential Real Estate Projects have been evaluated against LEED, SMARTER, BREEAM, DGNB and HQE Certification Systems and in the context of the evolving EU Taxonomy Technical Screening Criteria Buildings^{22,23,24,25} and EU Green Bond Standards^{26,27,28} expectations for Sustainable Covered Bonds and Sustainable Residential Real Estate Securitized Product Sets²⁹. An idealized, archetypal transaction structure to increase the supply of available capital to finance sustainable residential real estate projects is summarized below.

¹ Related Reports and Analytics: Increasing the Supply of Environmentally Sustainable Residential Real Estate Projects Investable by Institutional Investors: D4.07(here)

² Related Reports and Analytics: Environmentally Sustainable Residential Real: Sample Portfolio: Data, Analytics, Graphics: D4.06 (here)

³ European Commission. (14 January 2020). The European Green Deal Investment Plan and Just Transition Mechanism. Available here.

⁴ European Commission. Level(s). (2021). The European Framework for Sustainable Buildings. Available here.

⁵ European Commission. (11 December 2019). The European Green Deal. Available <u>here</u>.

⁶ European Commission. (4 March 2020). European Climate Law. Available <u>here</u>.

⁷ European Commission. (5 August 2020). Renewed Sustainable Finance Strategy and Implementation of the Action Plan on Financing Sustainable Growth. Available here.

⁸ European Commission. (22 April 2021). Commission Delegated Regulation amending Delegated Regulation (EU) No 231/2013 as regards the Sustainability Risks and Sustainability Factors to be taken into account by Alternative Investment Fund Managers. Available here.

⁹ European Commission. (22 April 2021). Commission Delegated Regulation amending Delegated Regulations (EU) 2017/2358 and (EU) 2017/2359 as regards the integration of sustainability factors, risks and preferences into the product oversight and governance requirements for insurance undertakings and insurance distributors and into the rules on conduct of business and investment advice for insurance-based investment products. Available here.

¹⁰ European Commission. (22 April 2021). Commission Delegated Regulation amending Delegated Regulations (EU) 2017/2358 and (EU) 2017/2359 as regards the integration of sustainability factors, risks and preferences into the product oversight and governance requirements for insurance undertakings and insurance distributors and into the rules on conduct of business and investment advice for insurance-based investment products. Available here.

¹¹ European Commission. (22 April 2021). Commission Delegated Regulation amending Delegated Regulation (EU) 2015/35 as regards the integration of sustainability risks in the governance of insurance and reinsurance undertakings. Available here.

¹² European Commission. (22 April 2021). Commission Delegated Regulation

amending Delegated Regulation (EU) 2017/565 as regards the integration of sustainability factors, risks and preferences into certain organisational requirements and operating conditions for investment firms. Available here.

¹³ Network for Greening the Financial System (May 2020). Integrating Climate-Related and Environmental Risks into Prudential Supervision. Available here.

¹⁴ Network for Greening the Financial System (10 September 2020). Occasional Paper. Case Studies of Environmental Risk Analysis Methodologies. Available here.

¹⁵ Network for Greening the Financial System. (7 June 2021). NGFS Climate Scenarios for Central Banks and Supervisors. Available here.

¹⁶ NN Investment Partners. (20 February 2020). Green Bond Bulletin: Performance Data Confirms Green Bonds Are Becoming Mainstream. Available here.

¹⁷ Invesco. (22 April 2021). Invesco Expands Thematic Environmental Suite by Launching Invesco MSCI Green Building ETF. Available here.

¹⁸ Journal of Banking and Finance. (1 March 2019). Environmental Performance and the Cost of Debt: Evidence from Commercial Mortgages and REIT Bonds. Available here.

¹⁹ SMARTER Finance for Families. Belgium Green Building Council. (2020). Green Mortgages and Renovation Loans: A Toolkits for: Financial Institutions; Developers and Citizens. Available here.

²⁰ SMARTER Finance for Families. (14 September 2019). "Recommended Adjustments to Incorporate the Level(s) Framework and Acceptance of those Adjustments into the EE/Green Homes Certification Tools". Available upon request.

²¹ Green Building Council Denmark, German Sustainable Building Council, Green Building Council España. (March 2021). EU Taxonomy Study: Evaluating the Market-Readiness of the EU Taxonomy Criteria for Buildings. Available here.

²² European Commission. (22 April 2021). EU Taxonomy. Delegated Act. Provisional Version. Available here.

²³ European Commission. (22 April 2021). EU Taxonomy. Delegated Act. Annex I. Provisional Version. Available here.

²⁴ European Commission. (22 April 2021). EU Taxonomy. Delegated Act. Annex II. Provisional Version. Available here.

²⁵ European Commission. (22 April 2021). EU Taxonomy and Sustainable Finance. Available here.

²⁶ European Commission. (6 July 2021). Regulation of the European Parliament and of the Council: Proposed EU Green Bond Standard. Available here.

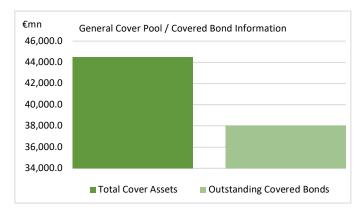
²⁷ European Commission: EU Technical Expert Group on Sustainable Finance. (9 March 2020). Usability Guide for the EU Green Bond Standard. Available here.

²⁸ European Commission: EU Technical Expert Group on Sustainable Finance. (9 March 2020). EU Green Bond Standard: Frequently Asked Questions. Available here.

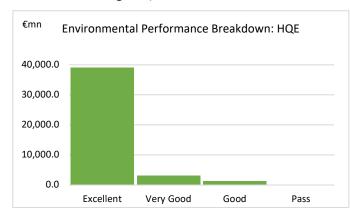
²⁹ Principles for Responsible Investment. (5 May 2021). ESG Incorporation in Securitised Products: The Challenges Ahead. Available here.

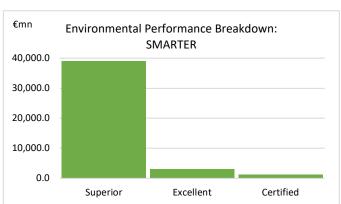
Transaction Structure

The transaction structure builds a covered bond issued by Société Général with an added range of property types and borrower profiles seen in the European residential real estate sector. The structural characteristics of the cover pool are depicted below. The eligible assets are fully composed of French residential mortgages guaranteed by Crédit Logement and transferred into the cover pool using guaranteed loans (i.e. Collateral Directive Framework³⁰). The outstanding amount of the eligible assets pledged as collateral of the loans are indicated instead of the amount of the guaranteed loans. The nominal outstanding amount of the eligible assets is booked in Off-Balance Sheet as guarantee received.



The assumed environmental performance profiles of the underlying residential properties is depicted below. The distribution of the cover pool across the certification categories is depicted first against HQE (a French certification system) given the geographic composition of the portfolio, followed additional certification systems. The environmental performance is assumed to be distributed with the certification categories evenly across the certification systems which simplifies differing criteria with anticipated convergence towards the EU Taxonomy for Sustainable Activities³¹³²³³. The properties are assumed to be EU Taxonomy-aligned and the cover pool is therefore considered an eligible portfolio under the EU Green Bond Standard³⁴.





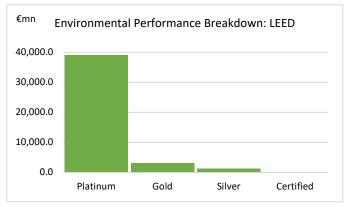
³⁰ European Commission. (2002). Financial Collateral - Directive 2002/47/EC. Available here.

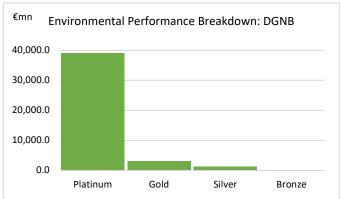
³¹ Official Journal of the European Union (22 June 2020). Taxonomy Regulation. EU Taxonomy on Sustainable Activities. Available here

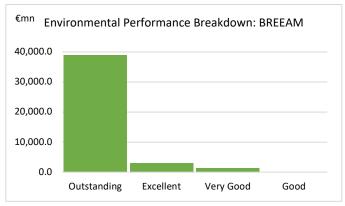
³² European Commission: EU Technical Expert Group on Sustainable Finance. (13 March 2020). Taxonomy Tools. Available here.

³³ European Commission: EU Technical Expert Group on Sustainable Finance. (9 March 2020). Technical Report. Taxonomy: Final Report of the Technical Expert Group on Sustainable Finance. Available here.

³⁴ European Commission: EU Technical Expert Group on Sustainable Finance. (9 March 2020). Usability Guide for the EU Green Bond Standard. Available here.



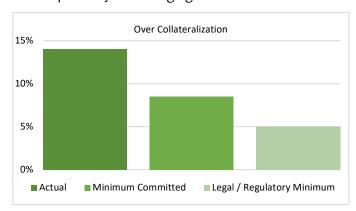




Overcollateralisation ('OC') Profile:

OC Calculations: Actual:

Also referred to as the Nominal Overcollateralisation "OC" ratio. This ratio is established to comply with contractual and rating agencies' minimum requirements as a nominal rate calculated by dividing the nominal outstanding amount of eligible assets (substitute assets and accrued interests excluded) by the nominal amount of covered bonds (after taking into account if any interest rate or currency swaps and accrued interests excluded). The most restricting OC rate required by the rating agencies is disclosed in the sample portfolio.



OC Calculations: Legal Minimum:

Also referred to as the Legal Coverage Ratio. This ratio is calculated by dividing the total assets (including accrued interests, substitute assets and other assets as prepayments and net accrued incomes on derivatives) by the amount of privileged debts accrued interests included (covered bonds, sums due on derivatives and collateral management fees). When the eligible assets are transferred into the cover pool using guaranteed loans, the amount of the guaranteed loans in the assets amount is replaced by the amount of the eligible assets pledged as collateral. Following amendments to the French Covered Bond Legal Framework for Sociétés de Credit Foncier (SCF) and Sociétés de

Financement de l'Habitat (SFH) that came into force on 28 May 2014, a cap on intragroup exposure has been set at 25% of non-privileged resources and the legal minimum collateralisation raised to 105%, from 102%, on a nominal basis³⁵.

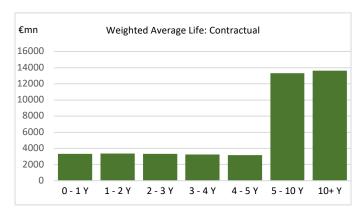
OC Calculation: Committed OC:

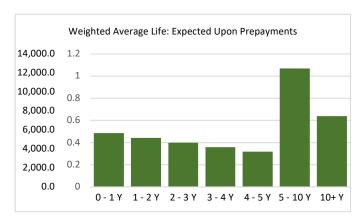
The Committed OC is equal to Contractual OC in order to reassure Rating Agencies.

Maturity Profile:

Contractual Maturity:

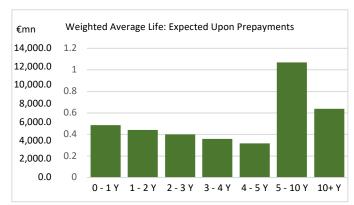
Contractual maturities are calculated assuming a zero prepayment scenario on the cover pool assets. Regarding covered bonds and substitute assets, contractual maturity is calculated according to the legal final maturity. Regarding soft bullet covered bonds, contractual maturity is calculated according to the initial legal final maturity without any extension.

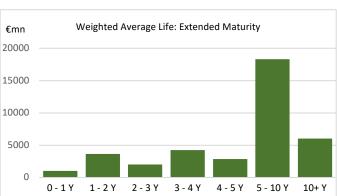




Expected Maturity:

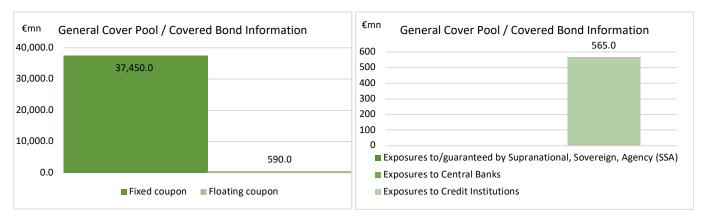
Expected WAL and maturities of the cover pool assets are calculated assuming an average percentage of prepayment rate observed over the last year. The substitute assets being composed of cash and term deposits to financial institutions, their expected maturity is assumed to be equal to their contractual one. Regarding soft bullet covered bonds, expected maturity is calculated according to the legal final maturity including the extended maturity of 1 year.





Additional cover pool characteristics are depicted below.

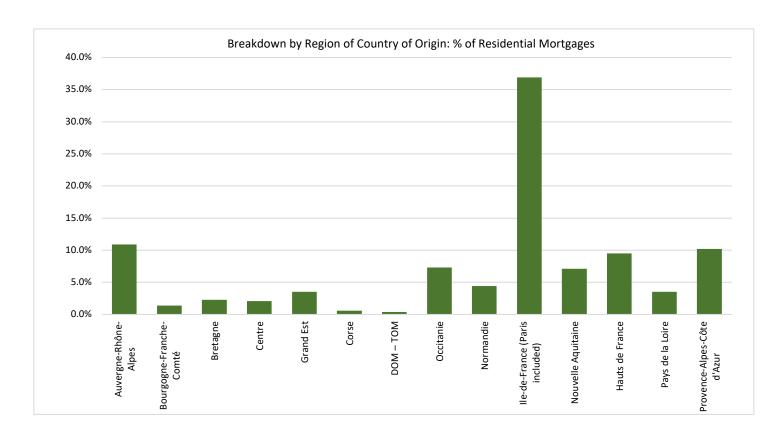
³⁵ European Covered Covered Bond Council. (28 May 2014) French Covered Bond Legal Framework for Sociétés de Credit Foncier (SCF) and Sociétés de Financement de l'Habitat (SFH). Available here.



Loan-Level Characteristics:

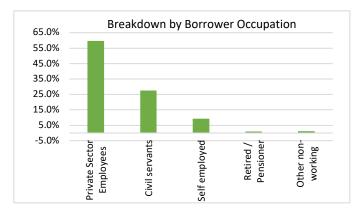
Geographic Distribution:

The geographic distribution across regions in France is depicted below and can be further adapted to reflect project in Belgium, Bosnia Herzegovina, Bulgaria, Czech Republic, Georgia, Greece, Ireland, Italy, Poland, Romania, Slovak Republic, Turkey and Ukraine.

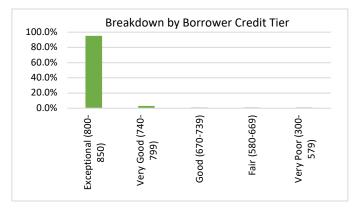


Borrower Distribution:

General categories of borrower occupation are broken down below as a proportion of the cover pool.

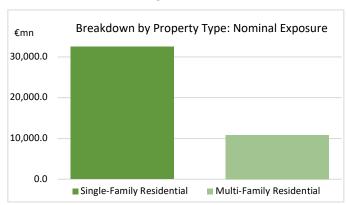


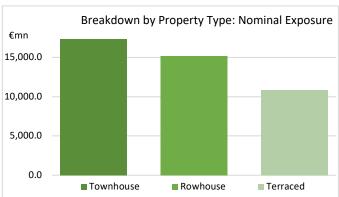
As French lenders typically refer to English credit report when they decide whether to extend mortgage, the borrower credit tier distribution is broken down by FICO bucket as a proportion of the cover pool.

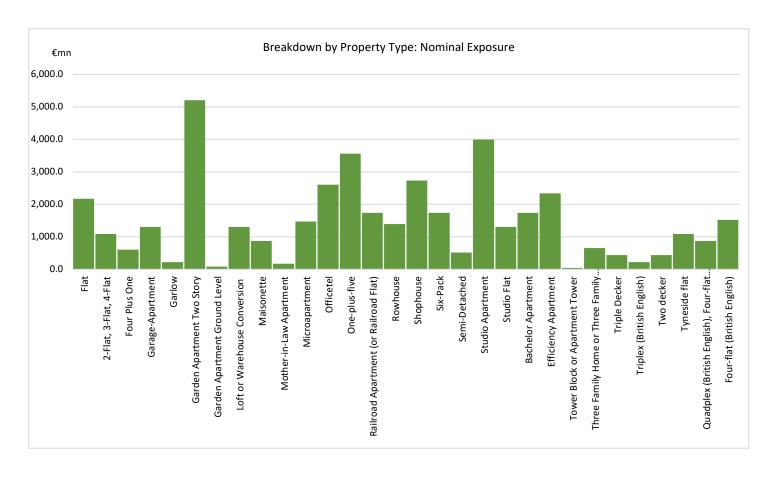


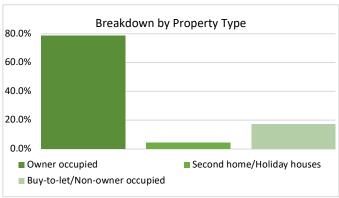
Property-Type Distribution:

The property types are broken down into three cascading levels of detail. The first is the broadest breakdown by property-type based on whether the properties are single-family residential properties or multi-family residential properties. The following breakdowns are successively more granular.





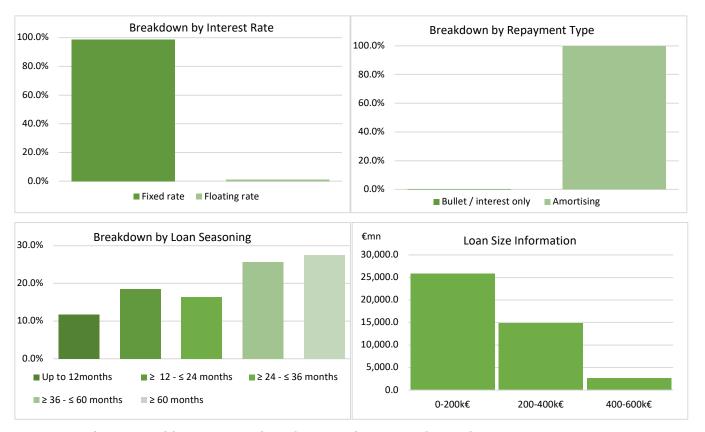




Loan Feature Breakdown:

The composition of loan-level characteristics is depicted below.





Conventional v Sustainable Conversion based on 16 Risk Types and 4 Product Features

The table below demonstrates how the sustainability profile of residential real estate delivers environmental performance and financial benefits to the homeowner along with favorable environmental and sustainability outcomes to the financial institutions originating the mortgage and the institutional investor investing in the portfolio backed by the mortgages as well guarantors providing credit enhancement and swap counterparties hedging risks in the mortgage pipeline, relative to conventional mortgages equal in all other aspects.

Depicted below is the degree of environmental performance impacts 15 types of risk reduced by sustainability, including: Climate Risk, Transition Risk, Physical Risk, Credit Risk: Probability of Default, Credit Risk: Loss Given Default, Credit Risk: Correlation: 1st Order: Borrower Specific, Credit Risk: Correlation: 1st Order: Property Specific, Credit Risk: Correlation: 2nd Order: Securitized Product, Market Risk: Climate VaR, Market Risk: Stressed VaR, Option-Adjusted Spread, Prepayment Risk, Interest Rate Risk, Underwriting Risk, Liquidity Risk and Operational Risk. Depicted below are assumed adjustments to typical mortgage terms to convert a conventional mortgage into green mortgage based on the sustainability characteristics. The figures below assumes the category of environmental performance within any of the certification systems (e.g. HQE Excellent, LEED Platinum, BREEAM Outstanding, SMARTER Superior and DGNB Platinum). The figures below also assume an EU Taxonomy-aligned property and EU Green Bond Standard eligible mortgage and/or pool of mortgages. As an example of how the adjustment would work for a qualifying mortgage to capture to reduced credit risk in the form of a lower probability of default would be for the typical Mortgage Insurance Premium at underwriting to be multiplied by 10%, the market-based Mortgage Rate at underwriting to be multiplied by 95%, the typical Loan-to-Value ratio at underwriting to be multiplied by 110% not to surpass 100% and the typical Debt-to-bond Ratio at underwriting would be increased by 150 basis points. The full scope of the adjustments would allow the bank to capture the impact of sustainability on the risk profile of the mortgage while ensuring the economic benefits of sustainability are accurately transmitted to the homeowner and also shared with the bank.

Conventional v Sustainable Conversion based on 16 Risk Types and 4 Product Features

Mortgage Conversion	Mortgage Insurance Premium	Mortgage Rate	Loan-to-Value Ratio	Debt-to-Income Ratio			
Climate Risk	x0.1	x0.95					
Transition Risk	x0.1	x0.95					
Physical Risk	x0.1	x0.95					
Credit Risk: Probability of Default	x0.1	x0.85	+1.10 up to 100%	+150bps			
Credit Risk: Loss Given Default	x0.1	x0.85	+1.10 up to 100%	+2pps			
Credit Risk: Correlation: 1st Order: Borrower Specific	x0.1	x0.85	+1.10 up to 100%	+150bps			
Credit Risk: Correlation: 1st Order: Property Specific	x0.1	x0.85	+1.10 up to 100%	+150bps			
Credit Risk: Correlation: 2nd Order: Securitized Product		x0.85					
Market Risk: Climate VaR ¹		x0.98					
Market Risk: Stressed VaR ²		x0.98					
Option-Adjusted Spread ³		x0.85					
Prepayment Risk ⁴		x0.8					
Interest Rate Risk:		x0.8					
Underwriting Risk	x0.1	x0.9					
Liquidity Risk		x0.98					
Operational Risk	While Operational Risk is not direct function borrower or property attributes or economic or market conditions it will be reduced by the robust data-set provided by property-level certification thereby justifying potential capital relief thereby further justifying application of above incentives since operational risk reduction is specific and exclusive to a green mortgage						

Peer Comparison: Environmentally Sustainable Residential Mortgage Deal: Green Belém

Green Belém No. 1^{36,37} is a recently issued environmentally sustainable residential mortgage deal. A summary of the property types, borrower credit-tiers, loan-types and deal performance are provided below as an example of a comparable deal which was issued in the capital markets.

Description



³⁶ Unión de Créditos Inmobiliaros, Santander, BNP Paribas. (28 April 2020). Green Belém No. 1: Prospectus. Available here.

³⁷ Bloomberg. (13 July 2021). <Menu> BESG> Sustainable Debt. Available upon request.

Prepayment Overview



Credit Ratings



Collateral Performance

GBELM 1 A Not Priced CUSIP BCC2N86X5 Di As of Prepay 10CPR WAL 4.12 Collateral 100.0% W	
GBELM 1 A Mtge Export Settings	Collateral Performance
PT RMBS WHOLE() ISIN PTTGCXOM0000 Loan Level • Months of History 72 • Classic Delnq Characteristics Custom All	All Collateral
	Earliest
1) Balance (M)	364,736
2) Pool Factor	0.947
3) # of Loans	3,868 1.946 324 49
4 WAC	1.946
5) WAM	324
0 WALA	
7) WALTV (Amort) % 8) LTV > 80%	54.00 5.97
9) Deling 30 days %	0.00
10) Deling 60 days %	0.00
11) Deling 90 days %	0.00
12) Foreclosure %	0.00
13) Deling. 60+ %	0.00
14) Deling. 90+ %	0.00
15) Balance > 1MM	0.00

Collateral Composition

GBELM 1 A					X5 Disc Mrgn/				
	Prepay 10CPR WAL 4.12	2 Colla	teral	100	0.0% WHOLE1.9%		-		
GBELM 1 A Mtge								(Collateral Composition
PT RMBS WHOLE	() ISIN PTTG0	CXOM0000	Loan Lev	vel -					
Composition	Overview Show All 33) C	lear 32	3868 of 3	3868 L	Loans • 34) All Collateral	As of 09	9/2020		
1) Overview		Curr %	Earlies			Curr &	Earlies		
2) Addl Info 1	Property Type	09/2020			Purpose	09/2020	09/2020		
3) Addl Info 2	101) Residential (Flat/Apartmen 102) Residential (House, detach	66.3			Purchase	100.0	100.0		
4) Custom	102) Residential (House, detach	33.7	33.7		/intage				
5) Quartiles	Original Amortization Term				2018	25.4			
Distribution	103) 30 Year	40.5		403) 2		16.4			
6) Amortized LTV	104) 40 Year	17.8		404) 2		13.8			
7) Orig Loan Size	105) 35 Year	5.6		405) 2		12.6			
8) Curr Loan Size	106) 25 Year	3.0		406) 2		8.2			
9) Coupon	107) 29 Year	2.7		407) 2		7.2			
10) Maturity	108) 27 Year	2.5	2.5	408) 2	2012	5.2			
11) Age	109) 38 Year	2.4	2.4	409) 2	2014	5.0			
12) Factor	110) 20 Year	2.3		410) 2		2.7			
13) Next Reset	111) 28 Year	2.1		411) 2		1.9			
	112) 36 Year	1.9	1.9	412) 2	2009	1.5	1.5		
	113) 23 Year	1.7			Current Interest Rate Index				
	114) 37 Year	1.7			EUR006M	65.3			
	115) 26 Year	1.5	1.5		Fixed Rate	34.7	34.7		
	116) 39 Year	1.4			Servicer				
	117) 34 Year	1.3			J.C.I., S.A.,ESTABLECIMIEN	100.0	100.0		
	118) 24 Year	1.2	1.2		Geographics				
	Account Status				No Data	100.0	100.0		
	119) Current	100.0	100.0						

Collateral Composition: including Property Type, Primary Income Verification, Account Status, Geographics, Employment, Primary Income, Purchase and Loan Currency Denomination



Collateral Composition: Quartiles:

GBELM 1 A		JSIP BCC2						
	Prepay 10CPR WAL 4.12 Co	Hateral	100.0% W	HULE1.9	፟			
GBELM 1 A Mtge						Co	ollateral C	omposition
PT RMBS WHOLE	() ISIN PTTGCXOMO							
Composition	Quartiles Show All 33) Clear		3868 Loans 🔻		ollateral		9/2020	
1) Overview		Min	25%	Median	75%	Max	Wavg	
2) Addl Info 1	Amortized LTV	0	33	49	64	96	54	
3) Addl Info 2	Orig Loan Size (EUR)	12,500	65,000	97,000	136,000	597,500	149,486	
4) Custom	Curr Loan Size (EUR)	6,629	52,948	82,552	120,358	517,788	132,094	
5) Quartiles	Maturity	7	264	314	351	479	324	
Distribution	Factor (%)	0.044	0.833	0.896	0.944	1.000	0.883	
6) Amortized LTV	Age	14	27	46	77	139	49	
7) Orig Loan Size	Coupon (%)	0 . 835	1.395	1. 885	2.590	5 . 150	1.946	
8) Curr Loan Size								
9) Coupon								
10) Maturity								
11) Age								
12) Factor								
13) Next Reset								

Distribution: Amortized LTV:



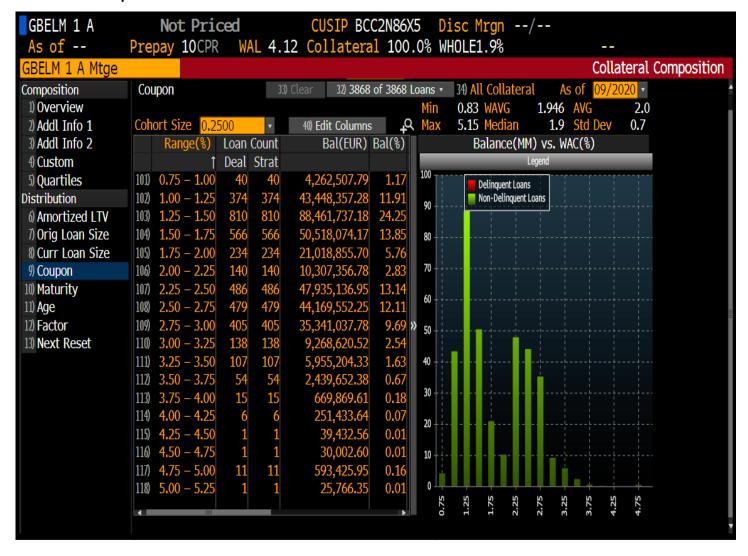
Distribution: Original Loan Size



Distribution: Current Loan Size



Distribution: Coupon



Distribution: Maturity



Structure Paydown: Bond Flows



Structure Paydown: Collateral Flow



Capital Requirements: Basel IV



Capital Requirements: SSFA

GBELM 1 A	Not Price			Disc Mrgn	/		
As of	Prepay 10CPR	WAL 4.12 Collatera	1 100.0%	WHOLE1.9%			
GBELM 1 A Mtge					Simplif	ied Supervisory	/ Formula Approach
PT RMBS WHOLE	()	ISIN PTTGCX0M0000 Repli	nes		H	As Of 09/2020 ▼	
Weighted Average C	apital Requirement	8.00 (Kg)					
	Delinq % by Bal	0.00 (W)					
	ident (%)	0.00					
Nor Weighted Average R	n-Prudent (%)	100.00 8.00 (Ka)					
weighted Average N	ask weighting	0,00 (Na)					
Attachment Point		14.73 (A) l =	6.7 3				
Thickness		85.27					
Detachment Point		100.00 (D) u =	92.00				
Supervisory Calibra	tion	0.5 (p) a =	-25.00				
Capital Structure Re		1.60 (Kssfa)	25100				
Securitization Risk	Weight Factor	1.60 (SRWF)					
As Of Period Sept	ember 2020						