



HOPE Housing

Impact Snapshot
December 2023



HOPE's measured impact

Our co-investments have created \$1,268,179 in social value over the 12 months to December 2023. This is a social return of

13.5% per annum

The key areas of change:

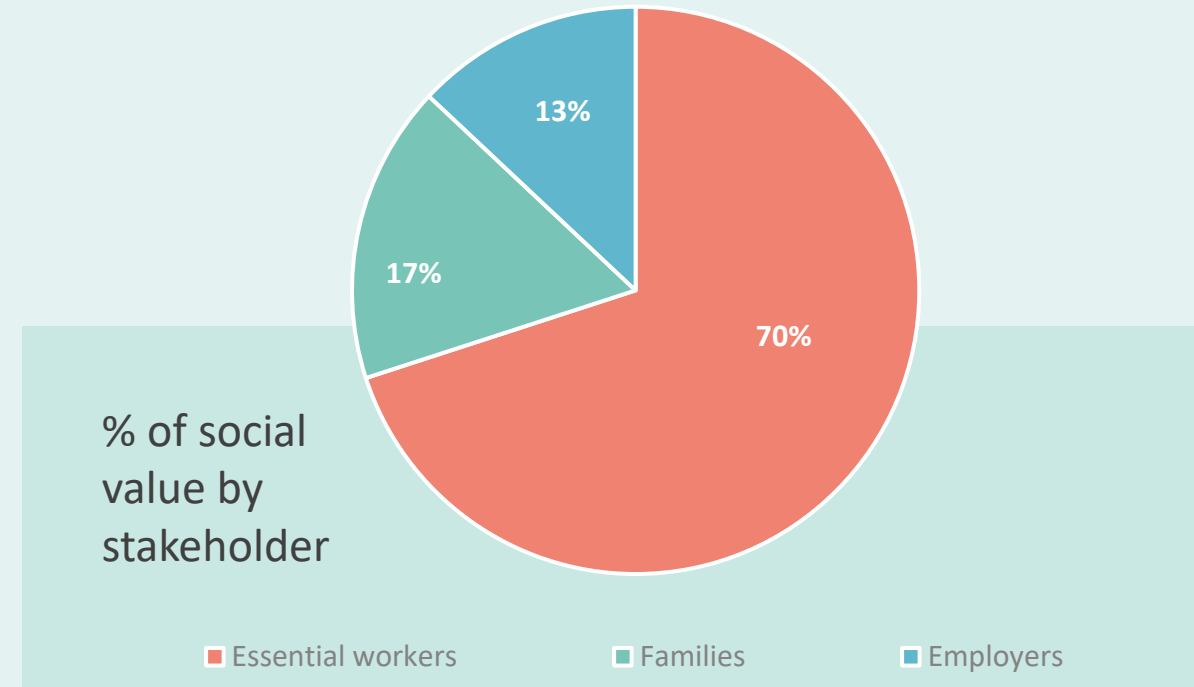
Essential workers
increased mental & physical wellbeing
\$828,000

Essential workers
increased life satisfaction
\$65,000

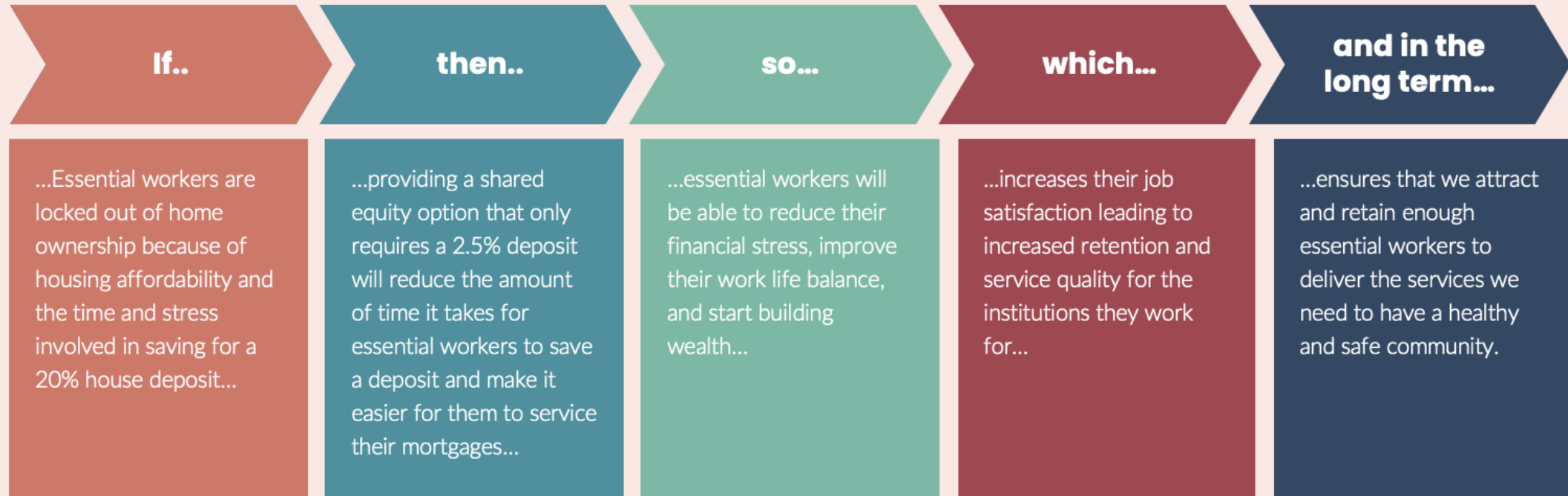
Families
increased financial wellbeing
\$125,000

Employers
increased staff retention & productivity
\$164,000

Families
improved family relationships
\$86,000



HOPE's theory of change



HOPE's Theory of Change and Social Impact Framework has been developed in collaboration with the Centre of Social Impact UNSW and Think Impact

Who experiences change



HOPE's innovative shared equity model of home ownership creates a ripple effect of change for stakeholders.

The central benefits are experienced by:

- **essential workers and their families**
- this then ripples out to **employers** who benefit from employee retention and having a more productive workforce.
- finally, there is a long-term benefit to **community** who receive the essential services.

Where change is happening



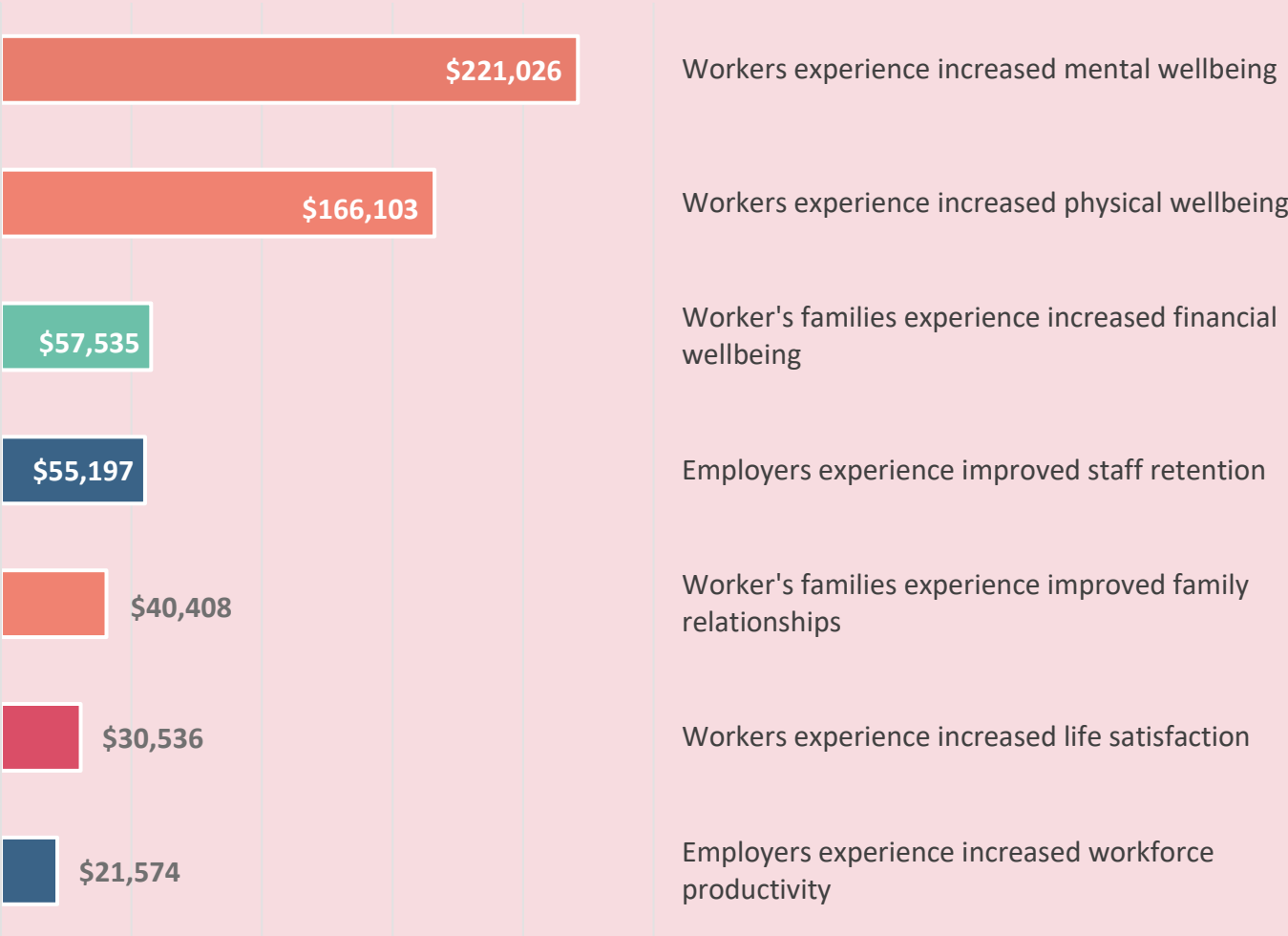
Home ownership provides essential workers and their families with stability.

It provides the platform for change to occur in three key domains:

- **Health**
- **Self**
- **Wealth**

Beyond this there is a ripple effect for employers of improved **quality** of essential services and into the wider community with society experiencing stronger **community wellbeing**.

The value we have created for stakeholders



- The majority of social value is experienced by **Essential Workers** though the outcomes of increased mental wellbeing and increased physical wellbeing.
- Essential worker's **families** experience the third most social value through increased financial wellbeing.
- **Employers** gain the fourth most value through improved staff retention.

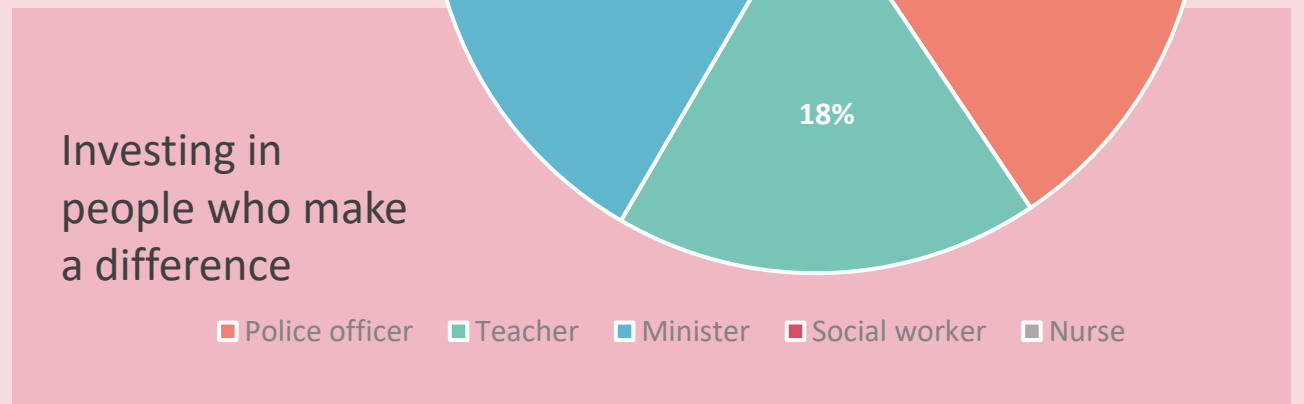
Key metrics for 12 months to December 2023

Total Investment
\$20m
\$9.3m HOPE
\$10.7m Essential Workers


14 homes purchased


22 essential workers housed

13.5%[^]
social return created from investment



[^]Based on investment into the first 14 homes, the social value created is estimated to be a social return on investment of 13.5% per annum

Case study: A home for Ben



Thirty-three-year-old police officer Ben has been in the force for 13 years. Despite a \$300,000 down payment to purchase a house, Ben struggled to find a family home he could afford in Sydney's inner west.

'The money I could actually borrow was not enough to get me a house close to where I work (in the inner west),' says Ben. 'At that point, I realised I was going to have to go further west or get a shoebox kind of apartment.'

Ben heard about HOPE Housing helping essential service workers buy housing closer to where they work. Early in 2023 Ben went through the process and was approved for HOPE Housing to pay for half of his home. 'On paper, I still own the house fully even though they pay for half of my repayments. But there's a lien on the house that triggers when I sell the house where I would owe an amount that is 50 per cent of the house ... my understanding is they want the capital gains from the property with none of the risk from renting it to people. They instead have someone taking care of the house who is interested in maintaining it.'

Initially Ben was dubious. 'It just seemed too good to be true as they offered to pay for half the house and did not require any money from me nor any input in the process. But it really was true, and I bought my first home.'

Ben was ecstatic to purchase a three-bedroom, two-bathroom house in Petersham in June 2023.

Our innovative approach to home ownership

Our vision: Enabling essential workers to live where they work

HOPE Housing's innovative shared equity model gets essential workers into their own home sooner and provides a way to increase attainability for home ownership for all Australians.

For more details contact:

Tim Buskens – Chief Executive Officer

T: +61 439 492 524

Jessica Ellerm – Head Investor Engagement

T: +61 423 890 927

hopehousing.com.au



Statement of limitations

- The social value identified in this impact snapshot has been derived using a methodology with regard to the Social Value International principles of social valuation. These principles are to involve stakeholders, understand what has changed, value what matters, materiality, be transparent, do not overclaim, verify the result and be responsive. The principles have not been fully applied and the social value calculator relies on standardised calculation of key discount factors drawn from established results.
- In preparing this impact snapshot, HOPE Housing has relied on verbal and written information provided by its stakeholders, contracted data suppliers and other information available in the public domain.
- Stakeholder engagement captured the views of only a percentage of stakeholders and therefore does not necessarily reflect the views of all beneficiaries or other stakeholders. Survey results provide a subjective, self-reported assessment.
- The dollar values for social value stated in this report do not represent cash but are financial proxies denoting the social value created.
- The estimated social return on investment percentage has been drawn from a limited survey of the existing tenants and does not include full material stakeholder analysis. Past performance in social return is not an indicator of future performance. It has been recommended that for a fuller understanding of social return on investment then an assured SROI Analysis should be carried out when HOPE Housing has around 150-200 homes in the portfolio to provide greater clarity on outcomes achieved and validate the social return achieved.
- Although every effort was made to accurately capture, record and appropriately analyse information contained in this document, the conclusions are subject to the limitations of the data and methodologies used and described.