



**HOUSING FINANCE FORUM:
Uganda, July 11-12, 2018**

SEGMENT LEVERS

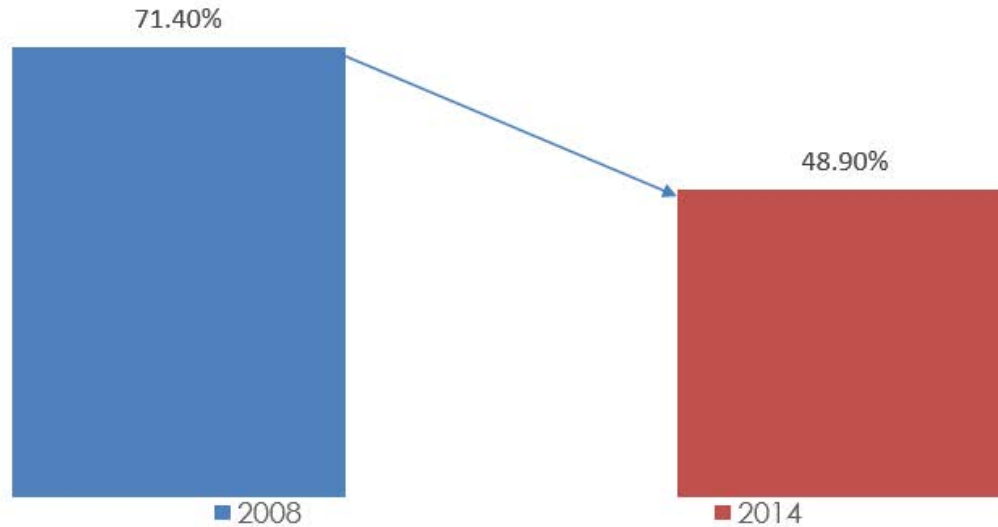


TWAAMBO HAMUSUTE: CEO ZAMBIA HOMELOANS



ZambianHOMELOANS





Source: CSO

- ⌘ One of the fastest urbanization rates in Africa.
- ⌘ It is estimated that Zambia has a housing deficit of 1.5m to 2m and likely to grow to 3m by 2030.
- ⌘ Zambia finds itself at an important juncture in determining its urban future.


...Rapid population shift to Urban Centre's.....



.....the challenge of informal housing.....

90%

Houses built in Zambia are owner managed via incremental construction.



8 Years

A survey of over 600 respondents in 2012/2013 showed it takes 8 years for an average household to build an average house to habitable state.



3.1%

Only 3.1% of urban Households can afford the cheapest newly built house.



1%

Less than 1% of the population has access to Mortgages of this over 50% are Bank employees.



.....putting it in perspective.....





Terwilliger Center for
Innovation in Shelter



Zambian Home Loans

A New Idea for Micro Mortgage Finance



Zambian Home Loans

ZHL is a **specialized mortgage institution** that helps **borrowers to build or complete their houses**. The main shareholders are African Life Financial Services (Member of the Sanlam SA Group) and Sofala Capital (SA).

- ✓ Home Construction Mortgage directly to individuals;
- ✓ Targeting previously unfinanced groups;
- ✓ 98% are first time home owners.
- ✓ Most are living in informal settlements to save money for their home construction;
- ✓ We work with the customer to arrive at a suitable solution.
 - ✓ Selection of building plans and title assistance
 - ✓ Affordability analysis and detailed BOQ
 - ✓ Building materials discounts
 - ✓ Construction oversight and insurance.
- ✓ Some key Product Features;
 - ✓ Up to 20 years to repay and can refinance.
 - ✓ Key features include:
 - ✓ Minimum Mortgage size of \$2,000 and Maximum \$15,000;
 - ✓ Up to 20 years to pay;
 - ✓ Borrowers earning from \$200p.m;
 - ✓ Proceeds must be used to buy land, build room(s), extension or upgrades;
 - ✓ Secured by a 1st legal mortgage over property.

