

HAFF Round 3

Market Briefing
10 December 2025

*Improving housing
outcomes for
Australians*



Housing Australia



Acknowledgement of Country

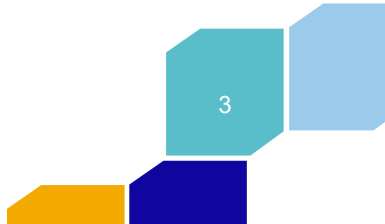
Housing Australia acknowledges the Traditional Owners of Country throughout Australia and recognises their continuing connection to land, waters, community and culture.

We pay our respects to their Elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.

Market Briefing Agenda



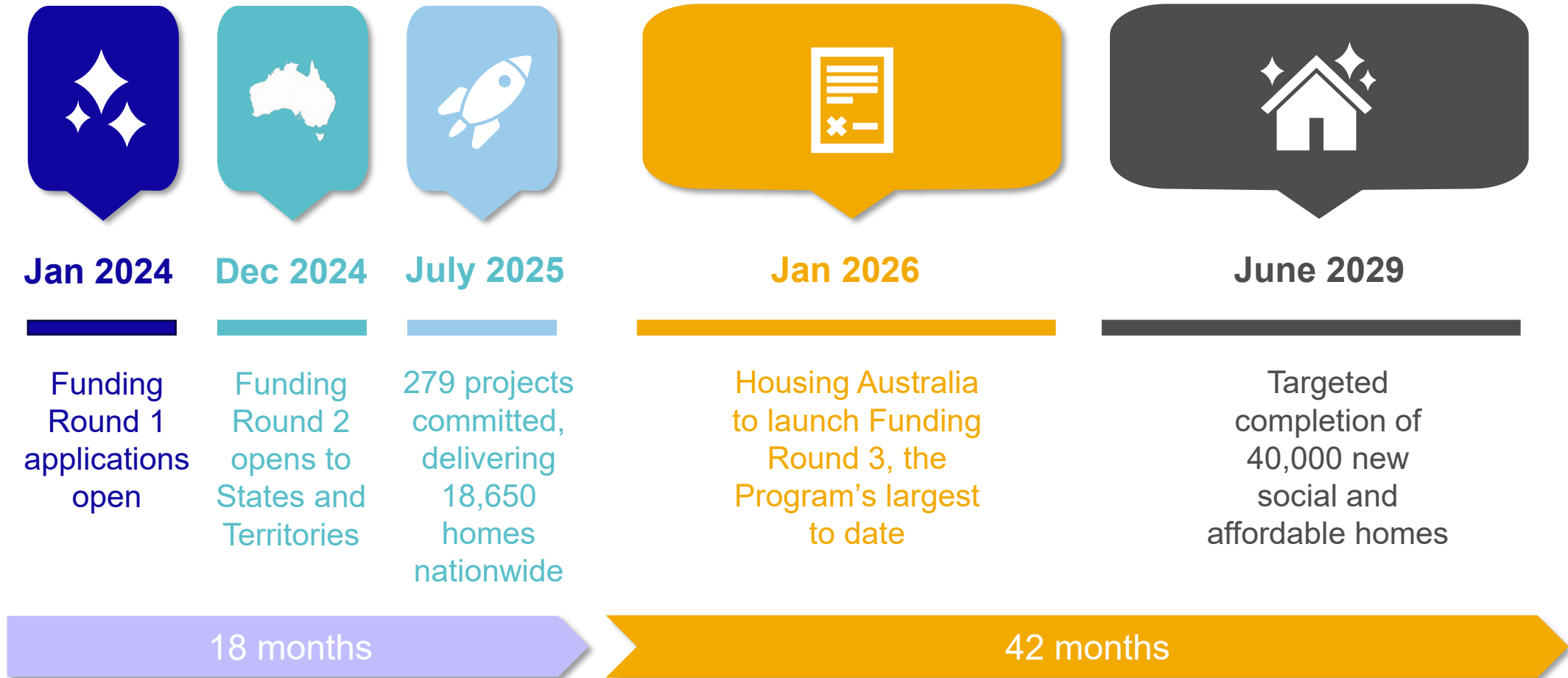
No.	Item
1	Overview
2	Funding Round 3
3	Facilitated Q&A
4	Close





The purpose of this Market Briefing is to provide a high-level summary of the application and assessment process for funding under Round Three of the Housing Australia Future Fund (HAFF). The information provided in this Market Briefing is indicative only and is subject to further change. The final terms and conditions of the Program will be detailed in the Call for Expressions of Interest and related documentation which will be released to the market in 2026. Applicants should not rely on any summary information provided by Housing Australia, including in this Market Briefing, and should instead refer to the Call for Expressions of Interest documentation.

HAFF: The momentum is building

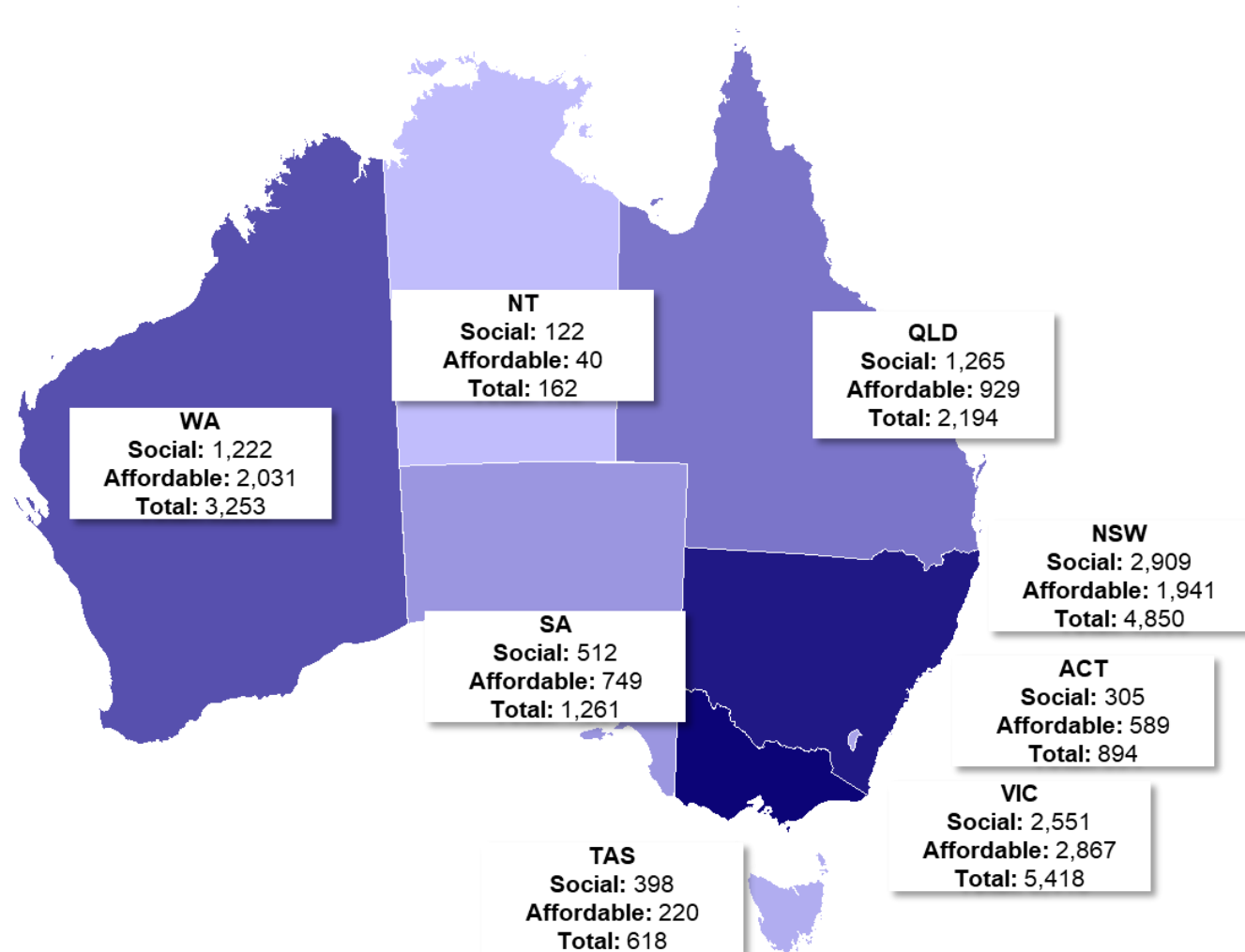


Funding Rounds 1 and 2 are delivering



Delivering housing at a national scale

- Achieved housing outcomes in every State and Territory
- Reached minimum 1,200 dwelling target in Queensland, New South Wales, Victoria, South Australia and Western Australia

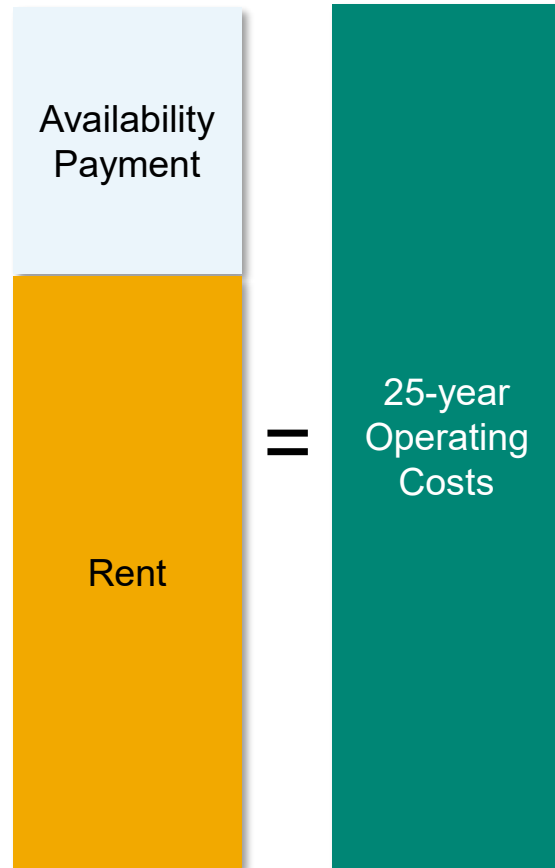


Funding types explained



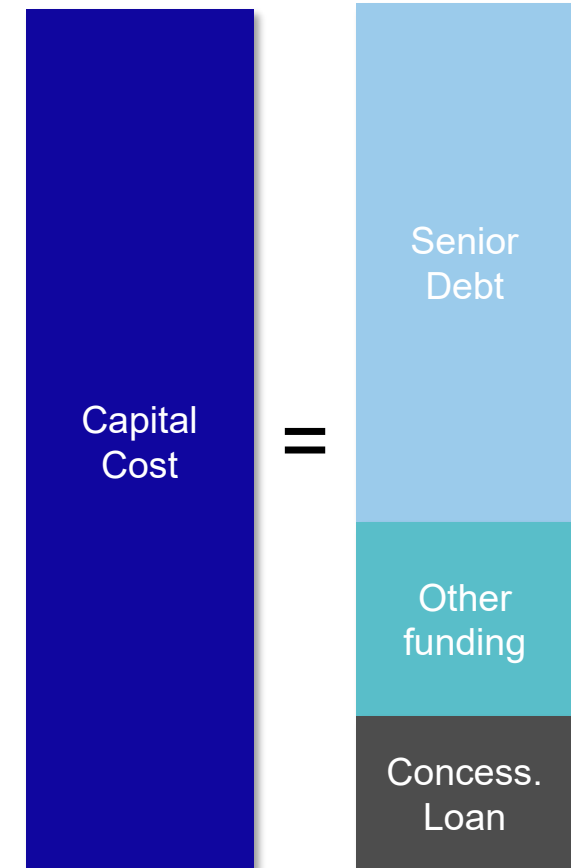
The Availability Payment

- Helps ensure there is enough money each year for 25 years to pay for the cost of providing a home for social or affordable housing.
- Payable when the home is available to tenants.
- FR01 Median AP = \$21,000
FR02 Fixed AP = \$17,200

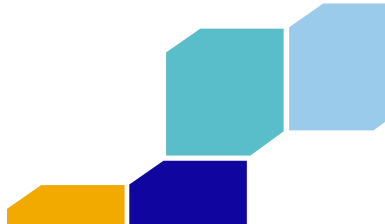


HAFF Loans

- Concessional Loans provide applicants with additional funding bandwidth to commence development.
- Senior Loans deliver more affordable long-term debt compared with traditional lending pathways. (*Housing Australia Senior Debt offering, formerly the AHBA*)



Funding Round 3: Delivering together





Funding Round 3 overview

What we are doing differently: design



- **Non-competitive** means applicants are not compared to one another
- Funding is **awarded on a merit basis** with applicants required to meet stringent evaluation criteria



- **The open model** allows eligible entities to submit applications at any time whilst the round is open
- There is **no fixed round closing date**; Funding Round 3 will remain open until all dwellings are committed or at Housing Australia's discretion



- **Two-stage process**
Expression of Interest stage to filter eligible projects and Detailed Application stage to assess and validate
- **Integrated funding assessment:**
Concurrent assessment and funding approvals for all HAFF products on offer



- **Distinct funding Streams:** Four tailored Streams, each targeting distinct market segments and policy objectives
- They are Stream 1: First Nations, Stream 2: Housing diversity, Stream 3: State and Territory, Stream 4: Partnerships at Scale








- **Eligible entities:**
Eligible funding recipients are unchanged from Round 1
- **Housing enablers:**
Facilitating partnerships with developers, builders, financiers and investors to enable outcomes

SIMPLICITY, CLARITY, CERTAINTY

What we are doing differently: commercial framework



				
Portfolio Applications	Integrated Funding Offer	Standard terms	Risk allocation	Diversity of participants and partners
<ul style="list-style-type: none"> • Minimum portfolio sizes for some streams • A project in a portfolio can be one site, or multiple sites • Once a portfolio is approved, substitution or replacement at Housing Australia discretion in limited circumstances 	<ul style="list-style-type: none"> • Fixed or ceiling Availability Payments for all Streams • Concessional Loan lower of 20% of total development costs up to a capped dollar amount of \$145,000 per dwelling for all Streams • New HAFF senior debt products to be offered • All funding products assessed together 	<ul style="list-style-type: none"> • Standard terms based on successful market precedents from Round 1 and 2 • Not seeking departures or prolonged negotiations 	<ul style="list-style-type: none"> • Development risks will sit with Applicant or their partners. Strongly encourage partnering to appropriately manage risks • Finance risks will sit with Applicant. No Interest Rate Risk Management, though will work with HAFF senior debt applicants 	<ul style="list-style-type: none"> • Eligible entities: Eligible funding recipients is unchanged from Round 1 though strongly encourage partnerships • Funding limits on any single participant / partner in terms of the number of homes or packages they can participate with to encourage diversity in portfolio of outcomes

Eligible applicants and housing enablers



Eligible applicants

- **Partnerships will be critical** to achieving outcomes, securing contributions and enabling participation
- Eligible applicants **differ per Stream**
- Where not directly eligible to apply, **partnerships are encouraged**



Housing enablers

- A Housing enabler is a **developer, builder, financier or investor**
- Housing Enablers must **partner with an Eligible Funding Recipient** in time for Detailed Application stage
- Developers, builders, financiers and investors can **find their eligible partner through industry bodies**



Enduring community value

- Applicants are **demonstrating long-term community value**
- **Meaningful governance role** for the Eligible Funding Recipient
- Benefit aligned to role played and risk taken

Round 3: Funding



Availability Payments (AP)

- The **primary funding product** under Round 3 available to all Streams
- Ongoing quarterly, government-backed income source for a period of 25 years
- **Ceiling or Fixed AP** by Stream
- Value for Money (VfM) Assessment
- Indicative Maximum AP range from \$17,500 to \$23,500



Concessional Loan

- **First Loss Interest-free loan** for a term of 25 years with a bullet repayment at maturity
- **Available to all Streams**
- Lower of fixed Concessional Loan amount of \$145,000 per dwelling or 20% of Total Development Costs (TDC)
- Guidance at Launch
- VFM assessment



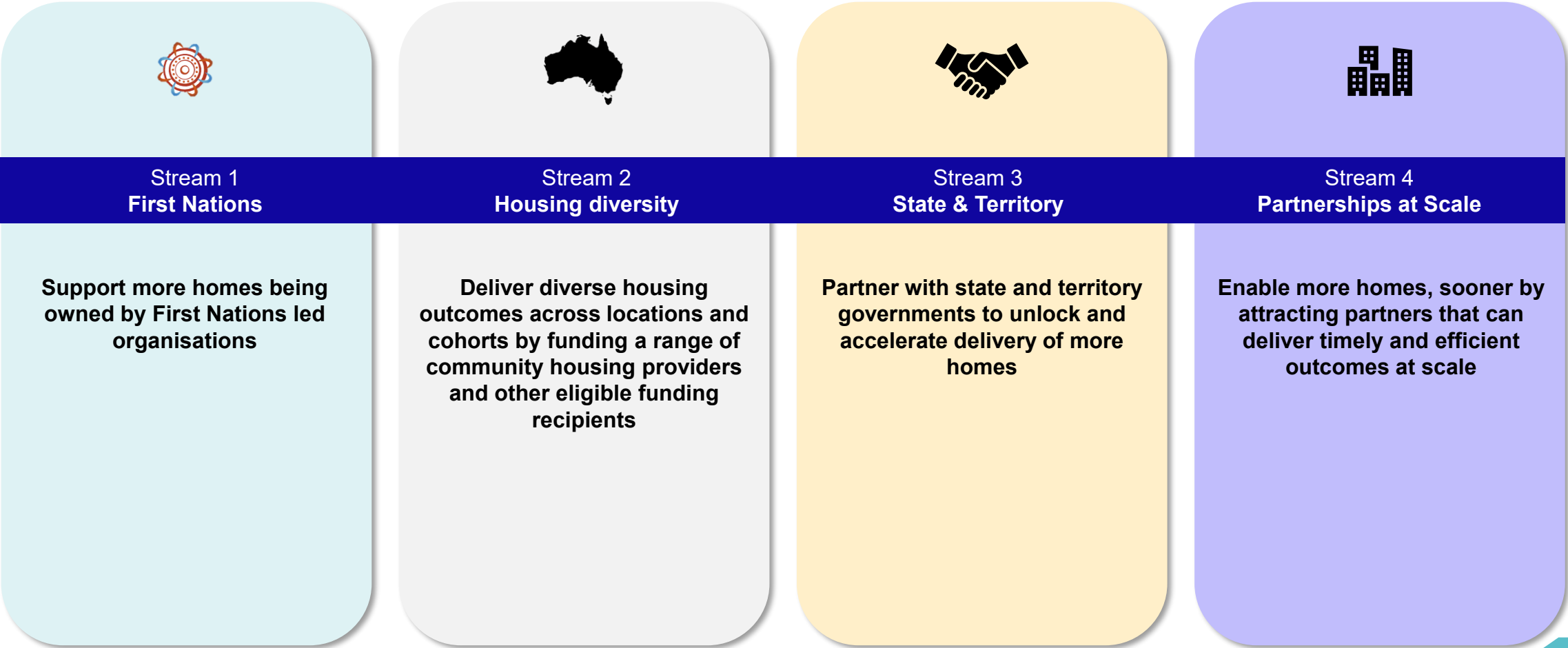
HAFF Senior Debt (AHBA)

- Core **senior debt product** offered as term finance under multiple structures
- **First mortgage loan** for a term of 25 years with amortised repayments
- Applicants can access this or **arrange their own finance** from other sources

Applicants give themselves the best possibility of success if they can secure contributions such as land from State and Territory partnerships, partnerships with Faith-based organisations and Local Governments

** Figures are indicative and subject to change. Applicants should not rely on any summary information provided by Housing Australia, including in this Market Briefing, and should instead refer to the Call for Expressions of Interest documentation.*

Round 3: 4 distinct pathways for a range of partners



Stream 1: First Nations

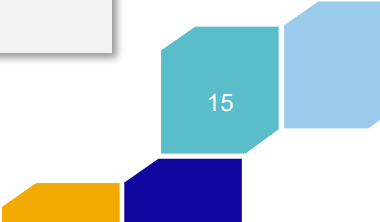


Objective: Support more homes being owned by First Nations led organisations

Eligible applicants	First Nations Housing Providers
Dwelling funding	\$600 million in Availability Payments
Completion	No later than June 2029
Funding products	<ul style="list-style-type: none">• Availability Payment• Concessional Loan• HAFF senior debt (for registered CHPs)

What you need to know?

- **A First Nations Housing Provider:**
 - has the primary purpose of improving, directly or indirectly, housing outcomes for Aboriginal or Torres Strait Islander people; and
 - is a registered charity
- CHP registration is not required unless applying for HAFF senior Debt
- We are working with the Housing Policy Partnership to shape this stream
- A dedicated concierge service is under development to support potential applicants.



Stream 2: Housing diversity



Objective: Support housing outcomes across a diversity of locations and cohorts

Eligible applicants	CHPs, First Nations Housing Providers, Veterans Housing Providers, Local Government
Minimum dwelling allocation	3,750
Total affordable/social dwellings – per application	50% social 50% affordable
Completion	No later than June 2029
Application size	Min. 200 dwellings (Metro) Min. 200 dwellings (Mixed) Min. 50 dwellings (Regional & Specialist Providers)
Funding products	<ul style="list-style-type: none">• Ceiling Availability Payment• Fixed Concessional Loan• HAFF senior debt (for registered CHPs)

What you need to know?

- Strongly encouraging regional proposals (min 50 homes)
- Eligible applicants with a specialist cohort focus can apply for smaller packages (min 50 homes)
- Encouraging CHPs in metropolitan locations to partner to form 200 dwelling packages
- Housing Enablers and State Government can partner
- Equal mix of social and affordable dwellings per application

Stream 3: State and Territory



Objective: Partner with state and territory governments to unlock and accelerate delivery of more homes

Eligible applicants	State and territory governments
Minimum dwelling allocation	8,000 (Split by state and territory)
Total affordable/social dwellings – per S&T allocation	90% social 10% affordable
Completion	Rolling delivery from 2027 and no later than June 2029
Application size	Min. 100 dwellings (Metro) Min. 20 dwellings (Regional)
Funding products	<ul style="list-style-type: none">• Fixed Availability Payment• Fixed Concessional Loan (for eligible funding recipients)• HAFF senior debt (for registered CHPs)

What you need to know?

- Applications led by state and territory governments
- Social dwelling focused
- Notional allocation per state and territory
- Unused allocations may be reallocated after 6 months
- State and territory agencies apply as ready
- States and territories may invite other Eligible Funding Recipients to partner

Stream 4: Partnerships at Scale



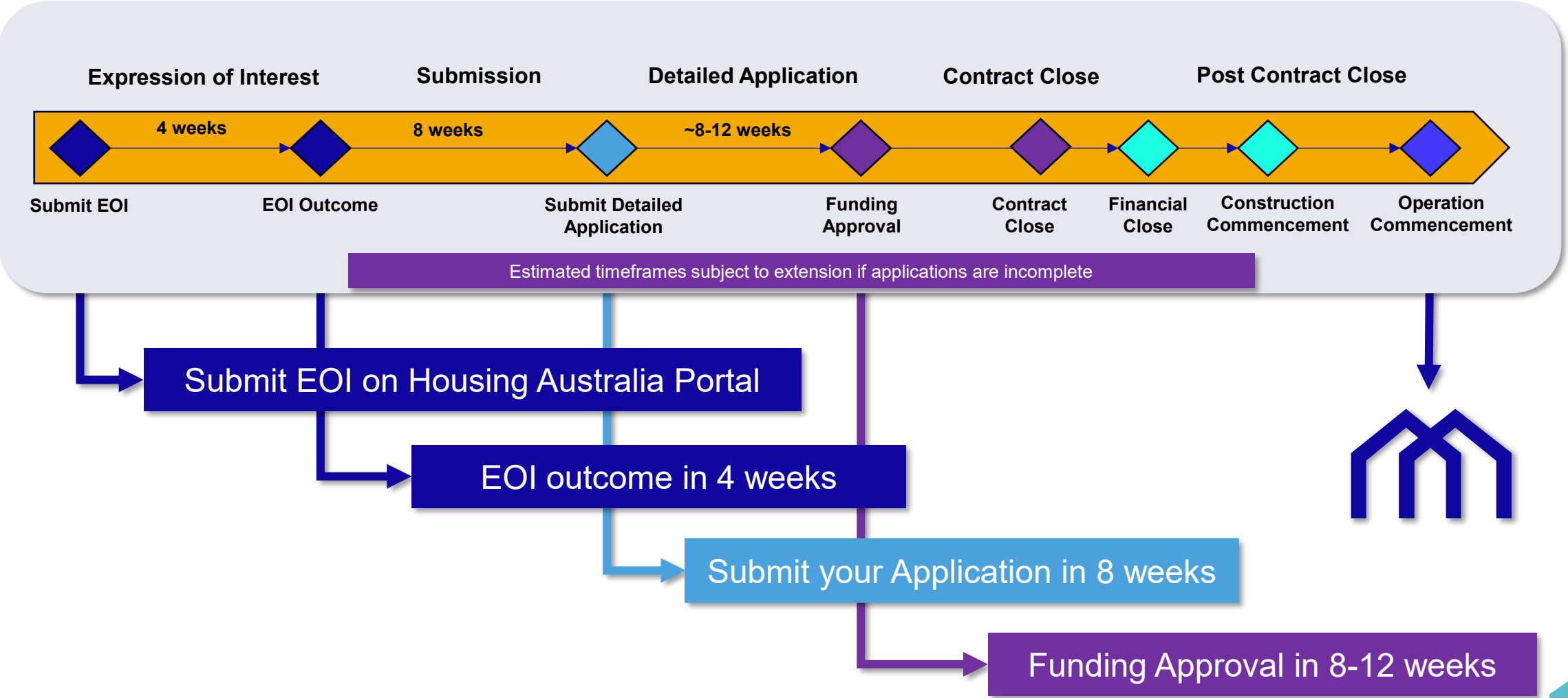
Objective: Enable more homes, sooner by attracting partners that can deliver timely and efficient outcomes at scale

Eligible applicants	Eligible Funding Recipients and Housing Enablers
Minimum dwelling allocation	8,000
Total affordable/social dwellings – per application	90% affordable 10% social
Completion	Rolling delivery from 2027 and no later than June 2029
Application size	Min. 500 dwellings Max. 2,500 dwellings
Funding products	<ul style="list-style-type: none">• Ceiling Availability Payment• Fixed Concessional Loan (for eligible funding recipients)• HAFF senior debt (for registered CHPs)

What you need to know?

- Applications open to all entities
- Targeting keys in doors as soon as possible and scale of delivery
- Housing enablers must partner with an Eligible Funding Recipient and:
 - demonstrate pathway to a partner at EOI
 - secure partner by Detailed Application.

More homes, sooner: application timelines



Round 3: Keys to success



Thoughtful Proposals

- High-quality proposals which are carefully considered at time of submission
- Focus on clarity, alignment to Stream objectives and delivery timeframes



Identify **well located, quality projects** that you have a **high degree of confidence** in the pathway to deliver.



Identify the partners that will ensure projects are delivered, operated and maintained to **provide long term outcomes**.



Demonstrate a **meaningful partnership with an Eligible Applicant**, through roles in governance and mechanisms to provide lasting value.



Demonstrate Additionality of dwellings.



Secure your capital partnerships to achieve Value for Money.



Housing Australia