



# Social and affordable housing in CEE

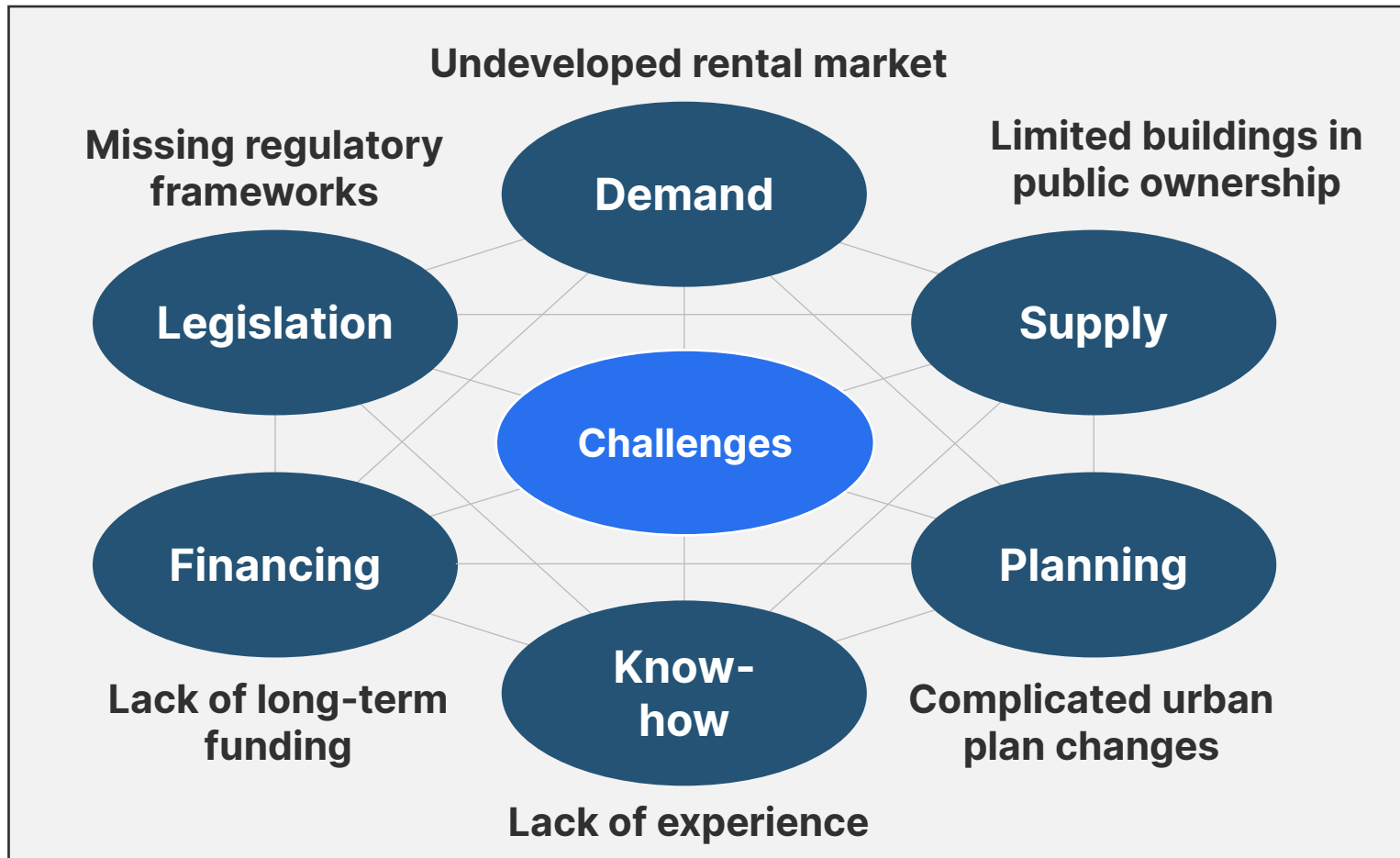
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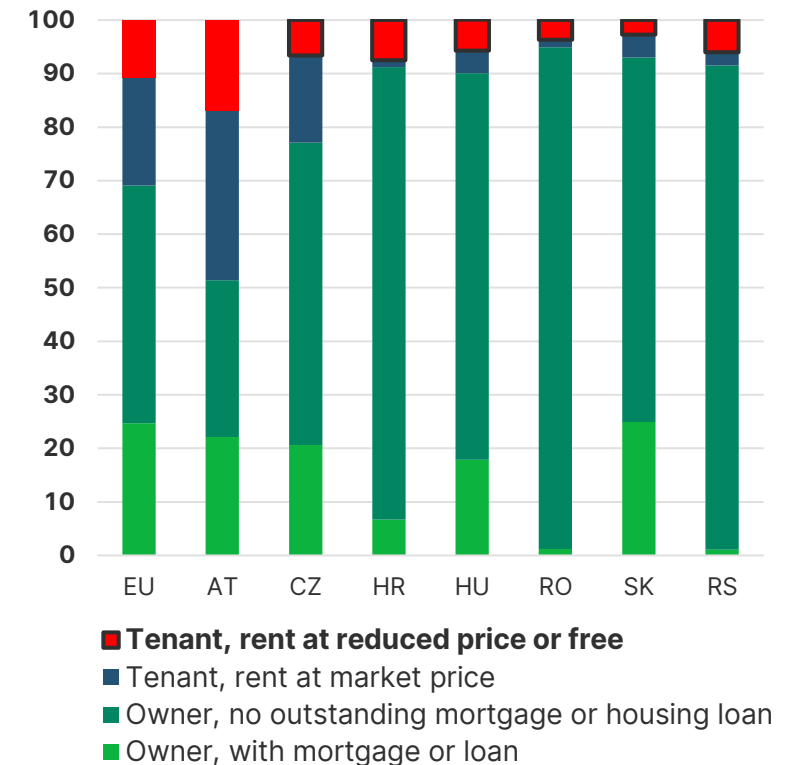
# Affordable Housing in CEE

## The current situation in CEE

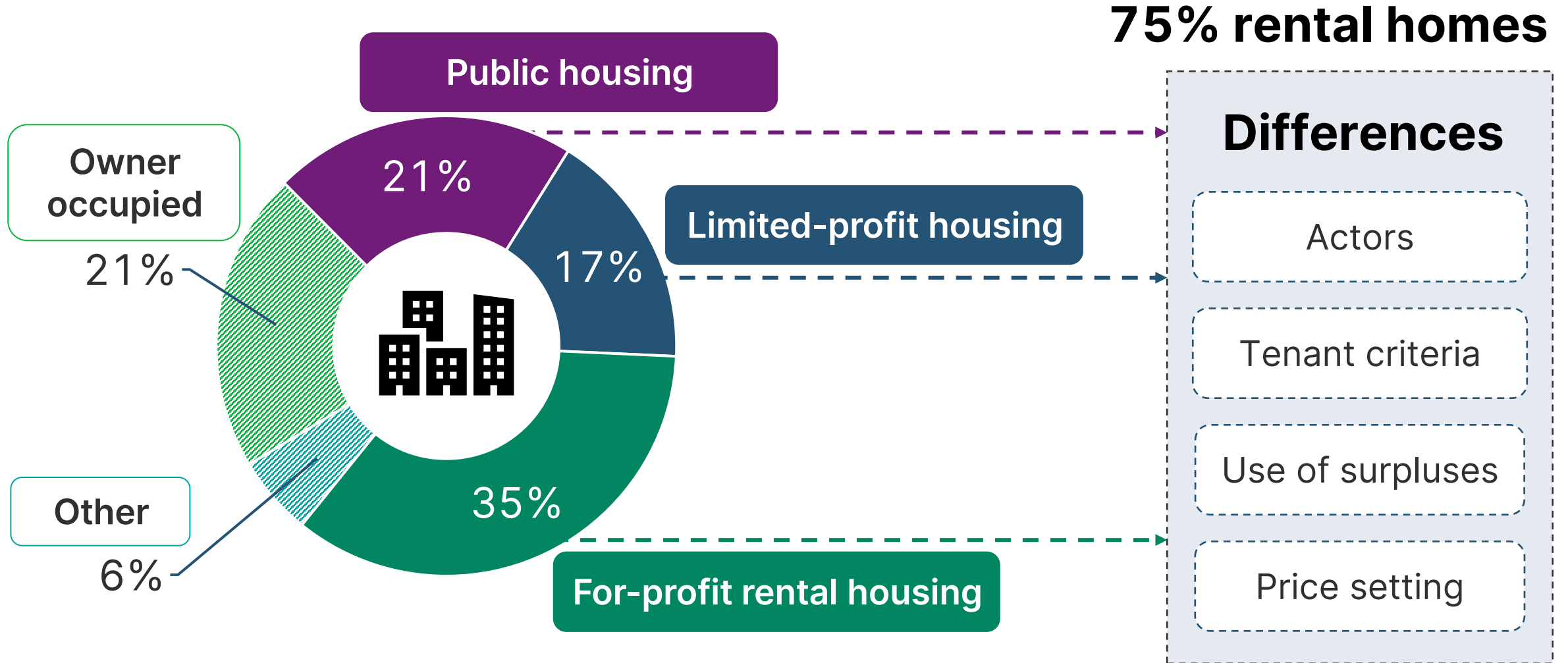


## Led to a limited stock of affordable housing

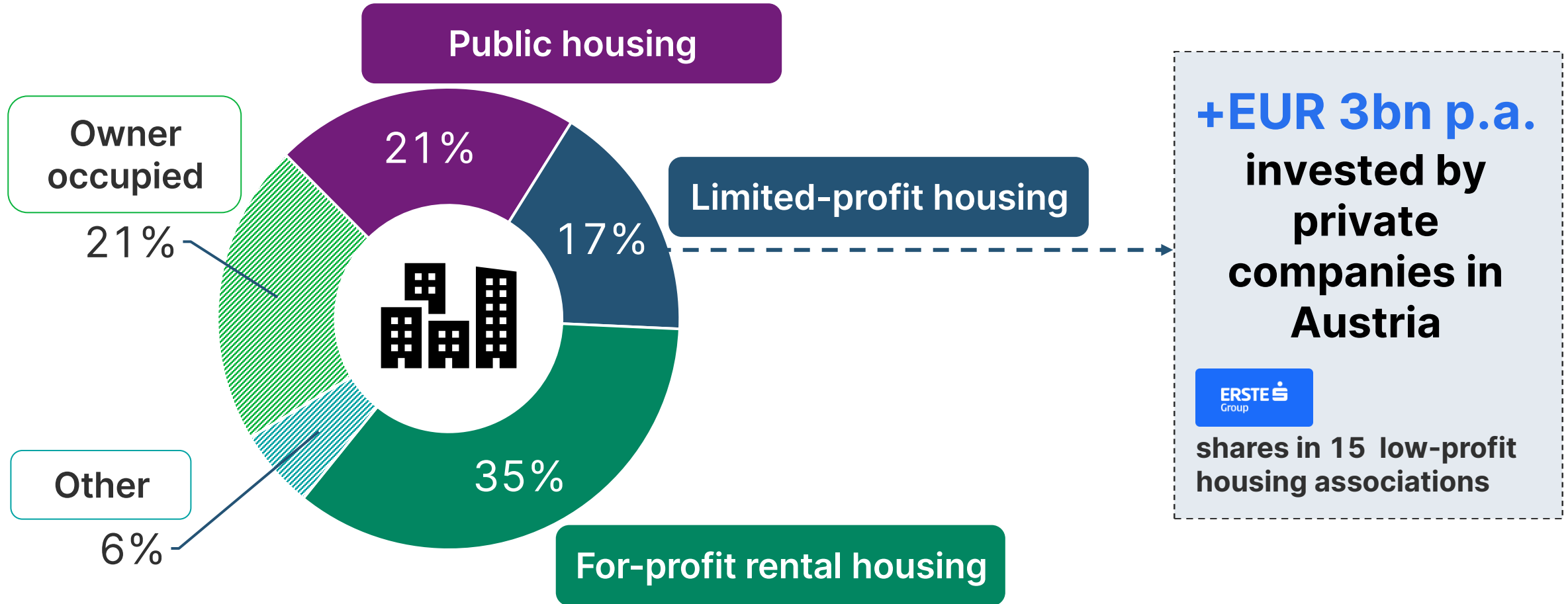
Type of tenure (% of total population)



# Types of housing in Vienna



# Types of housing in Vienna



# Creating a new market of affordable housing in CEE

## Channeling catalytic capital

Creating platforms to integrate philanthropic, public and private capital **to showcase real-world solutions**

## Partnering with public and private stakeholders

**Collectively working on structures and concepts** with NGOs, municipalities, governments, and European institutions

We provide

An unparalleled network



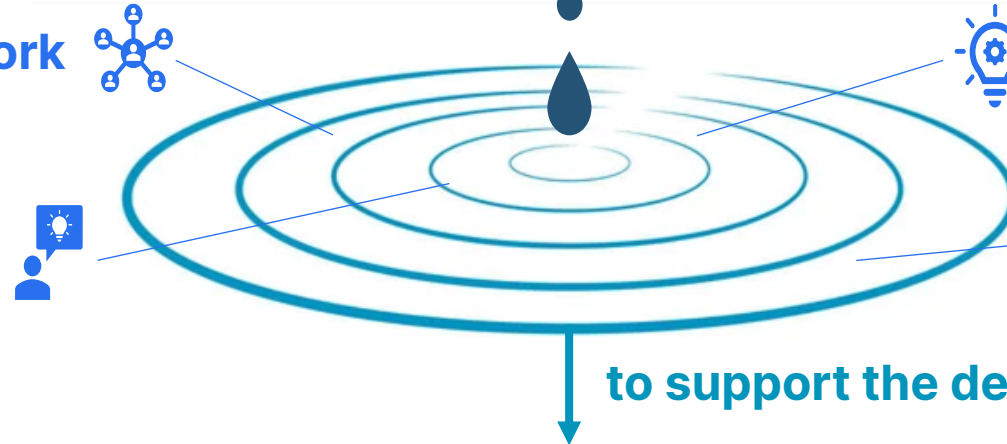
Expertise and know-how



Access to established structures



Long-term commitment



to support the development of

**a regulated affordable housing market in CEE**

- ✓ Functional affordable and social housing policies and legislations
- ✓ Improved know-how and capacities for key stakeholder
- ✓ Established structures and incentives for investors and financiers

# Creating a new market of affordable housing in CEE

**Investing with self-commitment**



*in case of lack of legislations*

**Supporting advocacy efforts**

*to create new legal frameworks*

**Rent affordability and reduced return expectations**



**Transparent target groups and tenant allocation**



**Long-term investment horizon**



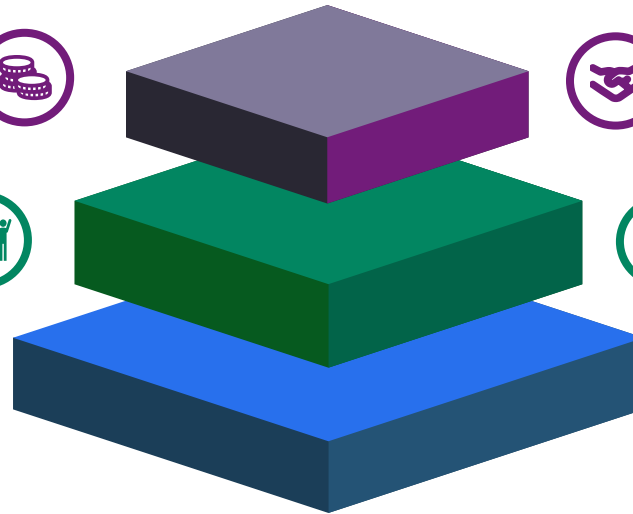
**Collaboration with engaged / willing municipalities**



**Show-casing the model through pilot projects**



**Integration of social housing through NGOs**





# Creating a new market of affordable housing in CEE



## *Joint-venture with Slovak Investment Holding*

- ✓ Collaboration on tenant group definition
- ✓ Focus on vulnerable people (~66%)
- ✓ Purchase of flats /buildings on free market



## *Cooperation with public bodies on project level*

- ✓ Different public entities for tenant allocation
- ✓ Focus on public servants (~100%)
- ✓ Majority of projects purchased on free market



**Supporting the development of new legal frameworks**



# Importance of legal frameworks for affordable housing



## Financial incentives to attract private capital

- *tax incentives (VAT / income tax), subsidized loans, grants, provision of land (zonings / tendering), reduced amortization period, incentives for employers...*



## Legal requirement / accounting rules of potential institutional investors

- *banks, insurance companies, pension funds*



## Facilitated access to European funding

- *European funding providers (EIB, CEB, EIF...) generally require a local definition for affordable housing*



## Structure and local needs should be defined by public bodies

- *Tenant groups, rent levels, support with tenant allocation*

## AVOIDING SPECULATION





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