



INDIA LOW INCOME HOUSING FINANCE PROJECT

Inviting Expression of Interest (EoI) for Low Income Housing Finance Experts (Individual Consultant)

In continuation to our advertisement dated March 05, 2014 published in the leading newspapers inviting EoI for Low Income Housing Finance Experts (Individual Consultant), the National Housing Bank (NHB) invites fresh EoI from Low Income Housing Finance (LIHF) Experts (Individual Consultant) for its USD 100 Million “India Low Income Housing Finance Projects” in association with the World Bank.

The Government of India and the World Bank have signed a \$100 million credit agreement aimed at helping low-income households in Indian cities access loans to purchase, build or upgrade their dwellings. National Housing Bank (NHB) will be the implementing agency for the project. A Project Implementation Unit (PIU) has been set up in the NHB. PIU will be assisted by a Low Income Housing Finance expert in implementing the project especially in informal settlements. Interested Consultants working in the area of Low Income Housing may apply to NHB for the Project within 15 days of publication of this advertisement i.e on or before 12.09.2014; 06:00 pm with detailed CVs at the address given at the end of this document. The main requirements for a Low Income Housing Finance Expert are listed below:

Duties and accountability

Within the above context, the selected candidate will carry out the following duties:

- Provide support in the implementation and development of housing finance solutions, focusing especially on low income affordable housing. More specifically, support the implementation of the capacity building component to develop appropriate lending instruments for LIG/EWS in collaboration with suitable primary lenders.
- Provide guidance and advice to NHB management on all matters relating to low income housing finance.
- Work with selected Primary Lenders in designing and implementing low income pilot schemes particularly targeted at those borrowers without formal property collateral.
- Help to design and oversee impact evaluation work on the low income pilot schemes.
- Oversee and contribute to the technical assistance in expanding the coverage of credit bureaus to the informal sector.
- Provide inputs and guidance on financial literacy/consumer protection work in the context of low income/informal sector borrowers.
- Provide thought leadership both internally and externally on issues related to low income housing finance. In particular, be a focal point for dissemination of activities related to the Low Income Housing Finance Project.



- Assist NHB/Qualified Primary Lending Institutions (QPLI) to develop underwriting standards for informal dwelling units.
- Create MFI-HFC, MFI-NHB linkage for long term finance in housing.
- Provide inputs to NHB to innovate on financial product supply with the aim of improving livelihoods at the lower end of the society.
- Identify the low income housing settlements in atleast 50 cities with a population of upto 10 lakhs. This would assist the QPLIs to start working in these LIH settlements which otherwise meets the project criteria. Also it would help the QPLIs to formulate a policy which is generic in nature to cater to informal dwelling units across the country.
- Work with NHB colleagues in devising new guidelines for provision of alternatively secured housing loans to both formal and informal borrowers, develop methods of recovery in the informal sector (both income and settlements) keeping in view the foreclosure measures available in the country
- Assist in developing guidelines on the regulatory environment in which MFIs and other PLIs can lend particularly where loans are for informal settlements or alternatively secured loans.
- Help develop strategy and projects in financial literacy and capability of the prospective borrowers with a focus on avoiding over indebtedness as well as initiatives to support repayment once loans have been made.
- Assist NHB in the preparation of quarterly implementation report as required under the Results Framework and Monitoring.
- Provide inputs to NHB to conduct impact evaluation of the project.

Selection Criteria

- Minimum of a Masters Degree in economics, finance, urban studies or equivalent
- Significant experience (minimum of 5 years) demonstrated through the multiple dimensions related to affordable housing policy
- Advanced analytical and synthesis skills in the affordable housing area, and its inter-relations with the financial sector, real estate markets, urban development and the poverty reduction agenda
- On the ground experience of working in the Indian housing and housing finance markets
- Good knowledge of main institutions and stakeholders in the Indian housing finance market
- Good knowledge of various laws on land acquisition, land ceiling act, rent control act etc., in different states.



- Familiarity with public/private social housing frameworks. Including policy aspects related to this, as well design and implementation.
- Knowledge of house building and construction techniques associated with affordable housing in emerging markets
- In addition, it would be desirable for the candidate to have experience in conducting field research including household survey based work on housing conditions
- Operational experience, ideally in an international environment working with microfinance institutions and government agencies.
- Strong interpersonal, cross-cultural and team player skills, yet with a capacity to work effectively on an independent basis
- Excellent oral and written communication in English, and Hindi.
- Familiarity with modern techniques of knowledge dissemination, capacity to organize and manage seminars, ability to supervise team of consultants.

Physical copies of applications should reach by the deadline mentioned above, at the following address:

The Executive Director (& Chairman – PIU)
National Housing Bank ,
4th Floor, Core- 5A, India Habitat Centre,
Lodhi Road, New Delhi, – 110003 (India)
Tel : (Board) 011- 24649031-35
Fax : 011-24646988, 24649041