



|                   | Units    | Total area m2 | Land value       | Allocation % |
|-------------------|----------|---------------|------------------|--------------|
| <b>Total</b>      | <b>4</b> | <b>1760</b>   | <b>\$999,893</b> | <b>100%</b>  |
| Residential Units | 3        | 810           | \$460,178        | 46.0%        |
| Commercial Units  | 1        | 950           | \$539,715        | 54.0%        |

| Summary | Total xGST | Total / Unit | Total / m2 |
|---------|------------|--------------|------------|
|---------|------------|--------------|------------|

|                                    |                  |                  |              |
|------------------------------------|------------------|------------------|--------------|
| <b>Total Profit / Loss</b>         | <b>\$470,277</b> | <b>\$117,569</b> | <b>\$267</b> |
| Development margin on cost         | 15.9%            |                  |              |
| Development margin on revenue      | 13.7%            |                  |              |
| Return on equity   Equity multiple | 35.9%            | 0.36x            |              |

|  |             |           |         |
|--|-------------|-----------|---------|
| Total uses of funds (Project Costs)    | \$3,028,079 | \$757,020 | \$1,720 |
| Total sources of funds (Debt + Equity) | \$3,028,079 | \$757,020 | \$1,720 |

|                            |                    |                  |              |
|----------------------------|--------------------|------------------|--------------|
| <b>Total Debt</b>          | <b>\$1,717,880</b> | <b>\$429,470</b> | <b>\$976</b> |
| <b>Equity Contribution</b> | <b>\$1,310,199</b> | <b>\$327,550</b> | <b>\$744</b> |
| Land purchase - equity     | \$262,251          | \$65,563         | \$149        |
| Construction - equity      | \$1,047,948        | \$261,987        | \$595        |
| <i>Incl. equity buffer</i> | <i>\$150,000</i>   | <i>\$37,500</i>  | <i>\$85</i>  |

|                                  |             |           |  |
|----------------------------------|-------------|-----------|--|
| Hurdle rate   Target risk margin | 15.0%       |           |  |
| Residual value of land           | \$1,022,224 | \$255,556 |  |

|                             |       |
|-----------------------------|-------|
| Construction Vs TDC         | 50.5% |
| Land Vs Total sales         | 29.2% |
| Construction Vs Total sales | 43.7% |



| Total Revenue        | Total xGST         | Total / Unit     | Total / m2     | Total iGST         | Total GST        |
|----------------------|--------------------|------------------|----------------|--------------------|------------------|
| <b>Total revenue</b> | <b>\$3,434,256</b> | <b>\$858,564</b> | <b>\$1,951</b> | <b>\$3,776,481</b> | <b>\$342,226</b> |
| Residential units    | \$2,727,273        | \$681,818        | \$1,550        | \$3,000,000        | \$272,727        |
| Commercial units     | \$694,983          | \$173,746        | \$395          | \$764,481          | \$69,498         |
| Interim income       | \$12,000           | \$3,000          | \$7            | \$12,000           |                  |

| Total Development Costs        | Total xGST         | Total / Unit     | Total / m2      | Total iGST         | Total GST        |
|--------------------------------|--------------------|------------------|-----------------|--------------------|------------------|
| <b>Total development costs</b> | <b>\$2,963,979</b> | <b>\$850,023</b> | <b>\$28,475</b> | <b>\$3,096,719</b> | <b>\$132,740</b> |

|                           |                    |                  |              |                    |              |
|---------------------------|--------------------|------------------|--------------|--------------------|--------------|
| <b>Land Acquisition</b>   | <b>\$1,063,983</b> | <b>\$265,996</b> | <b>\$605</b> | <b>\$1,064,892</b> | <b>\$909</b> |
| Land value                | \$999,893          | \$249,973        | \$568        | \$999,893          |              |
| Stamp duty   transfer tax | \$55,000           | \$13,750         | \$31         | \$55,000           |              |
| Closing costs             | \$9,090            | \$2,272          | \$5          | \$9,999            | \$909        |

|                                   |                    |                  |              |                    |                  |
|-----------------------------------|--------------------|------------------|--------------|--------------------|------------------|
| <b>Development Costs</b>          | <b>\$1,715,563</b> | <b>\$428,891</b> | <b>\$975</b> | <b>\$1,847,395</b> | <b>\$131,831</b> |
| Consultants, reports [pre-permit] | \$9,545            | \$2,386          | \$5          | \$10,500           | \$955            |
| Consultants, reports [const.]     | \$76,841           | \$19,210         | \$44         | \$84,525           | \$7,684          |

|                            |             |           |       |             |           |
|----------------------------|-------------|-----------|-------|-------------|-----------|
| Const. costs - Residential | \$1,145,455 | \$286,364 | \$651 | \$1,260,000 | \$114,545 |
| Const. costs - Commercial  | \$350,000   | \$87,500  | \$199 | \$350,000   |           |

|                      |          |          |      |          |       |
|----------------------|----------|----------|------|----------|-------|
| Statutory, Dev. Fees | \$47,250 | \$11,813 | \$27 | \$47,250 |       |
| Marketing expenses   | \$4,773  | \$1,193  | \$3  | \$5,250  | \$477 |

|                      |         |       |     |         |       |
|----------------------|---------|-------|-----|---------|-------|
| Closing Costs / unit | \$3,436 | \$859 | \$2 | \$3,780 | \$344 |
|----------------------|---------|-------|-----|---------|-------|



|                     |          |          |      |          |         |
|---------------------|----------|----------|------|----------|---------|
| Sales comm. - Resi. | \$60,000 | \$15,000 | \$34 | \$66,000 | \$6,000 |
| Sales comm. - Comm. | \$13,900 | \$3,475  | \$8  | \$15,290 | \$1,390 |

|                    |         |         |     |         |       |
|--------------------|---------|---------|-----|---------|-------|
| Misc. Costs / unit | \$4,364 | \$1,091 | \$2 | \$4,800 | \$436 |
|--------------------|---------|---------|-----|---------|-------|

|          |
|----------|
| Custom 1 |
| Custom 2 |
| Custom 3 |
| Custom 4 |
| Custom 5 |

|                          |          |          |      |          |          |
|--------------------------|----------|----------|------|----------|----------|
| Contingency - dev. costs | \$54,545 | \$13,636 | \$31 | \$67,205 | \$12,660 |
|--------------------------|----------|----------|------|----------|----------|

| Funding Table | Total xGST | Bank's TDC | Developers' Equity | GST |
|---------------|------------|------------|--------------------|-----|
|---------------|------------|------------|--------------------|-----|

|                                |                    |                    |                  |                  |
|--------------------------------|--------------------|--------------------|------------------|------------------|
| <b>Total funds required</b>    | <b>\$3,028,079</b> | <b>\$2,454,115</b> | <b>\$573,964</b> | <b>\$132,740</b> |
| Land acquisition               | \$999,893          | \$799,915          | \$199,979        |                  |
| Stamp duty (Ad valorem tax)    | \$55,000           |                    | \$55,000         |                  |
| Closing costs - acquisition    | \$9,090            | \$1,818            | \$7,272          | \$909            |
| Land finance costs             | \$60,594           |                    | \$60,594         |                  |
| Development costs              | \$1,715,563        | \$1,576,195        | \$65,468         | \$131,831        |
| Const. finance costs           | \$76,187           | \$76,187           |                  |                  |
| Mezz. finance costs            | \$27,999           |                    | \$27,999         |                  |
| Cost of developers' equity     | \$19,653           |                    | \$19,653         |                  |
| Cost of input credits facility |                    |                    |                  |                  |
| Less interim income            | (\$12,000)         |                    | (\$12,000)       |                  |
| Comm. @ closing                | (\$73,900)         |                    |                  |                  |
| Developers' equity buffer      | \$150,000          |                    | \$150,000        |                  |

| Finance Costs | Total Costs | Interest Costs | Setup Fees | Monthly Fees | Max Debt |
|---------------|-------------|----------------|------------|--------------|----------|
|---------------|-------------|----------------|------------|--------------|----------|

|                            |                  |                  |                 |                |                    |
|----------------------------|------------------|------------------|-----------------|----------------|--------------------|
| <b>Total finance costs</b> | <b>\$184,432</b> | <b>\$155,136</b> | <b>\$26,896</b> | <b>\$2,400</b> | <b>\$1,374,304</b> |
| Land acquisition loan      | \$60,594         | \$51,994         | \$7,999         | \$600          | \$799,915          |
| Const. loan   Senior debt  | \$76,187         | \$61,844         | \$13,743        | \$600          | \$1,374,304        |
| Mezz. loan   Junior debt   | \$27,999         | \$21,645         | \$5,154         | \$1,200        | \$343,576          |
| Developers' equity         | \$0              | \$0              | \$0             | \$0            | \$655,099          |
| Developers' equity   Split | \$19,653         | \$19,653         | \$0             | \$0            | \$655,099          |
| Developers' equity buffer  | \$0              | \$0              | \$0             | \$0            | \$150,000          |

|                          |                  |                 |              |
|--------------------------|------------------|-----------------|--------------|
| <b>Net GST Liability</b> | <b>\$209,485</b> | <b>\$52,371</b> | <b>\$119</b> |
|--------------------------|------------------|-----------------|--------------|

|                     |           |          |       |
|---------------------|-----------|----------|-------|
| GST input credits   | \$132,740 | \$33,185 | \$75  |
| Gross GST liability | \$342,226 | \$85,556 | \$194 |

## Sensitivity Analysis

### Development Profit

### Sales

| Costs  | -10.0%      | -5.0%     | 0.0%             | 5.0%      | 10.0%       |
|--------|-------------|-----------|------------------|-----------|-------------|
| -10.0% | \$423,249   | \$594,962 | \$766,675        | \$938,388 | \$1,110,100 |
| -5.0%  | \$275,050   | \$446,763 | \$618,476        | \$790,189 | \$961,901   |
| 0.0%   | \$126,851   | \$298,564 | <b>\$470,277</b> | \$641,990 | \$813,702   |
| 5.0%   | (\$21,348)  | \$150,365 | \$322,078        | \$493,791 | \$665,504   |
| 10.0%  | (\$169,547) | \$2,166   | \$173,879        | \$345,592 | \$517,305   |

### Development Margin On Cost

### Sales



| Costs  | -10.0% | -5.0% | 0.0%         | 5.0%  | 10.0% |
|--------|--------|-------|--------------|-------|-------|
| -10.0% | 14.3%  | 20.1% | 25.9%        | 31.7% | 37.5% |
| -5.0%  | 9.3%   | 15.1% | 20.9%        | 26.7% | 32.5% |
| 0.0%   | 4.3%   | 10.1% | <b>15.9%</b> | 21.7% | 27.5% |
| 5.0%   | -0.7%  | 5.1%  | 10.9%        | 16.7% | 22.5% |
| 10.0%  | -5.7%  | 0.1%  | 5.9%         | 11.7% | 17.5% |

### Development Margin On Revenue

### Sales

| Costs  | -10.0% | -5.0% | 0.0%         | 5.0%  | 10.0% |
|--------|--------|-------|--------------|-------|-------|
| -10.0% | 12.3%  | 17.3% | 22.3%        | 27.3% | 32.3% |
| -5.0%  | 8.0%   | 13.0% | 18.0%        | 23.0% | 28.0% |
| 0.0%   | 3.7%   | 8.7%  | <b>13.7%</b> | 18.7% | 23.7% |
| 5.0%   | -0.6%  | 4.4%  | 9.4%         | 14.4% | 19.4% |
| 10.0%  | -4.9%  | 0.1%  | 5.1%         | 10.1% | 15.1% |

### Return On Equity

### Sales

| Costs  | -10.0% | -5.0% | 0.0%         | 5.0%  | 10.0% |
|--------|--------|-------|--------------|-------|-------|
| -10.0% | 32.3%  | 45.4% | 58.5%        | 71.6% | 84.7% |
| -5.0%  | 21.0%  | 34.1% | 47.2%        | 60.3% | 73.4% |
| 0.0%   | 9.7%   | 22.8% | <b>35.9%</b> | 49.0% | 62.1% |
| 5.0%   | -1.6%  | 11.5% | 24.6%        | 37.7% | 50.8% |
| 10.0%  | -12.9% | 0.2%  | 13.3%        | 26.4% | 39.5% |

### Residual Value Of Land

Target Margin | Hurdle Rate @ 15%

### Sales

| Costs  | -10.0%    | -5.0%       | 0.0%               | 5.0%        | 10.0%       |
|--------|-----------|-------------|--------------------|-------------|-------------|
| -10.0% | \$920,001 | \$1,069,317 | \$1,218,632        | \$1,367,948 | \$1,517,263 |
| -5.0%  | \$821,797 | \$971,113   | \$1,120,428        | \$1,269,744 | \$1,419,059 |
| 0.0%   | \$723,593 | \$872,908   | <b>\$1,022,224</b> | \$1,171,539 | \$1,320,855 |
| 5.0%   | \$625,389 | \$774,704   | \$924,020          | \$1,073,335 | \$1,222,650 |
| 10.0%  | \$527,184 | \$676,500   | \$825,815          | \$975,131   | \$1,124,446 |

### Residual Value Of Land

### Target risk margin | Residual value of land

| DM %  | Land Value  | DM %  | Land Value |
|-------|-------------|-------|------------|
| 15.0% | \$1,022,224 | 21.0% | \$996,480  |
| 14.0% | \$1,048,420 | 22.0% | \$971,176  |
| 13.0% | \$1,075,079 | 23.0% | \$946,301  |
| 12.0% | \$1,102,214 | 24.0% | \$921,844  |
| 11.0% | \$1,129,839 | 25.0% | \$897,794  |
| 10.0% | \$1,157,965 | 26.0% | \$874,142  |

