



CASE STUDY

JOINT VENTURES BETWEEN A DEVELOPER AND LAND OWNER

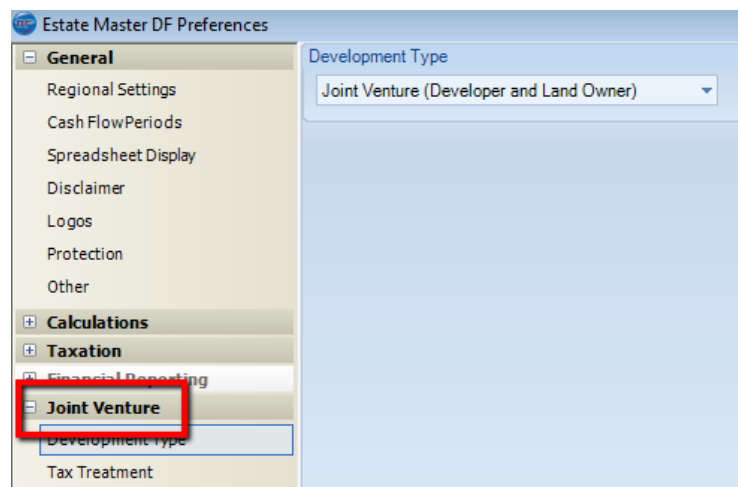
INTRODUCTION

This case study demonstrates how Estate Master DF can be used to model different Joint Venture scenarios between a Developer and a Land Owner, in particular using features such as:

1. Deferred land payments.
2. Profit share.
3. Percentage split of sales revenue.

SETUP

The option to turn the Joint Venture feature on is set using the Estate Master Preferences.



In addition, you can select how you would like that Joint Venture to treat any tax.



- **Tax Liability Apportionment:** Determine which party in a Joint Venture is liable for the GST/VAT payments on the sales revenue received. If Paid by Both Parties is selected, then each party pays the liability that is associated with the revenue they are entitled to. Otherwise, it can be selected that either the Developer or Land Owner pays all tax liabilities, regardless of their revenue share entitlement.
- **Tax Payment and Reclaim Frequency:** Indicate when the Land Owner is to reclaim their GST/VAT input credits and pay their liabilities.

If Joint Venture is chosen:

- Red input cells appear whereby the costs and revenues can be apportioned between two parties – Land Owner and Developer.

Cash Flow Period	% Paid by Owner	GST Included
Jul-09 - Dec-09	25.0%	N
Jan-10 - Jan-10	25.0%	N

- Reporting changes to reflect the returns to both parties.

COSTS & REVENUES	Land Owner	Developer
	Enter Land Owner Name	Enter Developer Name
REVENUE		
Land Sale to Developer	-	-
Gross Sales Revenue	14,260,512	42,781,535
Less Selling Costs	-	(2,921,580)
Less Purchasers Costs	-	-
NET SALE PROCEEDS	14,260,512	39,859,955
Gross Rental Income	-	-
Less Leasing Costs	-	-
NET RENTAL INCOME	-	-
Interest Received	-	-
Other Income	-	-
TOTAL REVENUE (before GST paid)	14,260,512	39,859,955
Less GST paid on all Revenue	(1,296,410)	(3,889,230)
TOTAL REVENUE (after GST paid)	12,964,101	35,970,725
COSTS		
Opportunity Cost of Land	14,000,000	-
Land Acquisition Costs	-	-
Construction Costs	-	10,924,823
Professional Fees	-	970,228
Statutory Fees	20,000	8,199,113
Miscellaneous Costs 1	-	-
Miscellaneous Costs 2	-	-
Miscellaneous Costs 3	-	-
Project Contingency (Reserve)	400	390,424
Land Holding Costs	-	216,596
Pre-Sale Commissions	-	-
Finance Charges (inc. Line Fees)	-	350,000
Interest Expense	-	2,512,319
TOTAL COSTS (before GST reclaimed)	14,020,400	23,563,505

OPTION 1: DEFERRED LAND PAYMENT JOINT VENTURE

In this option you will offer the land owner a deferred land payment. The Land Owner may put his land into the project on the basis of receiving an above-market value for the land sometime in the future. Refer to Appendix 1 for a detailed printout of the option.

MAIN INPUTS

In the Preliminary section of the main input page input "Deferred Land Payment JV" as the Cash Flow Title.

LAND PURCHASE AND ACQUISITION COSTS

A valuation has determined that the current land value is \$14m. Enter this as the PV of Land Opportunity Cost.

The land payment will be deferred. You will offer a land purchase price of \$20m. This amount will be made in one payment, in month 24.

Land Purchase & Acquisition Costs	
Costs to be entered Inclusive of GST	
PV of Land Opportunity Cost (net of GST)	14,000,000
Land Purchase Price	20,000,000

Stamp Duty will be made in one payment, in month 24.

All other assumptions will be left as they are.

PROJECT HURDLE RATES

Scroll down to the Hurdle Rates. You are now required to enter a Land Owners Discount Rate.

Assessing the risk, the land owner has determined they have a target IRR of 14%.

RESULTS

CASH FLOW

The Land Owners Cash Flow is featured at the bottom of the Cash Flow sheet. This begins with the Land Owner's balance at -\$14,000,000 representing the land value they contributed to the project.

LAND OWNER'S CASH FLOW	TOTAL	0	1	2	3
REVENUE					
Gross Revenue	20,000,000	-	-	-	-
Less Selling / Leasing Costs & GST	(1,818,182)	-	-	-	-
Profit Share	-	-	-	-	-
TOTAL NET REVENUE	18,181,818	-	-	-	-
COSTS					
Opportunity Cost of Land	14,000,000	14,000,000	-	-	-
Pro. Fees and Construction	-	-	-	-	-
Statutory Fees	-	-	-	-	-
Other Costs	-	-	-	-	-
GST Input Credits Reclaimed	-	-	-	-	-
TOTAL COSTS	14,000,000	14,000,000	-	-	-
Net Cash Flow b/f Interest	4,181,818	(14,000,000)	-	-	-
Equity Cash Flow	-	-	-	-	-
Equity Balance	-	-	-	-	-
Loan Balance	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)
Less Interest Expense	-	-	-	-	-
Cumulative CF After Interest**		(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)

Land Purchase then takes place in month 24; with \$20,000,000 going from the Developer (as a Cost) to the Land Owner (as Revenue).

DEVELOPER'S CASH FLOW	TOTAL	24 Jul-11	25 Aug-11
COSTS			
Land and Acquisition	21,267,308	21,267,308	
Settlement (Balance)	20,000,000	20,000,000	
Stamp Duty ¹	1,085,490	1,085,490	
Legal and Valuation Fees	181,818	181,818	
Manual Input	-	-	
Professional Fees	970,229	534	
Construction Costs (inc Contingency)	10,924,823	-	

LAND OWNER'S CASH FLOW	TOTAL	24
REVENUE		
Gross Revenue	20,000,000	20,000,000
Less Selling / Leasing Costs & GST	(1,818,182)	(1,818,182)
Profit Share	-	-
TOTAL NET REVENUE	18,181,818	18,181,818
COSTS		
Opportunity Cost of Land	14,000,000	
Pro. Fees and Construction	-	-
Statutory Fees	-	-
Other Costs	-	-
GST Input Credits Reclaimed	-	-
TOTAL COSTS	14,000,000	-
Net Cash Flow b/f Interest	4,181,818	18,181,818
Equity Cash Flow	-	4,181,818
Equity Balance	-	4,181,818
Loan Balance	(14,000,000)	-
Less Interest Expense	-	-
Cumulative CF After Interest**		4,181,818

SUMMARY

Joint and Individual Performance Indicators are featured at the bottom of the Summary sheet.

COSTS & REVENUES	Land Owner	Developer	Joint Venture	% by Land Owner
	Enter Land Owner Name	Enter Developer Name		
REVENUE				
Land Sale to Developer	20,000,000			
Gross Sales Revenue	-	57,042,046	57,042,046	0.0%
Less Selling Costs	-	(2,921,580)	(2,921,580)	0.0%
Less Purchasers Costs	-	-	-	N.A.
NET SALE PROCEEDS	20,000,000	54,120,467	54,120,467	37.0%
Gross Rental Income	-	-	-	N.A.
Less Leasing Costs	-	-	-	N.A.
NET RENTAL INCOME	-	-	-	N.A.
Interest Received	-	-	-	N.A.
Other Income	-	-	-	N.A.
TOTAL REVENUE (before GST paid)	20,000,000	54,120,467	54,120,467	37.0%
Less GST paid on all Revenue	(1,818,182)	(5,185,641)	(7,003,822)	26.0%
TOTAL REVENUE (after GST paid)	18,181,818	48,934,826	47,116,645	38.6%
COSTS				
Opportunity Cost of Land	14,000,000		14,000,000	
Land Acquisition Costs		21,267,308	1,267,308	
Construction Costs	-	10,924,823	10,924,823	0.0%
Professional Fees	-	970,229	970,229	0.0%
Statutory Fees	-	8,219,113	8,219,113	0.0%
Miscellaneous Costs 1	-	-	-	N.A.
Miscellaneous Costs 2	-	-	-	N.A.
Miscellaneous Costs 3	-	-	-	N.A.
Project Contingency (Reserve)	-	390,824	390,824	0.0%
Land Holding Costs	-	216,596	216,596	0.0%
Pre-Sale Commissions	-	-	-	N.A.
Finance Charges (inc. Line Fees)	-	350,000	350,000	0.0%
Interest Expense	-	2,335,569	2,335,569	0.0%
TOTAL COSTS (before GST reclaimed)	14,000,000	44,674,463	38,674,463	36.2%
Less GST reclaimed	-	(3,202,263)	(3,202,263)	0.0%
TOTAL COSTS (after GST reclaimed)	14,000,000	41,472,200	35,472,200	39.5%

OPTION 2: LAND AND PROFIT SHARE JOINT VENTURE

This joint venture will consist of the developer purchasing a percentage interest in the land and providing a percentage of the profit on the development project as a return to the land owner. Refer to Appendix 2 for a detailed printout of the option.

MAIN INPUTS

In the Preliminary section of the main input page input "Land and Profit JV" as the Cash Flow Title.

LAND PURCHASE AND ACQUISITION COSTS

For the purposes of the JV we have valued the land at \$14,000,000. Enter this as the PV of Land Opportunity Cost.

Our contribution to the JV is 50% of the agreed land value, therefore enter \$7,000,000 as the Land Purchase price.

Land Purchase & Acquisition Costs

Costs to be entered Inclusive of GST

PV of Land Opportunity Cost (net of GST)	14,000,000
Land Purchase Price	7,000,000

Enter Profit Share to Land Owner of 65%

FINANCING

Assume the developer's equity is \$7,000,000.

Assume Land Owner's Equity Contribution is \$14,000,000. This assumes that the land contributed by the landowner to the Joint Venture is debt free.

Interest Rate for Landowner is not applicable as we are assuming that the land is debt free and the landowner has no other expenses to carry.

PROJECT HURDLE RATES

Assume a Discount Rate for the Landowner of 16%

RESULTS

As with the previous example, the land owner begins with a \$14,000,000 deficit representing the value of their land contribution. But in Month 24; the developer makes a payment of \$7,000,000 directly to the land Owner representing his 50% contribution to the land value.

LAND OWNER'S CASH FLOW	TOTAL	23	24
REVENUE			
Gross Revenue	7,000,000	-	7,000,000
Less Selling / Leasing Costs & GST	(636,364)	-	(636,364)
Profit Share	10,545,033	-	-
TOTAL NET REVENUE	16,908,669	-	6,363,636
COSTS			
Opportunity Cost of Land	14,000,000	-	-
Pro. Fees and Construction	-	-	-
Statutory Fees	-	-	-
Other Costs	-	-	-
GST Input Credits Reclaimed	-	-	-
TOTAL COSTS	14,000,000	-	-
Net Cash Flow b/f Interest	2,908,669	-	6,363,636
Equity Cash Flow	-	-	6,363,636
Equity Balance	(14,000,000)	(14,000,000)	(7,636,364)
Loan Balance	-	-	-
Less Interest Expense	-	-	-
Cumulative CF After Interest**		(14,000,000)	(7,636,364)

* Includes half interest from deposit on land acquisition plus interest received from net sale deposits

Once the project begins to make a profit in Month 32; 65% of those profits are shared with the Land Owner.

Cash Flow Report

DEVELOPER'S CASH FLOW	TOTAL	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12
GST Refunds (Input Credits)	(2,009,701)	(16,601)	(16,570)	(16,579)	(16,616)	(16,595)	(16,604)
TOTAL COSTS	26,496,012	(16,601)	(4,901)	(16,579)	(16,616)	(8,787)	(16,604)
Net Cash Flow (before Interest)	22,438,815	3,056,740	3,052,895	3,072,447	3,080,378	3,080,462	3,096,212
Cumulative Cash Flow		(7,914,435)	(4,861,540)	(1,789,093)	1,291,286	4,371,748	7,467,959
FINANCING							
Equity							
Manual Adjustments (Inject + / Repay -)		0	0	0	0	0	0
Injections	7,627,942	-	-	-	-	-	-
Interest Charged	-	-	-	-	-	-	-
Equity Repayment	28,718,007	-	2,057,237	3,072,447	3,080,378	3,080,462	3,096,212
Less Profit Share	(13,708,542)	-	-	-	(786,541)	(2,002,300)	(2,012,538)
Equity Balance	7,381,523	(7,000,000)	(4,942,763)	(1,870,316)	423,522	1,501,684	2,585,358
Equity Cash Flow	7,381,523	-	2,057,237	3,072,447	2,293,838	1,078,162	1,083,674
Project Cash Account							
LAND OWNER'S CASH FLOW	TOTAL	29	30	31	32	33	34
REVENUE							
Gross Revenue	7,000,000	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(636,364)	-	-	-	-	-	-
Profit Share	13,708,542	-	-	-	786,541	2,002,300	2,012,538
TOTAL NET REVENUE	20,072,179	-	-	-	786,541	2,002,300	2,012,538
COSTS							
Opportunity Cost of Land	14,000,000	-	-	-	-	-	-

OPTION 3: PERCENTAGE OF SALES

This joint venture will consist of the land owner contributing 100% of the land as equity and receives a percentage of total revenue in compensation for the land. Refer to Appendix 3 for a detailed printout of the option.

MAIN INPUTS

In the Preliminary section of the main input page input "Percentage of Sales" as the Cash Flow Title.

LAND PURCHASE AND ACQUISITION COSTS

Remove the payment of land and profit shares payable to the land owner from the Land Purchase section.

SALES REVENUES

Add 40% split to Owner for all revenue items.

Sales

Sales Revenue to be entered Inclusive of GST

Description	No. Units	Total Area SqM	Current Sale Price	Sales Calc Method	Pre-Sale Month Start	Exchanges Month Span	Month Start	Settlements Month Span	Cash Flow Period	Sales Rate Units / SqM per Month	% Split to Owner
Townhouse 1	50	240	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	3.13	40.0%
Townhouse 2	30	250	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	40.0%
Townhouse 3	15	280	220,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%
Townhouse 4	7	300	240,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.44	40.0%
Houses 1	13	350	290,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.81	40.0%
Houses 2	15	350	300,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%
Houses 3	19	450	310,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.19	40.0%
Houses 4	30	450	315,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	40.0%
McMansions 1	6	500	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.38	40.0%
McMansions 2	15	550	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%

FINANCE COSTS

Add developer's equity of \$1m

PROJECT HURDLE RATES

Consider an appropriate discount rate for the landowner.

RESULTS

The Cash Flow is similar to the two previous cases; apart from the point that the Land Owner never receives any direct payment for land from the Developer.

In its place; the Land Owner receives 40% of all Sales Revenue as and when it happens, from Month 24.

Cash Flow Report

	TOTAL	23 Jun-11	24 Jul-11	25 Aug-11	26 Sep-11	27 Oct-11
DEVELOPER'S CASH FLOW						
% AUD Handed Over		-	6.3%	12.5%	18.8%	25.0%
DEVELOPER'S CASH FLOW						
REVENUE						
Gross Sales Revenue	34,225,228	-	2,099,786	2,104,965	2,110,156	2,115,361
Selling Costs	(2,921,580)	-	(181,904)	(181,996)	(182,087)	(182,179)
Gross Rental Income	-	-	-	-	-	-
LAND OWNER'S CASH FLOW						
REVENUE						
Gross Revenue	22,816,819	-	1,399,858	1,403,310	1,406,771	1,410,240
Less Selling / Leasing Costs & GST	(2,074,256)	-	(127,260)	(127,574)	(127,888)	(128,204)
Profit Share	-	-	-	-	-	-
TOTAL NET REVENUE	20,742,562	-	1,272,598	1,275,736	1,278,883	1,282,037
COSTS						

APPENDIX 1

Preliminary

Cash Flow Title	Deferred Land Payment JV		Description of Option/Stage	Option 1	
Date of First Period:	Jul-2009				
Cash Flow Rest Period:	Monthly				
Enter Project Size (a)	200.0	Lots			
Enter Project Size (b)	-				
Enter Site Area	20.0	Ha	Floor Space Ratio	0	:1

Equated Gross Floor Area= 0.0 Ha

Type

Land Subdivision

Status

Under Review

Goods and Services Tax

(Using General Tax Rule)

Goods and Services Tax Rate	10.00%
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Developer	Credits Reclaimed TWO Months Later	Liability Paid TWO Months Later	Liability on Sales Paid by both parties
Land Owner	Credits Reclaimed ONE Month Later	Liability Paid in the Same Month	Liability on Sales Paid by both parties

All Project Costs	To be entered Inclusive of GST
Rental Income & Leasing Costs	To be entered Inclusive of GST
Sales Revenue	To be entered Inclusive of GST
Other Income	To be entered Inclusive of GST

1000

Land Purchase & Acquisition Costs

Costs to be entered Inclusive of GST

PV of Land Opportunity Cost (net of GST)	14,000,000
Land Purchase Price	20,000,000

Code	Stage	% of Land Purchase Price % paid	Amount	AND/OR Lump Amount
1002	-	0.00%	-	-
1003	-	0.00%	-	-
1004	-	0.00%	-	-
1005	-	0.00%	-	-
1006	-	0.00%	-	-
1007	-	100.00%	20,000,000	
1008	-	NSW	1,085,490	
Interest on Deposit in Trust Account		0.00%	Interest from deposit shared between parties	
Profit Share to Land Owner		0.00%	Paid progressively as project makes a profit.	

Code	Stage	Other Acquisition Costs (to be entered Inclusive of GST)	% of Land Price exc Tax % paid	Amount	AND/OR Lump Amount
1011	-	Legal and Valuation Fees	1.00%	181,818	-
1012	-	.	0.00%	-	-
1013	-	.	0.00%	-	-
1014	-	.	0.00%	-	-
1015	-	.	0.00%	-	-

Month Start	Month Span	Cash Flow Period	GST Included on Land Price?	Y
0	-	-	Reclaim All After First Land Payment	
0	-	-		
0	-	-		
0	-	-		
0	-	-		
24	1	Jul-11 - Jul-11		
24	1	Jul-11 - Jul-11		

(Stamp Duty calculated on Land Value of 20,000,000 inc. GST)

Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
18,181,818	20,000,000	20,000,000
1,085,490	1,085,490	1,085,490
TOTAL	19,267,308	21,085,490

Stamp Duty

GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
Y		165,289	181,818	181,818
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Manual Input (refer to Cash Flow)				
TOTAL		165,289	181,818	181,818

Cost Escalation

Escalation Rates (Monthly Compounded Escalation) based on Cashflow Period Years commencing											
	Jul-09	Jul-10	Jul-11	Jul-12	Jul-13	Jul-14	Jul-15	Jul-16	Jul-17	Jul-18	
Professional Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Code Construction Costs (Uncategorised)	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
SUB Subdivision Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
STG Stage Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
BUI Built Form	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
OT1 Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
OT2 Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	
Statutory Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Miscellaneous Costs 1	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Miscellaneous Costs 2	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Miscellaneous Costs 3	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Land Holding Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Selling and Leasing Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	
Finance Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	

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Main Inputs for Case Study 1

2000

Project Contingency

-

And / Or

2.00%

of Construction, Professional, Statutory Fees, Miscellaneous Costs 1, Miscellaneous Costs 2, Miscellaneous Costs 3

TOTAL

390,824

3000

Professional Fees

Costs to be entered Inclusive of GST

Code	Stage	Description	% of Construct. ¹	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	S-Curve	Month Start ²	Month Span	Cash Flow Period	% Paid by Owner	GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
3001	-	DA Preparation Fees	1.00%	-	-	N	-	0	10	Jul-09 - Apr-10	-	Y		90,288	99,317	99,317
3002	-	Other Consultants	3.00%	-	-	N	-	C		Sep-10 - Jun-11	-	Y		270,863	297,950	297,950
3003	-	.	0.00%	-	-	-	-	0		-	-	Y		-	-	-
3004	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3005	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3006	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3007	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3008	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3009	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3010	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3011	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3012	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3013	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3014	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-
3015	-	.	0.00%	-	-	-	-	0	-	-	-	Y		-	-	-

% Based on Net Costs

3099

-

Development Management

3.00%

% of Project Costs (exc land)

-

P2

-

Jul-09 - Jul-12

excludes finance costs and tax (if applicable).

Manual Input (refer to Cash Flow)

TOTAL

520,875

572,963

572,963

% Pro-rata with Construction (C²)

Project Costs inc Land (P1¹) or exc Land (P2²)

882,026

970,229

970,229

4000

Construction Costs

Costs to be entered Inclusive of GST

Code	Stage	Description	Cost Type	Units	Base Rate / Units	Escalate (E,R,N) ¹	S-Curve	Month Start	Month Span	Cash Flow Period	% Paid by Owner	GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
1	-	Townhouse 1	-	50	49,500	E	S	14	10	Sep-10 - Jun-11	-	Y		2,250,000	2,475,000	2,561,840
2	-	Townhouse 2	-	30	49,500	E	S	14	10	Sep-10 - Jun-11	-	Y		1,350,000	1,485,000	1,537,104
3	-	Townhouse 3	-	15	49,500	E	S	14	10	Sep-10 - Jun-11	-	Y		675,000	742,500	768,552
4	-	Townhouse 4	-	7	49,500	E	S	14	10	Sep-10 - Jun-11	-	Y		315,000	346,500	358,658
5	-	Houses 1	-	13	55,000	E	S	14	10	Sep-10 - Jun-11	-	Y		650,000	715,000	740,087
6	-	Houses 2	-	15	55,000	E	S	14	10	Sep-10 - Jun-11	-	Y		750,000	825,000	853,947
7	-	Houses 3	-	19	55,000	E	S	14	10	Sep-10 - Jun-11	-	Y		950,000	1,045,000	1,081,666
8	-	Houses 4	-	30	55,000	E	S	14	10	Sep-10 - Jun-11	-	Y		1,500,000	1,650,000	1,707,893
9	-	McMansions 1	-	6	60,500	E	S	14	10	Sep-10 - Jun-11	-	Y		330,000	363,000	375,737
10	-	McMansions 2	-	15	60,500	E	S	14	10	Sep-10 - Jun-11	-	Y		825,000	907,500	939,341
4011	-	.	-	-	-	-	-			-	-	Y		-	-	-
4012	-	.	-	-	-	-	-			-	-	Y		-	-	-
4013	-	.	-	-	-	-	-			-	-	Y		-	-	-
4014	-	.	-	-	-	-	-			-	-	Y		-	-	-
4015	-	.	-	-	-	-	-			-	-	Y		-	-	-
4016	-	.	-	-	-	-	-			-	-	Y		-	-	-
4017	-	.	-	-	-	-	-			-	-	Y		-	-	-
4018	-	.	-	-	-	-	-			-	-	Y		-	-	-
4019	-	.	-	-	-	-	-			-	-	Y		-	-	-
4025	-	.	-	-	-	-	-			-	-	Y		-	-	-

Escalation (N¹ = no escalation, 'E' = escalation to start period, 'R' = escalation to start period and through span)

4099

Construction Contingency

-

And / Or

0.00%

of Construction Costs (inc GST)

Manual Input (refer to Cash Flow)

TOTAL

-

-

-

9,595,000

10,554,500

10,924,823

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Main Inputs for Case Study 1

5000

Statutory Fees

Costs to be entered Inclusive of GST

Code	Stage	Description	Units	Base Rate / Units	Escalate (E,R,N)	S-Curve
5001	-	DA Fees	1	100,000	E	-
5002	-	Council Contributions	200	40,000	E	-
5003	-	-	-	-	-	-
5004	-	-	-	-	-	-
5005	-	-	-	-	-	-
5006	-	-	-	-	-	-
5007	-	-	-	-	-	-
5008	-	-	-	-	-	-
5009	-	-	-	-	-	-
5010	-	-	-	-	-	-
5011	-	-	-	-	-	-
5012	-	-	-	-	-	-
5013	-	-	-	-	-	-
5014	-	-	-	-	-	-
5015	-	-	-	-	-	-

Month Start	Month Span	Cash Flow Period
0	6	Jul-09 - Dec-09
6	1	Jan-10 - Jan-10
0	-	-
0	-	-
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Deferred Land Payment JV - Option 1

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Main Inputs for Case Study 1

Deferred Land Payment JV - Option 1

		Other Leasing Costs		% of	AND / OR	Base Rate /	Escalate				% Paid by	GST Included	Remarks	Total Current	Total Current	Total
Code	Stage	To be entered Inclusive of GST		Gross Rent	No. Units	Unit	(E,R,N)	Month	Month	Cash Flow	Owner			Costs (exc GST)	Costs (inc GST)	Escalated Cost
8201	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8202	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8203	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8204	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8205	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8206	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8207	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8208	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8209	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8210	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
8211	-			0.00%	-	-	-	0	-	-	-	Y		-	-	-
													Manual Input (refer to Cash Flow)	-	-	-
													TOTAL	-	-	-

Pro-rata with Rental Income (R')

9000		Sales																	
Sales Revenue to be entered Inclusive of GST																			
Code	Stage	Description	No. Units	Total Area	Current	Sales	Pre-Sale Exchanges		Settlements			Sales Rate	% Split to	GST	Land	Total Current	Total Current	Total Escalated	
				SqM	Sale	Calc	Month	Month	Month	Month	Cash Flow	Units / SqM	Owner	Included	Use	Sales Revenue	Sales Revenue	Sales Revenue	
					Price	Method	Start	Span	Start	Span	Period	per Month			Code	(exc GST)	(inc GST)		
1	-	Townhouse 1	50	240	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	3.13	-	Y	RS	9,090,909	10,000,000	10,807,512	
2	-	Townhouse 2	30	250	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	-	Y	RS	5,454,545	6,000,000	6,484,507	
3	-	Townhouse 3	15	280	220,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	3,000,000	3,300,000	3,566,479	
4	-	Townhouse 4	7	300	240,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.44	-	Y	RS	1,527,273	1,680,000	1,815,662	
5	-	Houses 1	13	350	290,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.81	-	Y	RS	3,427,273	3,770,000	4,074,432	
6	-	Houses 2	15	350	300,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	4,090,909	4,500,000	4,863,380	
7	-	Houses 3	19	450	310,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.19	-	Y	RS	5,354,545	5,890,000	6,365,624	
8	-	Houses 4	30	450	315,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	-	Y	RS	8,590,909	9,450,000	10,213,099	
9	-	McMansions 1	6	500	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.38	-	Y	RS	2,127,273	2,340,000	2,528,958	
10	-	McMansions 2	15	550	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	5,318,182	5,850,000	6,322,394	
9011	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9012	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9013	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9014	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9015	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9016	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9017	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9018	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9019	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
9020	-		-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-	
Capitalised Sales (refer to Tenants)																	-	-	-
Manual Input (refer to Cash Flow)																	-	-	-
TOTAL																	47,981,818	52,780,000	57,042,046

9100		Other Income														
Other Income to be entered Inclusive of GST																
Code	Stage	Description	Land Use Code	Units	Base	Month	Month	Cash Flow	% Split to	GST Included	Remarks	Total Current	Total Current	Total Escalated		
					Rate / Units	Start	Span	Period	Owner			Income (exc GST)	Income (inc GST)	Income		
9101	-		-	-	-	0	-	-	-	Y		-	-	-		
9102	-		-	-	-	0	-	-	-	Y		-	-	-		
9103	-		-	-	-	0	-	-	-	Y		-	-	-		
9104	-		-	-	-	0	-	-	-	Y		-	-	-		
9105	-		-	-	-	0	-	-	-	Y		-	-	-		
9106	-		-	-	-	0	-	-	-	Y		-	-	-		
9107	-		-	-	-	0	-	-	-	Y		-	-	-		
9108	-		-	-	-	0	-	-	-	Y		-	-	-		
9109	-		-	-	-	0	-	-	-	Y		-	-	-		
9110	-		-	-	-	0	-	-	-	Y		-	-	-		
Manual Input (refer to Cash Flow)												-	-	-		
TOTAL												-	-	-		

Main Inputs for Case Study 1

Deferred Land Payment JV - Option 1

10000

Financing

(Advanced Mode)

General Notes:

All Line Fees are paid during period of debt, in arrears

All Profit Share is Paid progressively as project makes a profit.

Equity

Developer's Equity Contribution	Fixed Amount	Percentage	
Progressively injected when required.	6,000,000	0.00%	Fixed Amount

10001

Interest Charged on Equity

0.00%

per annum Nominal - Accrued not Capitalised (Simple)

10002

Interest received on Surplus Cash

0.00%

per annum received in arrears.

% of Available Funds to Repay Equity Before Debt

Land Owner's Equity Contribution

-

Opening Balances

Developer's Injections

6,627,942

Interest Charged

-

Interest Received

-

Equity Totals

Equity Notes:

Equity is paying outstanding debt

Equity is repaid when available (do not retain surplus cash).

Injections by Enter Land Owner Name

-

Loan 1

Description

Mezzanine Loan

Facility Limit

Fixed Amount

Percentage

Progressively drawn down when required.

16,000,000

100.00%

Fixed Amount

Month Commencement

Auto

14

Jan-2010

Maturity Month

Auto

0

Jan-2012

10004

Interest Rate

10.00%

per annum Nominal - Capitalised (Compounded)

10005

Fees

	Amount	Percentage	Month Paid
Application Fee	-	0.00%	0
Line Fee	-	0.00%	

Profit Split to Lender 1

0.00%

Opening Balances

Drawdown

16,000,000

Interest Charged

1,381,020

Application Fees

-

Line Fees

-

Profit Split

-

Loan 1 Totals

Loan 2

Description

Lender Name

Facility Limit

Fixed Amount

Percentage

Drawn down in total at loan commencement.

-

0.00%

Fixed Amount

Month Commencement

Auto

0

Maturity Month

Auto

0

N.A.

10004

Interest Rate

0.00%

per annum Nominal - Capitalised (Compounded)

10005

Fees

	Amount	Percentage	Month Paid
Application Fee	-	0.00%	0
Line Fee	-	0.00%	

Profit Split to Lender 2

0.00%

Opening Balances

Drawdown

-

Interest Charged

-

Application Fees

-

Line Fees

-

Profit Split

-

Loan 2 Totals

Loan 3

Description

Lender Name

Facility Limit

Fixed Amount

Percentage

Drawn down in total at loan commencement.

-

0.00%

Fixed Amount

Month Commencement

Auto

0

Maturity Month

Auto

0

N.A.

10004

Interest Rate

0.00%

per annum Nominal - Capitalised (Compounded)

10005

Fees

	Amount	Percentage	Month Paid
Application Fee	-	0.00%	0
Line Fee	-	0.00%	

Profit Split to Lender 3

0.00%

Opening Balances

Drawdown

-

Interest Charged

-

Application Fees

-

Line Fees

-

Profit Split

-

Loan 3 Totals

Main Inputs for Case Study 1

Deferred Land Payment JV - Option 1

Loan 4

Description

Credit Facility

No Limit (use as overdraft facility)

-

10007

Interest Rate

8.00%

per annum Nominal - Capitalised (Compounded)

10008

Fees

Amount

Percentage

Month Paid

Application Fee

-

0.00%

0

Line Fee

-

0.00%

Maintain Leverage on Loan 4

50.00%

% of Future Positive Net Cash Flows

Senior Loan Notes: Senior Loan (Loan 4) is being used as an overdraft facility.

Interest Rate for Enter Land Owner Name

0.00%

per annum Nominal

Opening Balances

Drawdown

Interest Charged

Application Fees

Line Fees

-

-

-

-

Loan 4

Totals

16,305,812

954,549

-

-

Interest Charged to Enter Land Owner Name

-

Code	Stage	Financing Costs (to be entered Inclusive of GST)	No. of Units	Base Rate / Unit	Escalate (E,R,N)
10009	-	Application Fee	1	350,000	E
10010	-	.	-	-	-
10011	-	.	-	-	-
10012	-	.	-	-	-
10013	-	.	-	-	-
10014	-	.	-	-	-
10015	-	.	-	-	-
10016	-	.	-	-	-
10017	-	.	-	-	-
10018	-	.	-	-	-

Month Start	Month Span	Cash Flow Period
0	1	Jul-09 - Jul-09
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-

% Paid by Owner	GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
-	N		350,000	350,000	350,000
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
-	Y		-	-	-
Manual Input (refer to Cash Flow)			-	-	-
TOTAL			350,000	350,000	350,000

Project Hurdle Rates

Developer's Discount Rate (target IRR)

20.00%

per annum Nominal, on cash flow that includes financing costs but excludes interest and corp tax.

Land Owner's Discount Rate

14.00%

per annum Nominal

Nominate an estimate of IRR

14.00%

per ann.

Developer's Target Dev. Margin

22.00%

on total development costs (inc selling costs).

Developer's Cost of Equity (for WACC)

0.00%

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Rental Income				-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(5,185,641)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	48,934,826			-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Land and Acquisition	21,267,308			-	-	-	-	-	-	-	-	-	-	-	-	-
Settlement (Balance)	20,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Stamp Duty ¹	1,085,490			-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Valuation Fees	181,818			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	970,229			11,272	10,703	10,703	11,272	10,703	10,703	246,288	10,220	10,220	10,788	-	-	569
Construction Costs (inc Contingency)	10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	8,219,113			16,667	16,667	16,667	16,667	16,667	16,667	8,119,113	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Proiect Contingency (Reserve)	390,824			532	532	532	532	532	532	162,581	199	199	199	-	-	-
Land Holding Costs	216,596			20,000	-	-	20,000	-	-	20,000	-	-	20,000	-	-	20,000
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			350,000	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(3,202,263)			-	-	(1,053)	(1,001)	(1,001)	(1,053)	(1,001)	(1,001)	(30,953)	(940)	(940)	(991)	-
TOTAL COSTS	39,136,631			398,471	27,902	26,849	47,469	26,901	26,849	8,546,981	9,417	(20,535)	30,048	(940)	(991)	20,569
Net Cash Flow (before Interest)	9,798,195			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Cumulative Cash Flow				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,110,839)	(9,090,304)	(9,120,352)	(9,119,412)	(9,118,421)	(9,138,990)

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injections	6,627,942			398,471	27,902	26,849	47,469	26,901	26,849	5,445,559	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	14,090,568			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	7,462,626			(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)
Equity Cash Flow	7,462,626			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(5,445,559)	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)									(3,101,422)	(9,417)		(30,048)			(20,589)
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,381,020)			-	-	-	-	-	-	-	(25,845)	(26,139)	(26,186)	(26,654)	(26,869)	(27,084)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,381,020			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Interest and Fees	1,381,020			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	(3,101,422)	(3,136,684)	(3,142,288)	(3,198,522)	(3,224,236)	(3,250,114)	(3,297,767)
% of Project Costs (net of Interest/Fees and GST).	-			-	-	-	-	-	-	7.9%	8.0%	8.0%	8.2%	8.2%	8.3%	8.4%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,381,020			-	-	-	-	-	-	(3,101,422)	(9,417)	20,535	(30,048)	940	991	(20,569)
Interest Coverage Ratio	15.79			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.06			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(16,305,812)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			8.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(954,549)			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,260,362			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	954,549			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	16,305,812			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 Cash Flow	954,549			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	48.13			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.94			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Overdraft				-	-	-	-	-	-	(3,101,422)	(3,136,684)	(3,142,288)	(3,198,522)	(3,224,236)	(3,250,114)	(3,297,767)
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	7.92%	8.01%	8.03%	8.17%	8.24%	8.30%	8.43%
Total Equity to Debt Ratio	20.52%			-	-	-	-	-	-	193.46%	192.87%	192.87%	191.03%	191.03%	191.03%	189.79%
Total Debt Interest Coverage Ratio	21.09			-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Service Ratio	1.33			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow (after Interest)	7,462,626			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(35,263)	(5,604)	(56,233)	(25,715)	(25,877)	(47,653)
Cumulative Cash Flow**				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,136,684)	(9,142,288)	(9,198,522)	(9,224,236)	(9,250,114)	(9,297,767)
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	37,969				(398,471)	(27,444)	(25,976)	(45,173)	(25,180)	(24,719)	(7,740,005)	(8,388)	17,991	(25,894)	796	826	(16,868)
NPV of Future Cash Flows					37,969	443,714	479,476	514,764	571,604	608,479	645,917	9,346,113	9,511,456	9,649,103	9,840,470	10,003,523	10,169,240
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	37,969																

LAND OWNER'S CASH FLOW		TOTAL	X	0	1	2	3	4	5	6	7	8	9	10	11	12
REVENUE																
Gross Revenue	20,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(1,818,182)			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	18,181,818			-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Opportunity Cost of Land	14,000,000			14,000,000												
Pro. Fees and Construction	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000			14,000,000	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	4,181,818			(14,000,000)	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	(14,000,000)			(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)
Less Interest Expense	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,499,644	3,508,275
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	3,499,644	7,007,919
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	6.1%	12.3%
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,565,128	3,565,128
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	3,565,128	7,130,256
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,499,644	3,508,275
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	(181,904)	(181,996)
Gross Rental Income				-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(5,185,641)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	48,934,826			-	-	-	-	-	-	-	-	-	-	-	3,317,740	3,326,279
COSTS																
Land and Acquisition	21,267,308			-	-	-	-	-	-	-	-	-	-	-	21,267,308	-
Settlement (Balance)	20,000,000			-	-	-	-	-	-	-	-	-	-	-	20,000,000	-
Stamp Duty ¹	1,085,490			-	-	-	-	-	-	-	-	-	-	-	1,085,490	-
Legal and Valuation Fees	181,818			-	-	-	-	-	-	-	-	-	-	-	181,818	-
Professional Fees	970,229			-	31,174	37,977	40,526	56,113	62,916	84,169	96,638	100,324	62,347	52,995	534	-
Construction Costs (inc Contingency)	10,924,823			-	546,241	655,489	710,114	983,234	1,092,482	1,474,851	1,693,348	1,747,972	1,092,482	928,610	-	-
Statutory Fees	8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Proiect Contingency (Reserve)	390,824			-	11,223	13,467	14,590	20,201	22,446	30,301	34,791	35,913	22,446	19,079	-	-
Land Holding Costs	216,596			-	-	20,000	-	-	20,000	-	-	20,000	-	-	18,773	-
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(3,202,263)			-	(52)	-	(53,083)	(63,752)	(69,008)	(95,550)	(106,218)	(143,325)	(164,558)	(169,919)	(106,167)	(90,242)
TOTAL COSTS	39,136,631			-	588,586	726,934	712,145	995,796	1,128,835	1,493,771	1,718,558	1,760,884	1,012,717	830,765	21,180,448	(90,242)
Net Cash Flow (before Interest)	9,798,195			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(17,862,708)	3,416,521
Cumulative Cash Flow				(9,138,990)	(9,727,575)	(10,454,509)	(11,166,655)	(12,162,451)	(13,291,286)	(14,785,057)	(16,503,615)	(18,264,499)	(19,277,216)	(20,107,981)	(37,970,689)	(34,554,168)

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injections	6,627,942			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	14,090,568			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	7,462,626			(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)
Equity Cash Flow	7,462,626			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(1,869,553)	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,381,020)			(27,481)	(27,710)	(32,646)	(39,178)	(45,439)	(54,116)	(63,974)	(76,955)	(91,917)	(107,357)	(116,691)	(124,587)	(141,205)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,381,020			-	-	-	-	-	-	-	-	-	-	-	-	3,416,521
Interest and Fees	1,381,020			-	-	-	-	-	-	-	-	-	-	-	-	1,085,768
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	-	2,330,753
Loan Balance	-			(3,325,248)	(3,941,544)	(4,701,324)	(5,452,648)	(6,493,882)	(7,676,833)	(9,234,578)	(11,030,091)	(12,882,892)	(14,002,966)	(14,950,423)	(16,944,563)	(13,669,247)
% of Project Costs (net of Interest/Fees and GST).				8.5%	10.1%	12.0%	13.9%	16.6%	19.6%	23.6%	28.2%	32.9%	35.8%	38.2%	43.3%	34.9%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,381,020			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(1,869,553)	3,416,521
Interest Coverage Ratio	15.79			-	-	-	-	-	-	-	-	-	-	-	26.63	23.56
Debt Service Ratio	1.06			-	-	-	-	-	-	-	-	-	-	-	-	0.97
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(16,305,812)			-	-	-	-	-	-	-	-	-	-	-	(15,993,155)	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(954,549)			-	-	-	-	-	-	-	-	-	-	-	-	(93,293)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,260,362			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	954,549			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	16,305,812			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).	-			-	-	-	-	-	-	-	-	-	-	-	(15,993,155)	(16,086,449)
Loan 4 Cash Flow	954,549			-	-	-	-	-	-	-	-	-	-	-	40.86%	41.10%
Interest Coverage Ratio	48.13			-	-	-	-	-	-	-	-	-	-	-	(15,993,155)	-
Debt Service Ratio	1.94			-	-	-	-	-	-	-	-	-	-	-	-	35.65
Project Overdraft				(3,325,248)	(3,941,544)	(4,701,324)	(5,452,648)	(6,493,882)	(7,676,833)	(9,234,578)	(11,030,091)	(12,882,892)	(14,002,966)	(14,950,423)	(32,937,718)	(29,755,695)
% of Project Costs (net of Interest/Fees and GST).				8.50%	10.07%	12.01%	13.93%	16.59%	19.62%	23.60%	28.18%	32.92%	35.78%	38.20%	44.16%	76.03%
Total Equity to Debt Ratio	20.52%			189.79%	160.00%	134.02%	115.63%	97.01%	82.04%	68.12%	57.00%	48.83%	45.11%	42.46%	18.75%	18.75%
Total Debt Interest Coverage Ratio	21.09			-	-	-	-	-	-	-	-	-	-	-	26.63	14.18
Total Debt Service Ratio	1.33			-	-	-	-	-	-	-	-	-	-	-	-	0.97
Net Cash Flow (after Interest)	7,462,626			(27,481)	(616,296)	(759,780)	(751,323)	(1,041,235)	(1,182,951)	(1,557,745)	(1,795,513)	(1,852,801)	(1,120,074)	(947,457)	(17,987,295)	3,182,023
Cumulative Cash Flow**				(9,325,248)	(9,941,544)	(10,701,324)	(11,452,648)	(12,493,882)	(13,676,833)	(15,234,578)	(17,030,091)	(18,882,892)	(20,002,966)	(20,950,423)	(38,937,718)	(35,755,695)
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(17,862,708)	3,416,521
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	37,969				-	(466,992)	(567,304)	(546,653)	(751,855)	(838,332)	(1,091,166)	(1,234,788)	(1,244,459)	(703,978)	(568,030)	(12,013,271)	2,260,058
NPV of Future Cash Flows					10,359,639	10,532,300	11,306,234	12,233,720	13,161,630	14,393,383	15,780,922	17,562,605	19,602,516	21,719,456	23,111,043	24,340,838	42,906,939
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	37,969																

LAND OWNER'S CASH FLOW		TOTAL	X	13	14	15	16	17	18	19	20	21	22	23	24	25
REVENUE																
Gross Revenue	20,000,000		-	-	-	-	-	-	-	-	-	-	-	-	20,000,000	-
Less Selling / Leasing Costs & GST	(1,818,182)		-	-	-	-	-	-	-	-	-	-	-	-	(1,818,182)	-
Profit Share	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	18,181,818		-	-	-	-	-	-	-	-	-	-	-	-	18,181,818	-
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	4,181,818		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow			-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	-														4,181,818	(4,181,818)
Loan Balance	(14,000,000)		(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	-	-
Less Interest Expense	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**			(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	4,181,818	-

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
SALES SUMMARY																
Units Sold	200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Sold				37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Sold				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Sold	3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Sold				697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Sold				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Sold	57,042,046			3,516,927	3,525,601	3,534,296	3,543,013	3,551,751	3,560,510	3,569,291	3,578,094	3,586,919	3,595,765	3,604,633	3,613,523	3,622,435
Cumulative AUD Sold				10,524,846	14,050,447	17,584,743	21,127,756	24,679,506	28,240,017	31,809,308	35,387,402	38,974,321	42,570,086	46,174,719	49,788,242	53,410,677
% AUD Sold				18.5%	24.6%	30.8%	37.0%	43.3%	49.5%	55.8%	62.0%	68.3%	74.6%	80.9%	87.3%	93.6%
HANDOVER SUMMARY																
Units Handed Over	200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Handed Over				37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Handed Over	3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Handed Over				697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Handed Over	57,042,046			3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128
Cumulative AUD Handed Over				10,695,384	14,260,512	17,825,640	21,390,767	24,955,895	28,521,023	32,086,151	35,651,279	39,216,407	42,781,535	46,346,663	49,911,791	53,476,919
% AUD Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	57,042,046			3,516,927	3,525,601	3,534,296	3,543,013	3,551,751	3,560,510	3,569,291	3,578,094	3,586,919	3,595,765	3,604,633	3,613,523	3,622,435
Selling Costs	(2,921,580)			(182,087)	(182,179)	(182,272)	(182,364)	(182,457)	(182,550)	(182,643)	(182,736)	(182,830)	(182,924)	(183,018)	(183,112)	(183,207)
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(5,185,641)			(318,149)	(318,934)	(319,721)	(320,509)	(321,300)	(322,092)	(322,886)	(323,683)	(324,481)	(325,281)	(326,084)	(326,888)	(327,694)
TOTAL NET REVENUE	48,934,826			3,016,690	3,024,488	3,032,304	3,040,139	3,047,994	3,055,868	3,063,762	3,071,675	3,079,608	3,087,560	3,095,532	3,103,523	3,111,534
COSTS																
Land and Acquisition	21,267,308			-	-	-	-	-	-	-	-	-	-	-	-	-
Settlement (Balance)	20,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Stamp Duty *	1,085,490			-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Valuation Fees	181,818			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	970,229			-	429	-	-	323	-	-	216	-	-	108	-	-
Construction Costs (inc Contingency)	10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)	390,824			-	-	-	-	-	-	-	-	-	-	-	-	-
Land Holding Costs	216,596			-	15,074	-	-	11,347	-	-	7,593	-	-	3,810	-	-
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(3,202,263)			(1,851,296)	(16,545)	(16,553)	(16,601)	(16,570)	(16,579)	(16,616)	(16,595)	(16,604)	(16,632)	(16,621)	(16,629)	(16,648)
TOTAL COSTS	39,136,631			(1,851,296)	(1,043)	(16,553)	(16,601)	(4,901)	(16,579)	(16,616)	(8,787)	(16,604)	(16,632)	(12,702)	(16,629)	(16,648)
Net Cash Flow (before Interest)	9,798,195			4,867,986	3,025,530	3,048,857	3,056,740	3,052,895	3,072,447	3,080,378	3,080,462	3,096,212	3,104,192	3,108,234	3,120,153	3,128,182
Cumulative Cash Flow				(29,686,182)	(26,660,652)	(23,611,794)	(20,555,054)	(17,502,160)	(14,429,713)	(11,349,334)	(8,268,872)	(5,172,660)	(2,068,468)	1,039,766	4,159,918	7,288,101

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injections	6,627,942			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	14,090,568			-	-	-	-	206,527	1,456,597	1,469,524	1,478,551	1,495,410	1,508,431	1,519,506	1,534,531	1,547,646
Less Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	7,462,626			(6,000,000)	(6,000,000)	(6,000,000)	(6,000,000)	(5,793,473)	(4,336,876)	(2,867,351)	(1,388,801)	106,610	1,615,041	3,134,547	4,669,078	6,216,724
Equity Cash Flow	7,462,626			-	-	-	-	206,527	1,456,597	1,469,524	1,478,551	1,495,410	1,508,431	1,519,506	1,534,531	1,547,646
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,381,020)			(113,910)	(74,293)	(49,699)	(24,706)	(10,177)	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,381,020			4,867,986	3,025,530	3,048,857	1,768,269	1,231,390	-	-	-	-	-	-	-	-
Interest and Fees	1,381,020			113,910	74,293	49,699	24,706	10,177	-	-	-	-	-	-	-	-
Principal	16,000,000			4,754,076	2,951,237	2,999,158	1,743,562	1,221,214	-	-	-	-	-	-	-	-
Loan Balance	-			(8,915,171)	(5,963,933)	(2,964,776)	(1,221,214)	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).				22.8%	15.2%	7.6%	3.1%									
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,381,020			4,867,986	3,025,530	3,048,857	1,768,269	1,231,390	-	-	-	-	-	-	-	-
Interest Coverage Ratio	15.79			26.48	40.71	61.01	123.05	299.50								
Debt Service Ratio	1.06			0.62	1.00	0.99	1.72	2.48								
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(16,305,812)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(954,549)			(93,838)	(94,385)	(94,936)	(95,489)	(88,530)	(79,626)	(70,665)	(61,680)	(52,696)	(43,665)	(34,611)	(25,545)	(16,445)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,260,362			-	-	-	1,288,471	1,614,978	1,615,850	1,610,854	1,601,911	1,600,801	1,595,761	1,588,728	1,585,622	1,580,536
Interest and Fees	954,549			-	-	-	471,941	88,530	79,626	70,665	61,680	52,696	43,665	34,611	25,545	16,445
Principal	16,305,812			-	-	-	816,531	1,526,447	1,536,223	1,540,189	1,540,231	1,548,106	1,552,096	1,554,117	1,560,076	1,564,091
Loan Balance	-			(16,180,286)	(16,274,671)	(16,369,607)	(15,176,625)	(13,650,177)	(12,113,954)	(10,573,765)	(9,033,534)	(7,485,428)	(5,933,332)	(4,379,215)	(2,819,138)	(1,255,047)
% of Project Costs (net of Interest/Fees and GST).				41.34%	41.58%	41.83%	38.78%	34.88%	30.95%	27.02%	23.08%	19.13%	15.16%	11.19%	7.20%	3.21%
Loan 4 Cash Flow	954,549			-	-	-	1,288,471	1,614,978	1,615,850	1,610,854	1,601,911	1,600,801	1,595,761	1,588,728	1,585,622	1,580,536
Interest Coverage Ratio	48.13			32.15	32.04	31.94	31.84	34.43	38.38	43.36	49.80	58.44	70.71	89.44	121.49	189.21
Debt Service Ratio	1.94			2.36	1.89	1.89	1.89	1.89	1.90	1.92	1.92	1.92	1.93	1.95	1.96	1.97
Project Overdraft				(25,095,457)	(22,238,605)	(19,334,383)	(16,397,838)	(13,650,177)	(12,113,954)	(10,573,765)	(9,033,534)	(7,485,428)	(5,933,332)	(4,379,215)	(2,819,138)	(1,255,047)
% of Project Costs (net of Interest/Fees and GST).				64.12%	56.82%	49.40%	41.90%	34.88%	30.95%	27.02%	23.08%	19.13%	15.16%	11.19%	7.20%	3.21%
Total Equity to Debt Ratio	20.52%			18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%	18.75%
Total Debt Interest Coverage Ratio	21.09			14.52	17.93	20.97	25.29	30.88	43.36	49.80	58.44	70.71	89.44	121.49	189.21	
Total Debt Service Ratio	1.33			0.62	1.00	0.99	0.99	1.07	1.89	1.90	1.92	1.92	1.93	1.95	1.96	1.97
Net Cash Flow (after Interest)	7,462,626			4,660,238	2,856,852	2,904,222	2,936,544	2,954,188	2,992,821	3,009,714	3,018,782	3,043,516	3,060,527	3,073,623	3,094,607	3,111,737
Cumulative Cash Flow**				(31,095,457)	(28,238,605)	(25,334,383)	(22,397,838)	(19,443,651)	(16,450,830)	(13,441,116)	(10,422,334)	(7,378,818)	(4,318,291)	(1,244,668)	1,849,939	4,961,677
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					4,867,986	3,025,530	3,048,857	3,056,740	3,052,895	3,072,447	3,080,378	3,080,462	3,096,212	3,104,192	3,108,234	3,120,153	3,128,182
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	37,969				3,167,424	1,936,332	1,919,273	1,892,690	1,859,321	1,840,553	1,815,053	1,785,347	1,765,057	1,740,597	1,714,292	1,692,654	1,669,190
NPV of Future Cash Flows					40,148,591	35,868,615	33,390,469	30,847,306	28,253,742	25,620,861	22,924,221	20,174,573	17,379,013	14,520,848	11,606,934	8,640,345	5,612,195
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	37,969																

LAND OWNER'S CASH FLOW		TOTAL	X	26	27	28	29	30	31	32	33	34	35	36	37	38
REVENUE																
Gross Revenue	20,000,000		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(1,818,182)		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	18,181,818		-	-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	4,181,818		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow																
Equity Balance	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	(14,000,000)		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**			-	-	-	-	-	-	-	-	-	-	-	-	-	-

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
SALES SUMMARY						
Units Sold	200.00			12.50	-	-
Cumulative Units Sold				200.00	200.00	200.00
% Units Sold				100.0%	100.0%	100.0%
SqM Sold	3,720.00			232.50	-	-
Cumulative SqM Sold				3,720.00	3,720.00	3,720.00
% SqM Sold				100.0%	100.0%	100.0%
AUD Sold	57,042,046			3,631,369	-	-
Cumulative AUD Sold				57,042,046	57,042,046	57,042,046
% AUD Sold				100.0%	100.0%	100.0%
HANDOVER SUMMARY						
Units Handed Over	200.00			12.50	-	-
Cumulative Units Handed Over				200.00	200.00	200.00
% Units Handed Over				100.0%	100.0%	100.0%
SqM Handed Over	3,720.00			232.50	-	-
Cumulative SqM Handed Over				3,720.00	3,720.00	3,720.00
% SqM Handed Over				100.0%	100.0%	100.0%
AUD Handed Over	57,042,046			3,565,128	-	-
Cumulative AUD Handed Over				57,042,046	57,042,046	57,042,046
% AUD Handed Over				100.0%	100.0%	100.0%
DEVELOPER'S CASH FLOW						
REVENUE						
Gross Sales Revenue	57,042,046			3,631,369	-	-
Selling Costs	(2,921,580)			(183,301)	-	-
Gross Rental Income				-	-	-
Leasing Costs	-			-	-	-
Other Income	-			-	-	-
Interest Received*	-			-	-	-
GST Payments (Liabilities)	(5,185,641)			(328,502)	(329,312)	(330,124)
TOTAL NET REVENUE	48,934,826			3,119,565	(329,312)	(330,124)
COSTS						
Land and Acquisition	21,267,308			-	-	-
Settlement (Balance)	20,000,000			-	-	-
Stamp Duty ¹	1,085,490			-	-	-
Legal and Valuation Fees	181,818			-	-	-
Professional Fees	970,229			-	-	-
Construction Costs (inc Contingency)	10,924,823			-	-	-
Statutory Fees	8,219,113			-	-	-
Miscellaneous Costs 1	-			-	-	-
Miscellaneous Costs 2	-			-	-	-
Miscellaneous Costs 3	-			-	-	-
Project Contingency (Reserve)	390,824			-	-	-
Land Holding Costs	216,596			-	-	-
Pre-Sale Commissions	-			-	-	-
Financing Costs (exc Fees)	350,000			-	-	-
GST Refunds (Input Credits)	(3,202,263)			(16,647)	(16,655)	(16,664)
TOTAL COSTS	39,136,631			(16,647)	(16,655)	(16,664)
Net Cash Flow (before Interest)	9,798,195			3,136,212	(312,657)	(313,461)
Cumulative Cash Flow				10,424,313	10,111,656	9,798,195

Cash Flow Table for Case Study 1

Deferred Land Payment JV - Option 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
FINANCING						
Equity						
Manual Adjustments (Inject + / Repay -)				0	0	0
Injects	6,627,942			-	-	627,942
Interest Charged				-	-	-
Equity Repayment	14,090,568			1,873,844	-	-
Less Profit Share	-			-	-	-
Equity Balance	7,462,626			8,090,568	8,090,568	7,462,626
Equity Cash Flow	7,462,626			1,873,844	-	(627,942)
Project Cash Account						
Surplus Cash Injection	-			-	-	-
Cash Reserve Drawdown	-			-	-	-
Interest on Surplus Cash	-			-	-	-
Surplus Cash Balance	-			-	-	-
Loan 1 - Mezzanine Loan						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	(16,000,000)			-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%
Interest Charged	(1,381,020)			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	17,381,020			-	-	-
Interest and Fees	1,381,020			-	-	-
Principal	16,000,000			-	-	-
Loan Balance	-			-	-	-
% of Project Costs (net of Interest/Fees and GST).				-	-	-
Profit Share	-			-	-	-
Loan 1 Cash Flow	1,381,020			-	-	-
Interest Coverage Ratio	15.79			-	-	-
Debt Service Ratio	1.06			-	-	-
Loan 2 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan Balance	-			-	-	-
% of Land Purchase Price.	-			-	-	-
Profit Share	-			-	-	-
Loan 2 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 3 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan Balance	-			-	-	-
% of Land Purchase Price.	-			-	-	-
Profit Share	-			-	-	-
Loan 3 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 4 - Credit Facility						
Drawdown	(16,305,812)			-	(312,657)	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%
Interest Charged	(954,549)			(7,321)	-	(1,824)
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	17,260,362			1,262,368	-	314,481
Interest and Fees	954,549			7,321	-	1,824
Principal	16,305,812			1,255,047	-	312,657
Loan Balance	-			-	(312,657)	-
% of Project Costs (net of Interest/Fees and GST).				-	0.80%	-
Loan 4 Cash Flow	954,549			1,262,368	(312,657)	314,481
Interest Coverage Ratio	48.13			426.11	-	(180.99)
Debt Service Ratio	1.94			2.47	-	(1.05)
Project Overdraft				-	(312,657)	-
% of Project Costs (net of Interest/Fees and GST).				-	0.80%	-
Total Equity to Debt Ratio	20.52%			18.75%	18.57%	-
Total Debt Interest Coverage Ratio	21.09			426.11	-	(180.99)
Total Debt Service Ratio	1.33			2.47	-	(1.05)
Net Cash Flow (after Interest)	7,462,626			3,128,891	(312,657)	(315,285)
Cumulative Cash Flow**				8,090,568	7,777,910	7,462,626
Check Balance	-			-	-	-

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
DEVELOPER'S IRR & NPV						
Cash Flow that includes financing costs but excludes interest and corp tax.						
Static Discount Rate (per ann. nominal)	20.00%			3,136,212	(312,657)	(313,461)
PV for each Month	37,969			1,646,041	(161,408)	(159,170)
NPV of Future Cash Flows				2,525,413	(620,979)	(313,461)
Variable Discount Rate (per ann. nominal)	20.00%			20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	37,969					

LAND OWNER'S CASH FLOW	TOTAL	X	39	40	41
REVENUE					
Gross Revenue	20,000,000	-	-	-	-
Less Selling / Leasing Costs & GST	(1,818,182)	-	-	-	-
Profit Share	-	-	-	-	-
TOTAL NET REVENUE	18,181,818	-	-	-	-
COSTS					
Opportunity Cost of Land	14,000,000	-	-	-	-
Pro. Fees and Construction	-	-	-	-	-
Statutory Fees	-	-	-	-	-
Other Costs	-	-	-	-	-
GST Input Credits Reclaimed	-	-	-	-	-
TOTAL COSTS	14,000,000	-	-	-	-
Net Cash Flow b/f Interest	4,181,818	-	-	-	-
Equity Cash Flow	-	-	-	-	-
Equity Balance	-	-	-	-	-
Loan Balance	(14,000,000)	-	-	-	-
Less Interest Expense	-	-	-	-	-
Cumulative CF After Interest**		-	-	-	-

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits
** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)
Estate Master Licensed to: Estate Master

Summary of Investment Returns to Developer

Case Study 1 Deferred Land Payment JV

Option 1

Time Span: Jul-09 to Dec-12 Type: Land Subdivision Status: Under Review Site Area: 20. Ha FSR: 0.1	Project Size: 200. Lots <small>1 per 0.1 Ha of Site Area</small> Project Size: Equated GFA: 0.0 Ha
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				AUD Total	Lot	Ha of Site Area	Total Net Revenue
REVENUE							
	Quantity	SqM	AUD/Quantity	AUD			
Total Sales Revenue	200	3,720.0	285,210.2	57,042,046	285,210	2,852,102	116.6%
Residential - 1 Bedroom Units	200	3,720.0	285,210.2	57,042,046			
Less Selling Costs				(2,921,580)	14,608	146,079	-6.0%
Less Purchasers Costs				-	-	-	0.0%
NET SALE PROCEEDS				54,120,467	270,602	2,706,023	110.6%
	Average Yield	SqM	AUD/SqM/annum	AUD			
Rental Income	-	-	-	-	-	-	0.0%
Less Outgoings & Vacancies				-	-	-	0.0%
Less Letting Fees				-	-	-	0.0%
Less Incentives (Rent Free and Fit-out Costs)				-	-	-	0.0%
Less Other Leasing Costs				-	-	-	0.0%
NET RENTAL INCOME				-	-	-	0.0%
Interest Received				-	-	-	0.0%
Other Income				-	-	-	0.0%
TOTAL REVENUE (before GST paid)				54,120,467	270,602	2,706,023	110.6%
Less GST paid on all Revenue				(5,185,641)	25,928	259,282	-10.6%
TOTAL REVENUE (after GST paid)				48,934,826	244,674	2,446,741	100.0%
COSTS							
Land Purchase Cost				20,000,000	100,000	1,000,000	40.9%
Land Transaction Costs				1,267,308	6,337	63,365	2.6%
Construction (inc. Construct. Contingency)				10,924,823	54,624	546,241	22.3%
Professional Fees				970,229	4,851	48,511	2.0%
Statutory Fees				8,219,113	41,096	410,956	16.8%
Miscellaneous Costs 1				-	-	-	0.0%
Miscellaneous Costs 2				-	-	-	0.0%
Miscellaneous Costs 3				-	-	-	0.0%
Project Contingency (Project Reserve)				390,824	1,954	19,541	0.8%
Land Holding Costs				216,596	1,083	10,830	0.4%
Pre-Sale Commissions				-	-	-	0.0%
Finance Charges (inc. Fees)				350,000	1,750	17,500	0.7%
Interest Expense				2,335,569	11,678	116,778	4.8%
TOTAL COSTS (before GST reclaimed)				44,674,463	223,372	2,233,723	91.3%
Less GST reclaimed				(3,202,263)	16,011	160,113	-6.5%
TOTAL COSTS (after GST reclaimed)				41,472,200	207,361	2,073,610	84.7%

PERFORMANCE INDICATORS

¹ Net Development Profit	7,462,626	
³ Development Margin (or Profit/Risk Margin)	16.81%	on total development costs (inc selling costs).
⁴ Residual Land Value (based on 22% Target Margin)	18,127,345	(Inclusive of GST) 906,367.26 per Ha of Site Area
⁵ Net Present Value	37,969	(at 20% per ann. discount rate, nominal)
⁶ Benefit Cost Ratio	1.0013	(at 20% per ann. discount rate, nominal)
⁷ Project Internal Rate of Return (IRR)	20.12%	(per ann. nominal)
⁸ Residual Land Value (based on NPV)	20,057,885	(Inclusive of GST) 1,002,894.24 per Ha of Site Area
Equity IRR	33.64%	(per ann. nominal)
Equity Contribution	6,627,942	
Peak Debt Exposure	32,937,718	
Equity to Debt Ratio	20.52%	
⁹ Weighted Average Cost of Capital (WACC)	7.06%	
¹⁰ Breakeven Date for Cumulative Cash Flow	Aug-2012	(Month 37)
¹¹ Yield on Cost	0.00%	
¹² Rent Cover	N.A.	
¹³ Profit Erosion	N.A.	

Footnotes:

1. Development Profit: is total revenue less total cost including interest paid and received
2. Note: No redistribution of Developer's Gross Profit
3. Development Margin: is profit divided by total development costs (inc selling costs).
4. Residual Land Value: is the maximum purchase price for the land whilst achieving the target development margin.
5. Net Present Value: is the Developer's cash flow stream discounted to present value. It includes financing costs but excludes interest and corp tax.
6. Benefit:Cost Ratio: is the ratio of discounted incomes to discounted costs and includes financing costs but excludes interest and corp tax.
7. Internal Rate of Return: is the discount rate where the NPV above equals Zero.
8. Residual Land Value (based on NPV): is the purchase price for the land to achieve a zero NPV.
9. The Weighted Average Cost of Capital (WACC) is the rate that a company is expected to pay to finance its assets.
10. Breakeven date for Cumulative Cash Flow: is the last date when total debt and equity is repaid (ie when profit is realised).
11. Yield on Cost is Current Net Annual Rent divided by Total Costs (before GST reclaimed), including all Selling Costs.
12. The total net development profit divided by the current net annual rental expressed as a number of years/months.
13. The period of time post practical completion that it can remain unsold (but leased out) until finance and land holding costs erodes the profit for the development to zero.

Summary of Investment Returns to Developer

Case Study 1

Deferred Land Payment JV

Option 1

Time Span: Jul-09 to Dec-12 Type: Land Subdivision Status: Under Review Site Area: 20. Ha FSR: 0:1	Project Size: 200. Lots <small>1 per 0.1 Ha of Site Area</small> Project Size: Equated GFA: 0.0 Ha
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Estate Master Licensed to: Estate Master

RETURNS ON FUNDS INVESTED	Equity	Loan 1			Loan 4	Total Debt
		Mezzanine Loan			Credit Facility	
¹ Funds Invested (Cash Outlay)	6,627,942	16,000,000			16,305,812	32,305,812
% of Total Funds Invested	17.02%	41.10%			41.88%	82.98%
² Peak Exposure	6,000,000	16,944,563			16,369,607	32,937,718
Date of Peak Exposure	Jan-10	Jul-11			Nov-11	Jul-11
Month of Peak Exposure	Month 6	Month 24			Month 28	Month 24
Weighted Average Interest Rate	N.A.	10.00%			7.00%	8.51%
Interest Charged	-	1,381,020			954,549	2,335,569
Line Fees Charged	-	-			-	-
Application Fees Charged	-	-			-	-
Profit Share Received	-	-			-	-
³ Total Profit to Funders	7,462,626	1,381,020			954,549	2,335,569
⁴ Margin on Funds Invested	112.59%	8.63%			5.85%	7.23%
⁵ Payback Date	May-12	Jan-12			Dec-12	Dec-12
Month of Payback	Month 34	Month 30			Month 41	Month 41
⁶ IRR on Funds Invested	33.64%	10.00%			7.00%	8.56%
⁷ Equity to Debt Ratio		41.42%			40.65%	20.52%
⁸ Loan to Value Ratio	10.52%	29.71%			28.70%	57.74%
⁹ Loan Ratio	16.94%	44.41%			44.10%	88.51%
	of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).			of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).

Footnotes:

1. The total amount of funding injected into the project cash flow.
2. The maximum cash flow exposure of that equity/debt facility including capitalised interest.
3. The total repayments less funds invested, including profit share paid or received.
4. Margin is net profit divided by total funds invested (cash outlay).
5. Payback date for the equity/debt facility is the last date when total equity/debt is repaid.
6. IRR on Funds Invested is the IRR of the equity cash flow including the return of equity and realisation of project profits.
7. Equity to Debt Ratio is the amount of equity contributed into the project as a percentage of debt funding.
8. Loan to Value ratio is the Peak Equity/Debt Exposure divided by Total Sales Revenue.
9. Loan Ratio is the total funds invested by the lender (cash outlay) divided by the nominated ratio calculation method. It includes capitalised interest and fees.

Summary of Investment Returns to Land Owner & Developer

ESTATEMASTER
PROPERTY SOFTWARE

Development Feasibility

Case Study 1

Deferred Land Payment JV

Option 1

Time Span: Jul-09 to Dec-12 Type: Land Subdivision Status: Under Review Site Area: 20. Ha FSR: 0:1	Project Size: 200. Lots <small>1 per 0.1 Ha of Site Area</small> Project Size: Equated GFA: 0.0 Ha
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Estate Master Licensed to: Estate Master

COSTS & REVENUES	Land Owner	Developer	Joint Venture	% by Land Owner
	Enter Land Owner Name	Enter Developer Name		
REVENUE				
Land Sale to Developer	20,000,000			
Gross Sales Revenue	-	57,042,046	57,042,046	0.0%
Less Selling Costs	-	(2,921,580)	(2,921,580)	0.0%
Less Purchasers Costs	-	-	-	N.A.
NET SALE PROCEEDS	20,000,000	54,120,467	54,120,467	37.0%
Gross Rental Income	-	-	-	N.A.
Less Leasing Costs	-	-	-	N.A.
NET RENTAL INCOME	-	-	-	N.A.
Interest Received	-	-	-	N.A.
Other Income	-	-	-	N.A.
TOTAL REVENUE (before GST paid)	20,000,000	54,120,467	54,120,467	37.0%
Less GST paid on all Revenue	(1,818,182)	(5,185,641)	(7,003,822)	26.0%
TOTAL REVENUE (after GST paid)	18,181,818	48,934,826	47,116,645	38.6%
COSTS				
Opportunity Cost of Land	14,000,000		14,000,000	
Land Acquisition Costs		21,267,308	1,267,308	
Construction Costs	-	10,924,823	10,924,823	0.0%
Professional Fees	-	970,229	970,229	0.0%
Statutory Fees	-	8,219,113	8,219,113	0.0%
Miscellaneous Costs 1	-	-	-	N.A.
Miscellaneous Costs 2	-	-	-	N.A.
Miscellaneous Costs 3	-	-	-	N.A.
Project Contingency (Reserve)	-	390,824	390,824	0.0%
Land Holding Costs	-	216,596	216,596	0.0%
Pre-Sale Commissions	-	-	-	N.A.
Finance Charges (inc. Line Fees)	-	350,000	350,000	0.0%
Interest Expense	-	2,335,569	2,335,569	0.0%
TOTAL COSTS (before GST reclaimed)	14,000,000	44,674,463	38,674,463	36.2%
Less GST reclaimed	-	(3,202,263)	(3,202,263)	0.0%
TOTAL COSTS (after GST reclaimed)	14,000,000	41,472,200	35,472,200	39.5%
PERFORMANCE INDICATORS				
Net Development Profit	4,181,818	7,462,626	11,644,444	
Development Margin <small>on total development costs (inc selling costs).</small>	29.87%	16.81%	32.83%	
Discount Rate	14.00%	20.00%		
NPV of Cash Flow	13,763,812			
NPV less Land Value	(236,188)	37,969		
Internal Rate of Return	13.14%	20.12%		

* Note: No redistribution of Developer's Gross Profit

The table below is the Sensitivity of the Land Owner's Performance Indicators to changes in the variables.
If the table is invisible it is because data has changed since the last time the sensitivity procedure was performed.

APPENDIX 2

Main Inputs for Case Study 1

Land and Profit Share - Option 2

Estate Master Licensed to: Estate Master

Version 5.13 August 2011

Preliminary

Cash Flow Title	Land and Profit Share	Description of Option/Stage	Option 2
Date of First Period:	Jul-2009		
Cash Flow Rest Period:	Monthly		
Enter Project Size (a)	200.0	Lots	
Enter Project Size (b)	-		
Enter Site Area	20.0	Ha	Floor Space Ratio 0:1
			Equated Gross Floor Area= 0.0 Ha
Type	Land Subdivision		
Status	Under Review		

Goods and Services Tax

(Using General Tax Rule)

Developer	Credits Reclaimed TWO Months Later	Liability Paid TWO Months Later	Liability on Sales Paid by both parties
Land Owner	Credits Reclaimed ONE Month Later	Liability Paid in the Same Month	Liability on Sales Paid by both parties

Goods and Services Tax Rate	10.00%
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All Project Costs	To be entered Inclusive of GST
Rental Income & Leasing Costs	To be entered Inclusive of GST
Sales Revenue	To be entered Inclusive of GST
Other Income	To be entered Inclusive of GST

1000

Land Purchase & Acquisition Costs

Costs to be entered Inclusive of GST

PV of Land Opportunity Cost (net of GST)	14,000,000
Land Purchase Price	7,000,000

Code	Stage	% of Land Purchase Price		AND/OR Lump Amount
		% paid	Amount	
1002	-	0.00%	-	-
1003	-	0.00%	-	-
1004	-	0.00%	-	-
1005	-	0.00%	-	-
1006	-	0.00%	-	-
1007	-	100.00%	-	7,000,000
1008	-	NSW	-	370,490
Interest on Deposit in Trust Account		0.00%	Interest from deposit shared between parties	
Profit Share to Land Owner		65.00%	13,708,542 Paid progressively as project makes a profit.	

Month Start	Month Span	Cash Flow Period	GST Included on Land Price?
0	-	-	Y
0	-	-	Reclaim All After First Land Payment
0	-	-	
0	-	-	
0	-	-	
0	-	-	
24	1	Jul-11 - Jul-11	
24	1	Jul-11 - Jul-11	

(Stamp Duty calculated on Land Value of 7,000,000 inc. GST)

Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
6,363,636	7,000,000	7,000,000
370,490	370,490	370,490
TOTAL	6,734,126	7,370,490

Stamp Duty

Code	Stage	% of Land Price exc Tax		AND/OR Lump Amount
		% paid	Amount	
1011	-	1.00%	63,636	-
1012	-	0.00%	-	-
1013	-	0.00%	-	-
1014	-	0.00%	-	-
1015	-	0.00%	-	-

Month Start	Month Span	Cash Flow Period
L	-	Jul-11 - Jul-11
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-

GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
Y		57,851	63,636	63,636
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Manual Input (refer to Cash Flow)		-	-	-
TOTAL		57,851	63,636	63,636

Cost Escalation

¹ (No GST credit available for Stamp Duty)

² Pro-rata with Land Payments (L¹)

		Escalation Rates (Monthly Compounded Escalation) based on Cashflow Period Years commencing									
		Jul-09	Jul-10	Jul-11	Jul-12	Jul-13	Jul-14	Jul-15	Jul-16	Jul-17	Jul-18
	Professional Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Code	Construction Costs (Uncategorised)	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
SUB	Subdivision Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
STG	Stage Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
BUI	Built Form	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
OT1	Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
OT2	Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
	Statutory Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Miscellaneous Costs 1	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Miscellaneous Costs 2	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Miscellaneous Costs 3	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Land Holding Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Selling and Leasing Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Finance Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

Land and Profit Share - Option 2

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Main Inputs for Case Study 1

Land and Profit Share - Option 2

5000

Statutory Fees

Costs to be entered Inclusive of GST

Code	Stage	Description	Units	Base Rate / Units	Escalate (E,R,N)	S-Curve
5001	-	DA Fees	1	100,000	E	-
5002	-	Council Contributions	200	40,000	E	-
5003	-	-	-	-	-	-
5004	-	-	-	-	-	-
5005	-	-	-	-	-	-
5006	-	-	-	-	-	-
5007	-	-	-	-	-	-
5008	-	-	-	-	-	-
5009	-	-	-	-	-	-
5010	-	-	-	-	-	-
5011	-	-	-	-	-	-
5012	-	-	-	-	-	-
5013	-	-	-	-	-	-
5014	-	-	-	-	-	-
5015	-	-	-	-	-	-

Month Start	Month Span	Cash Flow Period
0	6	Jul-09 - Dec-09
6	1	Jan-10 - Jan-10
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
0	-	-
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Land and Profit Share - Option 2

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Main Inputs for Case Study 1

Land and Profit Share - Option 2

9000

Sales

Sales Revenue to be entered Inclusive of GST

Code	Stage	Description	No. Units	Total Area	Current Sale Price	Sales Calc Method	Pre-Sale Exchanges		Settlements		Cash Flow Period	Sales Rate Units / SqM per Month	% Split to Owner	GST Included	Land Use Code	Total Current Sales Revenue (exc GST)	Total Current Sales Revenue (inc GST)	Total Escalated Sales Revenue
				SqM			Month Start	Month Span	Month Start	Month Span								
1	-	Townhouse 1	50	240	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	3.13	-	Y	RS	9,090,909	10,000,000	10,807,512
2	-	Townhouse 2	30	250	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	-	Y	RS	5,454,545	6,000,000	6,484,507
3	-	Townhouse 3	15	280	220,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	3,000,000	3,300,000	3,566,479
4	-	Townhouse 4	7	300	240,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.44	-	Y	RS	1,527,273	1,680,000	1,815,662
5	-	Houses 1	13	350	290,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.81	-	Y	RS	3,427,273	3,770,000	4,074,432
6	-	Houses 2	15	350	300,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	4,090,909	4,500,000	4,863,380
7	-	Houses 3	19	450	310,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.19	-	Y	RS	5,354,545	5,890,000	6,365,624
8	-	Houses 4	30	450	315,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	-	Y	RS	8,590,909	9,450,000	10,213,099
9	-	McMansions 1	6	500	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.38	-	Y	RS	2,127,273	2,340,000	2,528,958
10	-	McMansions 2	15	550	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	-	Y	RS	5,318,182	5,850,000	6,322,394
9011	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9012	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9013	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9014	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9015	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9016	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9017	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9018	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9019	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9020	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
Capitalised Sales (refer to Tenants)															-	-	-	
Manual Input (refer to Cash Flow)															-	-	-	
TOTAL															47,981,818	52,780,000	57,042,046	

9100

Other Income

Other Income to be entered Inclusive of GST

Code	Stage	Description	Land Use Code	Units	Base Rate / Units	Month Start	Month Span	Cash Flow Period	% Split to Owner	GST Included	Remarks	Total Current Income (exc GST)	Total Current Income (inc GST)	Total Escalated Income
9101	-	.	-	-	-	0	-	-	-	Y		-	-	-
9102	-	.	-	-	-	0	-	-	-	Y		-	-	-
9103	-	.	-	-	-	0	-	-	-	Y		-	-	-
9104	-	.	-	-	-	0	-	-	-	Y		-	-	-
9105	-	.	-	-	-	0	-	-	-	Y		-	-	-
9106	-	.	-	-	-	0	-	-	-	Y		-	-	-
9107	-	.	-	-	-	0	-	-	-	Y		-	-	-
9108	-	.	-	-	-	0	-	-	-	Y		-	-	-
9109	-	.	-	-	-	0	-	-	-	Y		-	-	-
9110	-	.	-	-	-	0	-	-	-	Y		-	-	-
Manual Input (refer to Cash Flow)												-	-	-
TOTAL												-	-	-

Land and Profit Share - Option 2

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Land and Profit Share - Option 2

Loan 4	Description	Credit Facility		Opening Balances		Loan 4
No Limit (use as overdraft facility)		-				Totals
Interest Rate	8.00%	per annum Nominal - Capitalised (Compounded)		-	Drawdown	1,472,631
Fees	Amount	Percentage	Month Paid		Interest Charged	107,553
Application Fee	-	0.00%	0			
Line Fee	-	0.00%				
Maintain Leverage on Loan 4	50.00%	% of Future Positive Net Cash Flows			Application Fees	-
Interest Rate for Enter Land Owner Name	0.00%	per annum Nominal			Line Fees	-
					Interest Charged to Enter Land Owner Name	-

Code		Stage		Financing Costs (to be entered inclusive of GST)		No. of Units	Base Rate / Unit	Escalate (E,R,N)	Month Start	Month Span	Cash Flow Period	% Paid by Owner	GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
10009	-	-	-	Application Fee	1	350,000	E		0	1	Jul-09 - Jul-09	-	N		350,000	350,000	350,000
10010	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10011	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10012	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10013	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10014	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10015	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10016	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10017	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
10018	-	-	-		-	-	-		0	-	-	-	Y		-	-	-
Manual Input (refer to Cash Flow)															-	-	-
TOTAL															350,000	350,000	350,000

Developer's Discount Rate (target)

Developer's Discount Rate (target IRR)	20.00%	per annum Nominal, on cash flow that includes financing costs but excludes interest and corp tax.
Land Owner's Discount Rate	16.00%	per annum Nominal
Nominate an estimate of IRR	20.00%	per ann.
Developer's Target Dev. Margin	22.00%	on total development costs (inc selling costs).
Developer's Cost of Equity (for WACC)	20.00%	

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(5,185,641)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	48,934,826			-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Land and Acquisition																
Land and Acquisition	7,434,126			-	-	-	-	-	-	-	-	-	-	-	-	-
Settlement (Balance)	7,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Stamp Duty ¹	370,490			-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Valuation Fees	63,636			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	970,229			11,272	10,703	10,703	11,272	10,703	10,703	246,288	10,220	10,220	10,788	-	-	569
Construction Costs (inc Contingency)	10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	8,219,113			16,667	16,667	16,667	16,667	16,667	16,667	8,119,113	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)	390,824			532	532	532	532	532	532	162,581	199	199	199	-	-	-
Land Holding Costs	216,596			20,000	-	-	20,000	-	-	20,000	-	-	20,000	-	-	20,000
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			350,000	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(2,009,701)			-	-	(1,053)	(1,001)	(1,001)	(1,053)	(1,001)	(1,001)	(30,953)	(940)	(940)	(991)	-
TOTAL COSTS	26,496,012			398,471	27,902	26,849	47,469	26,901	26,849	8,546,981	9,417	(20,535)	30,048	(940)	(991)	20,569
Net Cash Flow (before Interest)	22,438,815			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Cumulative Cash Flow				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,110,839)	(9,090,304)	(9,120,352)	(9,119,412)	(9,118,421)	(9,138,990)

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injects	7,627,942			398,471	27,902	26,849	47,469	26,901	26,849	6,445,559	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	28,718,007			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	(13,708,542)			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	7,381,523			(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)
Equity Cash Flow	7,381,523			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(6,445,559)	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	-	-	-	-	-	(2,101,422)	(9,417)	-	(30,048)	-	-	(20,589)
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,241,197)			-	-	-	-	-	-	-	(17,512)	(17,736)	(17,713)	(18,111)	(18,254)	(18,396)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,241,197			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Interest and Fees	1,241,197			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	(2,101,422)	(2,128,351)	(2,125,552)	(2,173,313)	(2,190,484)	(2,207,747)	(2,246,713)
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	7.9%	8.0%	8.0%	8.2%	8.3%	8.3%	8.5%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,241,197			-	-	-	-	-	-	(2,101,422)	(9,417)	20,535	(30,048)	940	991	(20,569)
Interest Coverage Ratio	17.57			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.07			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(1,472,631)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			8.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(107,553)			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	1,580,184			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	107,553			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	1,472,631			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 Cash Flow	107,553			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	427.19			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	3.73			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Overdraft				-	-	-	-	-	-	(2,101,422)	(2,128,351)	(2,125,552)	(2,173,313)	(2,190,484)	(2,207,747)	(2,246,713)
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	7.93%	8.03%	8.02%	8.20%	8.27%	8.33%	8.48%
Total Equity to Debt Ratio	43.66%			-	-	-	-	-	-	333.11%	331.62%	331.62%	326.97%	326.97%	326.97%	323.86%
Total Debt Interest Coverage Ratio	36.53			-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Service Ratio	1.30			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow (after Interest)	21,090,065			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(26,929)	2,799	(47,761)	(17,171)	(17,263)	(38,967)
Cumulative Cash Flow**				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,128,351)	(9,125,552)	(9,173,313)	(9,190,484)	(9,207,747)	(9,246,713)
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Static Discount Rate (per ann. nominal)		20.00%															
PV for each Month		932,347			(398,471)	(27,444)	(25,976)	(45,173)	(25,180)	(24,719)	(7,740,005)	(8,388)	17,991	(25,894)	796	826	(16,868)
NPV of Future Cash Flows					932,347	1,352,997	1,403,914	1,454,609	1,527,113	1,579,914	1,633,543	10,350,199	10,532,277	10,686,938	10,895,602	11,076,240	11,259,836
Variable Discount Rate (per ann. nominal)		20.00%			20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)		932,347															

LAND OWNER'S CASH FLOW		TOTAL	X	0	1	2	3	4	5	6	7	8	9	10	11	12
REVENUE																
Gross Revenue		7,000,000		-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST		(636,364)		-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share		13,708,542		-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE		20,072,179		-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Opportunity Cost of Land		14,000,000		14,000,000												
Pro. Fees and Construction		-		-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees		-		-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs		-		-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed		-		-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS		14,000,000		14,000,000	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest		6,072,179		(14,000,000)	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow				(14,000,000)	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance		(14,000,000)		(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)
Loan Balance		-		-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense		-		-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,499,644	3,508,275
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	3,499,644	7,007,919
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	6.1%	12.3%
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,565,128	3,565,128
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	3,565,128	7,130,256
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,499,644	3,508,275
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	(181,904)	(181,996)
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(5,185,641)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	48,934,826			-	-	-	-	-	-	-	-	-	-	-	3,317,740	3,326,279
COSTS																
Land and Acquisition	7,434,126			-	-	-	-	-	-	-	-	-	-	-	7,434,126	-
Settlement (Balance)	7,000,000			-	-	-	-	-	-	-	-	-	-	-	7,000,000	-
Stamp Duty ¹	370,490			-	-	-	-	-	-	-	-	-	-	-	370,490	-
Legal and Valuation Fees	63,636			-	-	-	-	-	-	-	-	-	-	-	63,636	-
Professional Fees	970,229			-	31,174	37,977	40,526	56,113	62,916	84,169	96,638	100,324	62,347	52,995	534	-
Construction Costs (inc Contingency)	10,924,823			-	546,241	655,489	710,114	983,234	1,092,482	1,474,851	1,693,348	1,747,972	1,092,482	928,610	-	-
Statutory Fees	8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Proiect Contingency (Reserve)	390,824			-	11,223	13,467	14,590	20,201	22,446	30,301	34,791	35,913	22,446	19,079	-	-
Land Holding Costs	216,596			-	-	20,000	-	-	20,000	-	-	20,000	-	-	18,773	-
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(2,009,701)			-	(52)	-	(53,083)	(63,752)	(69,008)	(95,550)	(106,218)	(143,325)	(164,558)	(169,919)	(106,167)	(90,242)
TOTAL COSTS	26,496,012			-	588,586	726,934	712,145	995,796	1,128,835	1,493,771	1,718,558	1,760,884	1,012,717	830,765	7,347,266	(90,242)
Net Cash Flow (before Interest)	22,438,815			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(4,029,527)	3,416,521
Cumulative Cash Flow				(9,138,990)	(9,727,575)	(10,454,509)	(11,166,655)	(12,162,451)	(13,291,286)	(14,785,057)	(16,503,615)	(18,264,499)	(19,277,216)	(20,107,981)	(24,137,508)	(20,720,987)

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injections	7,627,942			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	28,718,007			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	(13,708,542)			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Balance	7,381,523			(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)
Equity Cash Flow	7,381,523			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)				(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(2,869,553)	
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,241,197)			(18,723)	(18,879)	(23,941)	(30,198)	(36,384)	(44,986)	(54,768)	(67,672)	(82,557)	(97,919)	(107,175)	(114,991)	(139,862)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,241,197			-	-	-	-	-	-	-	-	-	-	-	-	3,416,521
Interest and Fees	1,241,197			-	-	-	-	-	-	-	-	-	-	-	-	923,313
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	-	2,493,208
Loan Balance	-			(2,265,436)	(2,872,901)	(3,623,775)	(4,366,119)	(5,398,299)	(6,572,120)	(8,120,659)	(9,906,889)	(11,750,331)	(12,860,967)	(13,798,907)	(16,783,451)	(13,506,792)
% of Project Costs (net of Interest/Fees and GST).				8.6%	10.8%	13.7%	16.5%	20.4%	24.8%	30.6%	37.4%	44.3%	48.5%	52.1%	63.3%	51.0%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,241,197			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(2,869,553)	3,416,521
Interest Coverage Ratio	17.57			-	-	-	-	-	-	-	-	-	-	-	28.85	23.78
Debt Service Ratio	1.07			-	-	-	-	-	-	-	-	-	-	-	-	0.97
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(1,472,631)			-	-	-	-	-	-	-	-	-	-	-	(1,159,973)	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(107,553)			-	-	-	-	-	-	-	-	-	-	-	-	(6,767)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	1,580,184			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	107,553			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	1,472,631			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	-	-	-	-	-	(1,159,973)	(1,166,740)
Loan 4 Cash Flow	107,553			-	-	-	-	-	-	-	-	-	-	-	4.38%	4.40%
Interest Coverage Ratio	427.19			-	-	-	-	-	-	-	-	-	-	-	(1,159,973)	-
Debt Service Ratio	3.73			-	-	-	-	-	-	-	-	-	-	-	-	491.54
Project Overdraft				(2,265,436)	(2,872,901)	(3,623,775)	(4,366,119)	(5,398,299)	(6,572,120)	(8,120,659)	(9,906,889)	(11,750,331)	(12,860,967)	(13,798,907)	(17,943,424)	(14,673,532)
% of Project Costs (net of Interest/Fees and GST).				8.55%	10.84%	13.68%	16.48%	20.37%	24.80%	30.65%	37.39%	44.35%	48.54%	52.08%	67.72%	55.38%
Total Equity to Debt Ratio	43.66%			323.86%	254.54%	201.32%	167.10%	135.01%	110.87%	89.66%	73.48%	62.02%	56.91%	53.31%	40.79%	40.79%
Total Debt Interest Coverage Ratio	36.53			-	-	-	-	-	-	-	-	-	-	-	28.85	22.69
Total Debt Service Ratio	1.30			-	-	-	-	-	-	-	-	-	-	-	-	0.97
Net Cash Flow (after Interest)	21,090,065			(18,723)	(607,464)	(750,875)	(742,344)	(1,032,180)	(1,173,821)	(1,548,539)	(1,786,230)	(1,843,441)	(1,110,636)	(937,940)	(4,144,517)	3,269,893
Cumulative Cash Flow**				(9,265,436)	(9,872,901)	(10,623,775)	(11,366,119)	(12,398,299)	(13,572,120)	(15,120,659)	(16,906,889)	(18,750,331)	(19,860,967)	(20,798,907)	(24,943,424)	(21,673,532)
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	(4,029,527)	3,416,521
Static Discount Rate (per ann. nominal)	20.00%																
NPV of Future Cash Flows	932,347				-	(466,992)	(567,304)	(546,653)	(751,855)	(838,332)	(1,091,166)	(1,234,788)	(1,244,459)	(703,978)	(568,030)	(2,709,992)	2,260,058
Variable Discount Rate (per ann. nominal)	20.00%				11,468,411	11,659,552	12,452,273	13,398,860	14,346,189	15,597,685	17,005,296	18,807,385	20,868,042	23,006,074	24,419,104	25,670,701	30,195,231
NPV (using weighted avg discount rate)	932,347				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%

LAND OWNER'S CASH FLOW		TOTAL	X	13	14	15	16	17	18	19	20	21	22	23	24	25
REVENUE																
Gross Revenue	7,000,000		-	-	-	-	-	-	-	-	-	-	-	-	7,000,000	-
Less Selling / Leasing Costs & GST	(636,364)		-	-	-	-	-	-	-	-	-	-	-	-	(636,364)	-
Profit Share	13,708,542		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	20,072,179		-	-	-	-	-	-	-	-	-	-	-	-	6,363,636	-
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	6,072,179		-	-	-	-	-	-	-	-	-	-	-	-	6,363,636	-
Equity Cash Flow			-	-	-	-	-	-	-	-	-	-	-	-	6,363,636	-
Equity Balance	(14,000,000)		(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(7,636,364)	(7,636,364)
Loan Balance	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-		-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**			(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(7,636,364)	(7,636,364)

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
SALES SUMMARY																	
Units Sold		200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Sold					37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Sold					18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Sold		3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Sold					697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Sold					18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Sold		57,042,046			3,516,927	3,525,601	3,534,296	3,543,013	3,551,751	3,560,510	3,569,291	3,578,094	3,586,919	3,595,765	3,604,633	3,613,523	3,622,435
Cumulative AUD Sold					10,524,846	14,050,447	17,584,743	21,127,756	24,679,506	28,240,017	31,809,308	35,387,402	38,974,321	42,570,086	46,174,719	49,788,242	53,410,677
% AUD Sold					18.5%	24.6%	30.8%	37.0%	43.3%	49.5%	55.8%	62.0%	68.3%	74.6%	80.9%	87.3%	93.6%
HANDOVER SUMMARY																	
Units Handed Over		200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Handed Over					37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Handed Over					18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Handed Over		3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Handed Over					697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Handed Over					18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Handed Over		57,042,046			3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128
Cumulative AUD Handed Over					10,695,384	14,260,512	17,825,640	21,390,767	24,955,895	28,521,023	32,086,151	35,651,279	39,216,407	42,781,535	46,346,663	49,911,791	53,476,919
% AUD Handed Over					18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
DEVELOPER'S CASH FLOW																	
REVENUE																	
Gross Sales Revenue		57,042,046			3,516,927	3,525,601	3,534,296	3,543,013	3,551,751	3,560,510	3,569,291	3,578,094	3,586,919	3,595,765	3,604,633	3,613,523	3,622,435
Selling Costs		(2,921,580)			(182,087)	(182,179)	(182,272)	(182,364)	(182,457)	(182,550)	(182,643)	(182,736)	(182,830)	(182,924)	(183,018)	(183,112)	(183,207)
Gross Rental Income		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*		-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)		(5,185,641)			(318,149)	(318,934)	(319,721)	(320,509)	(321,300)	(322,092)	(322,886)	(323,683)	(324,481)	(325,281)	(326,084)	(326,888)	(327,694)
TOTAL NET REVENUE		48,934,826			3,016,690	3,024,488	3,032,304	3,040,139	3,047,994	3,055,868	3,063,762	3,071,675	3,079,608	3,087,560	3,095,532	3,103,523	3,111,534
COSTS																	
Land and Acquisition		7,434,126			-	-	-	-	-	-	-	-	-	-	-	-	-
Settlement (Balance)		7,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Stamp Duty *		370,490			-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Valuation Fees		63,636			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees		970,229			-	429	-	-	323	-	-	216	-	-	108	-	-
Construction Costs (inc Contingency)		10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees		8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)		390,824			-	-	-	-	-	-	-	-	-	-	-	-	-
Land Holding Costs		216,596			-	15,074	-	-	11,347	-	-	7,593	-	-	3,810	-	-
Pre-Sale Commissions		-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)		350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)		(2,009,701)			(658,734)	(16,545)	(16,553)	(16,601)	(16,570)	(16,579)	(16,616)	(16,595)	(16,604)	(16,632)	(16,621)	(16,629)	(16,648)
TOTAL COSTS		26,496,012			(658,734)	(1,043)	(16,553)	(16,601)	(4,901)	(16,579)	(16,616)	(8,787)	(16,604)	(16,632)	(12,702)	(16,629)	(16,648)
Net Cash Flow (before Interest)		22,438,815			3,675,425	3,025,530	3,048,857	3,056,740	3,052,895	3,072,447	3,080,378	3,080,462	3,096,212	3,104,192	3,108,234	3,120,153	3,128,182
Cumulative Cash Flow					(17,045,562)	(14,020,032)	(10,971,175)	(7,914,435)	(4,861,540)	(1,789,093)	1,291,286	4,371,748	7,467,959	10,572,151	13,680,386	16,800,538	19,928,721

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injects	7,627,942			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	28,718,007			-	-	-	-	2,057,237	3,072,447	3,080,378	3,080,462	3,096,212	3,104,192	3,108,234	3,120,153	3,124,848
Less Profit Share	(13,708,542)			-	-	-	-	-	-	(786,541)	(2,002,300)	(2,012,538)	(2,017,725)	(2,020,352)	(2,028,099)	(2,031,151)
Equity Balance	7,381,523			(7,000,000)	(7,000,000)	(7,000,000)	(7,000,000)	(4,942,763)	(1,870,316)	423,522	1,501,684	2,585,358	3,671,825	4,759,707	5,851,760	6,945,457
Equity Cash Flow	7,381,523			-	-	-	-	2,057,237	3,072,447	2,293,838	1,078,162	1,083,674	1,086,467	1,087,882	1,092,053	1,093,697
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(1,241,197)			(112,557)	(82,866)	(58,344)	(33,423)	(8,229)	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	17,241,197			3,675,425	3,025,530	3,048,857	3,056,740	995,658	-	-	-	-	-	-	-	-
Interest and Fees	1,241,197			112,557	82,866	58,344	33,423	8,229	-	-	-	-	-	-	-	-
Principal	16,000,000			3,562,868	2,942,664	2,990,513	3,023,317	987,429	-	-	-	-	-	-	-	-
Loan Balance	-			(9,943,924)	(7,001,260)	(4,010,746)	(987,429)	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).	-			37.5%	26.4%	15.1%	3.7%	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	1,241,197			3,675,425	3,025,530	3,048,857	3,056,740	995,658	-	-	-	-	-	-	-	-
Interest Coverage Ratio	17.57			26.80	36.50	51.97	90.96	370.40	-	-	-	-	-	-	-	-
Debt Service Ratio	1.07			0.82	1.00	0.99	0.99	3.06	-	-	-	-	-	-	-	-
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(1,472,631)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(107,553)			(6,806)	(6,846)	(6,886)	(6,926)	(6,966)	(7,007)	(7,048)	(7,089)	(7,130)	(7,172)	(7,214)	(7,256)	(7,298)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	1,580,184			-	-	-	-	-	-	-	-	-	-	-	-	3,334
Interest and Fees	107,553			-	-	-	-	-	-	-	-	-	-	-	-	3,334
Principal	1,472,631			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Balance	-			(1,173,546)	(1,180,392)	(1,187,277)	(1,194,203)	(1,201,169)	(1,208,176)	(1,215,224)	(1,222,312)	(1,229,443)	(1,236,614)	(1,243,828)	(1,251,084)	(1,255,047)
% of Project Costs (net of Interest/Fees and GST).	-			4.43%	4.45%	4.48%	4.51%	4.53%	4.56%	4.59%	4.61%	4.64%	4.67%	4.69%	4.72%	4.74%
Loan 4 Cash Flow	107,553			-	-	-	-	-	-	-	-	-	-	-	-	3,334
Interest Coverage Ratio	427.19			443.24	441.79	440.36	438.95	437.55	436.12	434.70	433.30	431.92	430.50	429.10	427.72	426.35
Debt Service Ratio	3.73			-	-	-	-	-	-	-	-	-	-	-	-	933.14
Project Overdraft				(11,117,470)	(8,181,651)	(5,198,023)	(2,181,632)	(1,201,169)	(1,208,176)	(1,215,224)	(1,222,312)	(1,229,443)	(1,236,614)	(1,243,828)	(1,251,084)	(1,255,047)
% of Project Costs (net of Interest/Fees and GST).	-			41.96%	30.88%	19.62%	8.23%	4.53%	4.56%	4.59%	4.61%	4.64%	4.67%	4.69%	4.72%	4.74%
Total Equity to Debt Ratio	43.66%			40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%	40.79%
Total Debt Interest Coverage Ratio	36.53			25.27	33.71	46.49	75.35	200.59	436.12	434.70	433.30	431.92	430.50	429.10	427.72	426.35
Total Debt Service Ratio	1.30			0.82	1.00	0.99	0.99	3.06	-	-	-	-	-	-	-	933.27
Net Cash Flow (after Interest)	21,090,065			3,556,062	2,935,819	2,983,628	3,016,391	3,037,700	3,065,440	3,073,331	3,073,373	3,089,082	3,097,020	3,101,021	3,112,897	3,120,884
Cumulative Cash Flow**				(18,117,470)	(15,181,651)	(12,198,023)	(9,181,632)	(6,143,932)	(3,078,492)	(5,161)	3,068,212	6,157,294	9,254,314	12,355,334	15,468,232	18,589,116
Check Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					3,675,425	3,025,530	3,048,857	3,056,740	3,052,895	3,072,447	2,293,838	1,078,162	1,083,674	1,086,467	1,087,882	1,092,053	1,097,031
Static Discount Rate (per ann. nominal)	20.00%																
NPV of Future Cash Flows	932,347				2,391,467	1,936,332	1,919,273	1,892,690	1,859,321	1,840,553	1,351,599	624,871	617,770	609,209	600,002	592,429	585,373
Variable Discount Rate (per ann. nominal)	20.00%				27,225,022	23,942,091	21,265,170	18,519,918	15,720,897	12,879,136	9,970,134	7,804,234	6,838,174	5,850,408	4,843,340	3,818,049	2,771,428
NPV (using weighted avg discount rate)	932,347				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%

LAND OWNER'S CASH FLOW		TOTAL	X	26	27	28	29	30	31	32	33	34	35	36	37	38
REVENUE																
Gross Revenue	7,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(636,364)			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	13,708,542			-	-	-	-	-	-	786,541	2,002,300	2,012,538	2,017,725	2,020,352	2,028,099	2,031,151
TOTAL NET REVENUE	20,072,179			-	-	-	-	-	-	786,541	2,002,300	2,012,538	2,017,725	2,020,352	2,028,099	2,031,151
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	6,072,179			-	-	-	-	-	-	786,541	2,002,300	2,012,538	2,017,725	2,020,352	2,028,099	2,031,151
Equity Cash Flow				-	-	-	-	-	-	786,541	2,002,300	2,012,538	2,017,725	2,020,352	2,028,099	2,031,151
Equity Balance	(14,000,000)			(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(6,849,823)	(4,847,523)	(2,834,985)	(817,260)	1,203,092	3,231,191	5,262,342
Loan Balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(7,636,364)	(6,849,823)	(4,847,523)	(2,834,985)	(817,260)	1,203,092	3,231,191	5,262,342

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits
** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)
Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
SALES SUMMARY						
Units Sold	200.00			12.50	-	-
Cumulative Units Sold				200.00	200.00	200.00
% Units Sold				100.0%	100.0%	100.0%
SqM Sold	3,720.00			232.50	-	-
Cumulative SqM Sold				3,720.00	3,720.00	3,720.00
% SqM Sold				100.0%	100.0%	100.0%
AUD Sold	57,042,046			3,631,369	-	-
Cumulative AUD Sold				57,042,046	57,042,046	57,042,046
% AUD Sold				100.0%	100.0%	100.0%
HANDOVER SUMMARY						
Units Handed Over	200.00			12.50	-	-
Cumulative Units Handed Over				200.00	200.00	200.00
% Units Handed Over				100.0%	100.0%	100.0%
SqM Handed Over	3,720.00			232.50	-	-
Cumulative SqM Handed Over				3,720.00	3,720.00	3,720.00
% SqM Handed Over				100.0%	100.0%	100.0%
AUD Handed Over	57,042,046			3,565,128	-	-
Cumulative AUD Handed Over				57,042,046	57,042,046	57,042,046
% AUD Handed Over				100.0%	100.0%	100.0%
DEVELOPER'S CASH FLOW						
REVENUE						
Gross Sales Revenue	57,042,046			3,631,369	-	-
Selling Costs	(2,921,580)			(183,301)	-	-
Gross Rental Income	-			-	-	-
Leasing Costs	-			-	-	-
Other Income	-			-	-	-
Interest Received*	-			-	-	-
GST Payments (Liabilities)	(5,185,641)			(328,502)	(329,312)	(330,124)
TOTAL NET REVENUE	48,934,826			3,119,565	(329,312)	(330,124)
COSTS						
Land and Acquisition	7,434,126			-	-	-
Settlement (Balance)	7,000,000			-	-	-
Stamp Duty ¹	370,490			-	-	-
Legal and Valuation Fees	63,636			-	-	-
Professional Fees	970,229			-	-	-
Construction Costs (inc Contingency)	10,924,823			-	-	-
Statutory Fees	8,219,113			-	-	-
Miscellaneous Costs 1	-			-	-	-
Miscellaneous Costs 2	-			-	-	-
Miscellaneous Costs 3	-			-	-	-
Project Contingency (Reserve)	390,824			-	-	-
Land Holding Costs	216,596			-	-	-
Pre-Sale Commissions	-			-	-	-
Financing Costs (exc Fees)	350,000			-	-	-
GST Refunds (Input Credits)	(2,009,701)			(16,647)	(16,655)	(16,664)
TOTAL COSTS	26,496,012			(16,647)	(16,655)	(16,664)
Net Cash Flow (before Interest)	22,438,815			3,136,212	(312,657)	(313,461)
Cumulative Cash Flow				23,064,933	22,752,276	22,438,815

Cash Flow Table for Case Study 1

Land and Profit Share - Option 2

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
FINANCING						
Equity						
Manual Adjustments (Inject + / Repay -)				0	0	0
Injections	7,627,942			-	-	627,942
Interest Charged				-	-	-
Equity Repayment	28,718,007			1,873,844	-	-
Less Profit Share	(13,708,542)			(1,217,998)	-	408,162
Equity Balance	7,381,523			7,601,302	7,601,302	7,381,523
Equity Cash Flow	7,381,523			655,845	-	(219,780)
Project Cash Account						
Surplus Cash Injection	-			-	-	-
Cash Reserve Drawdown	-			-	-	-
Interest on Surplus Cash	-			-	-	-
Surplus Cash Balance	-			-	-	-
Loan 1 - Mezzanine Loan						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	(16,000,000)			-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%
Interest Charged	(1,241,197)			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	17,241,197			-	-	-
Interest and Fees	1,241,197			-	-	-
Principal	16,000,000			-	-	-
Loan Balance	-			-	-	-
% of Project Costs (net of Interest/Fees and GST).				-	-	-
Profit Share	-			-	-	-
Loan 1 Cash Flow	1,241,197			-	-	-
Interest Coverage Ratio	17.57			-	-	-
Debt Service Ratio	1.07			-	-	-
Loan 2 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan Balance	-			-	-	-
% of Land Purchase Price.	-			-	-	-
Profit Share	-			-	-	-
Loan 2 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 3 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan Balance	-			-	-	-
% of Land Purchase Price.	-			-	-	-
Profit Share	-			-	-	-
Loan 3 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 4 - Credit Facility						
Drawdown	(1,472,631)			-	(312,657)	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%
Interest Charged	(107,553)			(7,321)	-	(1,824)
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	1,580,184			1,262,368	-	314,481
Interest and Fees	107,553			102,395	-	1,824
Principal	1,472,631			1,159,973	-	312,657
Loan Balance	-			-	(312,657)	-
% of Project Costs (net of Interest/Fees and GST).				-	1.18%	-
Loan 4 Cash Flow	107,553			1,262,368	(312,657)	314,481
Interest Coverage Ratio	427.19			426.11	-	(180.99)
Debt Service Ratio	3.73			2.47	-	(1.05)
Project Overdraft				-	(312,657)	-
% of Project Costs (net of Interest/Fees and GST).				-	1.18%	-
Total Equity to Debt Ratio	43.66%			40.79%	40.06%	-
Total Debt Interest Coverage Ratio	36.53			426.11	-	(180.99)
Total Debt Service Ratio	1.30			2.47	-	(1.05)
Net Cash Flow (after Interest)	21,090,065			3,128,891	(312,657)	(315,285)
Cumulative Cash Flow**				21,718,007	21,405,350	21,090,065
Check Balance	-			-	-	-

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
DEVELOPER'S IRR & NPV						
Cash Flow that includes financing costs but excludes interest and corp tax.						
				1,918,214	(312,657)	94,701
Static Discount Rate (per ann. nominal)	20.00%					
PV for each Month	932,347			1,006,774	(161,408)	48,088
NPV of Future Cash Flows				1,702,304	(219,508)	94,701
Variable Discount Rate (per ann. nominal)	20.00%			20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	932,347					

LAND OWNER'S CASH FLOW	TOTAL	X	39	40	41
REVENUE					
Gross Revenue	7,000,000		-	-	-
Less Selling / Leasing Costs & GST	(636,364)		-	-	-
Profit Share	13,708,542		1,217,998	-	(408,162)
TOTAL NET REVENUE	20,072,179		1,217,998	-	(408,162)
COSTS					
Opportunity Cost of Land	14,000,000				
Pro. Fees and Construction	-		-	-	-
Statutory Fees	-		-	-	-
Other Costs	-		-	-	-
GST Input Credits Reclaimed	-		-	-	-
TOTAL COSTS	14,000,000		-	-	-
Net Cash Flow b/f Interest	6,072,179		1,217,998	-	(408,162)
Equity Cash Flow			1,217,998	-	(408,162)
Equity Balance	(14,000,000)		6,480,341	6,480,341	6,072,179
Loan Balance	-		-	-	-
Less Interest Expense	-		-	-	-
Cumulative CF After Interest**			6,480,341	6,480,341	6,072,179

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits
** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)
Estate Master Licensed to: Estate Master

Summary of Investment Returns to Developer



Development Feasibility

Case Study 1

Land and Profit Share

Option 2

Time Span: Jul-09 to Dec-12 Type: Land Subdivision Status: Under Review Site Area: 20. Ha FSR: 0.1	Project Size: 200. Lots 1 per 0.1 Ha of Site Area Project Size: Equated GFA: 0.0 Ha
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Estate Master Licensed to: Estate Master

	AUD Total	Lot	Ha of Site Area	Total Net Revenue
REVENUE				
	Quantity	SqM	AUD/Quantity	AUD
Total Sales Revenue	200	3,720.0	285,210.2	57,042,046
Residential - 1 Bedroom Units	200	3,720.0	285,210.2	57,042,046
Less Selling Costs				(2,921,580)
Less Purchasers Costs				-
NET SALE PROCEEDS				54,120,467
	Average Yield	SqM	AUD/SqM/annum	AUD
Rental Income	-	-	-	-
Less Outgoings & Vacancies				-
Less Letting Fees				-
Less Incentives (Rent Free and Fit-out Costs)				-
Less Other Leasing Costs				-
NET RENTAL INCOME				-
Interest Received				-
Other Income				-
TOTAL REVENUE (before GST paid)				54,120,467
Less GST paid on all Revenue				(5,185,641)
TOTAL REVENUE (after GST paid)				48,934,826
COSTS				
Land Purchase Cost				7,000,000
Land Transaction Costs				434,126
Construction (inc. Construct. Contingency)				10,924,823
Professional Fees				970,229
Statutory Fees				8,219,113
Miscellaneous Costs 1				-
Miscellaneous Costs 2				-
Miscellaneous Costs 3				-
Project Contingency (Project Reserve)				390,824
Land Holding Costs				216,596
Pre-Sale Commissions				-
Finance Charges (inc. Fees)				350,000
Interest Expense				1,348,750
TOTAL COSTS (before GST reclaimed)				29,854,462
Less GST reclaimed				(2,009,701)
TOTAL COSTS (after GST reclaimed)				27,844,761

PERFORMANCE INDICATORS

¹ Gross Development Profit	21,090,065	
² Net Developer's Profit after Profit Share	7,381,523	
Development Margin (or Profit/Risk Margin)	23.99%	on total development costs (inc selling costs).
⁴ Residual Land Value (based on 22% Target Margin)	8,013,704	(Inclusive of GST) 400,685.19 per Ha of Site Area
⁵ Net Present Value	932,347	(at 20% per ann. discount rate, nominal)
⁶ Benefit Cost Ratio	1.0451	(at 20% per ann. discount rate, nominal)
⁷ Project Internal Rate of Return (IRR)	23.61%	(per ann. nominal)
⁸ Residual Land Value (based on NPV)	10,228,866	(Inclusive of GST) 511,443.29 per Ha of Site Area
Equity IRR	31.70%	(per ann. nominal)
Equity Contribution	7,627,942	
Peak Debt Exposure	17,943,424	
Equity to Debt Ratio	43.66%	
⁹ Weighted Average Cost of Capital (WACC)	12.81%	
¹⁰ Breakeven Date for Cumulative Cash Flow	Apr-2012	(Month 33)
¹¹ Yield on Cost	0.00%	
¹² Rent Cover	N.A.	
¹³ Profit Erosion	N.A.	

Footnotes:

1. Development Profit: is total revenue less total cost including interest paid and received
2. Developer's Net Profit after distribution of gross profit of AUD13,708,542 to Land Owner
3. Development Margin: is profit (net profit after profit share) divided by total development costs (inc selling costs).
4. Residual Land Value: is the maximum purchase price for the land whilst achieving the target development margin.
5. Net Present Value: is the Developer's cash flow stream discounted to present value. It includes financing costs but excludes interest and corp tax. It includes profit share to other parties as a cash outflow.
6. Benefit:Cost Ratio: is the ratio of discounted incomes to discounted costs and includes financing costs but excludes interest and corp tax.
7. Internal Rate of Return: is the discount rate where the NPV above equals Zero.
8. Residual Land Value (based on NPV): is the purchase price for the land to achieve a zero NPV.
9. The Weighted Average Cost of Capital (WACC) is the rate that a company is expected to pay to finance its assets.
10. Breakeven date for Cumulative Cash Flow: is the last date when total debt and equity is repaid (ie when profit is realised).
11. Yield on Cost is Current Net Annual Rent divided by Total Costs (before GST reclaimed), including all Selling Costs.
12. The total net development profit divided by the current net annual rental expressed as a number of years/months.
13. The period of time post practical completion that it can remain unsold (but leased out) until finance and land holding costs erodes the profit for the development to zero.

Summary of Investment Returns to Developer



Development Feasibility

Case Study 1 Land and Profit Share

Option 2

Time Span: Jul-09 to Dec-12	Project Size: 200 Lots
Type: Land Subdivision	1 per 0.1 Ha of Site Area
Status: Under Review	Project Size:
Site Area: 20. Ha	
FSR: 0:1	Equated GFA: 0.0 Ha

Estate Master Licensed to: Estate Master

RETURNS ON FUNDS INVESTED	Equity	Loan 1			Loan 4	Total Debt
		Mezzanine Loan			Credit Facility	
¹ Funds Invested (Cash Outlay)	7,627,942	16,000,000			1,472,631	17,472,631
% of Total Funds Invested	30.39%	63.74%			5.87%	69.61%
² Peak Exposure	7,000,000	16,783,451			1,255,047	17,943,424
Date of Peak Exposure	Jan-10	Jul-11			Sep-12	Jul-11
Month of Peak Exposure	Month 6	Month 24			Month 38	Month 24
Weighted Average Interest Rate	N.A.	10.00%			7.00%	9.67%
Interest Charged	-	1,241,197			107,553	1,348,750
Line Fees Charged	-	-			-	-
Application Fees Charged	-	-			-	-
Profit Share Received	-	-			-	-
³ Total Profit to Funders	7,381,523	1,241,197			107,553	1,348,750
⁴ Margin on Funds Invested	96.77%	7.76%			7.30%	7.72%
⁵ Payback Date	Mar-12	Jan-12			Dec-12	Dec-12
Month of Payback	Month 32	Month 30			Month 41	Month 41
⁶ IRR on Funds Invested	31.70%	10.00%			7.00%	9.69%
⁷ Equity to Debt Ratio		47.67%			517.98%	43.66%
⁸ Loan to Value Ratio	12.27%	29.42%			2.20%	31.46%
⁹ Loan Ratio	28.79%	65.07%			5.96%	71.03%
	of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).			of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).

Footnotes:

1. The total amount of funding injected into the project cash flow.
2. The maximum cash flow exposure of that equity/debt facility including capitalised interest.
3. The total repayments less funds invested, including profit share paid or received.
4. Margin is net profit divided by total funds invested (cash outlay).
5. Payback date for the equity/debt facility is the last date when total equity/debt is repaid.
6. IRR on Funds Invested is the IRR of the equity cash flow including the return of equity and realisation of project profits.
7. Equity to Debt Ratio is the amount of equity contributed into the project as a percentage of debt funding.
8. Loan to Value ratio is the Peak Equity/Debt Exposure divided by Total Sales Revenue.
9. Loan Ratio is the total funds invested by the lender (cash outlay) divided by the nominated ratio calculation method. It includes capitalised interest and fees.

Summary of Investment Returns to Land Owner & Developer

Case Study 1

Land and Profit Share

Option 2

Time Span: Jul-09 to Dec-12 Type: Land Subdivision Status: Under Review Site Area: 20. Ha FSR: 0:1	Project Size: 200. Lots <small>1 per 0.1 Ha of Site Area</small> Project Size: Equated GFA: 0.0 Ha
---	--

Estate Master Licensed to: Estate Master

COSTS & REVENUES	Land Owner	Developer	Joint Venture	% by Land Owner
	Enter Land Owner Name	Enter Developer Name		
REVENUE				
Land Sale to Developer	7,000,000			
Gross Sales Revenue	-	57,042,046	57,042,046	0.0%
Less Selling Costs	-	(2,921,580)	(2,921,580)	0.0%
Less Purchasers Costs	-	-	-	N.A.
NET SALE PROCEEDS	7,000,000	54,120,467	54,120,467	12.9%
Gross Rental Income	-	-	-	N.A.
Less Leasing Costs	-	-	-	N.A.
NET RENTAL INCOME	-	-	-	N.A.
Interest Received	-	-	-	N.A.
Other Income	-	-	-	N.A.
TOTAL REVENUE (before GST paid)	7,000,000	54,120,467	54,120,467	12.9%
Less GST paid on all Revenue	(636,364)	(5,185,641)	(5,822,004)	10.9%
TOTAL REVENUE (after GST paid)	6,363,636	48,934,826	48,298,463	13.2%
COSTS				
Opportunity Cost of Land	14,000,000		14,000,000	
Land Acquisition Costs		7,434,126	434,126	
Construction Costs	-	10,924,823	10,924,823	0.0%
Professional Fees	-	970,229	970,229	0.0%
Statutory Fees	-	8,219,113	8,219,113	0.0%
Miscellaneous Costs 1	-	-	-	N.A.
Miscellaneous Costs 2	-	-	-	N.A.
Miscellaneous Costs 3	-	-	-	N.A.
Project Contingency (Reserve)	-	390,824	390,824	0.0%
Land Holding Costs	-	216,596	216,596	0.0%
Pre-Sale Commissions	-	-	-	N.A.
Finance Charges (inc. Line Fees)	-	350,000	350,000	0.0%
Interest Expense	-	1,348,750	1,348,750	0.0%
TOTAL COSTS (before GST reclaimed)	14,000,000	29,854,462	36,854,462	38.0%
Less GST reclaimed	-	(2,009,701)	(2,009,701)	0.0%
TOTAL COSTS (after GST reclaimed)	14,000,000	27,844,761	34,844,761	40.2%
PERFORMANCE INDICATORS				
Development Profit (before distribution of Profit Share)	(7,636,364)	21,090,065	13,453,701	
Development Profit (after distribution of Profit Share)	6,072,179	7,381,523	13,453,701	
Development Margin (after distribution of Profit Share) on total development costs (inc selling costs).	43.37%	23.99%	38.61%	
Discount Rate	16.00%	20.00%		
NPV of Cash Flow (after distribution of Profit Share)	13,204,736			
NPV less Land Value (after distribution of Profit Share)	(795,264)	932,347		
Internal Rate of Return (after distribution of Profit Share)	13.74%	23.61%		
* Profit Share distribution includes AUD13,708,542 to Land Owner				

* Profit Share distribution includes AUD13,708,542 to Land Owner

The table below is the Sensitivity of the Land Owner's Performance Indicators to changes in the variables.
If the table is invisible it is because data has changed since the last time the sensitivity procedure was performed.

APPENDIX 3

Main Inputs for Case Study 1

Estate Master Licensed to: Estate Master

Version 5.13 August 2011

Preliminary

Cash Flow Title	Percentage of Sales JV		Description of Option/Stage	Option 3	
Date of First Period:	Jul-2009				
Cash Flow Rest Period:	Monthly				
Enter Project Size (a)	200.0	Lots			
Enter Project Size (b)	-				
Enter Site Area	20.0	Ha	Floor Space Ratio	0	:1

Equated Gross Floor Area= 0.0 Ha

Type	Land Subdivision
Status	Under Review

Goods and Services Tax

(Using General Tax Rule)

Goods and Services Tax Rate	10.00%
-----------------------------	--------

Developer	Credits Reclaimed TWO Months Later	Liability Paid TWO Months Later	Liability on Sales Paid by both parties
Land Owner	Credits Reclaimed ONE Month Later	Liability Paid in the Same Month	Liability on Sales Paid by both parties

All Project Costs	To be entered Inclusive of GST
Rental Income & Leasing Costs	To be entered Inclusive of GST
Sales Revenue	To be entered Inclusive of GST
Other Income	To be entered Inclusive of GST

1000

Land Purchase & Acquisition Costs

Costs to be entered Inclusive of GST

PV of Land Opportunity Cost (net of GST)	14,000,000
Land Purchase Price	

Code	Stage	% of Land Purchase Price		AND/OR Lump Amount
		% paid	Amount	
1002	-	0.00%	-	-
1003	-	0.00%	-	-
1004	-	0.00%	-	-
1005	-	0.00%	-	-
1006	-	0.00%	-	-
1007	-	100.00%	-	-
1008	-	NSW	-	0
Interest on Deposit in Trust Account		0.00%	Interest from deposit shared between parties	
Profit Share to Land Owner			Paid progressively as project makes a profit.	

Month Start	Month Span	Cash Flow Period	GST Included on Land Price?	Y
0	-	-	Reclaim All After First Land Payment.	
0	-	-		
0	-	-		
0	-	-		
0	-	-		
24	1	Jul-11 - Jul-11		
24	1	Jul-11 - Jul-11		

Must enter a Land Payment not just deposit) or settlement amount to be able to reclaim GST credits on land purchase and calculate RLV's accurately.

(Stamp Duty calculated on Land Value of inc. GST)

Stamp Duty

Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
-	-	-
0	0	0
0	0	0

Code	Stage	% of Land Price exc Tax		AND/OR Lump Amount
		% paid	Amount	
1011	-	1.00%	0	-
1012	-	0.00%	-	-
1013	-	0.00%	-	-
1014	-	0.00%	-	-
1015	-	0.00%	-	-

Month Start	Month Span	Cash Flow Period
L	-	-
0	-	-
0	-	-
0	-	-
0	-	-

GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
Y		0	0	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Y		-	-	-
Manual Input (refer to Cash Flow)		-	-	-
TOTAL		0	0	-

1 (No GST credit available for Stamp Duty)

2 Pro-rata with Land Payments (L1)

Cost Escalation

		Escalation Rates (Monthly Compounded Escalation) based on Cashflow Period Years commencing									
		Jul-09	Jul-10	Jul-11	Jul-12	Jul-13	Jul-14	Jul-15	Jul-16	Jul-17	Jul-18
Code	Professional Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Construction Costs (Uncategorised)	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
SUB	Subdivision Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
STG	Stage Costs	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
BUI	Built Form	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
OT1	Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
OT2	Other	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Statutory Fees		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Miscellaneous Costs 1		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Miscellaneous Costs 2		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Miscellaneous Costs 3		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Land Holding Costs		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Selling and Leasing Costs		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Finance Costs		3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

Percentage of Sales JV - Option 3

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Percentage of Sales JV - Option 3

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Percentage of Sales JV - Option 3

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Main Inputs for Case Study 1

Percentage of Sales JV - Option 3

Code	Stage	Other Leasing Costs To be entered Inclusive of GST	% of Gross Rent	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	Month Start	Month Span	Cash Flow Period	% Paid by Owner	GST Included	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
8201	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8202	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8203	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8204	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8205	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8206	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8207	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8208	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8209	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8210	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
8211	-	.	0.00%	-	-	-	0	-	-	-	Y		-	-	-
Manual Input (refer to Cash Flow)													-	-	-
TOTAL													-	-	-

Pro-rata with Rental Income (R')

Code	Stage	Description	No. Units	Total Area SqM	Current Sale Price	Sales Calc Method	Pre-Sale Exchanges Month Start	Month Span	Month Start	Settlements Month Span	Cash Flow Period	Sales Rate Units / SqM per Month	% Split to Owner	GST Included	Land Use Code	Total Current Sales Revenue (exc GST)	Total Current Sales Revenue (inc GST)	Total Escalated Sales Revenue
1	-	Townhouse 1	50	240	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	3.13	40.0%	Y	RS	9,090,909	10,000,000	10,807,512
2	-	Townhouse 2	30	250	200,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	40.0%	Y	RS	5,454,545	6,000,000	6,484,507
3	-	Townhouse 3	15	280	220,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%	Y	RS	3,000,000	3,300,000	3,566,479
4	-	Townhouse 4	7	300	240,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.44	40.0%	Y	RS	1,527,273	1,680,000	1,815,662
5	-	Houses 1	13	350	290,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.81	40.0%	Y	RS	3,427,273	3,770,000	4,074,432
6	-	Houses 2	15	350	300,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%	Y	RS	4,090,909	4,500,000	4,863,380
7	-	Houses 3	19	450	310,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.19	40.0%	Y	RS	5,354,545	5,890,000	6,365,624
8	-	Houses 4	30	450	315,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	1.88	40.0%	Y	RS	8,590,909	9,450,000	10,213,099
9	-	McMansions 1	6	500	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.38	40.0%	Y	RS	2,127,273	2,340,000	2,528,958
10	-	McMansions 2	15	550	390,000	Per Unit	0	-	24	16	Jul-11 - Oct-12	0.94	40.0%	Y	RS	5,318,182	5,850,000	6,322,394
9011	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9012	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9013	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9014	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9015	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9016	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9017	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9018	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9019	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
9020	-	.	-	-	-	Per Unit	0	-	0	-	-	-	-	Y		-	-	-
Capitalised Sales (refer to Tenants)																-	-	-
Manual Input (refer to Cash Flow)																-	-	-
TOTAL																47,981,818	52,780,000	57,042,046

Code	Stage	Description	Land Use Code	Units	Base Rate / Units	Month Start	Month Span	Cash Flow Period	% Split to Owner	GST Included	Remarks	Total Current Income (exc GST)	Total Current Income (inc GST)	Total Escalated Income
9101	-	.	-	-	-	0	-	-	-	Y		-	-	-
9102	-	.	-	-	-	0	-	-	-	Y		-	-	-
9103	-	.	-	-	-	0	-	-	-	Y		-	-	-
9104	-	.	-	-	-	0	-	-	-	Y		-	-	-
9105	-	.	-	-	-	0	-	-	-	Y		-	-	-
9106	-	.	-	-	-	0	-	-	-	Y		-	-	-
9107	-	.	-	-	-	0	-	-	-	Y		-	-	-
9108	-	.	-	-	-	0	-	-	-	Y		-	-	-
9109	-	.	-	-	-	0	-	-	-	Y		-	-	-
9110	-	.	-	-	-	0	-	-	-	Y		-	-	-
Manual Input (refer to Cash Flow)												-	-	-
TOTAL												-	-	-

Main Inputs for Case Study 1

Percentage of Sales JV - Option 3

10000

Financing

Advanced Mode)

Equity

Developer's Equity Contribution	Fixed Amount	Percentage
Progressively injected when required.	1,000,000	0.00%

Fixed Amount

Interest Charged on Equity	0.00%	per annum Nominal - Accrued not Capitalised (Simple)
Interest received on Surplus Cash	0.00%	per annum received in arrears.

% of Available Funds to Repay Equity Before Debt	
--	--

Land Owner's Equity Contribution	14,000,000
----------------------------------	------------

General Notes:

All Line Fees are paid during period of debt, in arrears
All Profit Share is Paid progressively as project makes a profit.

Equity Notes:

Equity is paying outstanding debt
Equity is repaid when available (do not retain surplus cash).

Opening Balances

Developer's Injections

Interest Charged

Interest Received

Injections by Enter Land Owner Name

Equity Totals

1,363,399

-

-

-

-

10001

10002

10004

10005

Loan 1

Description

Mezzanine Loan

Facility Limit

Progressively drawn down when required.

Fixed Amount	Percentage
16,000,000	100.00%

Fixed Amount

Month Commencement	Auto	14	Jan-2010
Maturity Month	Auto	0	May-2012

Interest Rate	10.00%	per annum Nominal - Capitalised (Compounded)
---------------	--------	--

Fees

Amount	Percentage	Month Paid
Application Fee	-	0.00%
Line Fee	-	0.00%

0

Profit Split to Lender 1	0.00%
--------------------------	-------

Opening Balances

Drawdown

Interest Charged

Application Fees

Line Fees

Profit Split

Loan 1 Totals

16,000,000

2,379,308

-

-

-

-

10004

10005

Loan 2

Description

Lender Name

Facility Limit

Drawn down in total at loan commencement.

Fixed Amount	Percentage
-	0.00%

Fixed Amount

Month Commencement	Auto	0
Maturity Month	Auto	0

N.A.

Interest Rate	0.00%	per annum Nominal - Capitalised (Compounded)
---------------	-------	--

Fees

Amount	Percentage	Month Paid
Application Fee	-	0.00%
Line Fee	-	0.00%

0

Profit Split to Lender 2	0.00%
--------------------------	-------

Opening Balances

Drawdown

Interest Charged

Application Fees

Line Fees

Profit Split

Loan 2 Totals

-

-

-

-

-

-

10004

10005

Loan 3

Description

Lender Name

Facility Limit

Drawn down in total at loan commencement.

Fixed Amount	Percentage
-	0.00%

Fixed Amount

Month Commencement	Auto	0
Maturity Month	Auto	0

N.A.

Interest Rate	0.00%	per annum Nominal - Capitalised (Compounded)
---------------	-------	--

Fees

Amount	Percentage	Month Paid
Application Fee	-	0.00%
Line Fee	-	0.00%

0

Profit Split to Lender 3	0.00%
--------------------------	-------

Opening Balances

Drawdown

Interest Charged

Application Fees

Line Fees

Profit Split

Loan 3 Totals

-

-

-

-

-

-

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Main Inputs for Case Study 1

Percentage of Sales JV - Option 3

Loan

Description

Credit Facility

No Limit (use as overdraft facility)

-

10007

Interest Rate

8.00%

per annum Nominal - Capitalised (Compounded)

10008

Fees

Amount

Percentage

Month Paid

Application Fee

-

0.00%

0

Line Fee

-

0.00%

Maintain Leverage on Loan 4

50.00%

% of Future Positive Net Cash Flows

Senior Loan Notes: Senior Loan (Loan 4) is being used as an overdraft facility.

Interest Rate for Enter Land Owner Name

0.00%

per annum Nominal

Interest Charged to Enter Land Owner Name

-

Code

Stage

Financing Costs
to be entered Inclusive of GST

No. of
Units

Base Rate /
Unit

Escalate
(E,R,N)

10009

-

Application Fee

1

350,000

E

10010

-

.

-

-

-

10011

-

.

-

-

-

10012

-

.

-

-

-

10013

-

.

-

-

-

10014

-

.

-

-

-

10015

-

.

-

-

-

10016

-

.

-

-

-

10017

-

.

-

-

-

10018

-

.

-

-

-

Month
Start

Month
Span

Cash Flow
Period

0

1

Jul-09 - Jul-09

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

0

-

-

% Paid by
Owner

GST Included

Remarks

Total Current
Costs (exc GST)

Total Current
Costs (inc GST)

Total
Escalated Cost

-

N

350,000

350,000

350,000

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

-

Y

-

-

-

Manual Input (refer to Cash Flow)

-

-

-

TOTAL

350,000

350,000

350,000

Project Hurdle Rates

Developer's Discount Rate (target IRR)

20.00%

per annum Nominal, on cash flow that includes financing costs but excludes interest and corp tax.

Land Owner's Discount Rate

16.00%

per annum Nominal

Nominate an estimate of IRR

20.00%

per ann.

Developer's Target Dev. Margin

22.00%

on total development costs (inc selling costs).

Developer's Cost of Equity (for WACC)

20.00%

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	-	-
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	-	-
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	34,225,228			-	-	-	-	-	-	-	-	-	-	-	-	-
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(3,111,384)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	28,192,264			-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Land and Acquisition	0			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	970,229			11,272	10,703	10,703	11,272	10,703	10,703	246,288	10,220	10,220	10,788	-	-	569
Construction Costs (inc Contingency)	10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	8,219,113			16,667	16,667	16,667	16,667	16,667	16,667	8,119,113	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)	390,824			532	532	532	532	532	532	162,581	199	199	199	-	-	-
Land Holding Costs	216,596			20,000	-	-	20,000	-	-	20,000	-	-	20,000	-	-	20,000
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			350,000	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(1,367,552)			-	-	(1,053)	(1,001)	(1,001)	(1,053)	(1,001)	(1,001)	(30,953)	(940)	(940)	(991)	-
TOTAL COSTS	19,704,034			398,471	27,902	26,849	47,469	26,901	26,849	8,546,981	9,417	(20,535)	30,048	(940)	(991)	20,569
Net Cash Flow (before Interest)	8,488,230			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Cumulative Cash Flow				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,110,839)	(9,090,304)	(9,120,352)	(9,119,412)	(9,118,421)	(9,138,990)

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Injection	1,363,399			398,471	27,902	26,849	47,469	26,901	26,849	445,559	-	-	-	-	-	-
Interest Charged				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	7,174,234			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity balance	5,810,836			(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)
Equity Cash Flow	5,810,836			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(445,559)	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	-	-	-	-	-	(8,101,422)	(9,417)	-	(30,048)	-	-	(20,589)
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(2,379,308)			-	-	-	-	-	-	-	(67,512)	(68,153)	(68,550)	(69,371)	(69,942)	(70,516)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	18,379,308			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Interest and Fees	2,379,308			-	-	-	-	-	-	-	-	20,535	-	940	991	-
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	(8,101,422)	(8,178,351)	(8,225,969)	(8,324,566)	(8,392,998)	(8,461,948)	(8,553,033)
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	41.1%	41.5%	41.7%	42.2%	42.6%	42.9%	43.4%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	2,379,308			-	-	-	-	-	-	(8,101,422)	(9,417)	20,535	(30,048)	940	991	(20,569)
Interest Coverage Ratio	8.26			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.07			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(3,311,379)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				8.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(298,087)			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	3,609,466			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	298,087			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	3,311,379			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 Cash Flow	298,087			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	95.24			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.93			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Overdraft				-	-	-	-	-	-	(8,101,422)	(8,178,351)	(8,225,969)	(8,324,566)	(8,392,998)	(8,461,948)	(8,553,033)
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	41.12%	41.51%	41.75%	42.25%	42.60%	42.95%	43.41%
Total Equity to Debt Ratio	7.06%			-	-	-	-	-	-	12.34%	12.33%	12.33%	12.28%	12.28%	12.28%	12.25%
Total Debt Interest Coverage Ratio	10.60			-	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Service Ratio	1.21			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow (after Interest)	5,810,836			(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(76,929)	(47,618)	(98,597)	(68,432)	(68,950)	(91,085)
Cumulative Cash Flow**				(398,471)	(426,372)	(453,221)	(500,691)	(527,592)	(554,441)	(9,101,422)	(9,178,351)	(9,225,969)	(9,324,566)	(9,392,998)	(9,461,948)	(9,553,033)
Check balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	0 Jul-09	1 Aug-09	2 Sep-09	3 Oct-09	4 Nov-09	5 Dec-09	6 Jan-10	7 Feb-10	8 Mar-10	9 Apr-10	10 May-10	11 Jun-10	12 Jul-10
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					(398,471)	(27,902)	(26,849)	(47,469)	(26,901)	(26,849)	(8,546,981)	(9,417)	20,535	(30,048)	940	991	(20,569)
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	758,302				(398,471)	(27,444)	(25,976)	(45,173)	(25,180)	(24,719)	(7,740,005)	(8,388)	17,991	(25,894)	796	826	(16,868)
NPV of Future Cash Flows		758,302			1,176,052	1,224,020	1,271,717	1,271,717	1,341,173	1,390,875	1,441,353	10,154,806	10,333,627	10,484,977	10,690,275	10,867,491	11,047,606
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	758,302																

LAND OWNER'S CASH FLOW		TOTAL	X	0	1	2	3	4	5	6	7	8	9	10	11	12
REVENUE																
Gross Revenue	22,816,819			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Selling / Leasing Costs & GST	(2,074,256)			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	20,742,562			-	-	-	-	-	-	-	-	-	-	-	-	-
COSTS																
Opportunity Cost of Land	14,000,000			14,000,000												
Pro. Fees and Construction	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000			14,000,000	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	6,742,562			(14,000,000)	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow				(14,000,000)	-	-	-	-	-	-	-	-	-	-	-	-
Equity alance	(14,000,000)			(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)
Loan alance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
SALES SUMMARY																
Units Sold	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Sold				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Sold	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Sold				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Sold				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Sold	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,499,644	3,508,275
Cumulative AUD Sold				-	-	-	-	-	-	-	-	-	-	-	3,499,644	7,007,919
% AUD Sold				-	-	-	-	-	-	-	-	-	-	-	6.1%	12.3%
HANDOVER SUMMARY																
Units Handed Over	200.00			-	-	-	-	-	-	-	-	-	-	-	12.50	12.50
Cumulative Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	12.50	25.00
% Units Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
SqM Handed Over	3,720.00			-	-	-	-	-	-	-	-	-	-	-	232.50	232.50
Cumulative SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	232.50	465.00
% SqM Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
AUD Handed Over	57,042,046			-	-	-	-	-	-	-	-	-	-	-	3,565,128	3,565,128
Cumulative AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	3,565,128	7,130,256
% AUD Handed Over				-	-	-	-	-	-	-	-	-	-	-	6.3%	12.5%
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	34,225,228			-	-	-	-	-	-	-	-	-	-	-	2,099,786	2,104,965
Selling Costs	(2,921,580)			-	-	-	-	-	-	-	-	-	-	-	(181,904)	(181,996)
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(3,111,384)			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	28,192,264			-	-	-	-	-	-	-	-	-	-	-	1,917,882	1,922,969
COSTS																
Land and Acquisition	0			-	-	-	-	-	-	-	-	-	-	-	0	-
Professional Fees	970,229			-	31,174	37,977	40,526	56,113	62,916	84,169	96,638	100,324	62,347	52,995	534	-
Construction Costs (inc Contingency)	10,924,823			-	546,241	655,489	710,114	983,234	1,092,482	1,474,851	1,693,348	1,747,972	1,092,482	928,610	-	-
Statutory Fees	8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)	390,824			-	11,223	13,467	14,590	20,201	22,446	30,301	34,791	35,913	22,446	19,079	-	-
Land Holding Costs	216,596			-	-	20,000	-	-	20,000	-	-	20,000	-	-	18,773	-
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(1,367,552)			-	(52)	-	(53,083)	(63,752)	(69,008)	(95,550)	(106,218)	(143,325)	(164,558)	(169,919)	(106,167)	(90,242)
TOTAL COSTS	19,704,034			-	588,586	726,934	712,145	995,796	1,128,835	1,493,771	1,718,558	1,760,884	1,012,717	830,765	(86,860)	(90,242)
Net Cash Flow (before Interest)	8,488,230			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	2,004,742	2,013,211
Cumulative Cash Flow				(9,138,990)	(9,727,575)	(10,454,509)	(11,166,655)	(12,162,451)	(13,291,286)	(14,785,057)	(16,503,615)	(18,264,499)	(19,277,216)	(20,107,981)	(18,103,239)	(16,090,028)

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Interest Charged	1,363,399			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	7,174,234			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity balance	5,810,836			(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)
Equity Cash Flow	5,810,836			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(473,919)	-	-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(2,379,308)			(71,275)	(71,869)	(77,373)	(84,076)	(90,711)	(99,765)	(110,003)	(123,366)	(138,716)	(143,823)	(145,021)	(146,230)	(130,742)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	18,379,308			-	-	-	-	-	-	-	-	-	-	-	2,004,742	2,013,211
Interest and Fees	2,379,308			-	-	-	-	-	-	-	-	-	-	-	1,693,810	130,742
Principal	16,000,000			-	-	-	-	-	-	-	-	-	-	-	310,932	1,882,469
Loan balance	-			(8,624,309)	(9,284,764)	(10,089,071)	(10,885,292)	(11,971,798)	(13,200,399)	(14,804,173)	(16,646,099)	(17,258,736)	(17,402,559)	(17,547,580)	(15,689,068)	(13,806,599)
% of Project Costs (net of Interest/Fees and GST).				43.8%	47.1%	51.2%	55.2%	60.8%	67.0%	75.1%	84.5%	87.6%	88.3%	89.1%	79.6%	70.1%
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	2,379,308			-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(473,919)	-	-	2,004,742	2,013,211
Interest Coverage Ratio	8.26			-	-	-	-	-	-	-	-	-	-	-	13.12	14.71
Debt Service Ratio	1.07			-	-	-	-	-	-	-	-	-	-	-	0.96	0.96
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)	-			0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(3,311,379)			-	-	-	-	-	-	-	(1,286,965)	(1,012,717)	(830,765)	-	-	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(298,087)			-	-	-	-	-	-	-	-	(7,507)	(13,459)	(18,383)	(18,490)	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	3,609,466			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	298,087			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	3,311,379			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	(1,286,965)	(2,307,189)	(3,151,413)	(3,169,796)	(3,188,286)	-
% of Project Costs (net of Interest/Fees and GST).				-	-	-	-	-	-	-	-	6.53%	11.71%	15.99%	16.09%	16.18%
Loan 4 Cash Flow	298,087			-	-	-	-	-	-	-	(1,286,965)	(1,012,717)	(830,765)	-	104.33	104.00
Interest Coverage Ratio	95.24			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	1.93			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Overdraft				(8,624,309)	(9,284,764)	(10,089,071)	(10,885,292)	(11,971,798)	(13,200,399)	(14,804,173)	(16,646,099)	(18,545,701)	(19,709,748)	(20,698,993)	(18,858,864)	(16,994,885)
% of Project Costs (net of Interest/Fees and GST).				43.77%	47.12%	51.20%	55.24%	60.76%	66.99%	75.13%	84.48%	94.12%	100.03%	105.05%	95.71%	86.25%
Total Equity to Debt Ratio	7.06%			12.25%	11.43%	10.55%	9.81%	8.94%	8.12%	7.24%	6.44%	5.78%	5.46%	5.23%	5.23%	5.23%
Total Debt Interest Coverage Ratio	10.60			-	-	-	-	-	-	-	-	-	-	-	11.65	12.89
Total Debt Service Ratio	1.21			-	-	-	-	-	-	-	-	-	-	-	0.96	0.96
Net Cash Flow (after Interest)	5,810,836			(71,275)	(660,455)	(804,307)	(796,221)	(1,086,507)	(1,228,600)	(1,603,775)	(1,841,926)	(1,899,601)	(1,164,047)	(989,245)	1,840,129	1,863,978
Cumulative Cash Flow**				(9,624,309)	(10,284,764)	(11,089,071)	(11,885,292)	(12,971,798)	(14,200,399)	(15,804,173)	(17,646,099)	(19,545,701)	(20,709,748)	(21,698,993)	(19,858,864)	(17,994,885)
Check balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	13 Aug-10	14 Sep-10	15 Oct-10	16 Nov-10	17 Dec-10	18 Jan-11	19 Feb-11	20 Mar-11	21 Apr-11	22 May-11	23 Jun-11	24 Jul-11	25 Aug-11
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					-	(588,586)	(726,934)	(712,145)	(995,796)	(1,128,835)	(1,493,771)	(1,718,558)	(1,760,884)	(1,012,717)	(830,765)	2,004,742	2,013,211
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	758,302				-	(466,992)	(567,304)	(546,653)	(751,855)	(838,332)	(1,091,166)	(1,234,788)	(1,244,459)	(703,978)	(568,030)	1,348,256	1,331,756
NPV of Future Cash Flows					11,252,846	11,440,190	12,229,256	13,172,126	14,115,676	15,363,330	16,767,035	18,565,153	20,621,773	22,755,701	24,164,558	25,411,912	23,797,289
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	758,302																

LAND OWNER'S CASH FLOW		TOTAL	X	13	14	15	16	17	18	19	20	21	22	23	24	25
REVENUE																
Gross Revenue	22,816,819			-	-	-	-	-	-	-	-	-	-	-	1,399,858	1,403,310
Less Selling / Leasing Costs & GST	(2,074,256)			-	-	-	-	-	-	-	-	-	-	-	(127,260)	(127,574)
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	20,742,562			-	-	-	-	-	-	-	-	-	-	-	1,272,598	1,275,736
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	6,742,562			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Cash Flow				-	-	-	-	-	-	-	-	-	-	-	-	-
Equity alance	(14,000,000)			(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(12,727,402)	(11,451,666)
Loan alance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(14,000,000)	(12,727,402)	(11,451,666)

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
SALES SUMMARY																
Units Sold	200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Sold				37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Sold				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Sold	3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Sold				697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Sold				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Sold	57,042,046			3,516,927	3,525,601	3,534,296	3,543,013	3,551,751	3,560,510	3,569,291	3,578,094	3,586,919	3,595,765	3,604,633	3,613,523	3,622,435
Cumulative AUD Sold				10,524,846	14,050,447	17,584,743	21,127,756	24,679,506	28,240,017	31,809,308	35,387,402	38,974,321	42,570,086	46,174,719	49,788,242	53,410,677
% AUD Sold				18.5%	24.6%	30.8%	37.0%	43.3%	49.5%	55.8%	62.0%	68.3%	74.6%	80.9%	87.3%	93.6%
HANDOVER SUMMARY																
Units Handed Over	200.00			12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50	12.50
Cumulative Units Handed Over				37.50	50.00	62.50	75.00	87.50	100.00	112.50	125.00	137.50	150.00	162.50	175.00	187.50
% Units Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
SqM Handed Over	3,720.00			232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50	232.50
Cumulative SqM Handed Over				697.50	930.00	1,162.50	1,395.00	1,627.50	1,860.00	2,092.50	2,325.00	2,557.50	2,790.00	3,022.50	3,255.00	3,487.50
% SqM Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
AUD Handed Over	57,042,046			3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128	3,565,128
Cumulative AUD Handed Over				10,695,384	14,260,512	17,825,640	21,390,767	24,955,895	28,521,023	32,086,151	35,651,279	39,216,407	42,781,535	46,346,663	49,911,791	53,476,919
% AUD Handed Over				18.8%	25.0%	31.3%	37.5%	43.8%	50.0%	56.3%	62.5%	68.8%	75.0%	81.3%	87.5%	93.8%
DEVELOPER'S CASH FLOW																
REVENUE																
Gross Sales Revenue	34,225,228			2,110,156	2,115,361	2,120,578	2,125,808	2,131,050	2,136,306	2,141,575	2,146,857	2,152,151	2,157,459	2,162,780	2,168,114	2,173,461
Selling Costs	(2,921,580)			(182,087)	(182,179)	(182,272)	(182,364)	(182,457)	(182,550)	(182,643)	(182,736)	(182,830)	(182,924)	(183,018)	(183,112)	(183,207)
Gross Rental Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Leasing Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Income	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Received*	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Payments (Liabilities)	(3,111,384)			(190,890)	(191,360)	(191,832)	(192,306)	(192,780)	(193,255)	(193,732)	(194,210)	(194,689)	(195,169)	(195,650)	(196,133)	(196,616)
TOTAL NET REVENUE	28,192,264			1,737,179	1,741,821	1,746,474	1,751,138	1,755,814	1,760,501	1,765,200	1,769,911	1,774,633	1,779,367	1,784,112	1,788,869	1,793,638
COSTS																
Land and Acquisition	0			-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	970,229			-	429	-	-	323	-	-	216	-	-	108	-	-
Construction Costs (inc Contingency)	10,924,823			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	8,219,113			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 1	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 2	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous Costs 3	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Project Contingency (Reserve)	390,824			-	-	-	-	-	-	-	-	-	-	-	-	-
Land Holding Costs	216,596			-	15,074	-	-	11,347	-	-	7,593	-	-	3,810	-	-
Pre-Sale Commissions	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Financing Costs (exc Fees)	350,000			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Refunds (Input Credits)	(1,367,552)			(16,585)	(16,545)	(16,553)	(16,601)	(16,570)	(16,579)	(16,616)	(16,595)	(16,604)	(16,632)	(16,621)	(16,629)	(16,648)
TOTAL COSTS	19,704,034			(16,585)	(1,043)	(16,553)	(16,601)	(4,901)	(16,579)	(16,616)	(8,787)	(16,604)	(16,632)	(12,702)	(16,629)	(16,648)
Net Cash Flow (before Interest)	8,488,230			1,753,765	1,742,864	1,763,027	1,767,739	1,760,714	1,777,080	1,781,816	1,778,698	1,791,237	1,795,999	1,796,814	1,805,499	1,810,286
Cumulative Cash Flow				(14,336,263)	(12,593,400)	(10,830,373)	(9,062,634)	(7,301,920)	(5,524,840)	(3,743,023)	(1,964,326)	(173,089)	1,622,909	3,419,724	5,225,222	7,035,508

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
FINANCING																
Equity																
Manual Adjustments (Inject + / Repay -)				0	0	0	0	0	0	0	0	0	0	0	0	0
Interest	1,363,399			-	-	-	-	-	-	-	-	-	-	-	-	-
Equity Repayment	7,174,234			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Profit Share	-			-	-	-	-	-	-	-	-	1,578,050	1,795,999	932,127	887,966	895,626
Equity balance	5,810,836			(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	(1,000,000)	578,050	2,374,049	3,306,175	4,194,141	5,089,767
Equity Cash Flow	5,810,836			-	-	-	-	-	-	-	-	1,578,050	1,795,999	932,127	887,966	895,626
Project Cash Account																
Surplus Cash Injection	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cash Reserve Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest on Surplus Cash	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Surplus Cash balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 - Mezzanine Loan																
Manual Adjustments (Drawdown - / Repay +)				0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	(16,000,000)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Interest Charged	(2,379,308)			(115,055)	(101,399)	(87,720)	(73,759)	(59,643)	(45,467)	(31,037)	(16,447)	(1,762)	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	18,379,308			1,753,765	1,742,864	1,763,027	1,767,739	1,760,714	1,777,080	1,781,816	1,778,698	213,187	-	-	-	-
Interest and Fees	2,379,308			115,055	101,399	87,720	73,759	59,643	45,467	31,037	16,447	1,762	-	-	-	-
Principal	16,000,000			1,638,710	1,641,464	1,675,307	1,693,979	1,701,072	1,731,612	1,750,779	1,762,250	211,425	-	-	-	-
Loan balance	-			(12,167,889)	(10,526,425)	(8,851,118)	(7,157,138)	(5,456,067)	(3,724,454)	(1,973,675)	(211,425)	-	-	-	-	-
% of Project Costs (net of Interest/Fees and GST).				61.8%	53.4%	44.9%	36.3%	27.7%	18.9%	10.0%	1.1%	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 1 Cash Flow	2,379,308			1,753,765	1,742,864	1,763,027	1,767,739	1,760,714	1,777,080	1,781,816	1,778,698	213,187	-	-	-	-
Interest Coverage Ratio	8.26			15.10	17.18	19.91	23.74	29.44	38.72	56.87	107.61	1,007.17	-	-	-	-
Debt Service Ratio	1.07			0.99	1.00	0.99	0.99	1.00	0.99	0.99	1.00	8.32	-	-	-	-
Loan 2 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 2 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 - Lender Name																
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0	0	0	0	0	0	0	0	0	0	0
Drawdown	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Charged	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest and Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Principal	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
% of Land Purchase Price.	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 3 Cash Flow	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Coverage Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Debt Service Ratio	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan 4 - Credit Facility																
Drawdown	(3,311,379)			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%
Interest Charged	(298,087)			(18,598)	(18,707)	(18,816)	(18,926)	(19,036)	(19,147)	(19,259)	(19,371)	(19,484)	(19,598)	(19,712)	(14,783)	(9,517)
Application and Line Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Paid by Equity	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Loan Repayment	3,609,466			-	-	-	-	-	-	-	-	-	-	864,688	917,532	914,660
Interest and Fees	298,087			-	-	-	-	-	-	-	-	-	-	268,494	14,783	9,517
Principal	3,311,379			-	-	-	-	-	-	-	-	-	-	596,194	902,749	905,143
Loan balance	-			(3,206,885)	(3,225,592)	(3,244,408)	(3,263,333)	(3,282,369)	(3,301,517)	(3,320,775)	(3,340,147)	(3,359,631)	(3,379,229)	(2,534,253)	(1,631,504)	(726,361)
% of Project Costs (net of Interest/Fees and GST).				16.28%	16.37%	16.47%	16.56%	16.66%	16.76%	16.85%	16.95%	17.05%	17.15%	12.86%	8.28%	3.69%
Loan 4 Cash Flow	298,087			-	-	-	-	-	-	-	-	-	-	864,688	917,532	914,660
Interest Coverage Ratio	95.24			93.41	93.11	92.82	92.53	92.24	91.95	91.66	91.37	91.08	90.79	90.51	121.01	188.47
Debt Service Ratio	1.93			-	-	-	-	-	-	-	-	-	-	2.06	1.95	1.96
Project Overdraft				(15,374,774)	(13,752,016)	(12,095,525)	(10,420,472)	(8,738,436)	(7,025,971)	(5,294,450)	(3,551,571)	(3,359,631)	(3,379,229)	(2,534,253)	(1,631,504)	(726,361)
% of Project Costs (net of Interest/Fees and GST).				78.03%	69.79%	61.39%	52.88%	44.35%	35.66%	26.87%	18.02%	17.05%	17.15%	12.86%	8.28%	3.69%
Total Equity to Debt Ratio	7.06%			5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%	5.23%
Total Debt Interest Coverage Ratio	10.60			13.00	14.50	16.39	18.89	22.32	27.25	35.10	49.41	83.53	90.79	90.51	121.01	188.47
Total Debt Service Ratio	1.21			0.99	1.00	0.99	0.99	1.00	0.99	0.99	1.00	8.32	-	2.06	1.95	1.96
Net Cash Flow (after Interest)	5,810,836			1,620,111	1,622,758	1,656,491	1,675,054	1,682,035	1,712,465	1,731,520	1,742,879	1,769,991	1,776,401	1,777,102	1,790,715	1,800,769
Cumulative Cash Flow**				(16,374,774)	(14,752,016)	(13,095,525)	(11,420,472)	(9,738,436)	(8,025,971)	(6,294,451)	(4,551,571)	(2,781,581)	(1,005,180)	771,922	2,562,637	4,363,406
Check balance	-			-	-	-	-	-	-	-	-	-	-	-	-	-

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW		TOTAL	GST	% to Owner	26 Sep-11	27 Oct-11	28 Nov-11	29 Dec-11	30 Jan-12	31 Feb-12	32 Mar-12	33 Apr-12	34 May-12	35 Jun-12	36 Jul-12	37 Aug-12	38 Sep-12
DEVELOPER'S IRR & NPV																	
Cash Flow that includes financing costs but excludes interest and corp tax.					1,753,765	1,742,864	1,763,027	1,767,739	1,760,714	1,777,080	1,781,816	1,778,698	1,791,237	1,795,999	1,796,814	1,805,499	1,810,286
Static Discount Rate (per ann. nominal)	20.00%																
PV for each Month	758,302				1,141,112	1,115,428	1,109,835	1,094,559	1,072,337	1,064,562	1,049,901	1,030,882	1,021,130	1,007,060	991,001	979,466	965,964
NPV of Future Cash Flows					22,147,146	20,733,271	19,306,914	17,836,285	16,336,356	14,818,569	13,258,847	11,668,315	10,054,444	8,400,928	6,715,011	5,000,167	3,247,913
Variable Discount Rate (per ann. nominal)	20.00%				20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	758,302																

LAND OWNER'S CASH FLOW		TOTAL	X	26	27	28	29	30	31	32	33	34	35	36	37	38
REVENUE																
Gross Revenue	22,816,819			1,406,771	1,410,240	1,413,718	1,417,205	1,420,700	1,424,204	1,427,717	1,431,238	1,434,768	1,438,306	1,441,853	1,445,409	1,448,974
Less Selling / Leasing Costs & GST	(2,074,256)			(127,888)	(128,204)	(128,520)	(128,837)	(129,155)	(129,473)	(129,792)	(130,113)	(130,433)	(130,755)	(131,078)	(131,401)	(131,725)
Profit Share	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL NET REVENUE	20,742,562			1,278,883	1,282,037	1,285,199	1,288,368	1,291,546	1,294,731	1,297,924	1,301,125	1,304,334	1,307,551	1,310,776	1,314,008	1,317,249
COSTS																
Opportunity Cost of Land	14,000,000															
Pro. Fees and Construction	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Statutory Fees	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Other Costs	-			-	-	-	-	-	-	-	-	-	-	-	-	-
GST Input Credits Reclaimed	-			-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL COSTS	14,000,000			-	-	-	-	-	-	-	-	-	-	-	-	-
Net Cash Flow b/f Interest	6,742,562			1,278,883	1,282,037	1,285,199	1,288,368	1,291,546	1,294,731	1,297,924	1,301,125	1,304,334	1,307,551	1,310,776	1,314,008	1,317,249
Equity Cash Flow																
Equity alance	(14,000,000)			(10,172,783)	(8,890,747)	(7,605,548)	(6,317,180)	(5,025,634)	(3,730,903)	(2,432,979)	(1,131,854)	172,480	1,480,031	2,790,807	4,104,815	5,422,065
Loan alance	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Less Interest Expense	-			-	-	-	-	-	-	-	-	-	-	-	-	-
Cumulative CF After Interest**				(10,172,783)	(8,890,747)	(7,605,548)	(6,317,180)	(5,025,634)	(3,730,903)	(2,432,979)	(1,131,854)	172,480	1,480,031	2,790,807	4,104,815	5,422,065

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits

** Cumulative Cash Flow After Interest is revenue less costs (including interest on overdraft)

Estate Master Licensed to: Estate Master

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
SALES SUMMARY						
Units Sold	200.00			12.50	-	-
Cumulative Units Sold				200.00	200.00	200.00
% Units Sold				100.0%	100.0%	100.0%
SqM Sold	3,720.00			232.50	-	-
Cumulative SqM Sold				3,720.00	3,720.00	3,720.00
% SqM Sold				100.0%	100.0%	100.0%
AUD Sold	57,042,046			3,631,369	-	-
Cumulative AUD Sold				57,042,046	57,042,046	57,042,046
% AUD Sold				100.0%	100.0%	100.0%
HANDOVER SUMMARY						
Units Handed Over	200.00			12.50	-	-
Cumulative Units Handed Over				200.00	200.00	200.00
% Units Handed Over				100.0%	100.0%	100.0%
SqM Handed Over	3,720.00			232.50	-	-
Cumulative SqM Handed Over				3,720.00	3,720.00	3,720.00
% SqM Handed Over				100.0%	100.0%	100.0%
AUD Handed Over	57,042,046			3,565,128	-	-
Cumulative AUD Handed Over				57,042,046	57,042,046	57,042,046
% AUD Handed Over				100.0%	100.0%	100.0%
DEVELOPER'S CASH FLOW						
REVENUE						
Gross Sales Revenue	34,225,228			2,178,821	-	-
Selling Costs	(2,921,580)			(183,301)	-	-
Gross Rental Income	-			-	-	-
Leasing Costs	-			-	-	-
Other Income	-			-	-	-
Interest Received*	-			-	-	-
GST Payments (Liabilities)	(3,111,384)			(197,101)	(197,587)	(198,075)
TOTAL NET REVENUE	28,192,264			1,798,419	(197,587)	(198,075)
COSTS						
Land and Acquisition	0			-	-	-
Professional Fees	970,229			-	-	-
Construction Costs (inc Contingency)	10,924,823			-	-	-
Statutory Fees	8,219,113			-	-	-
Miscellaneous Costs 1	-			-	-	-
Miscellaneous Costs 2	-			-	-	-
Miscellaneous Costs 3	-			-	-	-
Project Contingency (Reserve)	390,824			-	-	-
Land Holding Costs	216,596			-	-	-
Pre-Sale Commissions	-			-	-	-
Financing Costs (exc Fees)	350,000			-	-	-
GST Refunds (Input Credits)	(1,367,552)			(16,647)	(16,655)	(16,664)
TOTAL COSTS	19,704,034			(16,647)	(16,655)	(16,664)
Net Cash Flow (before Interest)	8,488,230			1,815,065	(180,932)	(181,411)
Cumulative Cash Flow				8,850,573	8,669,641	8,488,230

Cash Flow Table for Case Study 1

Percentage of Sales JV - Option 3

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
FINANCING						
Equity						
Manual Adjustments (Inject + / Repay -)				0	0	0
Injections	1,363,399			-	-	363,399
Interest Charged				-	-	-
Equity Repayment	7,174,234			1,084,467	-	-
Less Profit Share	-			-	-	-
Equity balance	5,810,836			6,174,234	6,174,234	5,810,836
Equity Cash Flow	5,810,836			1,084,467	-	(363,399)
Project Cash Account						
Surplus Cash Injection	-			-	-	-
Cash Reserve Drawdown	-			-	-	-
Interest on Surplus Cash	-			-	-	-
Surplus Cash balance				-	-	-
Loan 1 - Mezzanine Loan						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	(16,000,000)			-	-	-
Loan Interest Rate (%/ann)				10.00%	10.00%	10.00%
Interest Charged	(2,379,308)			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	18,379,308			-	-	-
Interest and Fees	2,379,308			-	-	-
Principal	16,000,000			-	-	-
Loan balance	-			-	-	-
% of Project Costs (net of Interest/Fees and GST).						
Profit Share	-			-	-	-
Loan 1 Cash Flow	2,379,308			-	-	-
Interest Coverage Ratio	8.26			-	-	-
Debt Service Ratio	1.07			-	-	-
Loan 2 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan balance	-			-	-	-
% of Land Purchase Price.						
Profit Share	-			-	-	-
Loan 2 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 3 - Lender Name						
Manual Adjustments (Drawdown - / Repay +)	-			0	0	0
Drawdown	-			-	-	-
Loan Interest Rate (%/ann)				0.00%	0.00%	0.00%
Interest Charged	-			-	-	-
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	-			-	-	-
Interest and Fees	-			-	-	-
Principal	-			-	-	-
Loan balance	-			-	-	-
% of Land Purchase Price.						
Profit Share	-			-	-	-
Loan 3 Cash Flow	-			-	-	-
Interest Coverage Ratio	-			-	-	-
Debt Service Ratio	-			-	-	-
Loan 4 - Credit Facility						
Drawdown	(3,311,379)			-	(180,932)	-
Loan Interest Rate (%/ann)				7.00%	7.00%	7.00%
Interest Charged	(298,087)			(4,237)	-	(1,055)
Application and Line Fees	-			-	-	-
Interest Paid by Equity	-			-	-	-
Loan Repayment	3,609,466			730,598	-	181,988
Interest and Fees	298,087			4,237	-	1,055
Principal	3,311,379			726,361	-	180,932
Loan balance	-			-	(180,932)	-
% of Project Costs (net of Interest/Fees and GST).					0.92%	
Loan 4 Cash Flow	298,087			730,598	(180,932)	181,988
Interest Coverage Ratio	95.24			424.46	-	(187.75)
Debt Service Ratio	1.93			2.46	-	(1.09)
Project Overdraft				-	(180,932)	-
% of Project Costs (net of Interest/Fees and GST).					0.92%	
Total Equity to Debt Ratio	7.06%			5.23%	5.18%	-
Total Debt Interest Coverage Ratio	10.60			424.46	-	(187.75)
Total Debt Service Ratio	1.21			2.46	-	(1.09)
Net Cash Flow (after Interest)	5,810,836			1,810,828	(180,932)	(182,466)
Cumulative Cash Flow**				6,174,234	5,993,302	5,810,836
Check balance	-			-	-	-

Cash Flow Table for Case Study 1

DEVELOPER'S CASH FLOW	TOTAL	GST	% to Owner	39 Oct-12	40 Nov-12	41 Dec-12
DEVELOPER'S IRR & NPV						
Cash Flow that includes financing costs but excludes interest and corp tax.						
Static Discount Rate (per ann. nominal)	20.00%			1,815,065	(180,932)	(181,411)
PV for each Month	758,302			952,637	(93,406)	(92,117)
NPV of Future Cash Flows				1,461,587	(359,369)	(181,411)
Variable Discount Rate (per ann. nominal)	20.00%			20.00%	20.00%	20.00%
NPV (using weighted avg discount rate)	758,302					

LAND OWNER'S CASH FLOW	TOTAL	X	39	40	41
REVENUE					
Gross Revenue	22,816,819		1,452,548	-	-
Less Selling / Leasing Costs & GST	(2,074,256)		(132,050)	-	-
Profit Share	-		-	-	-
TOTAL NET REVENUE	20,742,562		1,320,498	-	-
COSTS					
Opportunity Cost of Land	14,000,000				
Pro. Fees and Construction	-		-	-	-
Statutory Fees	-		-	-	-
Other Costs	-		-	-	-
GST Input Credits Reclaimed	-		-	-	-
TOTAL COSTS	14,000,000		-	-	-
Net Cash Flow b/f Interest	6,742,562		1,320,498	-	-
Equity Cash Flow			1,320,498	(6,742,562)	-
Equity alance	(14,000,000)		6,742,562	-	-
Loan alance	-		-	-	-
Less Interest Expense	-		-	-	-
Cumulative CF After Interest**			6,742,562	-	-

* Includes half interest from deposit on land acquisition plus interest received from pre-sale deposits
** Cumulative Cash Flow After interest is revenue less costs (including interest on overdraft)
Estate Master Licensed to: Estate Master

Summary of Investment Returns to Developer



Development Feasibility

Case Study 1

Percentage of Sales JV

Option 3

Time Span: Jul-09 to Dec-12	Project Size: 200 Lots
Type: Land Subdivision	1 per 0.1 Ha of Site Area
Status: Under Review	Project Size:
Site Area: 20. Ha	
FSR: 0.1	Equated GFA: 0.0 Ha

Estate Master Licensed to: Estate Master

	AUD Total	Lot	Ha of Site Area	Total Net Revenue
REVENUE				
	Quantity	SqM	AUD/Quantity	AUD
Total Sales Revenue	120	2,232.0	285,210.2	34,225,228
Residential - 1 Bedroom Units	120	2,232.0	285,210.2	34,225,228
Less Selling Costs				(2,921,580)
Less Purchasers Costs				-
NET SALE PROCEEDS				31,303,648
	Average Yield	SqM	AUD/SqM/annum	AUD
Rental Income	-	-	-	-
Less Outgoings & Vacancies				-
Less Letting Fees				-
Less Incentives (Rent Free and Fit-out Costs)				-
Less Other Leasing Costs				-
NET RENTAL INCOME				-
Interest Received				-
Other Income				-
TOTAL REVENUE (before GST paid)				31,303,648
Less GST paid on all Revenue				(3,111,384)
TOTAL REVENUE (after GST paid)				28,192,264
COSTS				
Land Purchase Cost				-
Land Transaction Costs				-
Construction (inc. Construct. Contingency)				10,924,823
Professional Fees				970,229
Statutory Fees				8,219,113
Miscellaneous Costs 1				-
Miscellaneous Costs 2				-
Miscellaneous Costs 3				-
Project Contingency (Project Reserve)				390,824
Land Holding Costs				216,596
Pre-Sale Commissions				-
Finance Charges (inc. Fees)				350,000
Interest Expense				2,677,394
TOTAL COSTS (before GST reclaimed)				23,748,981
Less GST reclaimed				(1,367,552)
TOTAL COSTS (after GST reclaimed)				22,381,428

PERFORMANCE INDICATORS

¹ Net Development Profit	5,810,836	
³ Development Margin (or Profit/Risk Margin)	22.96%	on total development costs (inc selling costs).
⁴ Residual Land Value (based on 22% Target Margin)	194,688	(Inclusive of GST) 9,734.40 per Ha of Site Area
⁵ Net Present Value	758,302	(at 20% per ann. discount rate, nominal)
⁶ Benefit Cost Ratio	1.0471	(at 20% per ann. discount rate, nominal)
⁷ Project Internal Rate of Return (IRR)	22.95%	(per ann. nominal)
⁸ Residual Land Value (based on NPV)	1,170,918	(Inclusive of GST) 58,545.88 per Ha of Site Area
Equity IRR	72.04%	(per ann. nominal)
Equity Contribution	1,363,399	
Peak Debt Exposure	20,698,993	
Equity to Debt Ratio	7.06%	
⁹ Weighted Average Cost of Capital (WACC)	10.23%	
¹⁰ Breakeven Date for Cumulative Cash Flow	Jul-2012	(Month 36)
¹¹ Yield on Cost	0.00%	
¹² Rent Cover	N.A.	
¹³ Profit Erosion	N.A.	

Footnotes:

1. Development Profit: is total revenue less total cost including interest paid and received
2. Note: No redistribution of Developer's Gross Profit
3. Development Margin: is profit divided by total development costs (inc selling costs).
4. Residual Land Value: is the maximum purchase price for the land whilst achieving the target development margin.
5. Net Present Value: is the Developer's cash flow stream discounted to present value. It includes financing costs but excludes interest and corp tax.
6. Benefit Cost Ratio: is the ratio of discounted incomes to discounted costs and includes financing costs but excludes interest and corp tax.
7. Internal Rate of Return: is the discount rate where the NPV above equals Zero.
8. Residual Land Value (based on NPV): is the purchase price for the land to achieve a zero NPV.
9. The Weighted Average Cost of Capital (WACC) is the rate that a company is expected to pay to finance its assets.
10. Breakeven date for Cumulative Cash Flow: is the last date when total debt and equity is repaid (ie when profit is realised).
11. Yield on Cost is Current Net Annual Rent divided by Total Costs (before GST reclaimed), including all Selling Costs.
12. The total net development profit divided by the current net annual rental expressed as a number of years/months.
13. The period of time most practical completion that it can remain unsold (but leased out) until finance and land holding costs erodes the profit for the development to zero.

Summary of Investment Returns to Developer

Case Study 1 Percentage of Sales JV

Option 3

Time Span: Jul-09 to Dec-12	Project Size: 200 Lots
Type: Land Subdivision	1 per 0.1 Ha of Site Area
Status: Under Review	Project Size:
Site Area: 20. Ha	
FSR: 0:1	Equated GFA: 0.0 Ha

Estate Master Licensed to: Estate Master

RETURNS ON FUNDS INVESTED	Equity	Loan 1		Loan 4	Total Debt
		Mezzanine Loan		Credit Facility	
¹ Funds Invested (Cash Outlay)	1,363,399	16,000,000		3,311,379	19,311,379
% of Total Funds Invested	6.59%	77.39%		16.02%	93.41%
² Peak Exposure	1,000,000	17,547,580		3,379,229	20,698,993
Date of Peak Exposure	Jan-10	Jun-11		Jun-12	Jun-11
Month of Peak Exposure	Month 6	Month 23		Month 35	Month 23
Weighted Average Interest Rate	N.A.	10.00%		7.00%	9.54%
Interest Charged	-	2,379,308		298,087	2,677,394
Line Fees Charged	-	-		-	-
Application Fees Charged	-	-		-	-
Profit Share Received	-	-		-	-
³ Total Profit to Funders	5,810,836	2,379,308		298,087	2,677,394
⁴ Margin on Funds Invested	426.20%	14.87%		9.00%	13.86%
⁵ Payback Date	May-12	May-12		Dec-12	Dec-12
Month of Payback	Month 34	Month 34		Month 41	Month 41
⁶ IRR on Funds Invested	72.04%	10.00%		7.00%	9.58%
⁷ Equity to Debt Ratio		8.52%		41.17%	7.06%
⁸ Loan to Value Ratio	2.92%	51.27%		9.87%	60.48%
⁹ Loan Ratio	6.92%	93.28%		18.32%	111.60%
	of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).		of Project Costs (net of Interest/Fees and GST).	of Project Costs (net of Interest/Fees and GST).

Footnotes:

1. The total amount of funding injected into the project cash flow.
2. The maximum cash flow exposure of that equity/debt facility including capitalised interest.
3. The total repayments less funds invested, including profit share paid or received.
4. Margin is net profit divided by total funds invested (cash outlay).
5. Payback date for the equity/debt facility is the last date when total equity/debt is repaid.
6. IRR on Funds Invested is the IRR of the equity cash flow including the return of equity and realisation of project profits.
7. Equity to Debt Ratio is the amount of equity contributed into the project as a percentage of debt funding.
8. Loan to Value ratio is the Peak Equity/Debt Exposure divided by Total Sales Revenue.
9. Loan Ratio is the total funds invested by the lender (cash outlay) divided by the nominated ratio calculation method. It includes capitalised interest and fees.

Summary of Investment Returns to Land Owner & Developer

Case Study 1

Percentage of Sales JV

Option 3

Time Span: Jul-09 to Dec-12	Project Size: 200. Lots
Type: Land Subdivision	1 per 0.1 Ha of Site Area
Status: Under Review	Project Size:
Site Area: 20. Ha	
FSR: 0:1	Equated GFA: 0.0 Ha

Estate Master Licensed to: Estate Master

COSTS & REVENUES	Land Owner	Developer	Joint Venture	% by Land Owner
	Enter Land Owner Name	Enter Developer Name		
REVENUE				
Land Sale to Developer	-			
Gross Sales Revenue	22,816,819	34,225,228	57,042,046	40.0%
Less Selling Costs	-	(2,921,580)	(2,921,580)	0.0%
Less Purchasers Costs	-	-	-	N.A.
NET SALE PROCEEDS	22,816,819	31,303,648	54,120,467	42.2%
Gross Rental Income	-	-	-	N.A.
Less Leasing Costs	-	-	-	N.A.
NET RENTAL INCOME	-	-	-	N.A.
Interest Received	-	-	-	N.A.
Other Income	-	-	-	N.A.
TOTAL REVENUE (before GST paid)	22,816,819	31,303,648	54,120,467	42.2%
Less GST paid on all Revenue	(2,074,256)	(3,111,384)	(5,185,641)	40.0%
TOTAL REVENUE (after GST paid)	20,742,562	28,192,264	48,934,826	42.4%
COSTS				
Opportunity Cost of Land	14,000,000		14,000,000	
Land Acquisition Costs		-	-	
Construction Costs	-	10,924,823	10,924,823	0.0%
Professional Fees	-	970,229	970,229	0.0%
Statutory Fees	-	8,219,113	8,219,113	0.0%
Miscellaneous Costs 1	-	-	-	N.A.
Miscellaneous Costs 2	-	-	-	N.A.
Miscellaneous Costs 3	-	-	-	N.A.
Project Contingency (Reserve)	-	390,824	390,824	0.0%
Land Holding Costs	-	216,596	216,596	0.0%
Pre-Sale Commissions	-	-	-	N.A.
Finance Charges (inc. Line Fees)	-	350,000	350,000	0.0%
Interest Expense	-	2,677,394	2,677,394	0.0%
TOTAL COSTS (before GST reclaimed)	14,000,000	23,748,981	37,748,981	37.1%
Less GST reclaimed	-	(1,367,552)	(1,367,552)	0.0%
TOTAL COSTS (after GST reclaimed)	14,000,000	22,381,428	36,381,428	38.5%
PERFORMANCE INDICATORS				
Net Development Profit	6,742,562	5,810,836	12,553,398	
Development Margin on total development costs (inc selling costs).	48.16%	22.96%	34.50%	
Discount Rate	16.00%	20.00%		
NPV of Cash Flow	13,682,717			
NPV less Land Value	(317,283)	758,302		
Internal Rate of Return	15.11%	22.95%		
* Note: No redistribution of Developer's Gross Profit				

* Note: No redistribution of Developer's Gross Profit

The table below is the Sensitivity of the Land Owner's Performance Indicators to changes in the variables.
If the table is invisible it is because data has changed since the last time the sensitivity procedure was performed.

Comparison of Options

ESTATEMASTER Development Feasibility PROPERTY SOFTWARE		1	2	3	4	5	6	7	8
		Deferred Land Payment JV	Land and Profit Share	Percentage of Sales JV					
Summary of Comparison of Options		Option 1	Option 2	Option 3					
Case Study 1									
		200. Lots	200. Lots	200. Lots					
		-	-	-					
		20. Ha	20. Ha	20. Ha					
		Land Subdivision Under Review	Land Subdivision Under Review	Land Subdivision Under Review					
REVENUE									
Total Sales Revenue		57,042,046	57,042,046	34,225,228					
Less Selling Costs		(2,921,580)	(2,921,580)	(2,921,580)					
Less Purchasers Costs		-	-	-					
NET SALE PROCEEDS		54,120,467	54,120,467	31,303,648					
Rental Income		-	-	-					
Less Outgoings & Vacancies		-	-	-					
Less Letting Fees		-	-	-					
Less Incentives (Rent Free and Fit Out Costs)		-	-	-					
Less Other Leasing Costs		-	-	-					
NET RENTAL INCOME		-	-	-					
Interest Received		-	-	-					
Other Income		-	-	-					
TOTAL REVENUE (before GST paid)		54,120,467	54,120,467	31,303,648					
Less GST paid on all Revenue		(5,185,641)	(5,185,641)	(3,111,384)					
TOTAL REVENUE (after GST paid)		48,934,826	48,934,826	28,192,264					
COSTS									
Land Purchase Cost		20,000,000	7,000,000	-					
Land Transaction Costs		1,267,308	434,126	-					
Construction (inc. Construct. Contingency)		10,924,823	10,924,823	10,924,823					
Professional Fees		970,229	970,229	970,229					
Statutory Fees		8,219,113	8,219,113	8,219,113					
Miscellaneous Costs 1		-	-	-					
Miscellaneous Costs 2		-	-	-					
Miscellaneous Costs 3		-	-	-					
Project Contingency (Project Reserve)		390,824	390,824	390,824					
Land Holding Costs		216,596	216,596	216,596					
Pre-Sale Commissions		-	-	-					
Finance Charges (inc. Line Fees)		350,000	350,000	350,000					
Interest Expense		2,335,569	1,348,750	2,677,394					
TOTAL COSTS (before GST reclaimed)		44,674,463	29,854,462	23,748,981					
Less GST reclaimed		(3,202,263)	(2,009,701)	(1,367,552)					
Plus Corporate Tax		-	-	-					
TOTAL COSTS (after GST reclaimed)		41,472,200	27,844,761	22,381,428					
PERFORMANCE INDICATORS									
1 Gross Development Profit		7,462,626	21,090,065	5,810,836					
2 Net Developer's Profit after Profit Share		7,462,626	7,381,523	5,810,836					
3 Development Margin (Profit/Risk Margin)		16.81%	23.99%	22.96%					
Target Development Margin		22.00%	22.00%	22.00%					
4 Residual Land Value (Target Margin)		18,127,345	8,013,704	194,688					
5 Breakeven Date for Cumulative Cash Flow		Aug-2012	Apr-2012	Jul-2012					
Discount Rate (Target IRR)		20.00%	20.00%	20.00%					
6 Net Present Value		37,969	932,347	758,302					
Benefit Cost Ratio		1.001	1.045	1.047					
9 Project Internal Rate of Return (IRR)		20.12%	23.61%	22.95%					
10 Residual Land Value (NPV)		20,057,885	10,228,866	1,170,918					
Peak Debt Exposure		32,937,718	17,943,424	20,698,993					
Date of Peak Debt Exposure		Jul-2011	Jul-2011	Jun-2011					
11 Breakeven Date for Project Overdraft		Dec-2012	Dec-2012	Dec-2012					
Total Equity Contribution		6,627,942	7,627,942	1,363,399					
Peak Equity Exposure		6,000,000	7,000,000	1,000,000					
Date of Peak Equity Exposure		Jan-2010	Jan-2010	Jan-2010					
12 IRR on Equity		33.64%	31.70%	72.04%					
Weighted Average Cost of Capital (WACC)		7.06%	12.81%	10.23%					
YIELD ANALYSIS		Qty	Area	Qty	Area	Qty	Area		
SALES			SqM		SqM		SqM		
Residential - 1 Bedroom Units		200	3,720	200	3,720	120	2,232		
TOTAL		200	3,720	200	3,720	120	2,232		
TENANCIES			SqM		SqM		SqM		
TOTAL			0		0		0		
Footnotes (based on current Preferences):									
1. Development Profit: is total revenue less total cost including interest paid and received									
2. Developer's Net Profit after distribution of profit share.									
3. Development Margin: is profit divided by total development costs (inc selling costs).									
4. Residual Land Value: is the maximum purchase price for the land whilst achieving the target development margin.									
5. Breakeven date for Cumulative Cash Flow: is the last date when total debt and equity is repaid (ie when profit is realised).									
6. Net Present Value: is the Developer's cash flow stream discounted to present value.									
It includes financing costs but excludes interest and corp tax.									
8. Benefit:Cost Ratio: is the ratio of discounted incomes to discounted costs and includes financing costs but excludes interest and corp tax.									
9. Internal Rate of Return: is the discount rate where the NPV above equals Zero.									
10. Residual Land Value (based on NPV): is the purchase price for the land to achieve a zero NPV.									
11. Payback date for the equity/debt facility is the last date when total equity/debt is repaid.									
12. IRR on Funds Invested is the IRR of the equity cash flow including the return of equity and realisation of project profits.									