

# EstateMaster Corporate Consolidation



EstateMaster Corporate Consolidation (CC) is the central data management tool for archiving, managing, tracking and reporting on your entire property portfolio modelled in EstateMaster Development Feasibility (DF), Development Management (DM), Investment Appraisal (IA) and Hotel Feasibility (HF). It contains a vast array of comparison and consolidation reports allowing you to forecast consolidated company profits and equity requirements by overlaying new acquisitions analysed in DF against the existing projects currently being managed in DM. It also has a centrally controlled financing function in which you can apply debt and equity funding structures to a group of consolidated cash flows. EstateMaster CC is the key tool in the EstateMaster suite and should be implemented by anyone who manages large property portfolios, works with large multi-staged projects or those who require additional reporting.

## Cash Flow Data Management

- Import input data and cash flows created in DF, DM, IA and HF into a central and secure SQL database.
- Import a single file or entire folder of files at once.
- View the history of all versions of a DF, DM, IA or HF cash flow in the database and identify the user who imported it and at what date and time.
- Group DF, DM, IA and HF cash flows into 'Projects' and 'Portfolios' and generate reports based on these.
- Ideal for multi-staged developments, managing large development and investment portfolios, or analysing 'develop and hold' scenarios.

## Reporting

- Generate detailed Consolidation or Comparison reports such as:
  - Monthly and Financial Year Cash Flows
  - Variable Period Cash Flows
  - Summary Reports
  - Potential (DF) vs Actual (DM) Project Reports
  - Currency Comparison Reports
  - Budget Variation Reports
  - Project Cash Flow and Equity Charts
  - Profit and Loss Statements and Balance Sheets
  - Inventory Reports
  - Gantt Charts
  - Investment DCF and Capitalisation Reports
  - Sources and Application of Funds
  - Net Cash Flow (Before and After Interest)
- Evaluate all active projects against potential projects in the pipeline.
- Analyse funding peaks and surplus cash flow.
- Multi-mode dashboard which provides a quick snapshot of a portfolio, project or cash flow without the need to open data files or generate reports.
- Reports preferences to define the level of detail in reports (summary, project or cash flow level detail) and different calculation options.

## Consolidated Financing

- Financing functionality to apply debt and equity funding structures to a group of consolidated cash flows.
- 3 sources of finance:
  - Equity
  - Loan 1 (i.e mezzanine loan)
  - Senior loan (line of credit facility)
- Set loan limits, interest rate and loan fees.
- Provide profit share to lenders.
- Spreadsheet-style interface to make manual adjustments to financing.

## Data Security

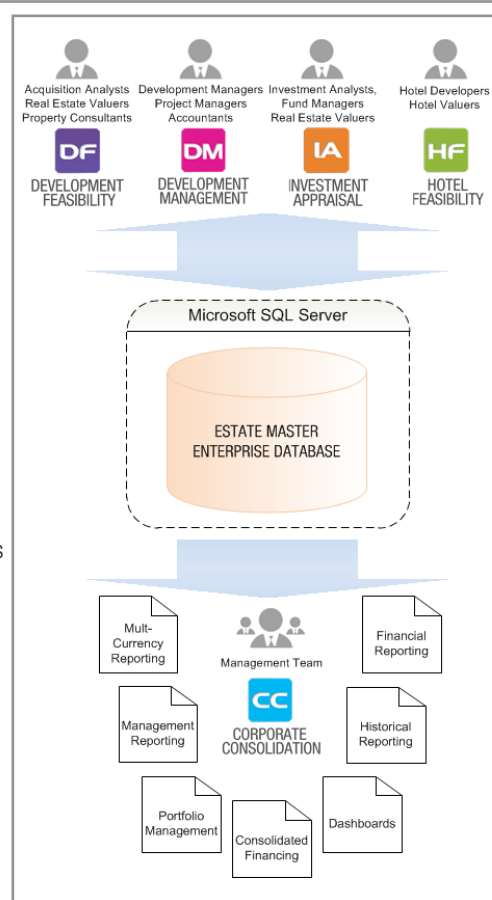
- Apply security (based on Windows Active Directory) to cash flow data controlling who can:
  - access and edit the data
  - generate reports or view dashboard results
  - change the structure and preferences of portfolios
  - change application settings and defaults

## Exchange Rates

- Currency exchange rate feature to amalgamate cash flows in different currencies and report them in a base currency.
- Maintain over 80 different currencies.

## Other Features

- Insert your corporate logo and portfolio image.
- Print menu allowing the user to select multiple reports to print or PDF.
- Export reports to Microsoft Excel.
- Filters to search for cash flows by type, status, developer, land owner, software (i.e. DF, DM, IA, HF), project, location, etc.



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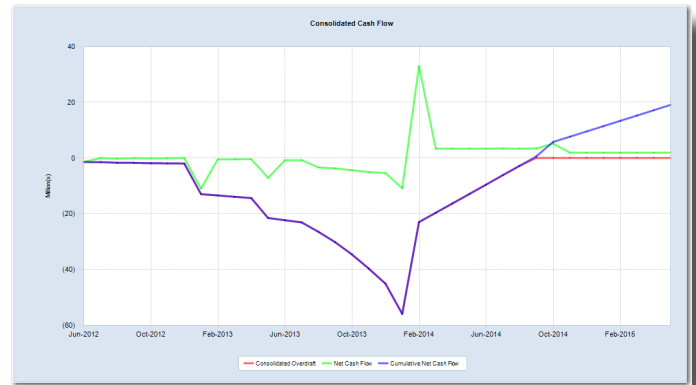
# EstateMaster Corporate Consolidation



## Summary Reports

Cash Flow Title	Stage 1	Stage 2	Period 1	Period 3
Project Number	P2000	P2000	P6000	P6000
Account Code	P2000	P2000	P6000	P6000
Project Size	10,950 GSA (dom) - 73 LH	13,450 GSA (dom) - 55 TH	29,076	29,076
Site Area	215,276,203 Sqft	269,097,764 Sqft	965,694,987 Sqft	965,694,987 Sqft
Construction Period	Jun-2013 to Jan-2014	Feb-2014 to Sep-2014	Aug-2013 to Jan-2014	Aug-2013 to Jan-2014
Development Period	Jun-2012 to Sep-2014	Jun-2012 to May-2015	Jan-2013 to Oct-2014	Jan-2013 to Oct-2014
Type	Land Subdivision	Land Subdivision	Land Subdivision	Land Subdivision
Status	Approved	Approved	Under Review	Under Review
<b>REVENUE</b>				
Total Sales Revenue	4,213,968	17,167,657	31,994,053	31,994,053
Capitalised Sales	-	-	-	-
Less Tax on Sales	(383,086)	(1,560,696)	-	-
NET SALES REVENUE (after Tax)	3,830,882	15,606,961	31,994,053	31,994,053
Less Sales Commission	(169,629)	(386,272)	(1,119,792)	(1,119,792)
Less Selling Costs	(261,140)	(259,838)	(726,488)	(726,488)
NET SALES REVENUE (after Tax and Costs)	3,308,112	14,960,850	30,147,777	30,147,777
Rental Income	-	-	-	-
Less Leasing Costs	-	-	-	-
NET RENTAL INCOME	-	-	-	-
Interest Received	-	-	-	-
Other Income	-	-	-	-
Less Tax Paid on Rental and Other Income	-	-	-	-
<b>TOTAL PROJECT REVENUE (after Tax paid)</b>	<b>3,308,112</b>	<b>14,960,850</b>	<b>30,147,777</b>	<b>30,147,777</b>
<b>COSTS</b>				
Land and Acquisitions Costs	4,800,490	4,152,490	5,056,525	5,056,525
Professional Fees	600,000	100,000	1,278,583	1,278,583
Development Management	299,204	96,346	-	-
Construction (incl. Contingency)	2,555,000	2,505,000	5,962,831	5,962,831
Statutory Fees & Contributions	3,000,000	2,320,000	1,027,954	1,027,954
Miscellaneous Costs 1	-	-	935,257	935,257
Miscellaneous Costs 2	-	-	4,839,875	4,839,875
Miscellaneous Costs 3	-	-	400,000	400,000
Project Contingency (Project Reserve)	-	-	-	-
Land Holding Costs	118,593	129,114	380,250	380,250
Pre-Sale Commissions	-	-	-	-
Finance Charges (incl. Fees)	90,000	-	-	-
Interest Expense - Equity	-	-	-	-
Interest Expense - External	81,837	716,670	936,417	936,417
TOP-UP PROJECT COSTS (before Tax reclaimed)	12,278,975	10,076,620	20,687,692	20,687,692
Less Tax on costs reclaimed	(359,080)	(307,850)	-	-
Plus Corporate Tax	-	-	-	-
<b>TOTAL PROJECT COSTS (after Tax reclaimed)</b>	<b>11,919,895</b>	<b>9,711,760</b>	<b>20,687,692</b>	<b>20,687,692</b>
<b>PERFORMANCE INDICATORS</b>				
Gross Development Profit (Before Profit Share)	\$3,338,773	\$2,425,690	\$4,660,884	\$4,660,884
Net Development Profit (after Profit Share)	\$3,338,773	\$2,425,690	\$4,660,884	\$4,660,884
Development Margin	-22.92 %	23.63 %	29.57 %	29.57 %
Peak Debt Exposure	9,732,670	9,732,670	19,711,413	19,711,413
Date of Peak Debt Exposure	Jan-2014 (Month 19)	Sep-2014 (Month 27)	Jan-2014 (Month 12)	Jan-2014 (Month 12)
Debt : Value Ratio	231.0 %	56.6 %	61.6 %	61.6 %
Break even Date for Project Overall	Oct-2014 (Month 28)	Mar-2015 (Month 33)	May-2014 (Month 16)	May-2014 (Month 16)
Break even Date for Cumulative Cash Flow	N/A	Mar-2015 (Month 33)	Mar-2014 (Month 16)	Mar-2014 (Month 16)
Discount Rate (Target IRR)	20.00 %	20.00 %	20.00 %	20.00 %
Net Present Value	\$6,936,966	\$1,862,523	\$5,644,316	\$5,644,316
Internal Rate of Return (IRR)	-12.92 %	43.63 %	54.96 %	54.96 %
IRR on Equity	N/A	N/A	N/A	N/A
Equity : Debt Ratio	20.55 %	0.00 %	0.00 %	0.00 %
Profit : Equity Ratio	-426.99 %	0.00 %	0.00 %	0.00 %
Peak Equity Exposure	2,000,000	N/A	N/A	N/A
Date of Peak Equity Exposure	Jun-2012 (Month 0)	N/A	N/A	N/A

## Cash Flow Charts



## Reporting Preferences

Options

General: All Type Reports

Portfolio Defaults:
 

- Report: Net Cash Flow (After Interest) - Detail Level: Detail (By Project)
- Net Cash Flow (Before Interest) - Detail Level: Detail (By Project)
- Sources && Application of Funds - Detail Level: Detail (By Project)

Report Preferences:
 

- Development Type Reports:
  - Report: Balance Sheet - Detail Level: Detail (By Cash Flow)
  - Cash Flow - Detail Level: Detail (By Cash Flow)
  - DM Cash Flow Variation - Summary
- Investment Type Reports:
  - Report: Capitalisation Summary - Detail Level: Summary
  - Executive Summary - Detail Level: Detail (By Cash Flow)

Permissions: OK Cancel

## Cash Flow Reports

EstateMaster

Consolidated Cash Flow for Pacific Palms

	Total	22 Apr-2014	23 May-2014	24 Jun-2014	25 Jun-2014	26 Aug-2014
<b>Revenue</b>						
Gross Sales Revenue	4,213,968	1,717,657	535,117	536,199	527,282	529,457
Stage 1	4,213,968	1,717,657	-	-	-	-
Stage 2	-	-	-	-	-	-
Period 1	31,994,053	1,720,256	1,724,499	1,728,752	1,733,015	1,737,289
Period 3	31,994,053	1,720,256	1,724,499	1,728,752	1,733,015	1,737,289
Total	85,389,732	3,965,629	3,975,196	3,984,786	3,994,399	4,004,036
<b>Capitalised Sales</b>						
Stage 1	-	-	-	-	-	-
Stage 2	-	-	-	-	-	-
Period 1	-	-	-	-	-	-
Period 3	-	-	-	-	-	-
<b>Selling Costs</b>						
Stage 1	(261,140)	(5,251)	(5,252)	(5,273)	(5,284)	(5,295)
Stage 2	(259,838)	(14,500)	(14,500)	(14,500)	-	-
Period 1	(726,488)	(51,892)	(51,892)	(51,892)	(51,892)	(51,892)
Period 3	(726,488)	(51,892)	(51,892)	(51,892)	(51,892)	(51,892)
Total	(1,973,948)	(123,533)	(123,546)	(123,556)	(123,567)	(123,578)
<b>Sales Commission</b>						
Stage 1	(169,629)	(33,630)	(33,679)	(33,728)	(33,777)	(33,826)
Stage 2	(386,272)	-	-	-	-	-
Period 1	(1,119,792)	(60,229)	(60,267)	(60,306)	(60,345)	(60,384)
Period 3	(1,119,792)	(60,229)	(60,267)	(60,306)	(60,345)	(60,384)
Total	(2,515,485)	(144,046)	(144,384)	(144,744)	(145,058)	(145,436)

## Dashboard

Mode: Consolidated | All | Portfolio (in AUD): Pacific Palms | Portfolio Financing Enabled

No. of Cash Flows	4	Gross Profit	19,037,377	Discount Rate	25.00 %	Portfolio Start Date	Jun-2012
Last Updated	02-Nov-2015	Net Profit	19,037,377	Portfolio IRR	39.54 %	Cash Flow Breakeven	Sep-2014
Site Area	224 Ha	Development Margin	22.82 %	Net Present Value	4,468,682	Peak Debt Exposure	Jan-2014
				Equity IRR	N/A	Debt Breakeven	Mar-2015

## Exchange Rates for Multi Currency Reporting

Currency Exchange Rates

Currency Code	Currency Name	Current USD Rate	Date Last Update
AFN	Afghanistan Afghani	51.5555	11-May-2015
ALL	Albanian Leke	23.6589	02-Apr-2013
DZD	Algerian Dinar	68.12	04-Oct-2012
ARS	Argentine Peso	3.173	04-Oct-2012
AUD	Australian Dollar	0.6	31-Mar-2014
BSD	Bahamian Dollar	0.9497	04-Jun-2009
BHD	Bahraini Dinar	0.37654	04-Jun-2009
BDT	Bangladeshi Taka	12.56	08-Apr-2013
BBD	Barbados Dollar	1.8942	04-Jun-2009
BMD	Bermudian Dollar	0.9613	04-Oct-2012
BOB	Boliviano	69.63	28-Mar-2013
BRL	Brazilian Real	3	26-Jun-2009
GBP	British Pound	0.5	31-Mar-2014

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## System Requirements

- Intel Core Duo (3GHz) or Quad (2.4GHz) processor (or equivalent) with 2Gb RAM.\*
- Microsoft Windows Vista SP2 or Server 2008, or later. (Apple Mac requires Virtual PC software to run EstateMaster).
- Microsoft .Net Framework 4 or later.
- \* Recommended minimum hardware specifications.

