

Comparison of Options



Greenwood Park Analysis of Options

Report printed using the Australian Dollar currency

Cash Flow Title	Option 1 - Subdivision	Option 2 - Subdivision	Option 3 - Subdivision
Project Size	14 ha	14 ha	14 ha
	179 lots	179 lots	179 lots
Site Area	14 Ha	14 Ha	14 Ha
Type	Land Subdivision	Land Subdivision	Land Subdivision
Status	Under Review	Under Review	Under Review
COSTS & REVENUES			
REVENUE			
Total Sales Revenue	43,964,759	45,767,496	45,767,496
Less Selling Costs	(1,746,031)	(1,858,606)	(1,858,606)
NET SALE PROCEEDS	42,218,728	43,908,890	43,908,890
Rental Income	0	0	0
Less Leasing Costs	0	0	0
NET RENTAL INCOME	0	0	0
INTREST RECEIVED	0	0	0
TOTAL PROJECT REVENUE (before Tax paid)	42,218,728	43,908,890	43,908,890
Less Tax paid	(3,996,796)	(4,160,681)	(4,160,681)
TOTAL PROJECT REVENUE (after Tax paid)	38,221,932	39,748,208	39,748,208
COSTS			
Land and Acquisitions Costs	13,830,490	13,830,490	13,830,490
Construction (incl. Contingency)	7,220,000	7,910,000	7,910,000
Professional Fees	1,098,875	1,128,114	1,128,114
Statutory Fees and Contributions	7,240,000	8,080,000	8,080,000
Project Contingency (Project Reserve)	0	0	0
Land Holding Costs	412,819	407,497	407,497
Finance Charges (incl. Line Fees)	90,000	90,000	90,000
Interest Expense	2,234,537	2,323,079	1,530,616
Miscellaneous Costs	0	0	0
TOTAL PROJECT COSTS (before Tax reclaimed)	32,126,721	33,769,180	32,976,717
Less Tax credits reclaimed	(926,810)	(1,002,429)	(1,002,429)
TOTAL PROJECT COSTS (after Tax reclaimed)	31,199,911	32,766,751	31,974,288
PERFORMANCE INDICATORS			
1 Gross Development Profit (Before Profit Share)	7,022,020	6,981,457	7,773,920
2 Net Development Profit (After Profit Share)	7,022,020	6,981,457	7,773,920
Development Margin	21.31 %	20.16 %	22.98 %
3 Maximum Debt Exposure	19,397,968	20,253,343	15,912,806
Debt to Value Ratio	44.1 %	44.3 %	34.8 %
Date of Maximum Project Overdraft	Sep-2009 (Month 27)	Jan-2009 (Month 19)	Jan-2009 (Month 19)
4 Breakeven Date for Project Overdraft	Sep-2010 (Month 39)	Sep-2010 (Month 39)	Jul-2010 (Month 37)
5 Breakeven Date for Cumulative Cash Flow	Oct-2010 (Month 40)	Oct-2010 (Month 40)	Oct-2010 (Month 40)
Discount Rate (Target IRR)	20.00 %	20.00 %	20.00 %
6 Net Present Value	51,247	(76,332)	(76,332)
7 Internal Rate of Return (IRR)	20.17 %	19.76 %	19.76 %
8 IRR on Equity	42.79 %	42.66 %	23.18 %
Equity : Debt Ratio	10.31 %	9.87 %	38.26 %
Profit : Equity Ratio	351.10 %	349.07 %	127.68 %

Footnotes:

1. Gross Development Profit: is total revenue less total cost including interest paid and received.
2. Developer's Net Profit after distribution of profit share to other parties.
3. Maximum Debt Exposure: The maximum cash flow exposure after equity and including capitalised interest.
4. Breakeven date for project overdraft: is the last date when total debt is repaid.
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 project's cash flow stream discounted to present value. The Cash Flow stream includes profit share to other parties as a cash outflow
7. Internal Rate of Return: is the discount rate where NPV = 0.
8. IRR on Equity Invested: is the IRR of the equity Cash Flow including the return of equity and realisation of project profits.