Fiveways, Crows Nest

Affordable housing feasibility analysis

Prepared for Deicorp Projects (Crows Nest) Pty Ltd

December 2022

HillPDA CONSULTING

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Reviewer

Signature		Dated	20/12/22

Report Details

Job Number	C23041
Version	Final
File Name	C23041 – Affordable housing feasibility analysis – Fiveways report Final
Date Printed	November 2022

Glossary

- Development Margin (DM): is the net profit expressed as a percentage of the development costs.
- Market Value: The definition adopted by the professional property bodies (API & RICS) is: 'Market value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm's length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion.'
- Project Internal Rate of Return (IRR): is the actual return on the investment on an annualised basis and expressed as a percentage. This approach takes into account the cost of time in its calculation within a cash flow and indicating average returns over a period of time.
- Residential Land Value: is the maximum price that a hypothetical developer would pay for the land to achieve acceptable hurdle rates (such as an IRR) based on the highest and best use or optimal development option for the land.
- Tipping Point: is the point at which a development becomes viable.

Abbreviations

DCP	Development Control Plan
FSR	Floor Space Ratio
GFA	Gross Floor Area
LEP	Local Environmental Plan
LGA	Local Government Area
NLA	Net Lettable Area
NSA	Net Saleable Area
RLV	Residual Land Value
Sqm	Square metre

Critical assumptions

1. It should be noted that in the case of advice provided in this report, which is of a projected nature, we must emphasise those specific assumptions have been made which appear reasonable based on current market sentiment and forecasts. It follows that any one of the associated assumptions may change over time and no responsibility can be accepted in this event. The value performance indicated above is an assessment of the potential value trend and the indicated figures should not be reviewed as absolute certainty
2. This assessment has been prepared on specific instructions from the instructing party detailed within this report for the specific purpose detailed within this report. The report is not to be relied upon by any other party or for any other purpose. We accept no liability to third parties nor do we contemplate that this report will be relied upon by third parties. Neither the whole of the report or any part of reference thereto, may be published in any document, statement or circular nor in any communication with third parties without prior written approval of the form and context in which it will appear. We reserve the right to withhold consent or to review the contents of this report in the event that our consent is sought. HillPDA and the individual valuers involved in the preparation of this valuation do not have pecuniary interests in the subject property that would conflict with the valuation of the property.

1.0 INTRODUCTION

HillPDA was engaged by Deicorp Projects (Crows Nest) Pty Ltd ('Deicorp') to undertake an independent review and feasibility analysis to assess the viability of an affordable housing contribution. This analysis will be based on the Planning Proposal that relates to land referred to as the Fiveways Triangle site located in the suburb of Crows Nest. More specifically, the Five Ways Triangle site relates to land bounded by Falcon Street, Alexander Street and Pacific Highway and is indicated below in Figure 1.

Figure 1: Fiveways subject site boundary

Source: HillPDA

By way of background, we understand that Deicorp has submitted numerous variations to the planning proposal which have preceded and post-dated the finalisation of the St Leonards and Crows Nest 2036 Plan ('2036 Plan'). The latest planning proposal which followed the finalisation of the 2036 Plan is a significantly reduced development scheme which seeks to amend the planning controls to permit the construction of 16/17 storey mixed-use development comprising 129 residential units (10,564sqm) and 8,002sqm of commercial/retail floorspace. This development scheme aligns with the FSR and building height limit specified in the 2036 Plan and will be the basis of our assessment.

1.1 Our brief

HillPDA will assess the proposed development scheme as per the latest planning proposal to gain an understanding of the viability of providing affordable housing on the site. HillPDA would assess the following scenarios:

- **Scenario 1 - Base case:** As previously stated, the submitted planning proposal has been significantly reduced since the finalisation of the 2036 Plan. HillPDA will test the viability of the latest planning proposal which proposes a 16 storey mixed-use development with 3/4 storey podium to provide 129 residential apartments and commercial/retail floorspace.
- **Scenario 2 - Affordable housing:** This scenario would also be based on the latest planning proposal and in order to understand the financial impact of providing affordable housing on the site, a monetary contribution equivalent of 2%, 3% and 5% of total residential floor space as a public benefit would be assessed.

Approach

To assess the two scenarios, HillPDA has undertaken the following tasks:

- Market research of 'off the plan' and established apartment sales and retail/commercial sale transactions to determine the potential end sale revenues
- Market research of development sites sales to reality check our residual land value (RLV) results
- Feasibility modelling utilising the proprietary software EstateMaster (an industry benchmark used by developers, financiers, and property valuers) to assess the viability of two scenarios. HillPDA has benchmarked the Project Internal Rate of Return, which incorporates, profit, risk and tax at 15% p.a. and a Development Margin at 20% p.a.

1.2 Background

1.2.1 Planning proposal

Deicorp has submitted numerous planning proposal which have preceded and post-dated the finalisation of the St Leonards and Crows Nest 2036 Plan ('2036 Plan') and the pertinent details are summarised below.

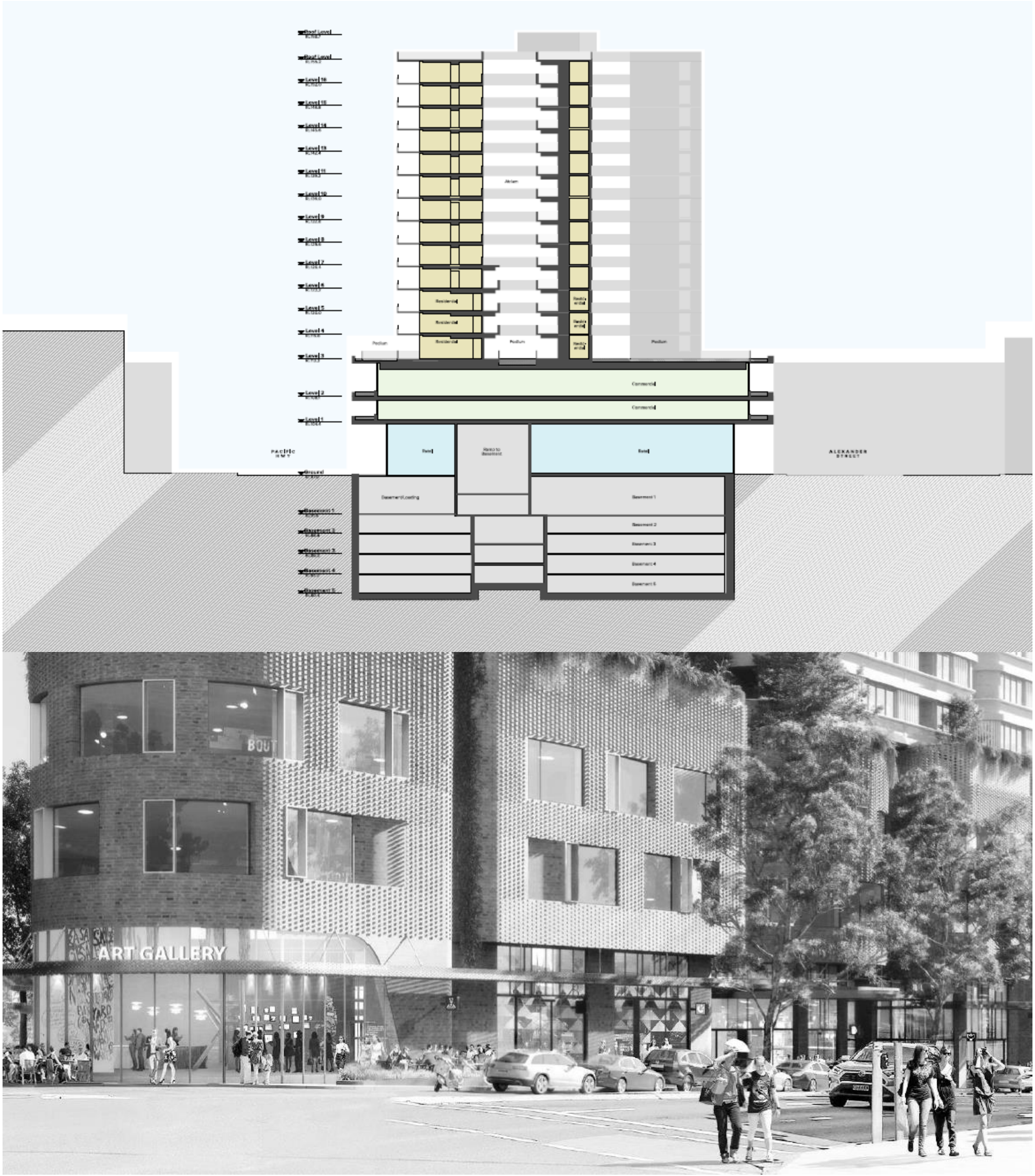
In June 2020, Deicorp submitted a planning proposal which predates the finalisation of the 2036 Plan. The draft 2036 Plan indicated a 36 storey tower was capable of being accommodated on the site. This planning proposal sought to amend the planning controls to permit the construction of a 36 storey mixed use development comprising 310 residential units (27,300sqm of residential floorspace) and 10,000sqm of non-residential floorspace (2000sqm of community and 8,000sqm of commercial/retail). The proposed GFA equates to a FSR of 11.6:1. In return for the uplift in planning controls, Deicorp offered a public benefit of affordable housing or community building (equivalent monetary contribution of $20m) and public footpath linkages and embellishment.

A revised planning proposal was modified down in December 2020 following the finalisation of the 2036 Plan and sought to amend the planning controls to permit the construction of a 19/20 storey mixed use development comprising 233 residential units (21,818sqm) and 8,000sqm of commercial/retail floorspace. The proposed GFA equates to a reduced FSR of 9.3:1. In return, Deicorp offered a public benefit with a monetary equivalent of $10m. We understand the Rezoning Review decision was refused to proceed to Gateway determination in October 2021.

The latest planning proposal was further reduced in December 2021 which seeks to amend the planning controls to permit the following:

- The construction of 16/17 storey mixed use development comprising 10,564sqm of residential floorspace and 8,002sqm of commercial/retail floorspace. The proposed GFA equates to a further reduced FSR of 5.8:1 which aligns with the FSR specified in the 2036 Plan
- The mixed use development would provide the following:
  - 1 bedroom units: 45 units (13 units with media room)
  - 2 bedroom units: 71 units (13 units with media room)
  - 3 bedroom units: 13 units (7 units with media room)
  - Ground floor retail of 2,170sqm of NSA and 2nd and 3rd floor commercial of 5,000sqm of NSA
  - Basement levels over 5 levels to provide 258 car spaces (113 resident car spaces, 133 non-residential car spaces and 12 car share spaces), 11 motorcycle spaces and 303 bicycle spaces.

Figure 2: Artist's impression of the latest planning proposal



Source: Deicorp

In this scenario, Deicorp does not offer any public benefit in addition to the SIC levy which is payable.

1.2.2 Affordable housing contribution

We understand that Council's Local Strategic Planning Statement recommends Council to *"investigate the establishment of an Affordable Housing Contribution Scheme to enable a mechanism for the delivery local affordable housing[1]"* which has yet to be introduced and/or implemented.

We have referred to the 2018 North District Plan which recommends an Affordable Rental Housing Target (as stated in A Metropolis of Three Cities) that is generally in the range of 5–10 % of new residential floor space and is subject to viability. When placed on exhibition in 2018 the Region Plan applied to the following conditions for the Target:

- apply to land that is the subject of upzoning — a change of land use to residential or an increase in permissible residential development density
- vary by precinct according to the local development viability
- apply only to new areas nominated by the relevant planning authority; conversely not apply retrospectively to rezoned land
- be announced prior to rezoning to give the market certainty about the amount of affordable housing to be provided, and so that it can be factored into underlying land prices
- apply to land within new urban renewal or land release areas (both government and private) identified via a local or district housing strategy, or another form of appropriate research that illustrates a current or future need for affordable rental housing
- be calculated as a proportion of all residential floor space above the base floor space ratio — that is, the residential floor space ratio that was permissible before the upzoning within the nominated area.[2]

It is critical to assess the impact of affordable housing delivery on development feasibility. The St Leonards and Crows Nest 2036 Plan noted that the Region Plan recommended applying affordable housing targets, and that Councils would undertake further investigations.

[1] North Sydney. Local Strategic Planning Statement (March 2020). Housing Affordability (page 59)
[2] Greater Sydney Commission (2017). *Information Note 4: Affordable Rental Houisng Targets*

FEASIBILITY ANALYSIS

2.0 METHODOLOGY

Our primary method of assessment is the residual land value analysis via development cash flow modelling with hypothetical end sale revenue derived via market research of established commercial properties and 'off the plan' residential apartment sales to validate Deicorp and HillPDA's inputs.

To support our residual land value analysis, we have also analysed development site sales which we consider set the market parameters by which the land value of the subject site may be determined and as a check method against our residual land value results.

This Chapter also outlines our financial viability analysis and our assumptions for the financial modelling.

2.1 Market research overview

We have examined recent market activity and have had particular regard to the following sales evidence, which we consider to set the market parameters by which the residential apartment and retail/commercial floorspace end sale values and the residual land value on a dollar per sqm of GFA or per unit may be determined.

2.1.1 'Off the plan' residential apartment sales

This section provides an assessment of selected 'off-the-plan' and established residential sales to understand the current and potential residential market supply in the study area. This analysis is to determine the value of the completed residential units.

Our research has revealed that there is moderate development activity occurring in Crows Nest and the surrounding areas. We have had regard to the following projects in our analysis.

Table 1: Summary of 'Off the plan' apartment asking and sale prices

Project	Type	Sale price	Int. area (sqm)	$/sqm NSA
'Eighty Eight', 88 Christie Street, St Leonards	1 BR	$760,000-$1,000,000	50-59sqm	$15,420-$16,949
	2 BR	$1,180,000-$1,230,000	75-92sqm	$15,733-$20,543
	3 BR	$2,450,000-$2,920,000	95-110sqm	$25,789-$29,474
'Nine', 24 Artarmon Road, Willoughby	1 BR	$820,000-$1,100,000	55-60sqm	$14,909-$18,333
	2 BR	$1,460,000-$1,800,000	75-95sqm	$18,947-$20,933
	3 BR	$2,195,000-$3,995,000	105-138sqm	$20,905-$28,949
'The Landmark', 500 Pacific Highway, St Leonards	Studio	$664,000-$779,000	41sqm	$16,195-$19,000
	1 BR	$935,000-$1,320,000	55-61sqm	$17,000-$21,639
	2 BR	$1,930,000-$3,600,000	82-128sqm	$22,315-$28,125
	3 BR	$2,650,000-$4,180,000	126-165sqm	$18,235-$31,429
41-49 Atchison Street, Crows Nest	1 BR	$1,050,000–$1,201,500	53–55	$19,811–$19,845
	2 BR	$1,800,000–$2,250,000	90–91	$20,000–$24,725
	3 BR	$2,365,000–$3,500,000	121-189	$18,519–$19,545
'The Albany', 101-111 Willoughby Road, Crows Nest	1 BR	$930,000	50	$18,600
	2 BR	$1,380,000	70	$19,714
	3 BR	$2,185,000-$2,600,000	110	$19,864-$23,636

Source: Domain.com.au, Realestate.com.au, selling agents

Further details on the 'off the plan' and established apartment sales are contained within Appendix A.

2.1.2 Development site sales

We have had particular regard to the following development site sales evidence, which we consider set the market parameters by which the value of the subject site may be determined.

Table 2: Summary of development site sales

Address	Sale price (Sale date)	Site area (Unit yield)	FSR GFA (sqm)	Analysis
437-441 Pacific Highway, Crows Nest	$4.95m (06/21)	462 (18)	3.5:1 1,617sqm	$275,000/potential unit $3,061/sqm of GFA
378-390 Pacific Highway, Crows Nest	$51m (03/21)	1,309 (104)	7.5:1 9,818sqm	$472,222/potential unit $5,194/sqm of GFA
173-179 Walker Street & 11-17 Hampden Street, North Sydney	$150m (06/21)	3,950 (189)	6.1:1 24,102sqm	$793,651/potential unit $6,224/sqm of GFA
629 Pacific Highway, Chatswood	$12.75m (09/21)	784 (44)	6:1 3,920sqm	$289,773/potential unit $3,253/sqm GFA

Source: Cordell Connect, Realcommercial.com.au, selling agents

Further details on the development sites are contained within Appendix C.

2.1.3 Retail and commercial

Our market research of strata-titled retail and commercial properties in Crows Nest and the surrounding locality shows the following value range:

- **Commercial strata titled suites:** $8,182 to $15,704/sqm of NLA. The most relevant sale evidence is Suite 7, 174 Willoughby Road, Crows Nest which shows a sale value rate of $9,091/sqm of NLA. This is established stock and is therefore considered to be inferior.
- **Retail strata titled shops:** $8,332 to $19,853/sqm of NLA. The most relevant sale evidence is Shop 1/34-40A Falcon Street, Crows Nest which shows a sale value rate of $8,332/sqm of NLA. This sale is dated and is located in an inferior location, therefore sets the lower limit. Secondary sale evidence is 3/506 Miller Street, Cammeray which shows a sale value rate of $19,853/sqm of NLA but has the benefit of a lease covenant. This sale sets the upper limit.

Further details on the development sites are contained within Appendix B.

This market research is based on HillPDA's understanding of the transaction, and while we understand the facts to be generally reliable, we are unable to guarantee the accuracy. As such, the results of our analysis may change should new information come to light.

2.2 Feasibility methodology

To undertake the financial viability analysis, we have used the proprietary software EstateMaster which is an industry benchmark used by developers, financiers and property valuers. This method calculates the residual land value by subtracting from the anticipated net sales revenue, the anticipated costs of development plus a margin for its profit and risk.

Any unpredicted change, such as an increase in developer contributions or development costs in the short term could have a notable effect on development feasibility unless it could be absorbed by either making allowances in the project contingency or increases in market sale values for the developed product.

A feasibility assessment is based on profit and risk factors. These two factors are subjective elements that determine the minimum level a developer is willing to purchase a site for, factoring in the risk associated with a proposed development. For the purpose of our hypothetical modelling, regard has been given to the following:

- **Project Internal Rate of Return (IRR):** is the actual return on the investment on an annualised basis and expressed as a percentage. This approach takes into account the cost of time in its calculation within cash flow and indicating average returns over a period of time. Typically, an IRR of 14% (for townhouses) to 18% (for high rise units) p.a. is required for development to be feasible.
- **Development Margin (DM):** it is the net profit expressed as a percentage of the development costs. Typically, a DM of 16% to 22% for townhouses, mixed-use and residential apartment buildings is required for development to be deemed feasible.

Residential Land Value: this is the maximum price that a hypothetical developer would pay for the land to achieve acceptable hurdle rates.

In light of the criteria established above, the sites were assessed against a target of **Project IRR of 15%** and **Development Margin of 20%**.

Table 3: Industry standard performance indicators

Performance	Project IRR	Development Margin
Feasible	> 15%	> 20%
Marginally feasible	13%-15%	17%-20%
Not feasible	< 13%	< 17%

Source: HillPDA 2022

To test the viability of the proposed development, HillPDA views the IRR at 15% as the most appropriate performance measure as it takes into account the long lead-in and construction periods.

2.3 Development scheme

Tabulated below is the development scheme as per the latest planning proposal.

Table 4: Development scheme

Development specifications	Current planning proposal		
Site Area	3,202sqm		
FSR	5.8:1		
Proposed project	Mixed use - 16 storeys		
Building areas	**Gross floor area** Total area of 18,566sqm of GFA, comprising of land use breakdown: Retail: 2,473sqm Commercial: 5,529sqm Residential: 10,564sqm **Net saleable area** Retail: 2,170sqm (88% efficiency) Commercial: 5,000sqm (90% efficiency) Residential: 9,420sqm (89% efficiency)		
Residential unit typology breakdown	**1 bedroom**	**2 bedroom**	**3 bedroom**
Average NSA (sqm)	53.7	77.9sqm	113sqm
No. of units	45 (35%)	71 (55%)	13 (10%)
Car spaces	258 car spaces		

Source: Deicorp

2.4 Provided feasibility inputs

We have been provided with a static back-of-an-envelope development calculation by Deicorp and we have critiqued the feasibility modelling inputs by Deicorp and have made the following comments.

Table 5: Deicorp inputs and HillPDA's comments

Input	Comments
Cost estimate	**Deicorp provided assumptions:** Hard cost (includes demolition) of approximately $88,038,000, exclusive of GST Consultants (excl. Section 7.11 & SIC levy): 6.7% of construction costs Contingency 5% of construction costs Selling cost (Agent commission, marketing and lease incentives): 5.0% of gross realisation Holding cost: $1,000,000, exclusive of GST Interest and bank fees: $25,000,000, exclusive of GST Retail & commercial leasing incentives: $4,000,000, exclusive of GST **HillPDA comments:** **Hard costs** Deicorp's estimate of hard costs shows a rate of $4,742/sqm of GFA or $4,311/sqm of GBA which appears to include basement car parking. If the cost of basement car parking is deducted this shows a rate of $3,908/sqm of GFA or $3,553/sqm of GBA. Initially, this construction rate appeared to be low in comparison to Rawlinson's cost estimates but in consideration of Deicorp's extensive experience in development, this rate is considered to be reasonable and has been adopted in our feasibility analysis. **Professional fees** Deicorp's consultant fees equate to 6.7% of construction costs and appears to be low. We would typically adopt a range of 8% to 10% of construction costs. For the purpose of this analysis, we have adopted Deicorp's professional fees and selling costs. **Interest and bank fees** We have adopted an interest rate of 7.5% based on recent interest rate increases which amount to a cost of approx. $36.2m. **Retail & commercial leasing incentives** This cost allowance is reasonable. Conversations with local agents have indicated that retail rents range from $400/sqm (secondary) to $1,500/sqm of NSA (prime). Incentives (e.g. rebates and rent free periods) typically range from 10% to 20% for an average 3 year lease term. If we adopt a retail net rent of $900/sqm of NSA (based on a 5.5% yield to reflect a value rate of $16,000/sqm of NSA), with a 20% incentive we estimate the cost to be $1.2m. Knight Frank reported in July 2022, prime rents in this locality ranged from $646/sqm (St Leonards) to $867/sqm of NSA (North Sydney). Incentives to range from 30% to 35%. If we adopt a commercial office net rent of $600/sqm of NSA, with a 30% incentive we estimate the cost to be $2.7m. Total costs amount to $3.9m.

Input	Comments
Sales revenue	**Deicorp provided assumptions:** Residential sale rate: $21,226 per sqm of NSA with an average unit size of about 72.9sqm of NSA. Commercial sale rate: $12,500 per sqm of NSA Retail sale rate: $18,000 per sqm of NSA **HillPDA comments:** Based on our market research, the residential sales revenue appears to be on the low side and based on our market research we have adopted an average sale rate of $22,798/sqm of NSA. Whilst the retail and commercial sales revenue appears to be on the high side and we have adopted the following rates: Commercial sale rate: $11,000 per sqm of NSA Retail sale rate: $16,000 per sqm of NSA.
Project timing	**Deicorp provided assumptions:** Presales: 70% with a lead-in period of 12 months (represents 7.5 units per month) Construction period: 12 months Selldown period (post completion): 6 months for the remaining residential units and 24 months for retail/commercial floorspace **HillPDA comments** The selldown period for the residential units appears to be conservative but reasonable in the current market climate and has been adopted in our feasibility analysis.

2.5 Land purchase price

We have been provided with a high-level timeline of the draft and finalisation of the 2036 Plan and the indicative FSRs which have since been revised down. Consequently, we have observed that there has been a high degree of price speculation in response to the draft 2036 Plan.

Our online enquiry of RPData reveals that the land purchase price is $109,150,000, exclusive of GST. Based on the latest planning proposal the land purchase price represents a rate of $34,088/sqm of site area or $5,879/sqm of GFA.

The land purchase price has been adopted in our feasibility analysis. We note that this does not include option fees, professional fees, interest and landholding costs paid to date.

2.6 Adopted feasibility inputs

We have completed our feasibility modelling based partly on HillPDA's inputs and those provided by Deicorp. Further estimates used in the feasibility assessments include land costs, project timing, professional fees and development contributions.

Table 6: Feasibility inputs

Category	Input
Description	FSR 5.8:1 Up to 16 storeys 129 residential units 2,170sqm of retail NLA 5,000sqm if commercial NLA 258 basement car spaces
Revenue	
Sales Revenue	Retail: $16,000/sqm of NLA Commercial: $11,000/sqm of NLA Residential averages: 1 bedroom: $985,000, inclusive of GST ($18,332/sqm of NSA) 2 bedroom: $1,875,000, inclusive of GST ($24,063/sqm of NSA) 3 bedroom: $2,870,000, inclusive of GST ($25,540/sqm of NSA)
Costs	
Land purchase price	$109,150,000, exclusive of GST
Professional Fees	Design: $1,500,000, exclusive of GST Consultants $5,860,000, exclusive of GST (equates to 6.7% of construction costs)
Escalation	**Project costs** 3% p.a. escalation was applied to all project costs **Gross Realisations** 0% p.a. escalation 2022 3% p.a. escalation onwards
Construction Costs	As per Deicorp's construction rates: $4,311/sqm of GBA (includes basement car parking)
Construction Period	24 month construction period. We have allowed a 12 month lead-in period for development approval and an additional 12 months to achieve the required level of pre-sales.
Contingency	5% of construction costs
Statutory Fees	LSL of 0.35% of construction costs Local Infrastructure Contributions Plan (S7.11): 1 bedroom: $13,685/dwelling 2 bedroom: $19,550/dwelling 3 bedroom: $20,000/dwelling
State Infrastructure Contributions (SIC)	$15,910/dwelling (CPI adjusted)
Affordable Housing	Monetary equivalent contribution of 2%, 3% and 5% of total residential GFA
Selling Costs	Sales Commissions 2.0% of gross revenue of residential 1.75% non-residential **Other Costs** Marketing 0.75% of Gross Sales Legal $1,500 per unit/suite
Retail & commercial leasing incentives	$4,000,000, exclusive of GST

Category	Input
Land Holding Costs	Statutory costs (Council rates, water rates and land tax) to be paid diminishing with settlements based on a Statutory Land Value. Land tax is paid annually with Council and water rates are paid quarterly in the cash flow.
Financing	
Interest rate	7.5% p.a.
Equity	Assuming 20% of Net Cash Flow to be Funded by the developer.
Project Hurdle Rates	15% IRR and 20% DM are used for projections.

2.7 Results

We have completed our feasibility modelling based on the inputs and variables described above and the results are tabulated below.

Table 7: Results of the latest planning proposal and on the assumption of 0% affordable housing

Development scheme as per latest planning proposal	
Built-form	FSR 5.8:1 Mixed use - up to 16 storeys 129 residential units 2,170sqm of retail NLA 5,000sqm if commercial NLA 258 basement car spaces
Site area	3,202sqm
Total GFA (sqm)	18,566
No. of residential apartments	129
Affordable housing	0%
Retail/commercial NLA (sqm)	Retail: 2,170sqm (20 equivalent units[3]) Commercial: 5,000sqm (45 equivalent units[4])
Total no. equivalent units	194 equivalent units
Land purchase price	$109,150,000, exclusive of GST
Results	
Development Margin	7.61%
Internal rate of return	7.78%
Residual land value (IRR of 15%)	**$76,300,000**
$/equivalent unit	**$393,299**
$/GFA	**$4,110**
Net development profit	**$21,277,982**

[3] Assumption an equivalent unit is 110sqm of NLA
[4] Assumption an equivalent unit is 110sqm of NLA

2.8 What do the results show?

Based on HillPDA's assumptions, the resulting RLV is $76.3m and is based on an IRR of 15%, which is on the lower end of the industry standard of 15% to 18% required for development to be feasible. The IRR is considered to be the most appropriate performance measure as it takes into account time – allowing for the long lead in period and construction periods. This RLV is $32.85m lower than the land purchase price of $109.15m, exclusive of GST.

Based on the actual land purchase price of $109.15m, our analysis shows a return of a development margin of 7.61% and a project IRR of 7.78%. These numbers are well below industry target levels which are typically set by local banks for construction finance (IRR and DM of 15% to 20%) and should reflect the level of risk taken by the developer – the site does not have DA approval. This demonstrates that the land purchase price is a critical cost factor which would impact the financial viability and ultimately the net profit of development.

Our RLV of $76.3m shows a rate of $4,110/sqm of GFA. This rate is higher than the sale of 437-441 Pacific Highway which shows a rate of $3,061/sqm of permissible GFA, a smaller irregular shaped parcel of land. However, this is lower than the rate achieved for the sale of 378-390 Pacific Highway which shows a rate of $5,194/sqm of permissible GFA. This property is considered to be in a superior location opposite the metro station, has a higher density with potential views of Sydney Harbour and CBD and proposes a lower proportion of non-residential floorspace.

In reiteration, we have adopted Deicorp's hard construction costs which we consider to be on the low side as indicated by Rawlinson's Handbook. The reported labour shortages, increases in construction costs resulting from supply chain disruptions and interest rate increases would further exacerbate development feasibility. If construction costs are increased by 5% this would result in a reduced development margin of 5.7% and a project IRR of 7.11% and a residual land value of $73.3m (based on an IRR of 15%).

HillPDA advocates for affordable housing and has undertaken numerous policy work on affordable housing targets since advising on some of the first affordable housing contribution schemes in the early 1990s. We consistently advise state and local governments that the critical success factor for affordable housing schemes is to advise the industry in advance of the rate and terms of any scheme. This is consistent with our understanding of the Greater Sydney Commissions' position. In this instance, the land purchase was based on Deicorp's understanding of achievable density and scale at the time, prior to the finalisation of the 2036 Plan. The expectation of an uplift in planning controls has since been reduced. Based on our feasibility analysis Deicorp are no longer in a position to offer an affordable housing contribution as part of the latest planning proposal.

We have undertaken additional feasibility testing to demonstrate the economic impact of affordable housing on financial viability. We have assumed a monetary contribution equivalent to 2%, 3% and 5% of total residential floor space at a rate of $22,798/sqm of NSA. This would be payable prior to the issue of an occupation certificate. The results are as follows:

Table 8: Sensitivity analysis – % Affordable housing

	5% AFH	3% AFH	2% AFH
Development Margin	3.80%	5.29%	6.06%
Internal rate of return	6.4%	6.96%	7.24%
Residual land value (based on an IRR of 15%)	$70.55m	$72.9m	$74m
$/equivalent unit	$363,660	$375,773	$381,443
$/GFA	$3,800	$3,927	$3,986
Net profit	$11,025,849	$15,128,175	$17,179,339
Net Profit +/-from Base Case (%)	-48%	-29%	-19%

As anticipated, the RLV and returns are adversely impacted if an affordable housing contribution was payable.

APPENDICES

APPENDIX A : 'OFF THE PLAN' AND ESTABLISHED SALES

This section provides an analysis of 'off-the-plan' sales and resales of established residential apartments within Crows Nest and the surrounding locality. The information was obtained through various property data sources and confirmed through discussions with local agents.

The following residential projects were analysed:

1. 'Eighty Eight', 88 Christie Street, St Leonards
2. 'Nine', 24 Artarmon Road, Willoughby
3. 'The Landmark', 500 Pacific Highway, St Leonards
4. 41-49 Atchison Street, Crows Nest
5. 'The Albany', 101-111 Willoughby Road, Crows Nest

C.1 'Eighty Eight', 88 Christie Street, St Leonards

Proposed project of mixed-use development comprising 10,363sqm of retail (including a supermarket), 19,297sqm of commercial space, public library, two residential towers (maximum 47 storeys) consisting of 654 apartments (consisting of 2 x studio, 197 x 1, 395 x 2, 56 x 3, 3 x 4 & 1 x 5 bedroom). Built over ten levels of basement car parking for 1,138 parking spaces (including 316 to be used as public parking).

Date of completion is expected to be Q1 2023.

Table 9: Sales rate range of ''Eighty Eight', 88 Christie Street, St Leonards

'Eighty Eight', 88 Christie Street, St Leonards

Type	Sale Price range	Net saleable area (NSA)	$/sqm of NSA
One bedroom	$760,000-$1,000,000	50-59sqm	$15,420-$16,949
Two bedroom	$1,180,000-$1,230,000	75-92sqm	$15,733-$20,543
Three bedroom	$2,450,000-$2,920,000	95-110sqm	$25,789-$29,474

Source: Selling agent, Cordell Connect and Domain website

C.2 'Nine', 24 Artarmon Road, Willoughby

Proposed masterplan development by Mirvac on the former Channel 9 studios site which will consist of 10 residential apartment buildings ranging in height from 4 to 12 storeys containing 460 apartments and includes 1,760sqm of affordable housing. Built over 2-3 levels of basement.

Non-residential uses includes neighbourhood shops, food and drink premises, office, indoor recreation facilities, community or child care uses. Includes adaptive reuse of No 6 Artarmon Road.

We have been advised by the selling agent that the most popular unit typology are larger 2 & 3 bedroom units by downsizers. The sales agent also advised 75% of the first stage comprising of 118 units have sold within the first month of the marketing campaign. This is mainly due to pent-up demand for apartments in this locality.

Table 10: Sales rate range of 'Nine', 24 Artarmon Road, Willoughby

'Nine', 24 Artarmon Road, Willoughby

Type	Sale price range	Net saleable area (NSA)	$/sqm of NSA
One bedroom	$820,000-$1,100,000	55-60sqm	$14,909-$18,333
Two bedroom	$1,460,000-$1,800,000	75-95sqm	$18,947-$20,933
Three bedroom	$2,195,000-$3,995,000	105-138sqm	$20,905-$28,949

C.3 'The Landmark', 500 Pacific Highway, St Leonards

Recently completed project comprising a podium building providing speciality retail and resident pool/gym facilities at the ground floor with 3 levels of commercial floorspace above. A residential tower accommodating 458 residential apartments consisting of 122 x studio, 51 x 1, 199 x 2, 80 x 3, 5 x 4 & 1 x 5 bedroom, where 100 of the apartments are adaptable. Communal facilities include residents private pool, spa, gym/yoga room, kids room, virtual golf range, business lounge facilities, library and residents lounge, private dining room with cooking facilities, universal hire rooms and outdoor terrace.

Table 11: Sales rate range of 'The Landmark', 500 Pacific Highway, St Leonards

'The Landmark', 500 Pacific Highway, St Leonards

Type	Sale price range	Net saleable area (NSA)	$/sqm of NSA
Studio	$664,000-$779,000	41sqm	$16,195-$19,000
One bedroom	$935,000-$1,320,000	55-61sqm	$17,000-$21,639
Two bedroom	$1,930,000-$3,600,000	82-128sqm	$22,315-$28,125
Three bedroom	$2,650,000-$4,180,000	126-165sqm	$18,235-$31,429

Source: Selling agent, Cordell Connect and Domain website.

C.4 41-49 Atchison Street, Crows Nest

Recently completed development of a 5 storey residential building with 34 units comprising 10 x 1 bedroom, 16 x 2 bedroom & 8 x 3 bedroom units. Built over 2 levels of basement car parking for 44 vehicles.

We have been advised that marketing commenced in January 2018 with a sales take-up of 5.5 units per month. Construction commenced at the beginning of 2019 and completed in 2021.

Tabulated below are recent resales which have occurred between January 2021 to September 2022.

Table 12: Sales rate range of 41-49 Atchison Street, Crows Nest

41-49 Atchison Street, Crows Nest

Type	Sale Price range	Net saleable area (NSA)	$/sqm of NSA
One bedroom	$1,050,000–$1,201,500	53–55	$19,811–$19,845
Two bedroom	$1,800,000–$2,250,000	90–91	$20,000–$24,725
Three bedroom	$2,365,000–$3,500,000	121-189	$18,519–$19,545

Source: CBRE, RPData and Cordell Connect

C.5 ‘The Albany’, 101-111 Willoughby Road, Crows Nest

Proposed development for a 4/6 storey mixed use development comprising 70 apartments (mix of studio, 1, 2 & 3 bedroom units), supermarket GFA 3,797sq m including fitout & 9 x specialty smaller retail tenancies 696sqm at lower & upper ground levels. We have been advised by the selling agent that the development will provide the highest quality with features such as a wine fridge, heated floor and towel rails, European appliances and floor to ceiling glass.

The agent has also advised that the average sales take-up is 2.2 units per month. The development is nearing completion.

Table 13: Sales rate range of ‘The Albany’, 101-111 Willoughby Road, Crows Nest

‘The Albany’, 101-111 Willoughby Road, Crows Nest			
			
Type	**Sale Price range**	**Net saleable area (NSA)**	**$/sqm of NSA**
One bedroom	$930,000	50	$18,600
Two bedroom	$1,380,000	70	$19,714
Three bedroom	$2,185,000-$2,600,000	110	$19,864-$23,636

Source: Boston Marketing, Cordell Connect

APPENDIX B : NON-RESIDENTIAL SALES

Tabulated below are sales recorded in Crows Nest and the surrounding suburbs which shows the following capital value rate range of:

- Commercial strata titled suites: $8,182 to $15,704/sqm of NLA
- Retail strata titled shops: $8,332 to $19,853/sqm of NLA

Table 14: Strata-titled retail sale transactions

Address	Sale price Sale date	Int. area $/sqm int	Comments
3/506 Miller Street, Cammeray	$3,375,000 Oct. 2021	170sqm $19,853	Retail shop with a frontage to Miller Street occupied by a restaurant with a passing income of $165,291 p.a. Sold with two car spaces.
1/210 Pacific Highway, Crows Nest	$561,000 Feb. 2022	49sqm $11,449	Ground floor retail shop with 3.4 metres ceiling height and provision for grease trap and exhaust.
4/599 Pacific Highway, St Leonards	$1,600,000 Oct 2021	166sqm $9,639	Two level retail shop sold with hair salon fitout and 2 car spaces.
Shop 1/ 34-40A Falcon Street Crows Nes	$1,958,000 June 2021 (contract date)	235sqm $8,332	Sold prior to the completion of construction. Wide street glass shop frontage with provision for grease arrestor and exhaust amenities.

Table 15: Freehold commercial building

Address	Sale price Sale date	Building area $/sqm	Comments
39-47 Albany Street, Crows Nest	$32,350,000 Aug. 2020	3,287sqm $9,842	Three storey freehold commercial building situated on 1,609sqm of parcel of land. Sold with a passing income of $1,174,844 per annum with a WALE of greater than 3 years.

Table 16: Strata-titled commercial sale transactions

Address	Sale price Sale date	Int. area $/sqm int	Comments
Suite 7, 174 Willoughby Road, Crows Nest	$1,000,000 Aug. 2022	110sqm $9,091	Recently renovated commercial suite with quality office fit out. Ducted a/c individually controlled and secure car space.
Level 3, 69 Christie Street, St Leonards	$7,000,000 Aug. 2022*	849sqm $8,245	Sold tenanted on short term leases. Includes 10 secure car spaces. Unit entitlement of 12.88%. Forms part of a key site in the St Leonards Crows Nest 2036 Plan.
5/82-86 Pacific Highway St Leonards	$1,080,000 Jan. 2022	132sqm $8,182	Older style commercial suite.
Lots 3 & 30, 26 Ridge Street, North Sydney	$3,125,000 March 2022	199sqm $15,704	Older style commercial suites.

*Sale as advised and not yet confirmed (settled)

APPENDIX C : DEVELOPMENT SITE SALES

The sales evidence detailed below shows a rate of $3,061 to $6,224/sqm of GFA or a rate per unit of $275,000 to $793,651.

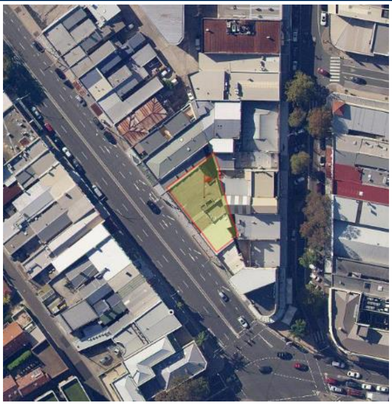
C.1 437-441 Pacific Highway, Crows Nest

An irregular shaped parcel of land located on the eastern elevation of the Pacific Highway and approximately 200 metres south of the Crows Nest Railway Metro.

The land is zoned 'B4 Mixed use' and is located with The St Leonards and Crows Nest Plan with a maximum FSR of 3.5:1 and a building height limit of 8 storeys. The property benefits from a 30 metre frontage to Pacific Highway and is multi-tenanted with a passing net income of $111,775 p.a.

There has been no DA lodged subsequent to the sale.

437 Pacific Highway, Crows Nest	
Sale Price	$4,950,000
Sale Date	June 2021
Zoning	'B4 Mixed Use'
Site Size GFA	462sqm 1,617sqm GFA
Rate $/sqm	$10,714/sqm of site area $3,061/sqm of GFA
Number of units	18 units (estimated)
DA Status	Sold without approval
Rate per unit	$275,000/unit (estimated)

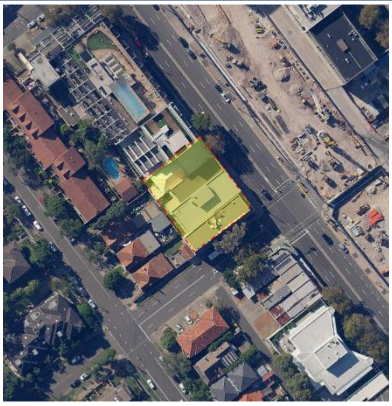


C.2 378-390 Pacific Highway, Crows Nest

A near regular shaped parcel of land located on the western elevation of the Pacific Highway, opposite the Crows Nest Railway Metro.

The land is zoned 'B4 Mixed use' and is located within The St Leonards and Crows Nest Plan with a maximum FSR of 7.5:1 and a building height limit of 24 storeys. The property benefits from dual street frontages with an approximate 39 metre frontage to Pacific Highway. The purchaser has subsequently lodged a development application for the construction of a 24 storey mixed use development comprising 104 apartments over 19 storeys. Built above a 4 storey commercial/retail podium of 2,618sqm & communal amenities which a pool & wellness facility.

378-390 Pacific Highway, Crows Nest	
Sale Price	$51,000,000
Sale Date	March 2021
Zoning	'B4 Mixed Use'
Site Size GFA	1,309sqm 9,818sqm GFA
Rate $/sqm	$38,961/sqm of site area $5,194/sqm of GFA
Number of units	139 equivalent units (proposed)
DA Status	Sold without approval
Rate per unit	$366,906/unit (proposed)



C.3 173-179 Walker Street & 11-17 Hampden Street, North Sydney

A near regular shaped parcel of land located on the north-east peripheral of the North Sydney CBD. Cbus Property and Galileo Group have partnered to purchase the site who have subsequently lodged a development application for up to 28 storeys with a four storey podium. Development to comprise multi dwelling housing development (6 x 4 bedroom terraces) and part 5 and part 28 residential apartment buildings to provide 183 apartments (3 studio, 41 x 1 bedroom, 68 x 2 bedroom, 68 x 3 bedroom & 3 x 4 bedroom apartments). Communal facilities include a gymnasium & resident dining area & function space, roof terrace, sauna, barbecue area, an outdoor lap swimming pool & deck. Built over Basement car parking over 3/part 4 levels for 240 vehicles, 19 motorcycle spaces & 208 bicycle spaces. The development application has been refused by Council.

173-179 Walker Street & 11-17 Hampden Street, North Sydney	
Sale Price	$150,000,000
Sale Date	June 2021
Zoning	'R4 High Density Residential'
Site Size GFA	3,950sqm 24,102sqm GFA (proposed)
Rate $/sqm	$37,975/sqm of site area $6,224/sqm of proposed GFA
Number of units	189 units (estimate)
DA Status	Sold without approval
Rate per unit	$793,651/unit (estimated)

C.4 629 Pacific Highway, Chatswood

A near regular shaped parcel of land located outside of the Chatswood CBD with a frontage to Pacific Highway and Gordan Avenue. The parcel of land forms part of a consolidated site at 629-639 Pacific Highway to encompass 11,185sqm of land. 629 Pacific Highway, Chatswood is the only property which has settled and it is understood that Develotek has an option over the adjoining property No. 639. The sale details of the other property is unknown.

The land is zoned 'B5 Business Development' under the Willoughby Local Environmental Plan 2012 and FSR of 2.5:1. This property is located within the Chatswood CBD Planning and Urban Design Strategy to 2036 with a proposed zone of B4 Mixed Use, FSR of 6:1 and building height limit of 90metres.

629 Pacific Highway, Chatswood	
Sale Price	$12,750,000
Sale Date	September 2021
Zoning	'B5 Business Development'
Site Size GFA	784sqm 3,920sqm GFA (max. based on Council Strategy)
Rate $/sqm	$16,263/sqm of site area $3,253/sqm of permissible GFA
Number of units	44 units (estimate)
DA Status	Sold without approval
Rate per unit	$289,773/unit (estimated)

APPENDIX D : SUMMARY OF RESULTS

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SUMMARY OF PROJECT RETURNS

Fiveways
Base case_revised
HillPDA inputs_revised

Hill PDA
Independent Property Consulting

Licensed to: HillPDA

Time Span:	Nov-22 to Mar-29 (76 Months)		
Type:	Miscellaneous		
Status:	Under Review		
Site Area:	3,202 SqM		
FAR:	5.8:1	Equated GFA:	18,566 SqM
Project Size:	194 Units	1 per 16.5 SqM of Site Area	
	18,566 GFA	1 per 0.17 SqM of Site Area	

Revenues

	Quantity	SqM	AUD/Quantity	Total AUD	AUD Per Units	AUD Per GFA	% of Total Net Costs	Total Exc GST
Gross Sales Revenue	129	7,170.00	2,521,940.67	325,330,347	1,676,961	17,523	120.4%	304,892,615
Residential - 1 Bedroom Units	45	-	1,030,476.02	46,371,421				42,155,837
Residential - 2 Bedroom Units	71	-	1,962,682.11	139,350,430				126,682,209
Residential - 3 Bedroom Units	13	-	3,007,168.87	39,093,195				35,539,269
Commerical Office	-	5,000.00	-	62,294,419				62,294,419
Retail Shops	-	2,170.00	-	38,220,881				38,220,881
Less Selling Costs				(9,062,503)	(46,714)	(488)	-3.4%	(8,238,639)
Less Purchasers Costs				-	-	-	0.0%	-
NET SALES REVENUE				316,267,844	1,630,247	17,035	117.1%	296,653,976
	Quantity	**SqM**	**AUD/SqM/annum**					
Gross Rental Income	-	-	-	-	-	-	0.0%	-
Less Outgoings & Vacancies				-	-	-	0.0%	-
Less Letting Fees				-	-	-	0.0%	-
Less Incentives (Rent Free & Fitout Costs)				-	-	-	0.0%	-
Less Turnover Costs				-	-	-	0.0%	-
Less Other Leasing Costs				(4,400,000)	(22,680)	(237)	-1.6%	(4,000,000)
NET RENTAL INCOME				(4,400,000)	(22,680)	(237)	-1.6%	(4,000,000)
Interest Received				-	-	-	0.0%	-
Other Income				-	-	-	0.0%	-
TOTAL REVENUE (before GST paid)				311,867,844	1,607,566	16,798	115.4%	292,653,976
Less GST paid on all Revenue				(20,437,731)	(105,349)	(1,101)	-7.6%	
TOTAL REVENUE (after GST paid)				**291,430,112**	**1,502,217**	**15,697**	107.9%	292,653,976

Costs

	Total AUD	AUD Per Units	AUD Per GFA	% of Total Net Costs	Total Exc GST
Land Purchase Cost	109,150,000	562,629	5,879	40.4%	109,150,000
Land Acquisition Costs	7,855,990	40,495	423	2.9%	7,830,990
Construction Costs (inc. Contingency)	108,676,598	560,189	5,854	40.2%	98,796,907
Other Construction Costs	103,501,522	533,513	5,575	38.3%	94,092,293
Contingency	5,175,076	26,676	279	1.9%	4,704,615
Professional Fees	8,096,000	41,732	436	3.0%	7,360,000
Statutory Fees	4,930,295	25,414	266	1.8%	4,930,295
Affordable housing contribution	-	-	-	0.0%	-
Land costs	-	-	-	0.0%	-
Miscellaneous Costs 3	-	-	-	0.0%	-
Project Contingency (Reserve)	-	-	-	0.0%	-
Land Holding Costs	5,087,768	26,226	274	1.9%	5,087,768
Pre-Sale Commissions	2,121,661	10,936	114	0.8%	1,928,782
Finance Charges (inc. Fees)	570,000	2,938	31	0.2%	570,000
Interest Expense	35,721,251	184,130	1,924	13.2%	35,721,251
TOTAL COSTS (before GST reclaimed)	282,209,563	1,454,688	15,200	104.5%	271,375,994
Less GST reclaimed	(12,057,433)	(62,152)	(649)	-4.5%	
TOTAL COSTS (after GST reclaimed)	**270,152,130**	**1,392,537**	**14,551**	100.0%	271,375,994

Performance Indicators

		Total AUD	Per Units	Per GFA	Total Exc GST
[1] **Net Development Profit**		**21,277,982**	109,680	1,146	
[3] **Development Margin (Profit/Risk Margin)**	Based on total costs (inc selling costs)	**7.61%**			
[4] Residual Land Value	Based on Target Margin of 20% (Exclusive of GST)	88,255,776	454,927	4,754	88,255,776
[5] **Net Present Value**	Based on Discount Rate of 15% p.a. Effective	**(34,019,530)**			
[6] Benefit Cost Ratio		0.8204			
[7] **Project Internal Rate of Return (IRR)**	Per annum Effective	**7.78%**			
[8] Residual Land Value	Based on NPV (Exclusive of GST)	76,334,567	393,477	4,112	76,334,567
Equity IRR	Per annum Effective	6.28%			
Equity Contribution		46,886,176			
Peak Debt Exposure		223,986,513			
Equity to Debt Ratio		24.62%			
[9] Weighted Average Cost of Capital (WACC)		9.97%			
[10] Breakeven Date for Cumulative Cash Flow	Month 66	May-2028			
[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 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 project'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.

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SUMMARY OF PROJECT RETURNS

Fiveways
Base case_revised
HillPDA inputs_revised

Hill PDA
Independent Property Consulting

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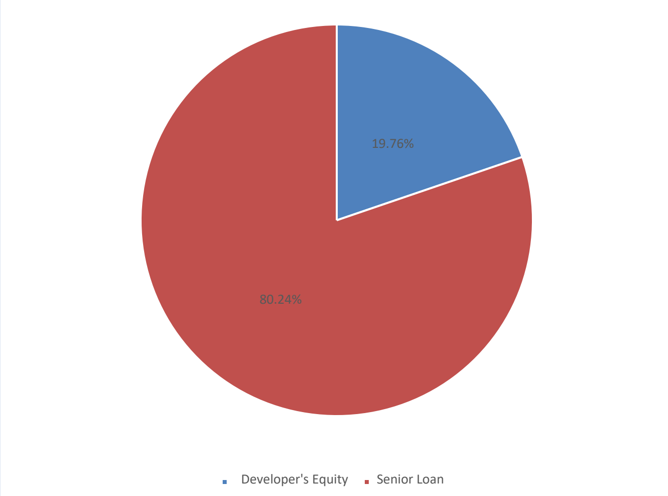
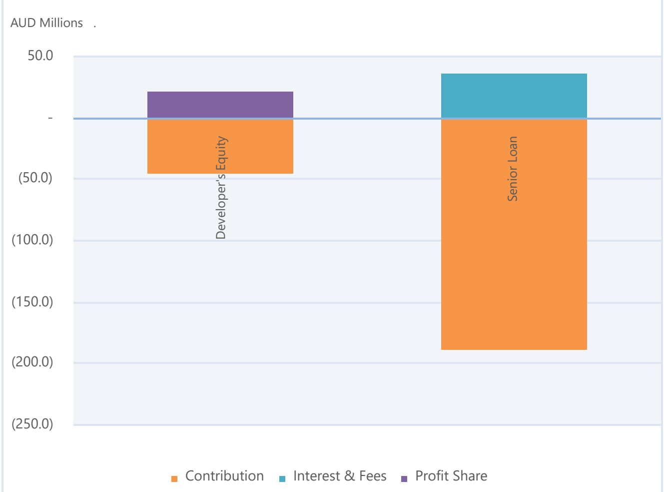
Returns on Funds Invested

Returns on Funds Invested	Developer's Equity	Senior Loan	Total Equity	Total Debt	Total Funding
	Equity	Debt Lender Name			
[1] Funds Invested (Cash Outlay)	46,886,176	190,414,596	46,886,176	190,414,596	237,300,772
% of Total Funds Invested	19.76%	80.24%	19.76%	80.24%	100.00%
[2] Peak Exposure	46,886,176	223,986,513	46,886,176	223,986,513	
Date of Peak Exposure	Feb-23	Jan-27	Feb-23	Jan-27	
Month of Peak Exposure	Month 3	Month 50	Month 3	Month 50	
Weighted Average Interest Rate	N.A.	7.50%	N.A.	7.50%	
Interest Charged	-	35,721,251	-	35,721,251	35,721,251
Line & Standby Fees Charged	-	-	-	-	-
Application Fees Charged	-	-	-	-	-
Profit Share Received	-	-	-	-	-
[3] Total Profit to Funders	21,277,982	35,721,251	21,277,982	35,721,251	56,999,233
[4] Margin on Funds Invested	45.38%	18.76%	45.38%	18.76%	
[5] Payback Date	Mar-29	May-27	Mar-29	May-27	
Month of Payback	Month 76	Month 54	Month 76	Month 54	
[6] IRR on Funds Invested	6.28%	7.76%	6.28%	7.76%	
[7] Loan to Value Ratio	14.41%	68.85%	14.41%	68.85%	
[8] Loan Ratio	17.36% of Project & Finance Costs (inc Interest/Fees and net of GST).	83.71% of Project & Finance Costs (inc Interest/Fees and net of GST).	17.36% of Project & Finance Costs (inc Interest/Fees and net of GST).	83.71% of Project & Finance Costs (inc Interest/Fees and net of GST).	

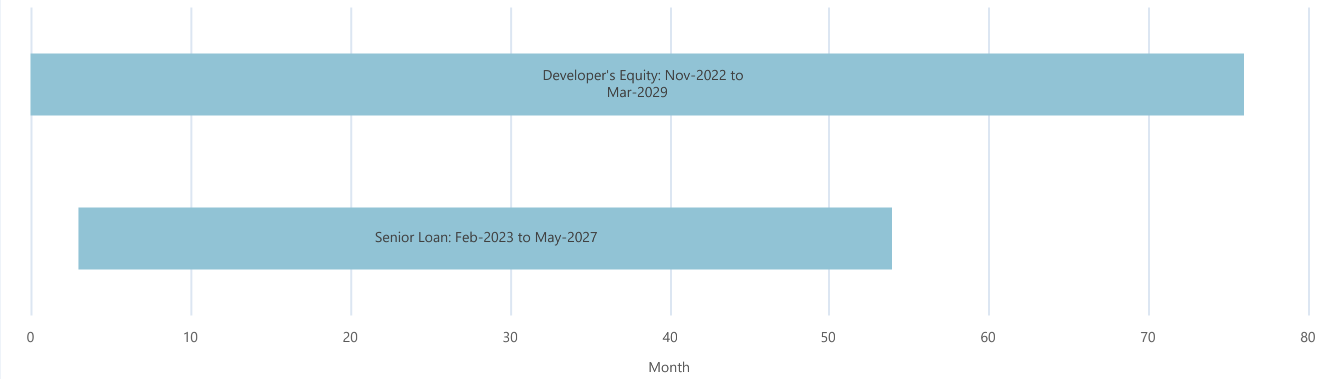
Contribution Share



Contribution vs Profit



Funding Duration (First Drawdown to Final Repayment)



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. Loan to Value ratio is the Peak Equity/Debt Exposure divided by Total Sales Revenue.
8. 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.

PRELIMINARY

Licensed to: HillPDA

Cash Flow Title	**Base case_revised**	Description of Option/Stage	HillPDA inputs_revised	
Date of First Period:	Nov-2022			
Cash Flow Rest Period:	Monthly			
Project Size (a)	194.00	Units		
Project Size (b)	18,566.00	GFA		
Site Area	3,202.00	SqM	Floor Area Ratio	5.798251093 :1

Equated Gross Floor Area= 18,566 SqM

Input Sheet Last Recalled as Option/Stage 5

Type	Miscellaneous
Status	Under Review

GOODS & SERVICES TAX

Using General Tax Rule

Goods and Services Tax Rate	10.00%	Developer	Credits Reclaimed every 2 months from January	Liability Paid every 2 months from January	Liability on Sales All Paid by Developer

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

1000 LAND PURCHASE & ACQUISITION COSTS

Costs to be entered Exclusive of GST

Land Purchase Price	109,150,000

Add GST on Land Price? N — Reclaim Proportionally with Land Payments

Code	Stage		% of Land Purchase Price % paid	Amount	AND/OR Lump Sum Amount	Month Start	Month Span	Cash Flow Period		Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
1002	-	Deposit In Trust Account [1]	10.00%	10,915,000	-	0	1	Nov-22 - Nov-22		10,915,000	10,915,000	10,915,000
1003	-	Payment 1	0.00%	-	-	0	-	-		-	-	-
1004	-	Payment 2	0.00%	-	-	0	-	-		-	-	-
1005	-	Payment 3	0.00%	-	-	0	-	-		-	-	-
1006	-	Payment 4	0.00%	-	-	0	-	-		-	-	-
1007	-	Settlement (Balance)	90.00%		98,235,000	3	1	Feb-23 - Feb-23		98,235,000	98,235,000	98,235,000
1008	-	Stamp Duty [1]	NSW		7,580,990	3	1	Feb-23 - Feb-23	(Stamp Duty calculated on Land Value of 109,150,000 exc. GST) Stamp Duty	7,580,990	7,580,990	7,580,990
		Interest on Deposit in Trust Account	0.00%	Interest from deposit shared between parties					**TOTAL**	116,730,990	116,730,990	116,730,990
		Profit Share to Land Owner	0.00%	Paid progressively as project makes a profit.								

Code	Stage	**Other Acquisition Costs** To be entered Exclusive of GST	% of Land Price exc Tax % paid	Amount	AND/OR Lump Sum Amount	Month Start	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
1011	-	Due Diligence	0.00%	-	250,000	1	1	Dec-22 - Dec-22	Y		250,000	275,000	275,000
1012	-	.	0.00%	-	-	0	-	-	Y		-	-	-
1013	-	.	0.00%	-	-	0	-	-	Y		-	-	-
1014	-	.	0.00%	-	-	0	-	-	Y		-	-	-
1015	-	.	0.00%	-	-	0	-	-	Y		-	-	-
										Manual Input (refer to Cash Flow)	-	-	-
										TOTAL	250,000	275,000	275,000

[1] (No GST credit available for Stamp Duty)

[2] Pro-rata with Land Payments ('L')

COST ESCALATION

Monthly Compounded Escalation - based on Cashflow Period Years commencing

Code		Nov-22	Nov-23	Nov-24	Nov-25	Nov-26	Nov-27	Nov-28	Nov-29	Nov-30	Nov-31
	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	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
STG	Stage Costs	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
BUI	Built Form	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
OT1	Other	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
OT2	Other	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Statutory Fees	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Affordable housing contribution	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
	Land costs	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%

2000 PROJECT CONTINGENCY

-	And / Or	0.00%	% of Professional Fees, Construction Costs, Statutory Fees, Affordable housing contribution, Land costs, Miscellaneous Costs 3, Pre-Sale Commissions (Inc Tax)	GST 0.00%	**TOTAL**	-

3000 PROFESSIONAL FEES

Costs to be entered Exclusive of GST

Code	Stage	Description	% of Construct. ¹	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	S-Curve	Month Start²	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
3001	-	Design and masterplan & DA & CC	0.00%	1	1,500,000	-	-	3	12	Feb-23 - Jan-24	Y	Deicorp input	1,500,000	1,650,000	1,650,000
3002	-	Consultants	0.00%	1	5,860,000	-	-	C	-	Feb-25 - Jan-27	Y	Deicorp input	5,860,000	6,446,000	6,446,000
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		-	-	-
			¹ % Based on Net Costs					² Pro-rata with Construction ('C')							
3099	-	Development Management	0.00%	% of Project Costs (exc Land, Finance & Tax)			-	C	-	Feb-25 - Jan-27	Y		-	-	-
					² Pro-rata with Construction ('C'), Settlements ('S'), Project Costs inc Land ('P1') or exc Land ('P2')							Manual Input (refer to Cash Flow)	-	-	-
												TOTAL	7,360,000	8,096,000	8,096,000

4000 CONSTRUCTION COSTS

Costs to be entered Exclusive 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	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
4001	-	Demolition	-		100	E	S	27	-	-	Y	As per QS costings	-	-	-
4002	-		-	-	-	E	S	0	-	-	Y		-	-	-
4003	-	Car Parking	-	258	60,000	E	S	27	24	Feb-25 - Jan-27	Y	Market Comparison	15,480,000	17,028,000	18,198,995
4004	-		-	-	-	E	S	0	-	-	Y		-	-	-
4005	-		-	-	-	E	S	0	-	-	Y		-	-	-
4006	-		-	-	-	E	S	0	-	-	Y		-	-	-
4007	-	.	-	-	-	E	S	0	-	-	Y		-	-	-
4008	-		-	-	-	E	S	0	-	-	Y		-	-	-
4009	-	Commercial/Retail	-	8,802	3,553	E	S	27	24	Feb-25 - Jan-27	Y	Deicorp input	31,272,720	34,399,992	36,765,637
4010	-	Residential apartments	-	11,620	3,553	E	S	27	24	Feb-25 - Jan-27	Y	Deicorp input	41,285,306	45,413,836	48,536,890
4011	-		-	-		E	S	27	24	Feb-25 - Jan-27	Y		-	-	-
4012	-	Balconies	-	1,548	-	E	S	27	24	Feb-25 - Jan-27	Y		-	-	-
4013	-		-			E	S			-	Y		-	-	-
4014	-		-	-	-	E	S	0	-	-	Y		-	-	-
4015	-	Check GBA	-	-	-	E	S	0	-	-	Y		-	-	-
4016	-	20422.6	-	-	-	E	S	0	-	-	Y		-	-	-
4017	-	20422.6	-	-	-	E	S	0	-	-	Y		-	-	-
4018	-	.	-	-	-	E	S	0	-	-	Y		-	-	-
4019	-	.	-	-	-	E	S	0	-	-	Y		-	-	-
4025	-	.	-	-	-	E	S	0	-	-	Y		-	-	-
		¹ Escalation ('N' = no escalation, 'E' = escalation to start period, 'R' = escalation to start period and through span)										Manual Input (refer to Cash Flow)	-	-	-
4099		**Construction Contingency**		-	And / Or	5.00% of Construction Costs (inc GST)					GST 10.00%	Construction Contingency	4,401,901	4,842,091	5,175,076
												TOTAL	92,439,927	101,683,920	108,676,598

5000 Statutory Fees

Costs to be entered Exclusive of GST

Code	Stage	Description	Units	Base Rate / Units	Escalate (E,R,N)	S-Curve	Month Start	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
5001	-	DA & CC Fees	1		E	-	26	1	Jan-25 - Jan-25	N		-	-	-
5002	-				E	-	26	1	Jan-25 - Jan-25	N		-	-	-
5003	-				E	-	26	1	Jan-25 - Jan-25	N		-	-	-
5004	-	S.7.11 - 1BR	45	13,685	E	-	26	1	Jan-25 - Jan-25	N	NS Contribution Plans	615,825	615,825	656,555
5005	-	S.7.11 - 2BR	71	19,550	E	-	26	1	Jan-25 - Jan-25	N	NS Contribution Plans	1,388,050	1,388,050	1,479,855
5006	-	S.7.11 - 3BR	13	20,000	E	-	26	1	Jan-25 - Jan-25	N	NS Contribution Plans	260,000	260,000	277,196
5007	-				E	-	26	1	Jan-25 - Jan-25	N		-	-	-
5008	-	LSL	1	308,133	E	-	26	1	Jan-25 - Jan-25	N	0.35% of construction costs	308,133	308,133	328,513
5009	-	SIC	129	15,910	E	-	26	1	Jan-25 - Jan-25	N		2,052,430	2,052,430	2,188,176
5010	-				E	-	26	1	Jan-25 - Jan-25	N		-	-	-
5011	-				E	-	0		-	N		-	-	-
5012	-				E	-	0		-	N		-	-	-
5013	-				E	-	0	-	-	N		-	-	-
5014	-	.	-	-	E	-	0	-	-	N		-	-	-
5015	-	.	-	-	E	-	0	-	-	N		-	-	-
											Manual Input (refer to Cash Flow)	-	-	-
											TOTAL	4,624,438	4,624,438	4,930,295

6000 Affordable housing contribution

Costs to be entered Exclusive of GST

Code	Stage	Description	% of Construction ¹	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	S-Curve	Month Start²	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
6001	-	Affordable housing	0.00%	-	0	-	-	26	1	Jan-25 - Jan-25	N		-	-	-
6002	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6003	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6004	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6005	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6006	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6007	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6008	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6009	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6010	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
												Manual Input (refer to Cash Flow)	-	-	-
												TOTAL	-	-	-

¹ Based on net costs. ² Pro-rata with Construction ('C') or Settlements ('S')

6000 Land costs

Costs to be entered Exclusive of GST

Code	Stage	Description	% of Construction ¹	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	S-Curve	Month Start²	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
6001	-	Internal roads	0.00%	0		E	-	0	-	-	Y		-	-	-
6002	-	Landscaping and additional service costs	0.00%			E	-	0	-	-	Y		-	-	-
6003	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6004	-		0.00%	-	-	-	-	0	-	-	Y		-	-	-
6005	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6006	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6007	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6008	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6009	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6010	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
												Manual Input (refer to Cash Flow)	-	-	-
												TOTAL	-	-	-

¹ Based on net costs. ² Pro-rata with Construction ('C') or Settlements ('S')

6000 Miscellaneous Costs 3

Costs to be entered Exclusive of GST

Code	Stage	Description	% of Construction ¹	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	S-Curve	Month Start²	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
6001	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6002	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6003	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6004	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6005	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6006	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6007	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6008	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6009	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
6010	-	.	0.00%	-	-	-	-	0	-	-	Y		-	-	-
												Manual Input (refer to Cash Flow)	-	-	-
												TOTAL	-	-	-

¹ Based on net costs. ² Pro-rata with Construction ('C') or Settlements ('S')

7000 LAND HOLDING COSTS

Costs to be entered Exclusive of GST

Code	Stage	Description	No. Units	Base Rate /unit/term	Term ¹	Escalate (E,R,N)	Month Start	Month Span²	Cash Flow Period	Add GST	Remarks	Total Annual Costs (exc GST)	Total Annual Costs (inc GST)	Total Escalated Cost
7001	-	.	-	-	M	-	0	-	-	N		-	-	-
7002	-	Council rates	1	73,670	Q	-	4	DS	Mar-23 - Jan-29	N		294,681	294,681	1,246,708
7003	-	Land tax	1	589,363	Y	-	4	DS	Mar-23 - Jan-29	N		589,363	589,363	2,594,353
7004	-	Water/sewerage	1	73,670	Q	-	4	DS	Mar-23 - Jan-29	N		294,681	294,681	1,246,708
7005	-	.	-	-	M	-	0	-	-	N		-	-	-
7006	-	.	-	-	M	-	0	-	-	N		-	-	-
7007	-	.	-	-	M	-	0	-	-	N		-	-	-
7008	-	.	-	-	M	-	0	-	-	N		-	-	-
7009	-	.	-	-	M	-	0	-	-	N		-	-	-
7010	-	.	-	-	M	-	0	-	-	N		-	-	-
7011	-	.	-	-	M	-	0	-	-	N		-	-	-
7012	-	.	-	-	M	-	0	-	-	N		-	-	-
											Manual Input (refer to Cash Flow)	-	-	-
											TOTAL	1,178,725	1,178,725	5,087,768

¹ Y=Yearly, BA=BiAnnualy, Q=Quarterly, BM=BiMonthly, M=Monthly ² Diminish proportionally with Leasing ('DR') or Settlements ('DS')

REVENUE ESCALATION

Monthly Compounded Escalation - based on Cashflow Period Years commencing

Code	Category	Nov-22	Nov-23	Nov-24	Nov-25	Nov-26	Nov-27	Nov-28	Nov-29	Nov-30	Nov-31
RS1	Residential - 1 Bedroom Units	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
RS2	Residential - 2 Bedroom Units	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
RS3	Residential - 3 Bedroom Units	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
RDD	Detached Dwelllings Lots	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
PEN	Penthouse	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
COM	Commerical Office	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
RET	Retail Shops	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
IND	Industrial Units	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
STW	Storage & Warehousing	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
AFH	Affordable Housing	0.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%

Rental escalation occurs up to lease start date. For rent review escalation during lease period refer to the Tenants sheet.

8000 SELLING & LEASING COSTS

	Code	Category	Sales Commission[1]	% of Comm. Pre-sales[2]	Deposits (% of Price)[3]	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
8001	RS1	Residential - 1 Bedroom Units	2.50%	50.00%	10.00%	Y		1,108,125	1,218,938	1,275,214
8002	RS2	Residential - 2 Bedroom Units	2.50%	50.00%	10.00%	Y		3,328,125	3,660,938	3,832,137
8003	RS3	Residential - 3 Bedroom Units	2.50%	50.00%	10.00%	Y		932,750	1,026,025	1,075,063
8004	RDD	Detached Dwelllings Lots	2.00%	50.00%	10.00%	Y		-	-	-
8005	PEN	Penthouse	2.00%	50.00%	10.00%	Y		-	-	-
8006	COM	Commerical Office	1.75%	50.00%	10.00%	Y		962,500	1,058,750	1,199,168
8007	RET	Retail Shops	1.75%	50.00%	10.00%	Y		607,600	668,360	735,752
8008	IND	Industrial Units	2.00%	50.00%	10.00%	Y		-	-	-
8009	STW	Storage & Warehousing	2.00%	50.00%	10.00%	Y		-	-	-
8010	AFH	Affordable Housing	0.00%	50.00%	10.00%	Y		-	-	-
							TOTAL	6,939,100	7,633,010	8,117,333

[1] % of Gross Sale Values (including Tax). The rate entered is Exclusive of GST
[2] Percentage of Sales Commission paid at exchange date for pre-sales
[3] Percentage of price deposited on exchange (for pre-sales)

Pre-sale Comm are reported as a	Project Cost

Interest Rate on Deposits Invested in Trust Account	0.00%
% of Interest retained by Developer upon Settlement	0.00%

Code	Stage	Other Selling Costs To be entered Exclusive of GST	% of Gross Sales	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	Month Start	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
8101	-	Marketing	0.75%	-	-	E	3	72	Feb-23 - Jan-29	Y		2,283,600	2,511,960	2,703,883
8102	-	Legals	0.00%	194	1,500	E	S	-	Feb-27 - Jan-29	Y		291,000	320,100	362,948
8103	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8104	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8105	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8106	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8107	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8108	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8109	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8110	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
8111	-	.	0.00%	-	-	-	0	-	-	Y		-	-	-
											Manual Input (refer to Cash Flow)	-	-	-
											TOTAL	2,574,600	2,832,060	3,066,830

Pro-rata with Settlements ('S') or Exchanges ('E')

Code	Stage	Other Leasing Costs To be entered Exclusive of GST	% of Gross Rent	AND / OR No. Units	Base Rate / Unit	Escalate (E,R,N)	Month Start	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
8201	-	Retail & Commercial Leasing Incentives	0.00%	1	4,000,000	-	51	12	Feb-27 - Jan-28	Y		4,000,000	4,400,000	4,400,000
8202	-	.	0.00%			-			-	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	4,000,000	4,400,000	4,400,000

Pro-rata with Rental Income ('R')

Main Inputs for Fiveways

9000 SALES

Sales Revenue to be entered Inclusive of GST

Code	Stage	Description	No. Units	Total Area SqM	Current Sale Price	Sales Calc Method	Pre-Sale Exchange Month Start	Pre-Sale Exchange Month Span	Settlements Month Start	Settlements Month Span	Cash Flow Period	Sales Rate Units / SqM per Month	GST Included on Sales	GST Withheld by Purchaser	Land Use Code	Total Current Sales Revenue (exc GST)	Total Current Sales Revenue (inc GST)	Total Escalated Sales Revenue (exc GST Withheld)
9001	-	0.7	-	-	-	Per SqM	0	-	0	-	-	-	Y	N	-	-	-	-
9002	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9003	-	Presales (70%)	-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9004	-	1BR	32	-	985,000	Per Unit	15	12	51	2	Feb-27 - Mar-27	2.67	Y	N	RS1	28,654,545	31,520,000	32,188,070
9005	-	2BR	50	-	1,875,000	Per Unit	15	12	51	2	Feb-27 - Mar-27	4.17	Y	N	RS2	85,227,273	93,750,000	95,737,043
9006	-	3BR	9	-	2,870,000	Per Unit	15	12	51	2	Feb-27 - Mar-27	0.75	Y	N	RS3	23,481,818	25,830,000	26,377,470
9007	-			-		Per Unit	0	-			-	-	Y	N	-	-	-	-
9008	-	Post-construction (balance)	-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9009	-	1BR	13	-	985,000	Per Unit	0	-	51	6	Feb-27 - Jul-27	2.17	Y	N	RS1	11,640,909	12,805,000	14,183,350
9010	-	2BR	21	-	1,875,000	Per Unit	0	-	51	6	Feb-27 - Jul-27	3.50	Y	N	RS2	35,795,455	39,375,000	43,613,387
9011	-	3BR	4	-	2,870,000	Per Unit	0	-	51	6	Feb-27 - Jul-27	0.67	Y	N	RS3	10,436,364	11,480,000	12,715,725
9012	-			-		Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9013	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9014	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9015	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9016	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9017	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9018	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9019	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9020	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9021	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9022	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9023	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9024	-	.	-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9025	-	.	-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9026	-	.	-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9027	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9028	-		-	-	-	Per Unit	0	-	0	-	-	-	Y	N	-	-	-	-
9029	-	Retail	-	2,170	16,000	Per SqM	0	-	51	1	Feb-27 - Feb-27	2,170.00	N	-	RET	34,720,000	34,720,000	38,220,881
9030	-	Commercial	-	5,000	11,000	Per SqM	0	-	51	24	Feb-27 - Jan-29	208.33	N	N	COM	55,000,000	55,000,000	62,294,419
															Capitalised Sales (refer to Tenants)	-	-	-
															Manual Input (refer to Cash Flow)	-	-	-
															TOTAL	284,956,364	304,480,000	325,330,347

9100 OTHER INCOME

Other Income to be entered Exclusive of GST

Code	Stage	Description	Land Use Code	Units	Base Rate / Units	Month Start	Month Span	Cash Flow Period	Add GST	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	-	-	-

10000 FINANCING

Simple Mode

Equity

	Fixed Amount	Percentage	Ratio	Scope	Total Limit
Developer's Equity Contribution					
Progressively injected when required.	-	20.00%	% of Project Costs (net of Interest/Fees and GST).	Entire Project	46,886,176

Code	Item	Rate	Basis	Opening Balances
10001	Interest Charged on Equity	0.00%	per annum Nominal - Capitalised (Compounded)	-
10002	Interest received on Surplus Cash	0.00%	per annum received in arrears.	-

	Equity Totals
Developer's Injections	46,886,176
Interest Charged	-
Interest Received	-

% of Available Funds to Repay Equity Before Debt: 0.00%

Notes: Equity is paying outstanding debt. Equity is repaid at project end.

Senior Loan

Senior Loan	Description	Lender Name	Debt	
No Limit (use as overdraft facility)		-		
10007 Interest Rate		7.50%	per annum Nominal - Capitalised (Compounded)	
10008 Fees		Amount	Percentage	Month Paid
	Application Fee	-	0.00%	0
	Annual Line Fee	-	0.00%	Monthly
	Standby Fee		0.00%	Monthly

All Fees Capitalised. Annual Line Fee: Paid in Arrears. Standby Fee: Paid in Arrears.

Maintain Leverage on Senior Loan: % of Future Positive Net Cash Flows

	Opening Balances
Interest Rate	-
Application Fee	-
Annual Line Fee	-
Standby Fee	-

	Senior Loan Totals
Drawdown	190,414,596
Interest Charged	35,721,251
Application Fees	-
Line Fees	-
Standby Fees	-

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

Code	Stage	Financing Costs To be entered Exclusive of GST	No. of Units	Base Rate / Unit	Escalate (E,R,N)	Month Start	Month Span	Cash Flow Period	Add GST	Remarks	Total Current Costs (exc GST)	Total Current Costs (inc GST)	Total Escalated Cost
10009	-	Establishment fee	1	570,000	-	2	1	Jan-23 - Jan-23	N		570,000	570,000	570,000
10010	-	565339.6173	-	-	-	0	-	-	Y		-	-	-
10011	-	570000	-	-	-	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	570,000	570,000	570,000

PROJECT HURDLE RATES

Project Discount Rate (target IRR)	15.00%	per annum Effective, on cash flow that includes financing costs but excludes interest and corp tax.
Nominate an estimate of IRR	15.00%	per ann.
Developer's Target Dev. Margin	20.00%	on total development costs (inc selling costs).
Developer's Cost of Equity (for WACC)	20.00%	

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