Estimated Annualised Cost of Borrowing and Return on Investment

| | £50,000,000 |
|------|-------------|
| 6.8% | £3,400,000 |
| | £46,600,000 |
| | 6.8% |

| | | | Potential Return on Investment Based on Interest Rates as at February 2017 | | | | | | | 0.5 % | | | |
|----------------------------------|-----------|-----------------|--|------------|-----------------|------------|---------------|------------------------|------------|------------|---------------|-----------------|-------------------------|
| | | | | | | | Planned | Contingency for | | | | | |
| | | | | | Adjustment for | Annual | Maintenance | unplanned | | Potential | | | |
| | Cost of | | Forecast | Forecast | Voids as a % of | Management | (average % of | maintenance | Potential | Net Return | | Potential | |
| | Borrowing | Annual interest | Rental | Rental | rent | Costs | value pa) | and other costs | Surplus | on | Annual | Surplus | Potential Net Return on |
| | (1) | cost | Yield | Income | (2) | (3) | (4) | (% of rent) | Income | Investment | interest cost | Income | Investment |
| | | | % | £ | 5% | 4.4% | 0.25% | 1.5% | | | | | |
| 1st full year | 2.53 % | £1,265,000 | 5% | £2,330,000 | £116,500 | £123,000 | | £34,950 | £790,550 | 1.58% | £1,411,980 | £643,570 | 1.29% |
| Second and subsequent full years | 2.53 % | £1,265,000 | 6% | £2,796,000 | £139,800 | £123,000 | £125,000 | £41,940 | £1,101,260 | 2.20% | £1,411,980 | <u>£954,280</u> | 1.91% |

(1) PWLB 50 year Maturity Certainty Rate23-2-17

(2) Jones Lang LaSalle (JLL) recommend we allow for 3 months void over each five year period which would equate to 5% pa

(3) 1 FTE Property investment advisor @ c. £75k plus property management services @ £900 per tennant x 50 tennants of which 50% is recoverable plus £30k for legal and other costs (4) JLL recommend fund of £400k to be set aside over 7 years to meet landlord responsibilities per £25m invested i.e. 0.25% of value pa on aaverage; assume no provision in year one

Estimated Annualised Cost of Borrowing and Return on Investment

| Amount Borrowed | | £25,000,000 |
|-----------------------------|------|-------------|
| Estimated Purchasing costs | 6.8% | £1,700,000 |
| Estimated Value of Property | | £23,300,000 |

| Amount Borrowed | | £25,000,000 | | | | | | | | | | | |
|----------------------------------|-----------|-----------------|----------|----------------|------------------|------------------|-------------------|------------------------|-----------|------------|---------------|-----------------|---------------------------|
| Estimated Purchasing costs | 6.8% | £1,700,000 | | | | | | | | | | | |
| Estimated Value of Property | | £23,300,000 | | | | | | | | | | | |
| | | | | | | | | | | | Forecast Adju | sted for increa | ise in interest rates of: |
| | | | <u> </u> | Potential Retu | irn on Investmen | t Based on Inter | est Rates as at F | ebruary 2017 | | | 0.5 | % | |
| | | | | | | Estimated | Planned | Contingency for | | | | | |
| | | | | | Adjustment for | Annual | Maintenance | unplanned | | Potential | | | |
| | Cost of | | Forecast | Forecast | Voids as a % of | Management | (average % of | maintenance | Potential | Net Return | | Potential | |
| | Borrowing | Annual interest | Rental | Rental | rent | Costs | value pa) | and other costs | Surplus | on | Annual | Surplus | Potential Net Return on |
| | (1) | cost | Yield | Income | (2) | (3) | (4) | (% of rent) | Income | Investment | interest cost | Income | Investment |
| | | | % | £ | 5% | 5.7% | 0.25% | 1.5% | | | | | |
| 1st full year | 2.53 % | £632,500 | 5% | £1,165,000 | £58,250 | £80,000 | | £17,475 | £376,775 | 1.51% | £705,990 | £303,285 | 1.21% |
| Second and subsequent full years | 2.53 % | £632,500 | 6% | £1,398,000 | £69,900 | £80,000 | £57,143 | £20,970 | £537,487 | 2.15% | £705,990 | £463,997 | 1.86% |

(3) 1 FTE Property investment manager @ c. £50k plus property management services @ £1,000 per tennant x 30 tennants of which 50% is recoverable plus £15k for legal and other costs (4) JLL recommend fund of £400k to be set aside over 7 years to meet landlord responsibilities per £25m invested i.e. 0.25% of value pa on aaverage; assume no provision in year one

| Forecast Adjusted | for increase in interest rates of: |
|-------------------|------------------------------------|
| 0.5 % | |