

Bushfield Camp Winchester- Indicative Residual Land Values- Rent/Yield Comparison

Investment Yield

| | 6% | 6.50% | 7% | 7.50% | 8% | 8.50% | 9% | 9.50% | 10% |
|---------------------------------|---------|---------|--------|---------|--------|--------|--------|-------|--------|
| Office Rent per sq ft pa | | | | | | | | | |
| £20 | £12.8M | £6.6M | £1.25M | £0 | £0 | £0 | £0 | £0 | £0 |
| £22 | £20.25M | £13.4M | £7.6M | £2.5M | £0 | £0 | £0 | £0 | £0 |
| £24 | £27.7M | £20.25M | £13.9M | £8.4M | £3.5M | £0 | £0 | £0 | £0 |
| £26 | £35.1M | £27.1M | £20.2M | £14.25M | £9M | £4.3M | £0.28M | £0 | £0 |
| £28 | £42.6M | £34M | £26.5M | £20.1M | £14.4M | £9.4M | £5.1M | £1.1M | £0 |
| £30 | £50M | £40.75M | £32.8M | £25.95M | £19.9M | £14.5M | £9.9M | £5.6M | £1.65M |

Note 1 Red values (£0) represent a nil or negative site value.

Note 2 The site values expressed assume a constant empty rates liability as shown in our appraisal based upon rentals of £20 per sq ft. In reality as rentals increase so will the empty rates liability and the site values are as a result progressively overstated as rentals rise. As an example at 8% and £30 per sq ft the actual site value allowing for the increased empty rates liability would be approximately £19.2M

Note 3 Residual land values assume a developer's return of 20% on all development costs.

Aug-10

| Conversion of rental levels from imperial to metric | |
|---|-----------|
| £/sq ft pa | £/sq m pa |
| 20 | 215.28 |
| 22 | 236.81 |
| 24 | 258.34 |
| 26 | 279.86 |
| 28 | 301.39 |
| 30 | 322.92 |