

**Vail Williams**  
3000 Cathedral Hill  
Guildford, Surrey  
GU2 7YB  
**Bushfield Camp 170909-7%.sdx**  
(Values in Sterling)  
17 September 2009 23:14

Freehold Site

**INCOME/CAPITALISED VALUE**

**Phase 1 Pre Let - (15 Months Rent Free)**

Phase 1 Pre Let	41,250 at 20.00	825,000		
Yield	6.50 % in perpetuity	825,000	12,692,308	
Less Rent Free			960,807	
Less Purchasers Costs at		5.750%	690,125	11,041,376

**Phase 1 Incubator Unit**

Phase 1 Incubator Unit	16,500 at 20.00	330,000		
Yield	7.50 % in perpetuity	330,000	4,400,000	
Less Purchasers Costs at		5.750%	239,243	4,160,757

**Phase 1- Speculative - (12 Months Rent Free)**

Phase 1 Speculative	66,000 at 20.00	1,320,000		
Yield	7.00 % in perpetuity	1,320,000	18,857,143	
Less Rent Free			1,233,645	
Less Purchasers Costs at		5.750%	1,025,329	16,598,169

**Phase 2- Speculative - (12 Months Rent Free)**

Phase2 - Speculative	66,000 at 20.00	1,320,000		
Yield	7.00 % in perpetuity	1,320,000	18,857,143	
Less Rent Free			1,233,645	
Less Purchasers Costs at		5.750%	1,025,329	16,598,169

**Phase 3-Speculative - (12 Months Rent Free)**

Phase 3-Speculative	70,125 at 20.00	1,402,500		
Yield	7.00 % in perpetuity	1,402,500	20,035,714	
Less Rent Free			1,310,748	
Less Purchasers Costs at		5.750%	1,089,412	17,635,554

**Phase 4-Speculative - (12 Months Rent Free)**

Phase 4- Speculative	70,125 at 20.00	1,402,500		
Yield	7.00 % in perpetuity	1,402,500	20,035,714	
Less Rent Free			1,310,748	
Less Purchasers Costs at		5.750%	1,089,412	17,635,554

**Phase 2- Retail - (6 Months Rent Free)**

Phase 2- Retail	10,000 at 15.00	150,000		
Yield	7.00 % in perpetuity	150,000	2,142,857	
Less Rent Free			71,279	
Less Purchasers Costs at		5.750%	116,515	1,955,063

**TOTAL Capitalised** 85,624,641

**COMPLETED INVESTMENT VALUE** 85,624,641

Hotel Site Sale 1,000,000

## SITE COSTS

Site Value		18,389	901,070	
Site Surveys			50,000	
Planning Application Fee			60,000	
Highway Consultants			30,000	
Archaeology			50,000	
Environmental Consultants			20,000	
Planning Consultant			50,000	
Other Consultants			30,000	
Stamp Duty	4.00 % of	901,070	36,043	
Legal Fees			25,000	
Agents Fees	1.00 % of	901,070	9,011	
			<b>TOTAL SITE COSTS</b>	<b>1,261,123</b>

## CONSTRUCTION

Phase 1 Pre Let	50,000 ft <sup>2</sup> at	125.00	6,250,000	
Phase 1 Incubator Unit	20,000 ft <sup>2</sup> at	125.00	2,500,000	
Phase 1- Speculative	80,000 ft <sup>2</sup> at	125.00	10,000,000	
Phase 2- Speculative	80,000 ft <sup>2</sup> at	125.00	10,000,000	
Phase 3-Speculative	85,000 ft <sup>2</sup> at	125.00	10,625,000	
Phase 4-Speculative	85,000 ft <sup>2</sup> at	125.00	10,625,000	
Phase 2- Retail	10,000 ft <sup>2</sup> at	75.00	750,000	
Site Preparation-remediation			3,000,000#	
Off site Highway Costs			500,000#	
Landscaping			500,000	
Contingency	3.00 % of	54,750,000	1,642,500	
Project Management	1.50 % of	56,392,500	845,888	
Professional Fees	11.00 % of	56,392,500	6,203,175	
			<b>TOTAL CONSTRUCTION COSTS</b>	<b>63,441,563</b>

## FINANCIAL

Interest Compounded Monthly Applied Monthly				
See Cashflow			3,007,551	
			<b>TOTAL FINANCIAL COSTS</b>	<b>3,007,551</b>

## OTHER

Letting Agents Fees	15.00 % of	6,750,000	1,012,500#	
Letting Legal Fees	3.50 % of	6,750,000	236,250#	
Sale Fees	1.00 % of	85,624,641	856,246#	
Sale Legal Fees	0.50 % of	85,624,641	428,123#	
Promotion			200,000#	
Empty Rates			1,910,808#	
			<b>TOTAL OTHER COSTS</b>	<b>4,643,928</b>
			<b>TOTAL DEVELOPMENT COSTS</b>	<b>71,354,164</b>
			<b>NET PROFIT</b>	<b>14,270,477</b>

# See Cashflow

## SUMMARY

PROFIT ON COST	20.00%
SITE VALUE	901,070
PROFIT	14,270,477
GROSS DEVELOPMENT YIELD	16.47%

Annual Income	6,750,000
Capitalised	85,624,641
Total Non Capitalised	0
Other Income	1,000,000
Site Costs	1,261,123
Construction Costs	63,441,563
Financial Costs	3,007,551
Other Costs	4,643,928
Development Costs	71,354,164

INTEREST RATE	
Initial Base Rate	5.00%
Interest Rate	0.00%
On Deposit Rate	0.00%
On Deposit	Not Applicable

### TIME SCALE (months)

Description	Start	Period	End
SITE	9/2009	1	9/2009
<b>CONSTRUCTION</b>			
Phase 1 Pre Let	8/2010	12	7/2011
Phase 1 Incubator Unit	8/2010	12	7/2011
Phase 1- Speculative	8/2010	12	7/2011
Phase 2- Speculative	8/2012	12	7/2013
Phase 3-Speculative	8/2014	12	7/2015
Phase 4-Speculative	8/2016	12	7/2017
Phase 2- Retail	8/2012	12	7/2013
<b>DISPOSAL</b>			
Phase 1 Pre Let (15 Rent Free)	8/2011	1	8/2011
Phase 1 Incubator Unit	2/2012	1	2/2012
Phase 1- Speculative (12 Rent Free)	8/2012	1	8/2012
Phase 2- Speculative (12 Rent Free)	8/2014	1	8/2014
Phase 3-Speculative (12 Rent Free)	8/2016	1	8/2016
Phase 4-Speculative (12 Rent Free)	10/2018	1	10/2018
Phase 2- Retail (6 Rent Free)	8/2014	1	8/2014