

Comparative Analysis of Returns



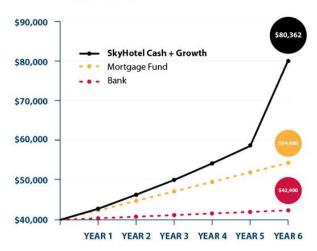
Bank – Mortgage Fund – Ramada SkyHotel

Key Assumptions

- 1. Investment of \$40,000 into the bank, or a mortgage fund, or Ramada SkyHotel
- 2. The term of investment is 6 years
- 3. The cash returns are not re-invested but paid quarterly to the investor when derived
- 4. The bank return is based on 1% per annum
- **5.** The mortgage fund is based on 6% per annum
- 6. The Ramada SkyHotel operational distribution is based on the forecast cash returns as per the PDS
- 7. The Ramada SkyHotel sale distribution is based on sale of the asset at the end of Year 6 with sale price as per the Broad Property Research and Advisory Independent Report using a conservative 2% growth escalation of the on-completion independent PHV valuation of \$25.5 million

Outcomes over 6 years

Comparative Investment Analysis \$40,000 Invested



Investment	Bank	Mortgage Fund	SkyHotel Cash	SkyHotel Cash + Growth
Entity		Fulla	Casii	+ Growth
Forecast Return IRR	1.0%	6.0%	9.8%	14.7%
Investment	\$40,000	\$40,000	\$40,000	\$40,000
Year 1 Cash	\$400	\$2,400	\$2,800	\$2,800
Year 2 Cash	\$400	\$2,400	\$3,566	\$3,566
Year 3 Cash	\$400	\$2,400	\$3,729	\$3,729
Year 4 Cash	\$400	\$2,400	\$4,181	\$4,181
Year 5 Cash	\$400	\$2,400	\$4,415	\$4,415
Year 6 Cash	\$400	\$2,400	\$4,685	\$4,685
Year 6 Growth	Nil	Nil	Prior to Sale	\$16,985
Year 6 Repay	\$40,000	\$40,000	\$40,000	\$40,000
Total at end	\$42,400	\$54,400	\$63,376	\$80,362
Return Forecast	\$2,400	\$14,400	\$23,376	\$40,362

Bank - based on 1% interest the bank return = \$2,400 - capital plus return - \$42,400

Mortgage Fund – based on 6% interest the mortgage fund return = \$14,400 – capital plus return = \$54,400

SkyHotel – based on the forecast cash return plus the forecast net cash from sale = \$40,362 – capital plus return =\$80,362

Factors Influencing Ramada SkyHotel Investment Outcome

There are several factors optimising the Ramada SkyHotel return on investment including:

- 1. The power of collective investment to lower the cost base of Ramada SkyHotel
- 2. No development margin as construction at cost
- 3. Utilising additional collateral assets to optimise leverage (borrowings)
- **4.** Hotel rooms that have a high \$/sqm return and lower capital cost than an apartment hotel
- 5. Significant infrastructure already in place which reduces the cost base of Ramada SkyHotel
- 6. Benefit of a lease reflecting a 10 year operational history with AHM and WHG backing
- 7. Intensive methodology and procurement undertaken for construction to reduce cost