



GREYTOWN DISTRICT TRUST LANDS

SPOTLIGHT REPORT - FEBRUARY 2018

Prepared 16 March 2018

Highlights

1. Capital Expenditure & Debt planning

Financial Year update

- 2018/19 Budget forecast is complete (awaiting finalisation of salary reviews) - to be adopted next Thursday night.
- 2018/19 year end planning is underway, with a view to draft financials in first weeks of May, onsite Audit in May, and then sign off for the year to follow soon after that. (The audit committee will be updated once a draft picture is completed, pending the valuations of all properties).

Spotlight Forecasting Analysis

- Please note that we are forecasting budget savings of approx;
 - \$31.2k on Sports & Lesiure (Unused salary), \$30.2k Education - grants that have not been allocated this financial year, plus \$10k on the major project Grant.
 - Interest savings on the original budget forecast have been \$35.5k.

The 17/18 projection assumes that the March budget will play out as planned, so is likely slightly overstating the forecast year end result, but we will still end the financial year significantly ahead of the original budgeted surplus.

Debt Analysis

- Total debt repaid in Apr-Feb 2018 is \$507k (*\$70k in January 2018 from Operating Surplus*).
- Balance of WBS loan account is \$114k versus a target balance of \$221.1k.
- The YTD operating Target was to repay debt down to \$215k by March 2018 which has already been achieved, due to significant savings in unspent budget.

Total Capex [\$62.8k for the YTD]

- \$10k spend on 64 Main Street - Carpet and Aircon system.
- \$1.3k spend on Marketing the Carterton properties.
- \$12.2k spend on Aircon system (Downer Wanganui).
- \$2.7k spend on Bodyworks Heatpump.
- \$1.3k (Bidwells Fencing)
- \$2.5k - Citycare Heatpump.
- \$14.7k - Aircon - 64 Main St.
- \$17.7k 64 Main St - Fitout.

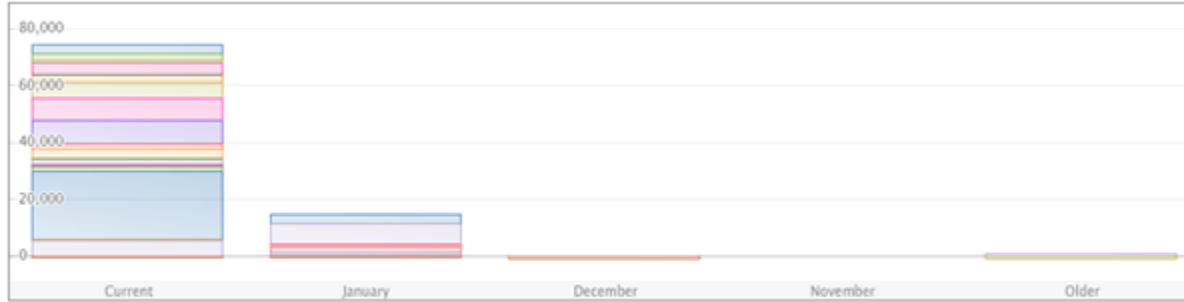
Properties

- No property development executed in 2017/18 YTD.
- Fairview sold in October 2017 for a profit.

	YTD	Actual vs Orig Budget			Projections Analysis			
	Actual	Budget	Variance	Variance %	17/18 Proj	Orig Budget	Variance	Variance %
Interest Income	1,778	2,506	-728	-29.1%	1,911	2,639	-728	-27.6%
Recoveries	92,901	101,404	-8,503	-8.4%	93,352	101,855	-8,503	-8.3%
Rents	871,504	890,401	-18,897	-2.1%	955,415	974,312	-18,897	-1.9%
Total Revenue	966,183	994,311	-28,128	-2.8%	1,050,678	1,078,806	-28,128	-2.6%
Total Cost of Sales	175,824	175,721	103	0.1%	182,325	182,222	103	0.1%
Gross Profit	790,359	818,590	-28,231	-3.4%	868,353	896,584	-28,231	-3.1%
GP%	81.8%	82.3%			82.6%	83.1%		
ADMIN	184,238	195,127	-10,889	-5.6%	226,298	237,187	-10,889	-4.6%
GRANTS	231,410	309,115	-77,705	-25.1%	278,410	356,115	-77,705	-21.8%
OPEX	41,784	71,814	-30,030	-41.8%	71,004	101,034	-30,030	-29.7%
Total OPEX	457,432	576,056	-118,624	-20.6%	575,712	694,336	-118,624	-17.1%
Operating Profit	332,927	242,534	90,393	37.3%	292,641	202,248	90,393	44.7%
Total Other Revenue	1,739	0	1,739	0.0%	1,739	0	1,739	0.0%
EBITDA	334,666	242,534	92,132	38.0%	294,380	202,248	92,132	45.6%
EBITDA%	34.6%	24.4%			28.0%	18.7%		
Depreciation	2,321	2,750	-429	-15.6%	2,571	3,000	-429	-14.3%
EBIT	332,345	239,784	92,561	38.6%	291,809	199,248	92,561	46.5%
Interest	18,818	54,389	-35,571	-65.4%	24,288	59,859	-35,571	-59.4%
EBT	313,527	185,395	128,132	69.1%	267,521	139,389	128,132	91.9%

	Now	Monitors	
		As at Feb 1	YTD
Accounts Receivable	88,356	Improvements to Investment Pro	63,860
Bank Accounts	104,171	Buildings	4,159
Dev WIP	41,019	Office Furniture & Equipment	62
Other Current Assets	-19,965	Freehold Land	-178,058
Total Current Assets	213,581	Total CAPEX	-109,977
Term Assets	13,271,280		
Total Assets	13,484,861		
Accounts Payable	6,798		
Grants Committed Not yet paid	6,849		
Other Current Liabilities	45,751		
Total Current Liabilites	59,398		
Term Liabilities	114,517		
Total Liabilities	173,915		
Equity	13,310,946		

Aged Receivables



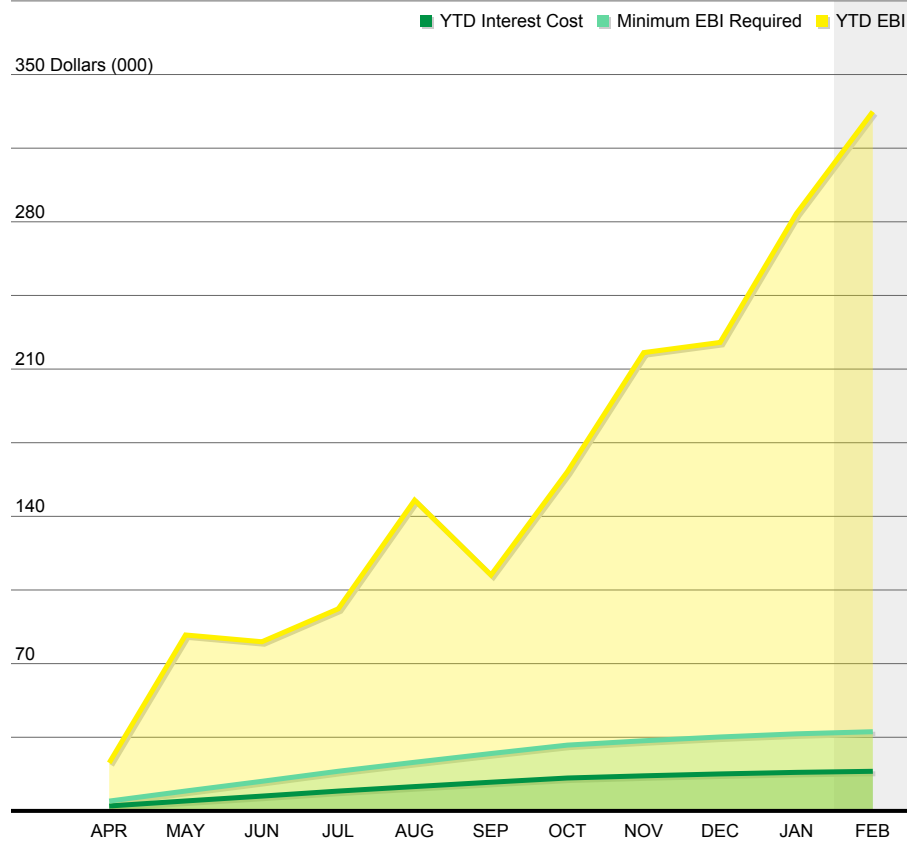
	Current	January	December	November	Older	Total
Total Receivables	73,844.81	14,137.33	(304.46)	0.00	678.63	88,356.31
	83.6%	16.0%	-0.3%	0.0%	0.8%	

Aged Payables

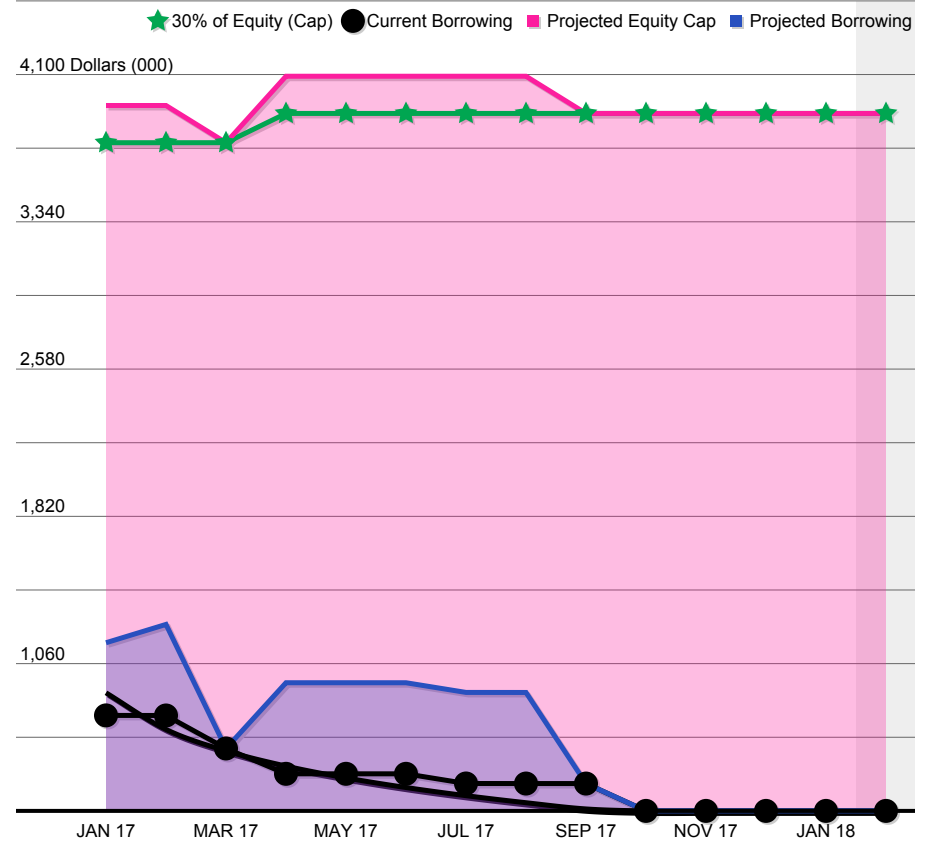


	Current	January	December	November	Older	Total
Total	6,797.94	0.00	0.00	0.00	0.00	6,797.94
	100.0%	0.0%	0.0%	0.0%	0.0%	

EBI > Interest Cost x2



Borrowing < 30% of Equity



Mandated Compliance

Compliance with Minister mandated borrowing restrictions	
1. EBI > interest cost x 2	
YTD interest	18,819
Minimum EBI cover required (YTD interest x 2)	37,638
YTD EBI	294,717
2. Borrowing < 30% of equity	
Cap based on equity	3,993,284
Current level of drawdown from WBS	114,517
<i>The Trust is therefore fully compliant with both its borrowing restrictions.</i>	
Projected available borrowing allocation up to cap	
Cap based on equity	3,993,284
Projected Borrowing Cap	3,993,284
<u>Less</u>	
Current level of drawdown from WBS	(114,517)
Projected additional drawdown:	
No Projects within existing scope	0
Total New Debt	0
Projected repayment Debt:	
Arbor Place (Fairview - Unit 4)	0
Total Debt Repaid	0
Projected available borrowing allocation up to cap	3,878,767