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| Mr N D Schaefer<br>C/o Shanda Gradidge<br>Doc Ex 256<br>Durban<br>4062 | <b>Contact Staff</b><br>Portfolio Manager<br>Account Administrator<br>Maintenance Manager<br>Divisional Manager | John Tshidi<br>Phumla Sebitso<br>Mbongiseni Sibanda<br>Allyson King | john@trafalgar.co.za<br>phumlas@trafalgar.co.za<br>mbongiseni@trafalgar.co.za<br>allysonk@trafalgar.co.za |
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**Income Statement For the period of 10 months to 31 DEC 2015 [Compared with AGM Approved Budgets]  
Burlington Court [5969]**

| Note   | Month    |           |         |        | Year to Date |           |          |        | Annual Budget R |
|--|----------|-----------|---------|--------|--------------|-----------|----------|--------|-----------------|
|  | Actual R | Budget R. | Var R.  | % Inc. | Actual R.    | Budget R. | Var. R.  | % Inc. |                 |
| <b>INCOME</b>  | 295,989  | 290,530   | 5,459   |        | 2,903,571    | 2,882,544 | 21,027   |        | 3,463,604       |
| <b>OPERATING INCOME</b>  | 227,180  | 226,193   | 987     |        | 2,267,480    | 2,261,930 | 5,550    |        | 2,714,316       |
| Parking Income   | 5,730    | 7,040     | -1,310  |        | 56,780       | 70,400    | -13,620  |        | 84,480          |
| Rental Income - Buildings                                      | 192,250  | 190,253   | 1,997   |        | 1,917,800    | 1,902,530 | 15,270   |        | 2,283,036       |
| Storeroom Charges  | 29,200   | 28,900    | 300     |        | 292,900      | 289,000   | 3,900    |        | 346,800         |
| <b>MUNICIPAL RECOVERIES</b>                                    | 68,809   | 64,337    | 4,472   |        | 636,091      | 620,614   | 15,477   |        | 749,288         |
| Recoveries - Domestic  | 9,929    | 9,547     | 382     |        | 93,066       | 92,642    | 424      |        | 111,736         |
| Effluent/sewerage  |          |           |         |        |              |           |          |        |                 |
| Recoveries - Electricity                                       | 31,070   | 28,813    | 2,257   |        | 282,810      | 277,650   | 5,160    |        | 335,276         |
| Recoveries - Water   | 27,811   | 25,977    | 1,834   |        | 260,214      | 250,322   | 9,892    |        | 302,276         |
| <b>EXPENSES</b>  | 193,215  | 156,494   | 36,721  |        | 1,535,834    | 1,339,345 | 196,489  |        | 1,607,721       |
| <b>OPERATING EXPENSES</b>                                      | 59,650   | 42,486    | 17,164  |        | 474,168      | 418,343   | 55,825   |        | 503,315         |
| Admin Fee - Bond   |          |           |         |        | 2,052        |           | 2,052    |        |                 |
| Bank Charges   | 680      | 499       | 181     |        | 6,503        | 4,990     | 1,513    |        | 5,988           |
| Cleaning Materials/toiletries                                  | 4,104    | 1,800     | 2,304   |        | 19,815       | 18,000    | 1,815    |        | 21,600          |
| Commission Paid - Other  | 26,870   | 26,496    | 374     |        | 240,274      | 262,888   | -22,614  |        | 315,880         |
| Consulting And Professional Fees                               |          |           |         |        | 1,425        |           | 1,425    |        |                 |
| Contract - Lift Maintenance                                    | 2,143    | 2,318     | -175    |        | 21,955       | 23,180    | -1,225   |        | 27,816          |
| Insurance - Building   | 5,830    | 8,142     | -2,312  |        | 66,157       | 77,720    | -11,563  |        | 94,004          |
| Insurance - Waiver   | 1,794    | 1,805     | -11     |        | 17,250       | 17,305    | -55      |        | 20,915          |
| Levies Paid - Other  | 1,373    | 1,307     | 66      |        | 13,860       | 13,070    | 790      |        | 15,684          |
| Management Fees Paid - Administration                          | 16,737   |           | 16,737  |        | 83,685       |           | 83,685   |        |                 |
| Printing And Stationery  | 119      | 119       | 0       |        | 1,192        | 1,190     | 2        |        | 1,428           |
| <b>MUNICIPAL CHARGES</b>                                       | 81,807   | 57,516    | 24,291  |        | 675,962      | 554,244   | 121,718  |        | 669,276         |
| Assessment Rates   | 7,347    | 7,624     | -277    |        | 71,809       | 73,468    | -1,659   |        | 88,716          |
| Domestic Effluent/sewerage                                     | 6,903    | 6,661     | 242     |        | 65,642       | 64,186    | 1,456    |        | 77,508          |
| Electricity  | 37,265   | 31,692    | 5,573   |        | 334,454      | 305,396   | 29,058   |        | 368,780         |
| Meter Reading  |          |           |         |        | 404          |           | 404      |        |                 |
| Refuse - Other Service   |          |           |         |        | 1,881        |           | 1,881    |        |                 |
| Refuse/city Cleansing  | 291      | 296       | -5      |        | 2,823        | 2,852     | -29      |        | 3,444           |
| Water  | 30,000   | 11,243    | 18,757  |        | 198,949      | 108,342   | 90,607   |        | 130,828         |
| <b>REACTIVE MAINTENANCE</b>                                    | 14,938   | 12,100    | 2,838   |        | 134,104      | 121,000   | 13,104   |        | 145,200         |
| Keys And Locks   |          |           |         |        | 5,171        |           | 5,171    |        |                 |
| Maint - Building   | 1,796    |           | 1,796   |        | 43,557       |           | 43,557   |        |                 |
| Maint - Electrical   | 125      |           | 125     |        | 8,339        |           | 8,339    |        |                 |
| Maint - Fire Services  | 3,101    |           | 3,101   |        | 3,101        |           | 3,101    |        |                 |
| Maint - General  | 277      | 12,100    | -11,823 |        | 3,299        | 121,000   | -117,701 |        | 145,200         |
| Maint - Glass/window Repairs                                   | 661      |           | 661     |        | 2,995        |           | 2,995    |        |                 |
| Maint - Lifts  | 1,250    |           | 1,250   |        | 2,960        |           | 2,960    |        |                 |
| Maint - Painting   |          |           |         |        | 8,951        |           | 8,951    |        |                 |
| Maint - Pest Control   | 3,830    |           | 3,830   |        | 11,774       |           | 11,774   |        |                 |
| Maint - Plumbing   | 3,897    |           | 3,897   |        | 36,237       |           | 36,237   |        |                 |
| Maint - Security   |          |           |         |        | 12,244       |           | 12,244   |        |                 |
| Maint - Stoves And Fridges                                     |          |           |         |        | 2,381        |           | 2,381    |        |                 |
| Maint - Tv Aerial/satellite                                    |          |           |         |        | 2,200        |           | 2,200    |        |                 |
| Dishes   |          |           |         |        |              |           |          |        |                 |
| Recoveries - Maintenance(all)                                  |          |           |         |        | -3,770       |           | -3,770   |        |                 |
| Recoveries - Pest Control                                      |          |           |         |        | -5,335       |           | -5,335   |        |                 |
| <b>STAFF COSTS</b>   | 36,820   | 44,392    | -7,572  |        | 251,601      | 245,758   | 5,843    |        | 289,930         |
| Salaries - Permanent Staff                                     | 35,820   | 44,172    | -8,352  |        | 227,757      | 238,038   | -10,281  |        | 282,210         |
| Staff Training And Welfare                                     |          |           |         |        | 18,000       |           | 18,000   |        |                 |
| Travel & Entertainment   | 1,000    | 220       | 780     |        | 1,150        | 220       | 930      |        | 220             |
| Uniforms   |          |           |         |        | 980          | 7,500     | -6,520   |        | 7,500           |
| Wages - Casual   |          |           |         |        | 2,700        |           | 2,700    |        |                 |
| Workmens Compensation  |          |           |         |        | 1,014        |           | 1,014    |        |                 |
| <b>NET INCOME/(LOSS) BEFORE INTEREST AND EXCEPTIONAL ITEMS</b> | 102,774  | 134,036   | -31,262 |        | 1,367,736    | 1,543,199 | -175,463 |        | 1,855,883       |
| <b>INTEREST AND EXCEPTIONAL ITEMS</b>                          | 101,511  | 116,645   | -15,134 |        | 684,479      | 717,210   | -32,731  |        | 853,074         |
| <b>FINANCE CHARGES</b>   | 2,042    | 9,600     | -7,558  |        | 25,215       | 96,000    | -70,785  |        | 115,200         |
| Interest Paid - Loans  | 2,042    | 9,600     | -7,558  |        | 25,215       | 96,000    | -70,785  |        | 115,200         |

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**Income Statement For the period of 10 months to 31 DEC 2015 [Compared with AGM Approved Budgets]  
Burlington Court [5969]**

|  | Note | Month    |           |         |        | Year to Date |           |          |        | Annual Budget R |
|--|------|----------|-----------|---------|--------|--------------|-----------|----------|--------|-----------------|
|  |      | Actual R | Budget R. | Var R.  | % Inc. | Actual R.    | Budget R. | Var. R.  | % Inc. |                 |
| OTHER                                  |      | 99,469   | 107,045   | -7,576  |        | 659,264      | 621,210   | 38,054   |        | 737,874         |
| Project Expense                        | 15   | 9,620    | 9,620     | 0       |        | 146,512      | 96,201    | 50,311   |        | 115,441         |
| Salaries 2                             |      | 89,849   | 97,425    | -7,576  |        | 512,752      | 525,009   | -12,257  |        | 622,433         |
| <b>SURPLUS BEFORE RESERVES</b>         |      | 1,263    | 17,391    | -16,129 |        | 683,258      | 825,989   | -142,731 |        | 1,002,809       |
| <b>SURPLUS/(SHORTFALL)</b>             |      | 1,263    | 17,391    | -16,129 |        | 683,258      | 825,989   | -142,731 |        | 1,002,809       |
| ELECTRICTY RECOVERY RATIO (%)          |      | 83.38    | 90.92     |         |        | 84.56        | 90.91     |          |        | 90.91           |
| WATER RECOVERY RATIO (%)               |      | 92.70    | 231.05    |         |        | 130.79       | 231.05    |          |        | 231.05          |
| OPERATING EXPENSE RATIO (%)            |      | 54.76    | 40.74     |         |        | 39.68        | 31.78     |          |        | 31.63           |
| MAINTENANCE OPERATING INCOME RATIO (%) |      | 6.58     | 5.35      |         |        | 5.91         | 5.35      |          |        | 5.35            |
| STAFF COSTS OPERATING INCOME RATIO (%) |      | 16.21    | 19.63     |         |        | 11.10        | 10.86     |          |        | 10.68           |
| PROFIT MARGIN                          |      | 0.43     | 5.99      |         |        | 23.53        | 28.65     |          |        | 28.95           |

Note

- 1 OCCUPANCY: 100%
- 2 CLEANING SUPPLIES: NOV & DEC 15
- 3 ATTADALE MANAGEMENT FEE
- 4 SETTLEMENT OF ARREARS
- 5 METER TO BE REREAD
- 6 MAINTENANCE SUPPLIES
- 7 ELECTRICAL SUPPLIES
- 8 FIRE EQUIPMENT SERVICE
- 9 MIRCOM SYSTEM
- 10 GLASS REPLACEMENTS: UNITS: 32, 33
- 11 MAINTENANCE INSPECTION
- 12 QUARTERLY SERVICE
- 13 TANK REPAIRS, UNBLOCK DRAINS, RESURFACE BATH & BASIN
- 14 BUDGETED BONUSES MORE THAN AWARDED BONUSES
- 15 FRICKER RD MAINTENANCE