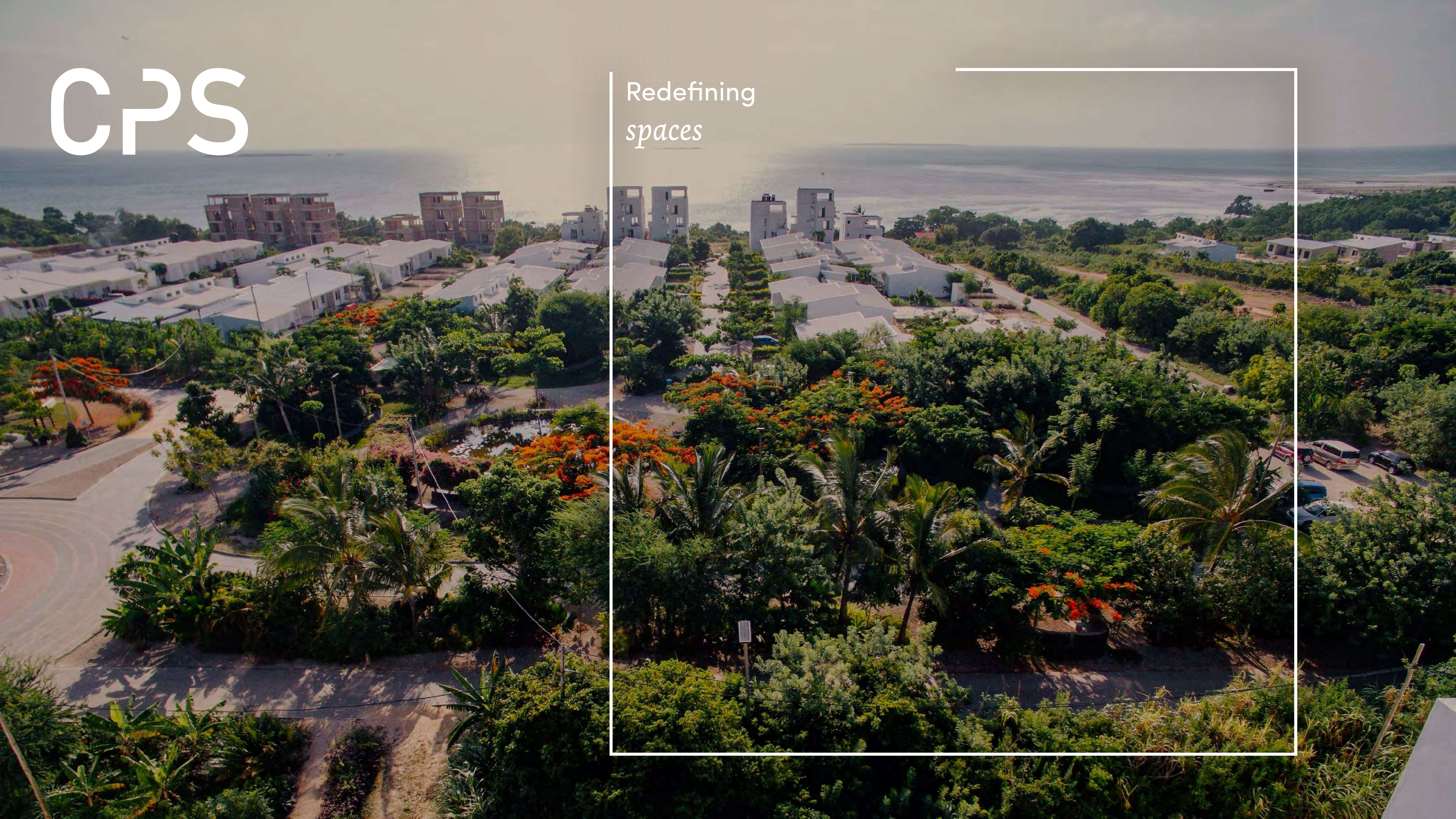


CPS

Redefining
spaces

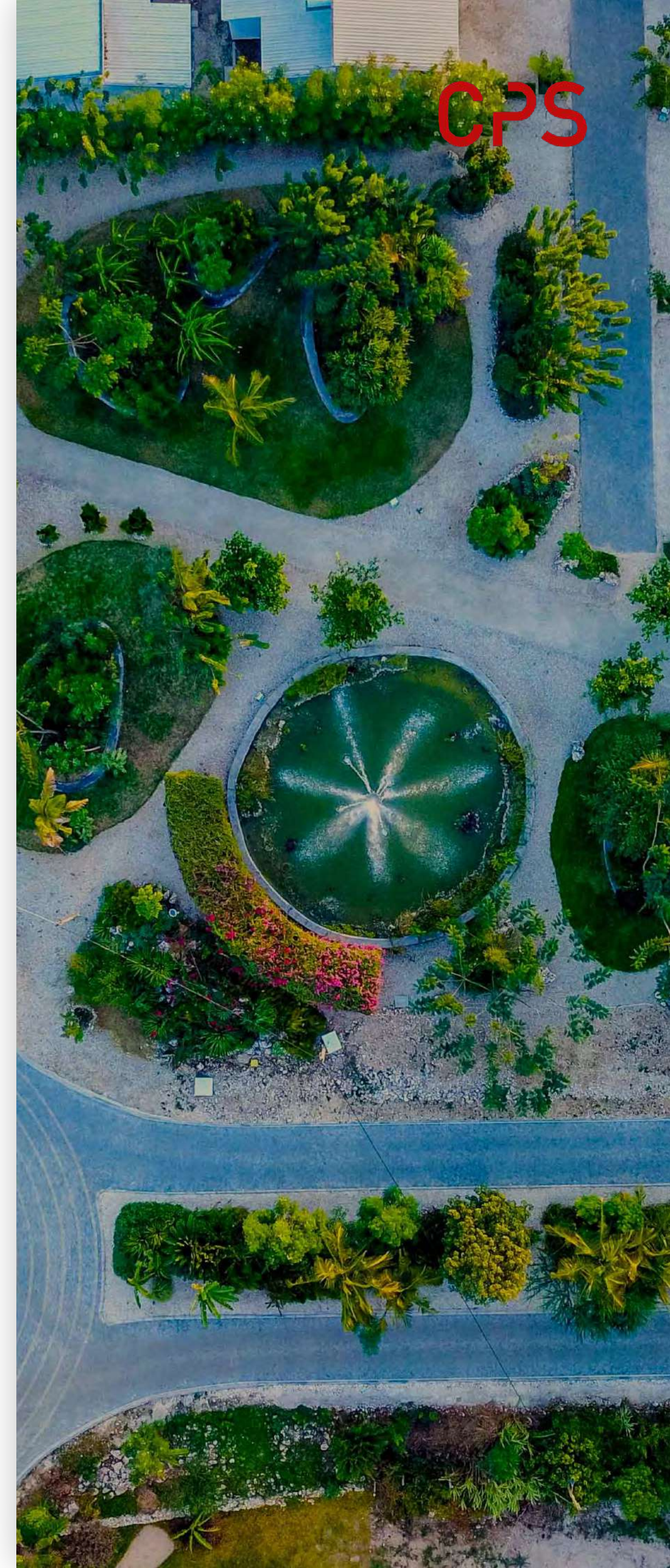


Who we are.

**CPS is committed to
delivering sustainable and
empowering Urban
Development in Africa.**

our mission is to

- + create vibrant urban developments
- + add value for our Investors, nurture Social Capital
- + empower families, local communities and local businesses
- + honour the environment in which they are situated



What we do.

CPS develops large scale urban developments to supply safe and equitable homes for thousands of families every year.

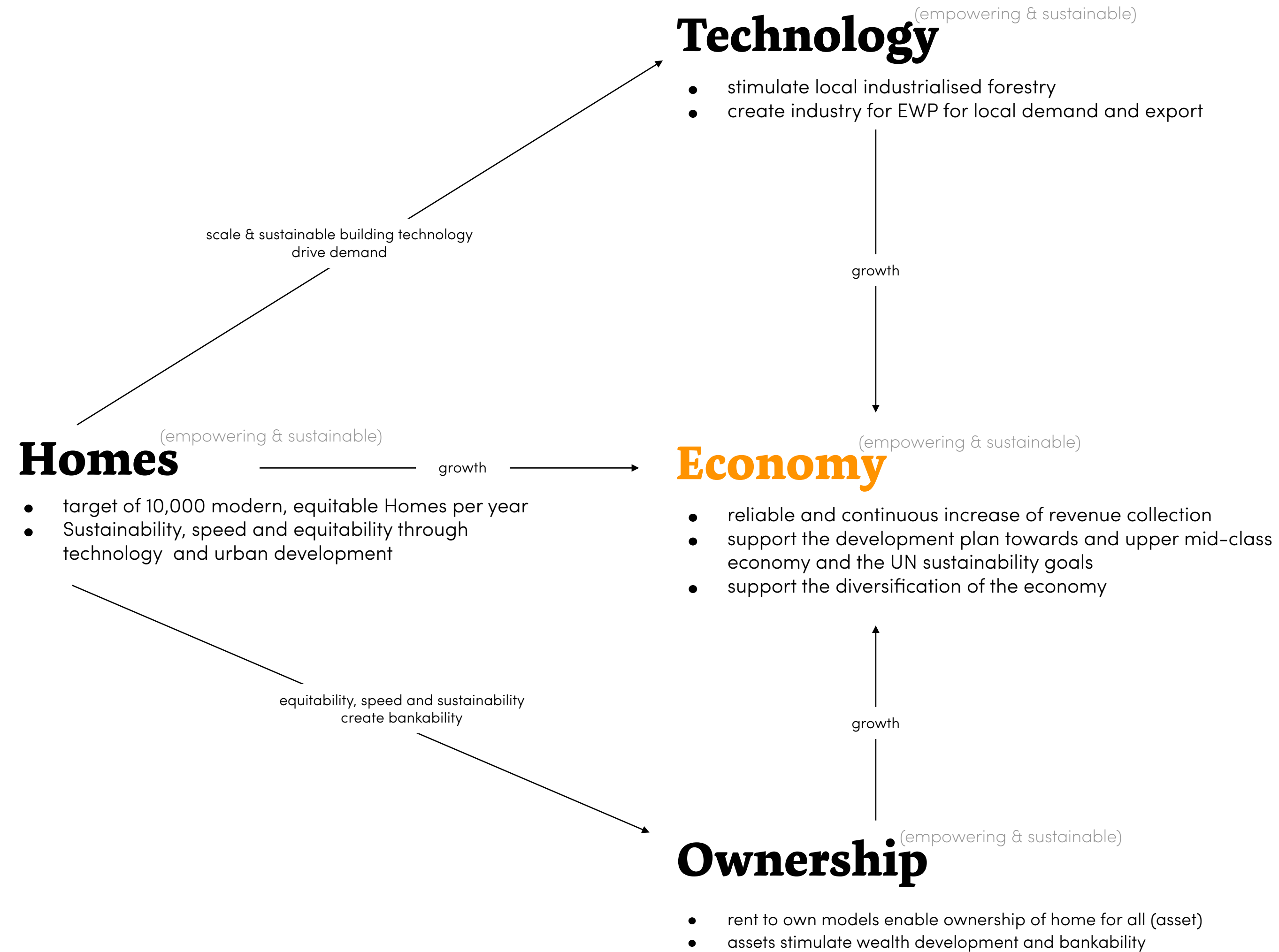
To offer large numbers of durable and equitable homes, we are using sustainable and scalable construction technology. This technology will create demand for:

- timber, stimulating industrialised forestry in Tanzania and
- engineered wood products (EWP), attracting the set up of an EWP industry in Tanzania.

Industrialised construction technology and pre-manufacturing allow us to produce residential units quickly at low production costs without compromising quality.

The combination of beautiful, equitable homes within carefully designed masterplans putting the development of safe, green and family-friendly communities at its core creates a product which matches the strongly growing demand for homes in Tanzania.

CPS will implement new solutions together with TMRC and Commercial Banks in Tanzania to make the ownership of new homes more accessible for people, families and small business owners who are not bankable and do not have access to financing today. Allowing thousands of families to access funding to own a property, will strengthen wealth development and support the finance sector's growth in Tanzania.



Our Solution

CPS

Dar es Salaam
South Beach



Dar South Beach – Where Urban meets Nature

Dar South Beach is a mixed-use development of equitable homes combined with a new touristic hot spot in immediate proximity to Tanzania's economic capital and one of the fastest-growing towns in the world – Dar Es Salaam.

This development complements Tanzania's major touristic destinations: Selous, Serengeti, Kilimanjaro and Ngorongoro creating a new Gateway to and from one of the fastest-growing tourism destinations in the world – Zanzibar.

All inline with the government development strategy of industrialisation, improving infrastructure, housing and expanding tourism as one of the major sectors of the economy (AirTanzania, New Terminal 3, SGR).

Dar South Beach is an inclusive community with residential homes for all income groups, Offices, Hotels, Conference-, Educational- and, Recreational facilities creating synergies in job creation and value-adding.

Based on permaculture principals, CPS is creating a sustainable and modern urban centre.

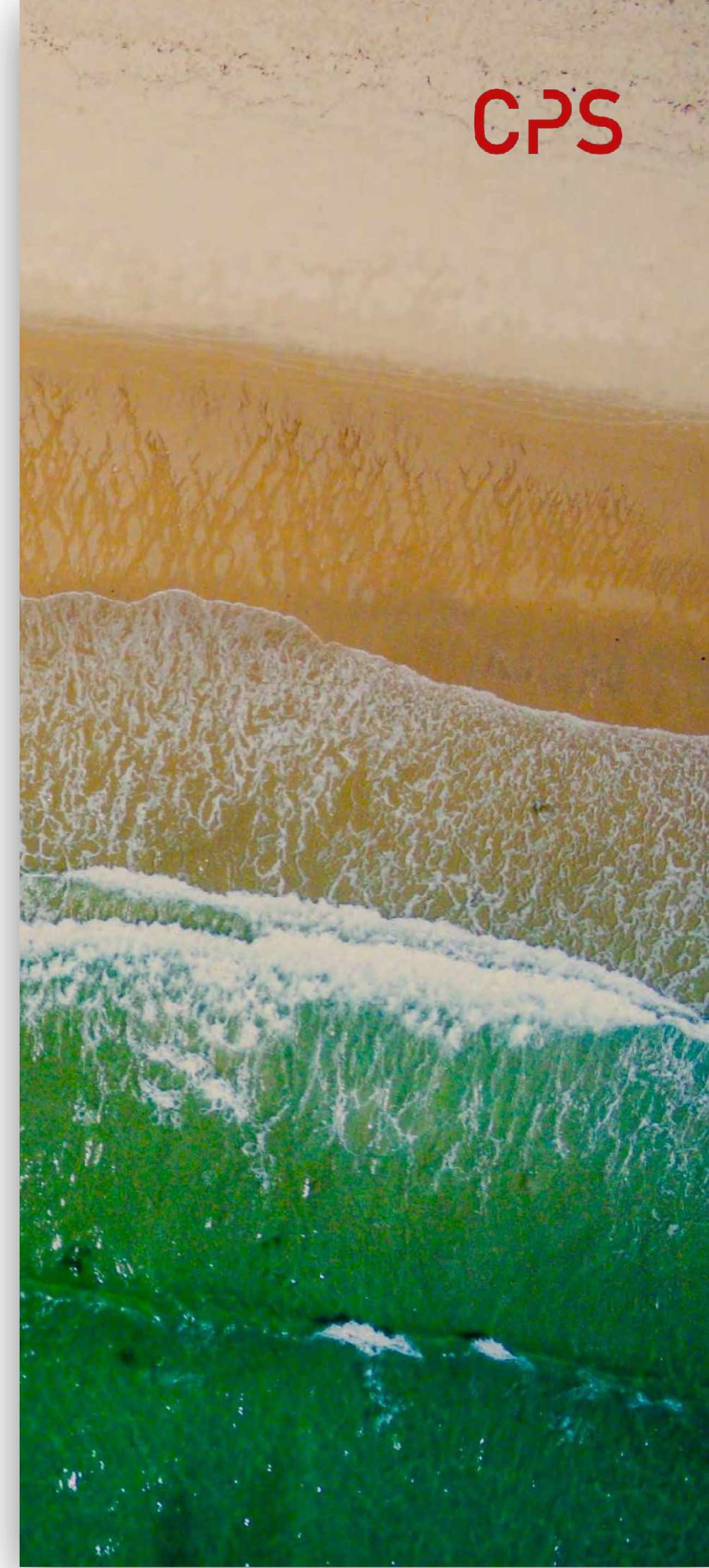
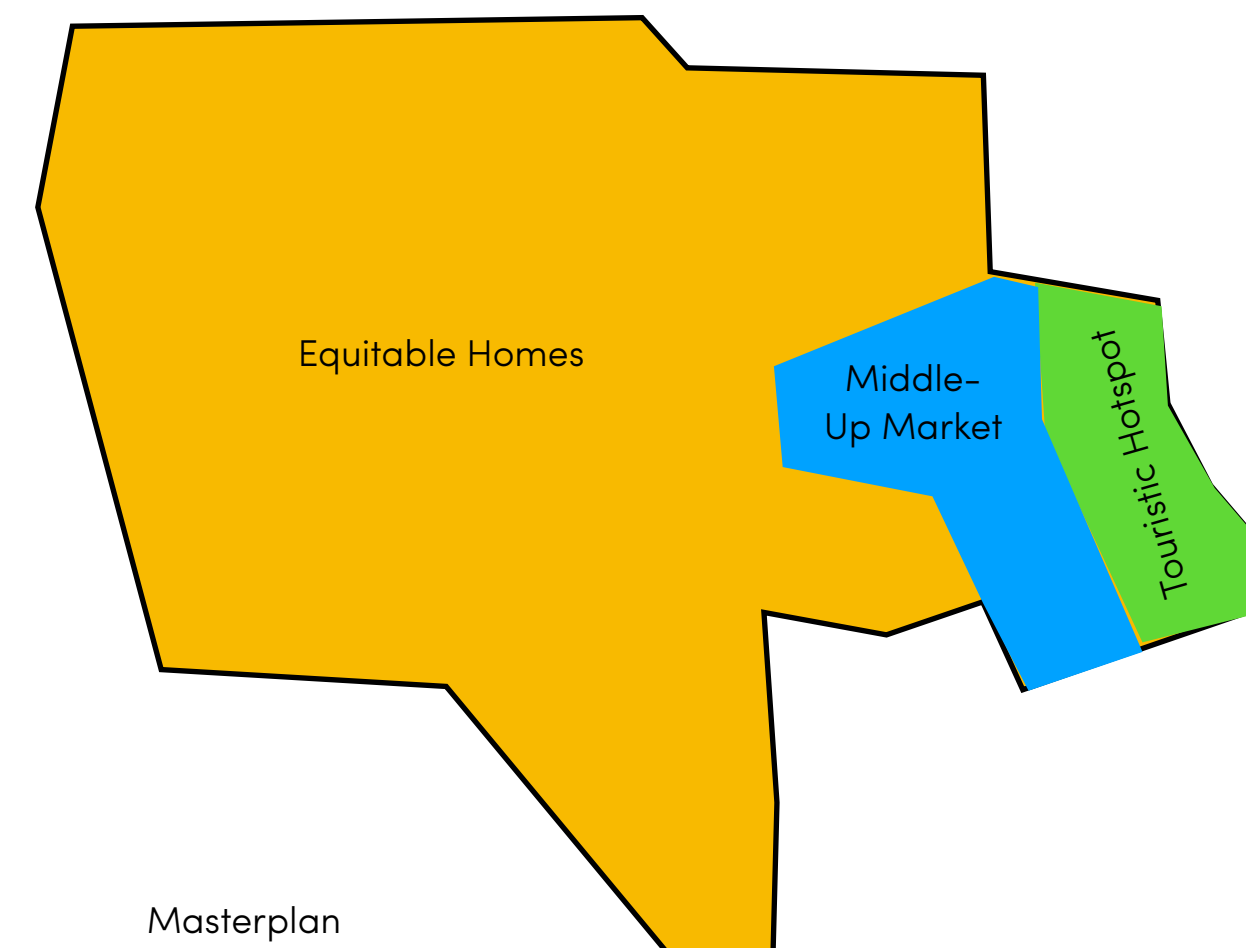
No plastics, low energy demand and low to zero carbon emission in construction are the foundation of this development.

Dar South Beach will be a secure and safe home for thousands of families, a place for students to evolve, an attractive workplace for many and a magnet for tourists from around the world.

Summary

Phase A1 and B1

- 15,388 residential units and services (schools, medical, offices, retail, hotel)
- Land use 156 ha (385 acre)
- Project Volume USD 875M (residential only)
- Project Start – July 2022 (estimated project duration 10 years)
- Tourism and Campus City as project magnets
- Housing Units starting at 40M TSH (pre sales concept with option of rent to own and access to mortgage finance)
- Use of industrialised construction technology based on timber and EWP to allow fast, cost effective, sustainable and high quality construction



Dar's challenging growth.

Growth of African cities

| City | Country | Population (Thousands) | | | | | % change 2010–2025 |
|---------------|---------------|------------------------|--------|--------|--------|--------|-----------------------|
| | | 2005 | 2010 | 2015 | 2020 | 2025 | |
| Dar es Salaam | Tanzania | 2,680 | 3,349 | 4,153 | 5,103 | 6,202 | 85.2 |
| Nairobi | Kenya | 2,814 | 3,523 | 4,303 | 5,192 | 6,246 | 77.3 |
| Kinshasa | DRC | 7,106 | 8,754 | 10,668 | 12,788 | 15,041 | 71.8 |
| Luanda | Angola | 3,533 | 4,772 | 6,013 | 7,080 | 8,077 | 69.3 |
| Addis Ababa | Ethiopia | 2,633 | 2,930 | 3,365 | 3,981 | 4,757 | 62.4 |
| Abidjan | Côte d'Ivoire | 3,564 | 4,125 | 4,788 | 5,500 | 6,321 | 53.2 |
| Dakar | Senegal | 2,434 | 2,863 | 3,308 | 3,796 | 4,338 | 51.5 |
| Lagos | Nigeria | 8,767 | 10,578 | 12,427 | 14,162 | 15,810 | 49.5 |
| Ibadan | Nigeria | 2,509 | 2,837 | 3,276 | 3,760 | 4,237 | 49.3 |
| Accra | Ghana | 1,985 | 2,342 | 2,722 | 3,110 | 3,497 | 49.3 |
| Kano | Nigeria | 2,993 | 3,395 | 3,922 | 4,495 | 5,060 | 49 |
| Douala | Cameroon | 1,767 | 2,125 | 2,478 | 2,815 | 3,131 | 47.3 |
| Alexandria | Egypt | 3,973 | 4,387 | 4,791 | 5,201 | 5,648 | 28.7 |
| Algiers | Algeria | 2,512 | 2,800 | 3,099 | 3,371 | 3,595 | 28.4 |
| Casablanca | Morocco | 3,138 | 3,284 | 3,537 | 3,816 | 4,065 | 23.8 |
| Cairo | Egypt | 10,565 | 11,001 | 11,663 | 12,540 | 13,531 | 23 |
| Ekurhuleni | South Africa | 2,824 | 3,202 | 3,380 | 3,497 | 3,614 | 12.9 |
| Durban | South Africa | 2,638 | 2,879 | 3,026 | 3,133 | 3,241 | 12.6 |
| Johannesburg | South Africa | 3,263 | 3,670 | 3,867 | 3,996 | 4,127 | 12.5 |
| Cape Town | South Africa | 3,091 | 3,405 | 3,579 | 3,701 | 3,824 | 12.3 |

Source: United Nations Human Settlements Programme (UN-Habitat)

Africa has **52** cities with populations of **one million or higher**—the same number as for Europe.

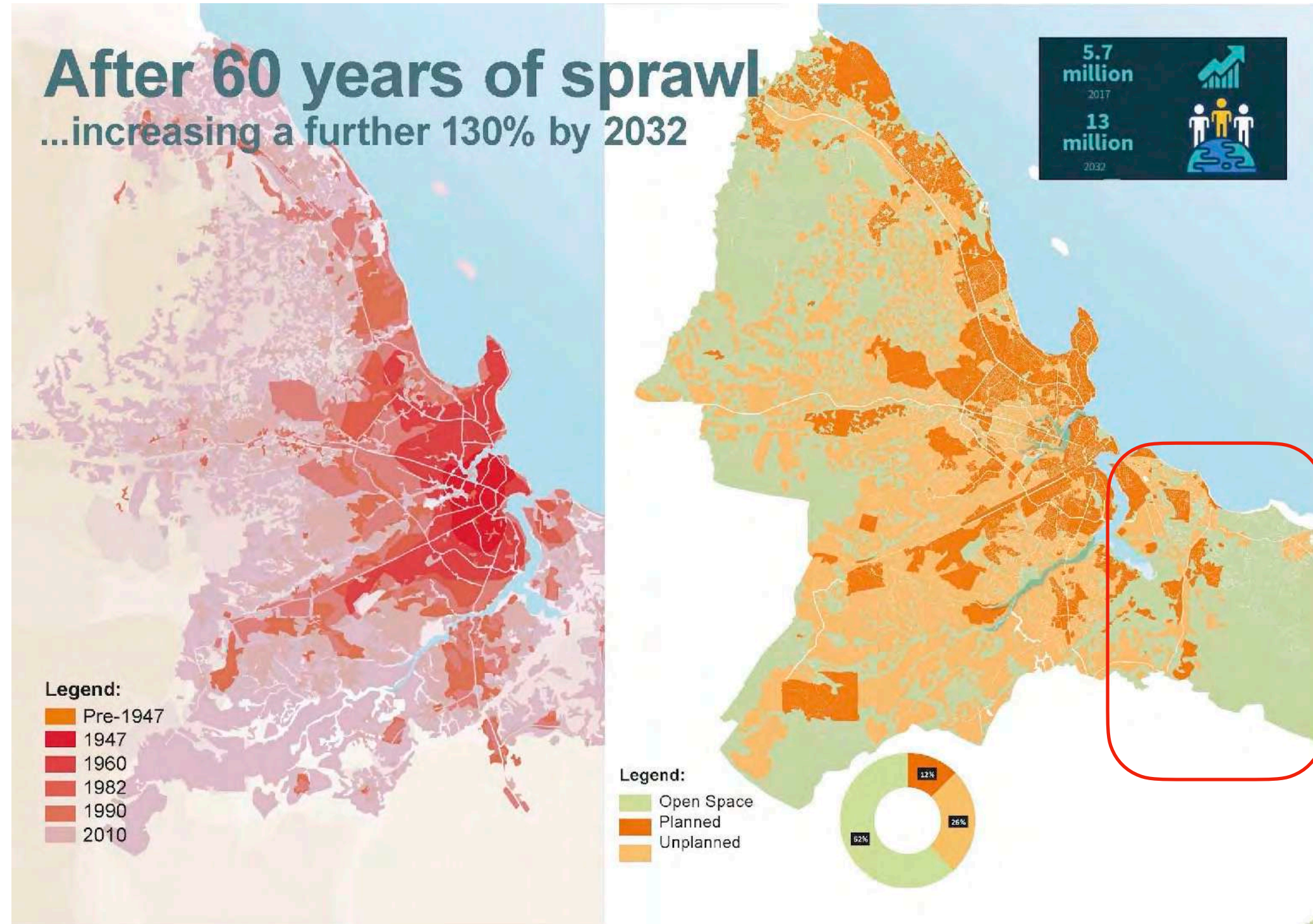
Several African cities, such as Dar es Salaam and Kinshasa, are now and will continue to be among the **fastest-growing** in the world.

The current world population review estimates the population of Dar at 6.368 M with an annual growth rate of 4.39%. It is expected to be the second largest city in the world by 2100 with a population of 76 M. In 2035 - 15 years from now Dar will have 13.4 M residents. 70,000 additional equitable homes need to be built in Dar annually to cater for this growth.

Dar is exceeded this already

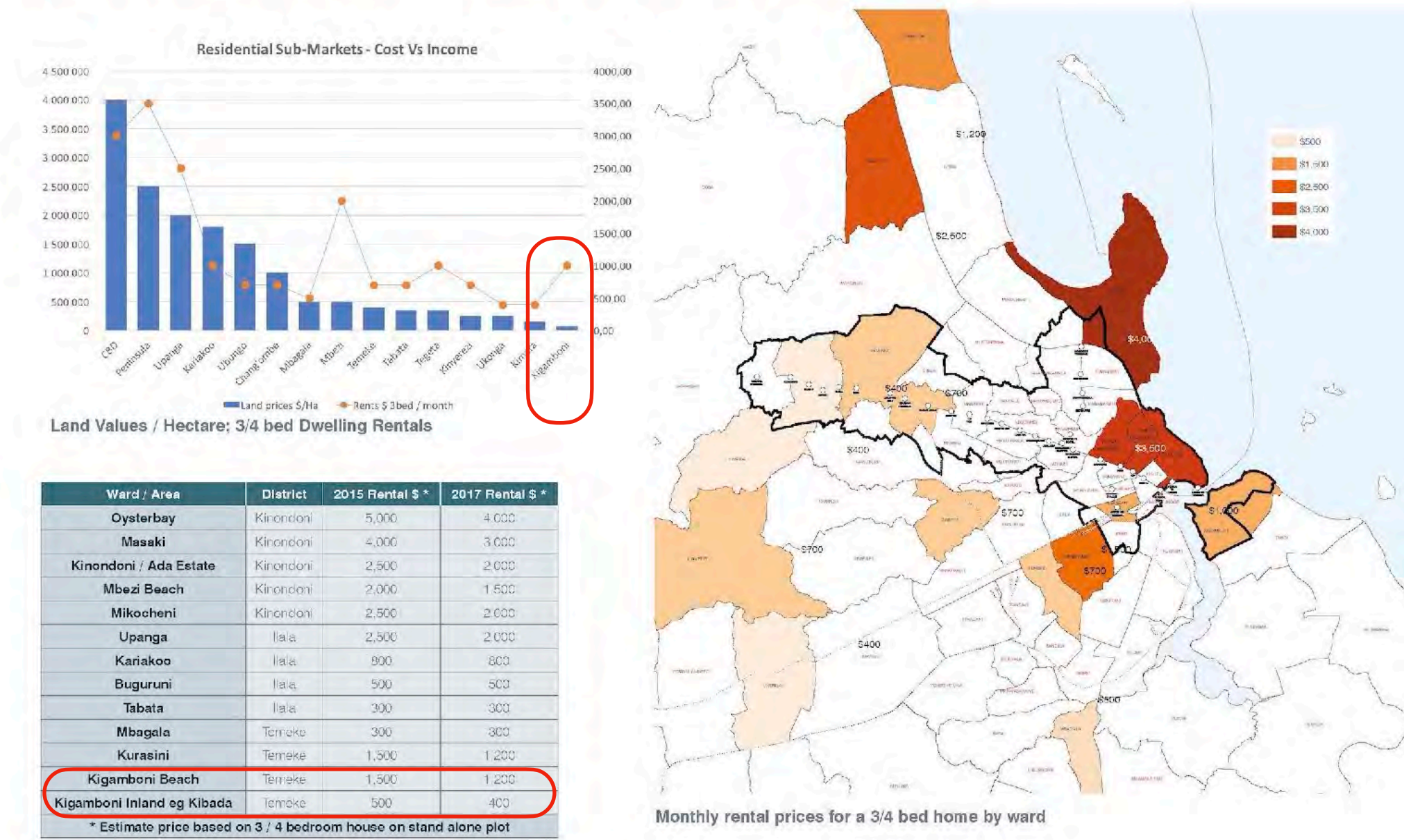


Dar South Beach. Location with Potential and Opportunity

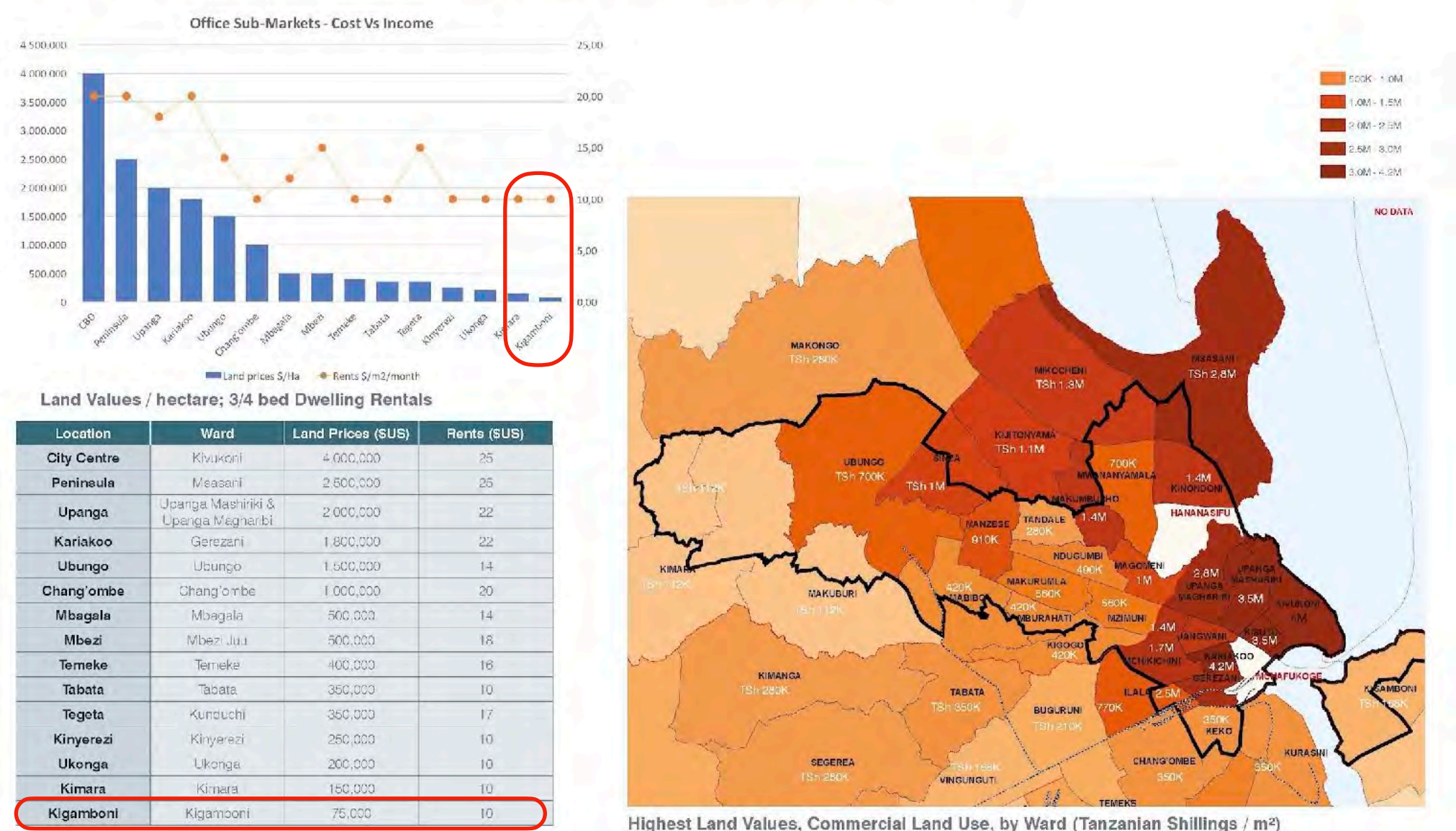


Dar South Beach is located in Kigamboni-Kimbiji, approximately 40 minutes south of the CBD. The area is scarcely urbanised and allows for large land parcels to be developed. During the past 20 years Dar es Salaam grew strongly towards the north, creating congestion to the existing infrastructure. The opening of a new bridge in addition to the ferries has made Kigamboni much easier accessible. Land values, rents and commercial values are still very low compared to the rest of Dar es Salaam adding to the strong potential and opportunity for large scale urban developments in this area in close proximity to the CBD. The stunning beaches and indigenous beach forests with divers wildlife are the drivers for the touristic development in this area in close proximity to the international airport, airstrips accessing the major national parks for Tanzania and sea access to Zanzibar.

Residential values & rentals



Commercial values & rentals



Dar South Beach. Location with Potential and Opportunity

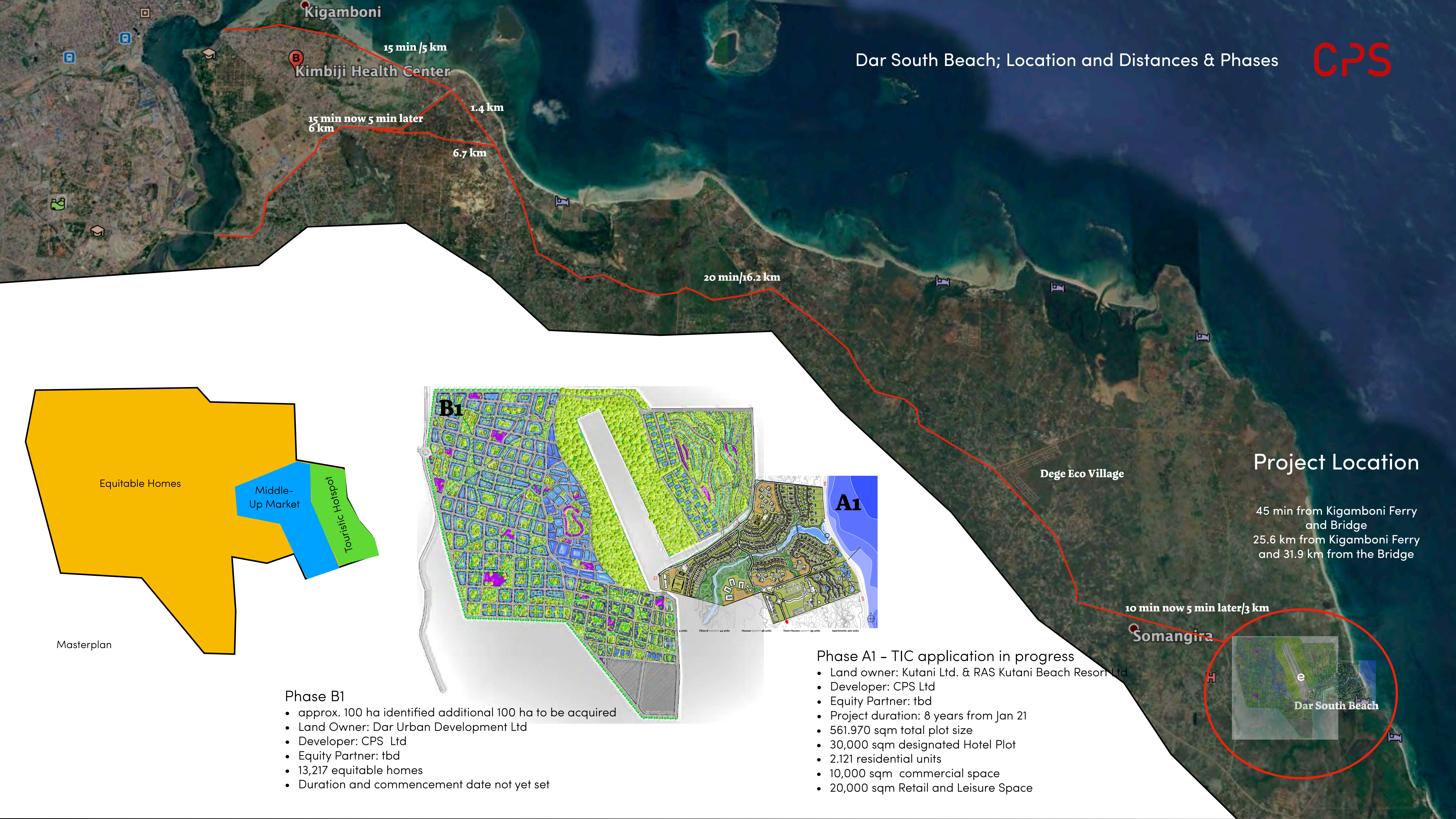
Dar South Beach
Where Urban meets Nature

CPS

PHASE A1



Dar South Beach; Location and Distances & Phases



Kigamboni

Kimbiji Health Center

15 min / 5 km

15 min now 5 min later
6 km

1.4 km

6.7 km

20 min / 16.2 km

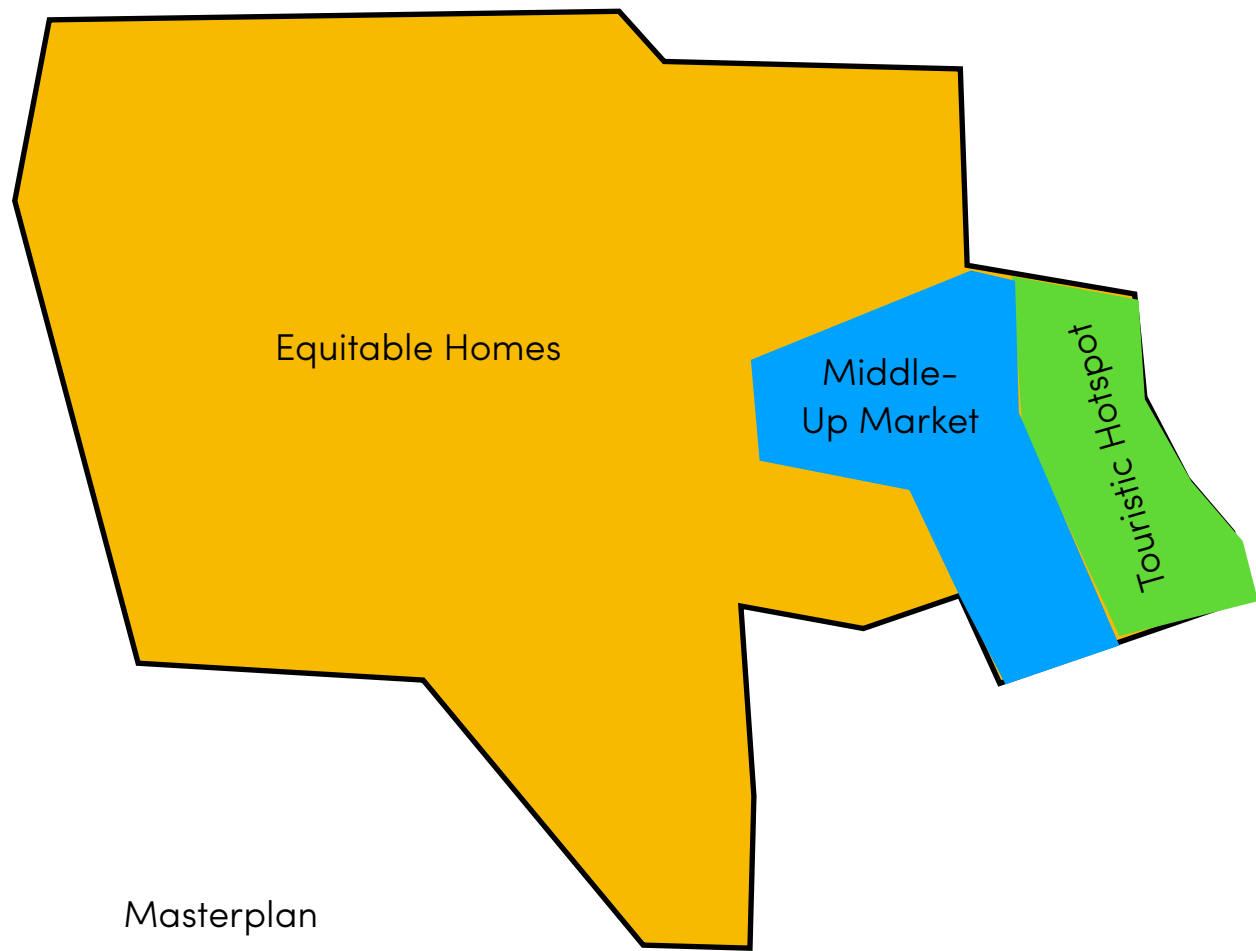
Dege Eco Village

Project Location

45 min from Kigamboni Ferry and Bridge
25.6 km from Kigamboni Ferry and 31.9 km from the Bridge

10 min now 5 min later / 3 km

Somangira



Masterplan



Phase B1

- approx. 100 ha identified additional 100 ha to be acquired
- Land Owner: Dar Urban Development Ltd
- Developer: CPS Ltd
- Equity Partner: tbd
- 13,217 equitable homes
- Duration and commencement date not yet set

Phase A1 - TIC application in progress

- Land owner: Kutani Ltd. & RAS Kutani Beach Resort Ltd
- Developer: CPS Ltd
- Equity Partner: tbd
- Project duration: 8 years from Jan 21
- 561.970 sqm total plot size
- 30,000 sqm designated Hotel Plot
- 2.121 residential units
- 10,000 sqm commercial space
- 20,000 sqm Retail and Leisure Space

Phase A1.1 “Great Value for Money”

Apartments

- Moyoni light starting at 50M TSH - 1,000 units (80 units as pilot)
- Mwangani 4 starting at 99M TSH - 288 units
- Mwangani 6 starting at 149M TSH - 240 units

Facilities

- Town Centre Part 1
- Sport-facilities
- School
- BeachClub (re-use existing Hotel)

PHASE A1.4 “Facing the Sea - experience pure Luxury”

Houses

- Villas with 1,000 sqm plot starting at 1,128B TSH - 19 units
- Beach Villas with 2,000 sqm plot starting at 2,239B TSH - 5 units

Office

- One Office Buildings with in total 8 offices units (flexible)

PHASE 1.5 “Live the wild side - beach, river and forest”

Apartments

- UpM Apartments starting at 153M TSH - 224 units

Houses

- Houses with ø500 sqm plot starting at 800M TSH - 41 units
- Villas with 1,000 sqm plot starting at 1,128B TSH - 17 units

Facilities

- Hotel on 30,000 sqm
- Mall & Services on 20,000 sqm

PHASE A1.2 “Creating a Destination

Apartments

- MM Apartments starting at 149M TSH - 272 units

Houses

- MM TownHouses with ø400 sqm plot starting at 299M TSH - 50 units
- Houses with ø500 sqm plot starting at 800M TSH - 51 units
- Villas with 1,000 sqm plot starting at 1,128B TSH - 8 units

Office

- Two Office Buildings with in total 16 offices units (flexible)

PHASE A1.3 “Urbanising - connecting the Centres”

Houses

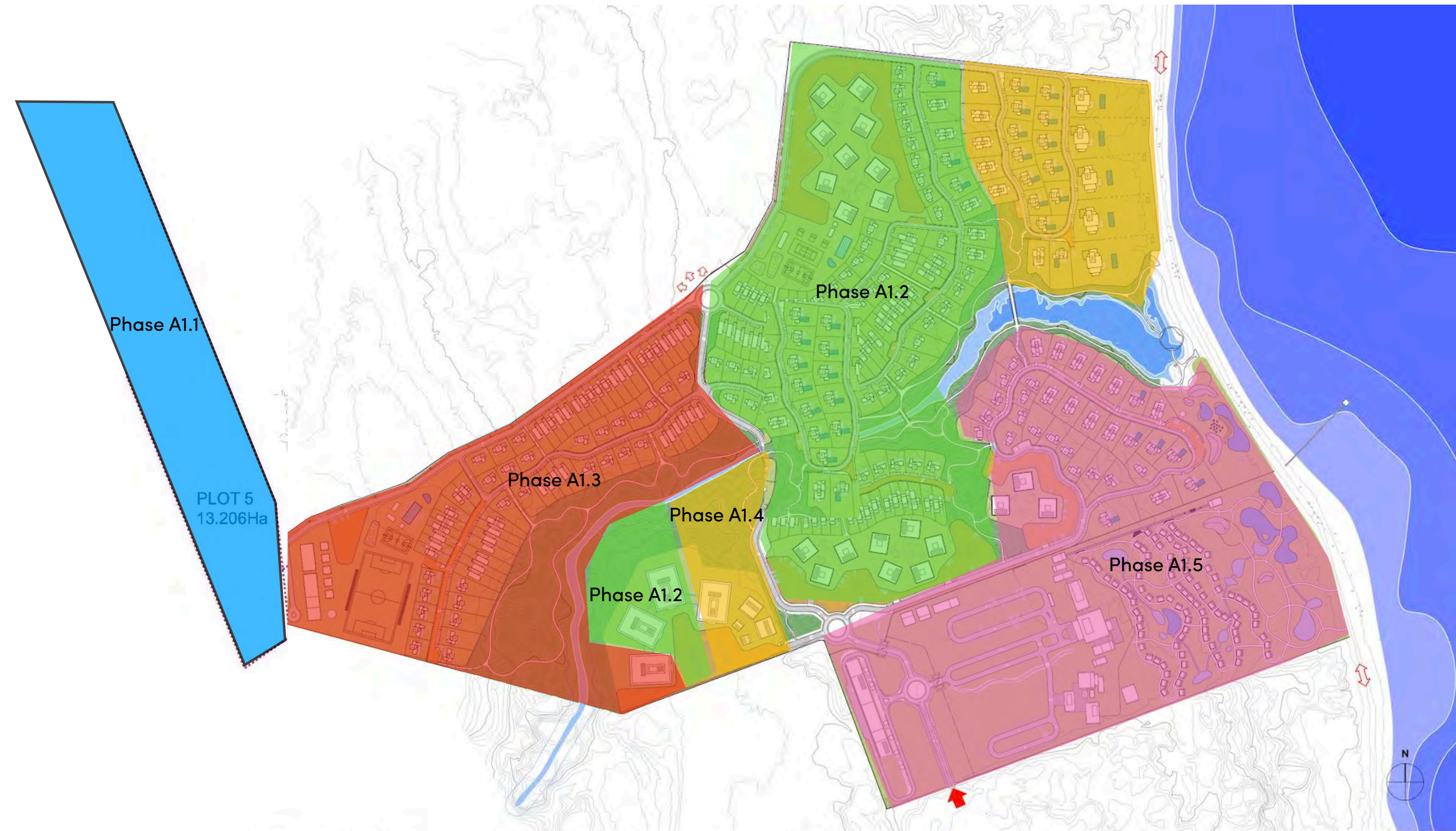
- MM TownHouses with ø400 sqm plot starting at 299M TSH - 45 units
- Houses with ø500 sqm plot starting at 800M TSH - 29 units

Office

- One Office Buildings with in total 18 offices units (flexible)

Facilities

- Town Centre Part 2



Dar South Beach. Land Situation Phase A1

Land Owners - TIC approval required

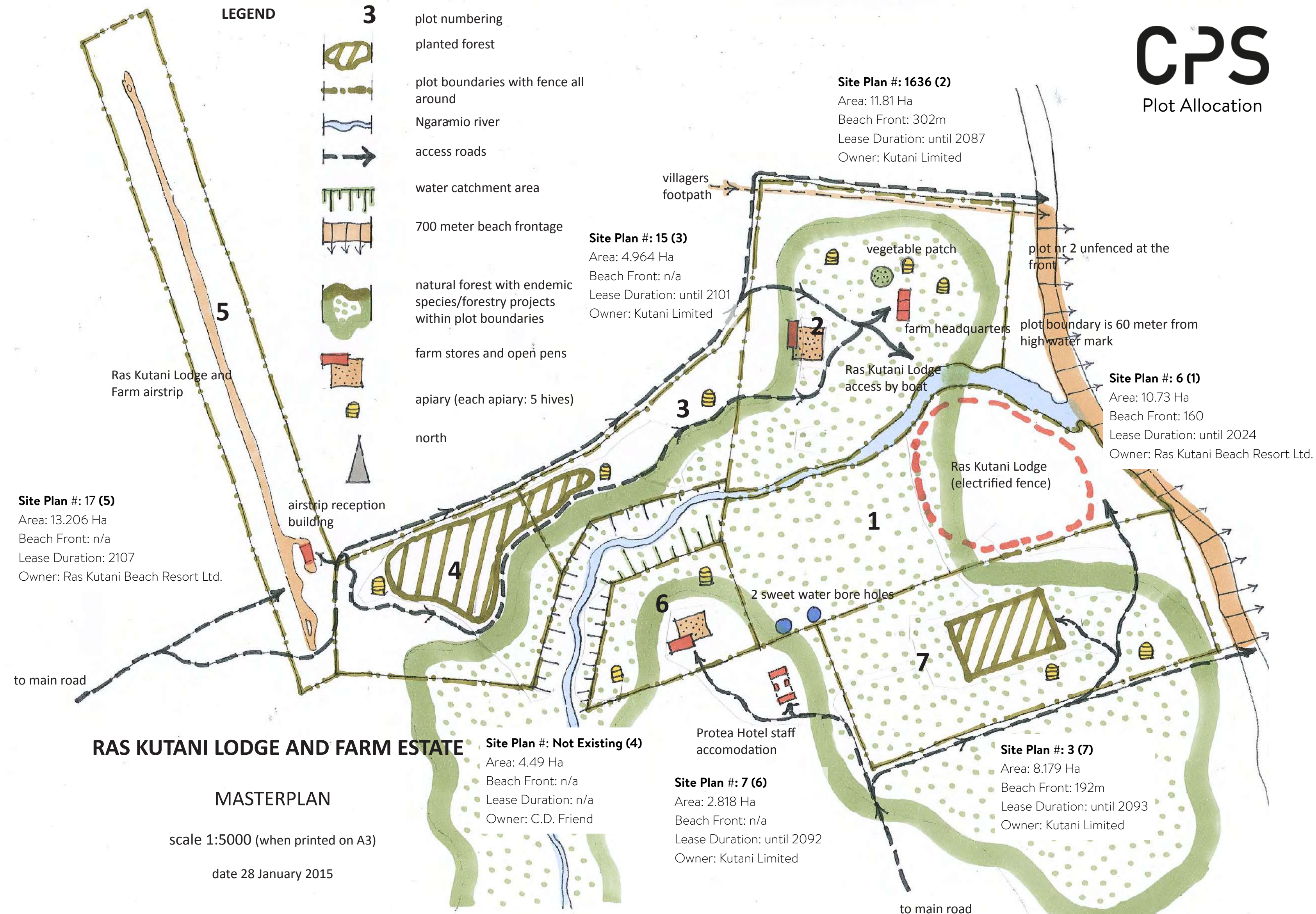
Ras Kutani Beach Resort Limited

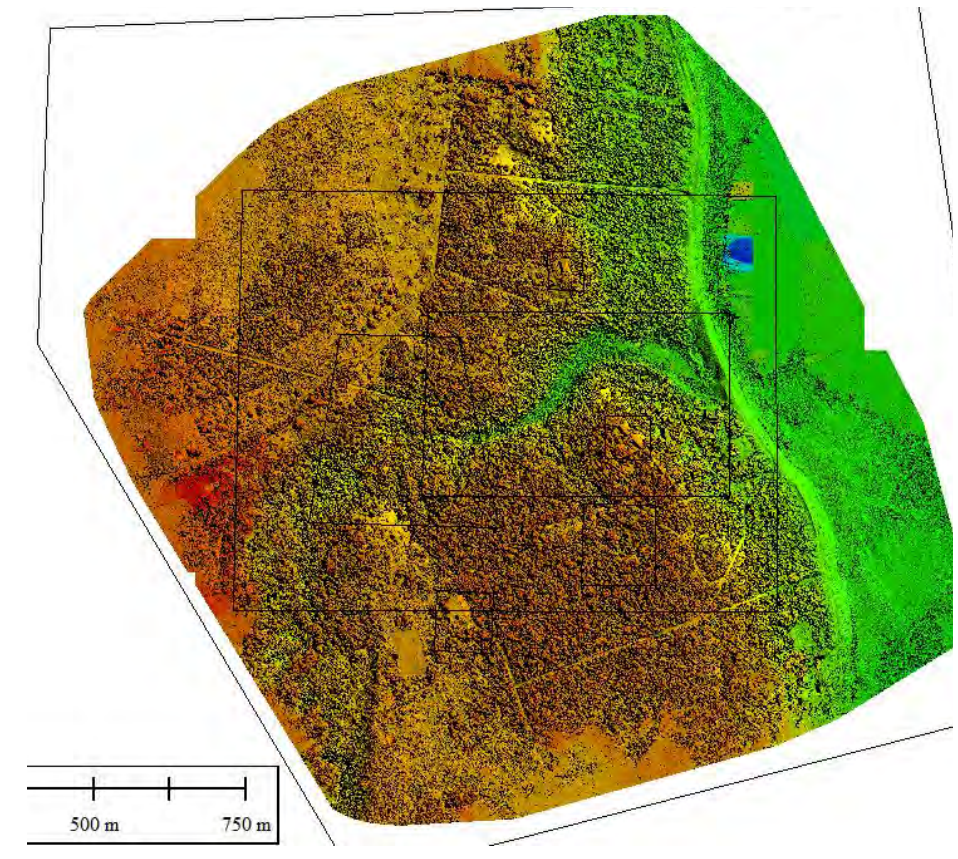
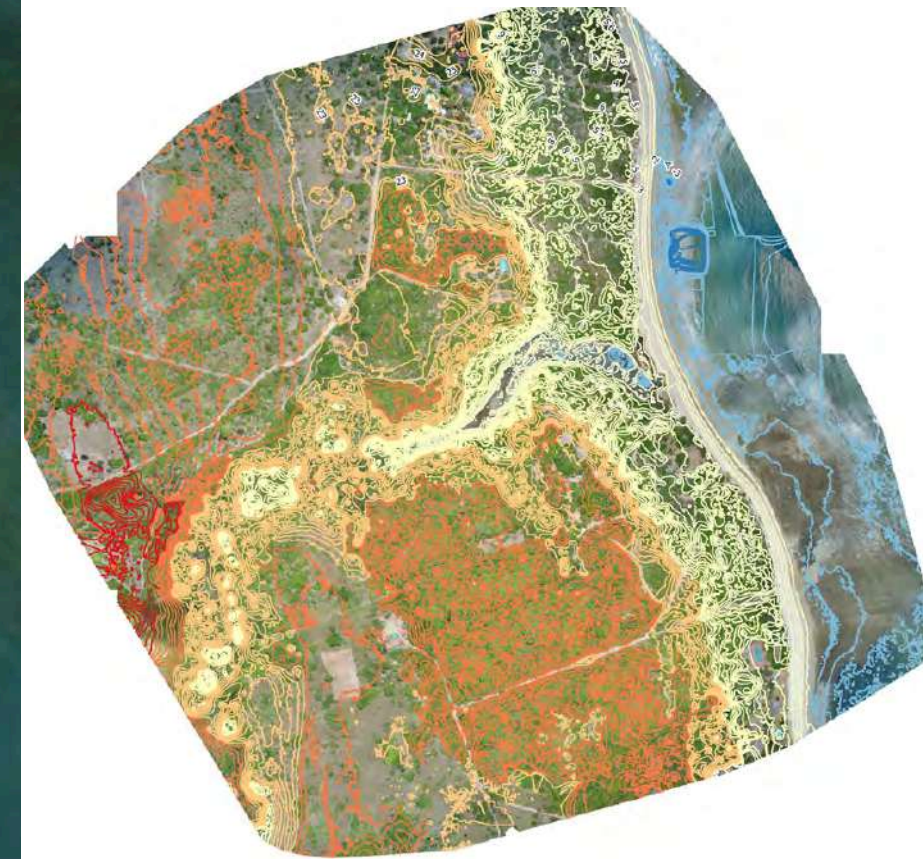
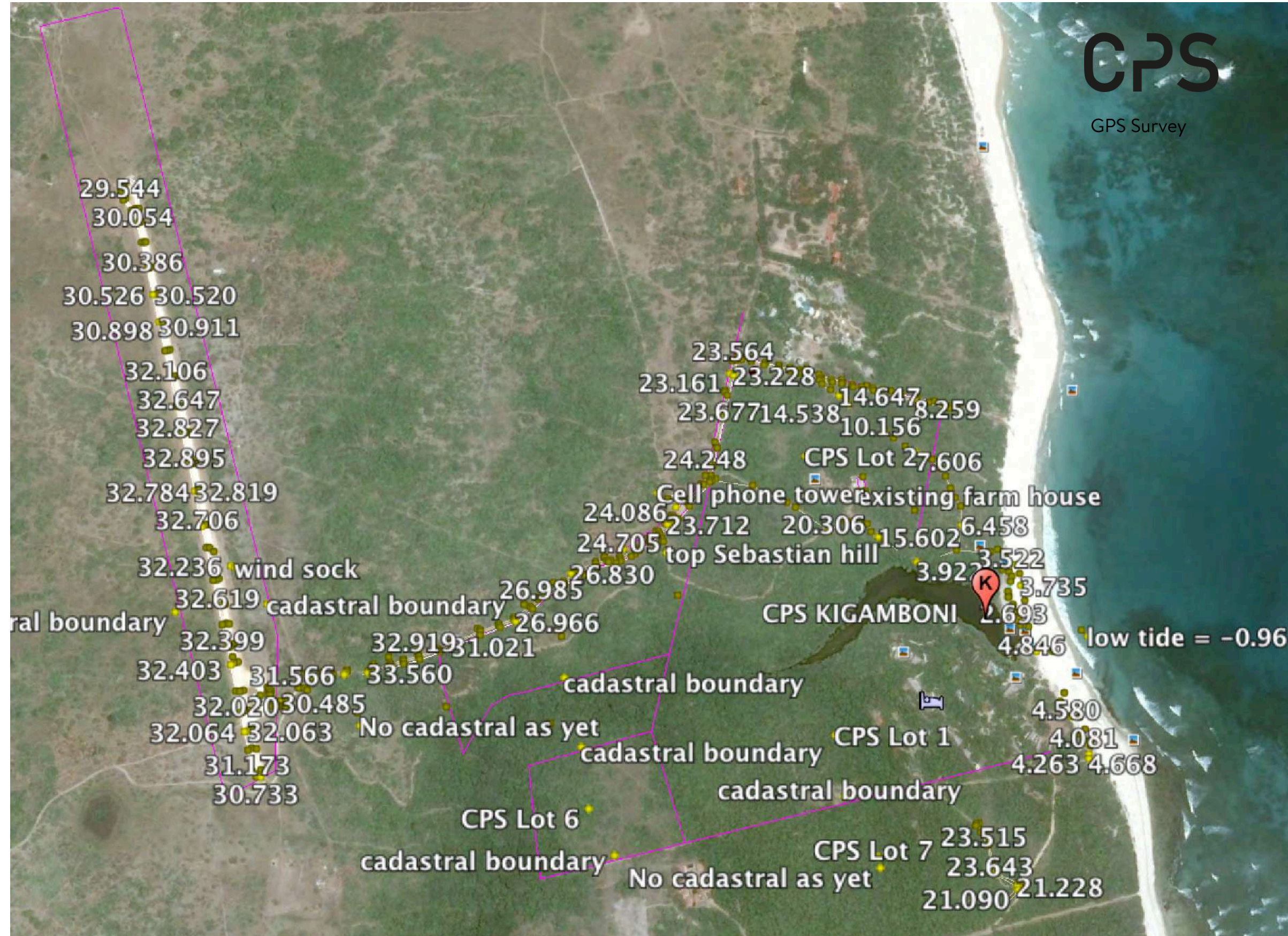
- Site Plan #17, #6

Kutani Limited

- Site Plan #15, #1636, #3, #7, #4 (not registered)

The two land owning companies will be the developers of the project Phase A1. Target is to not changed the existing unit titles and subdivide these according to the subdivision plan to be provided and transfer the sub titles directly to the future land/property owners the developer sells to. Strictly avoiding changing these titles to derivative titles which will not be bankable for the local, Tanzanian end users (clients).



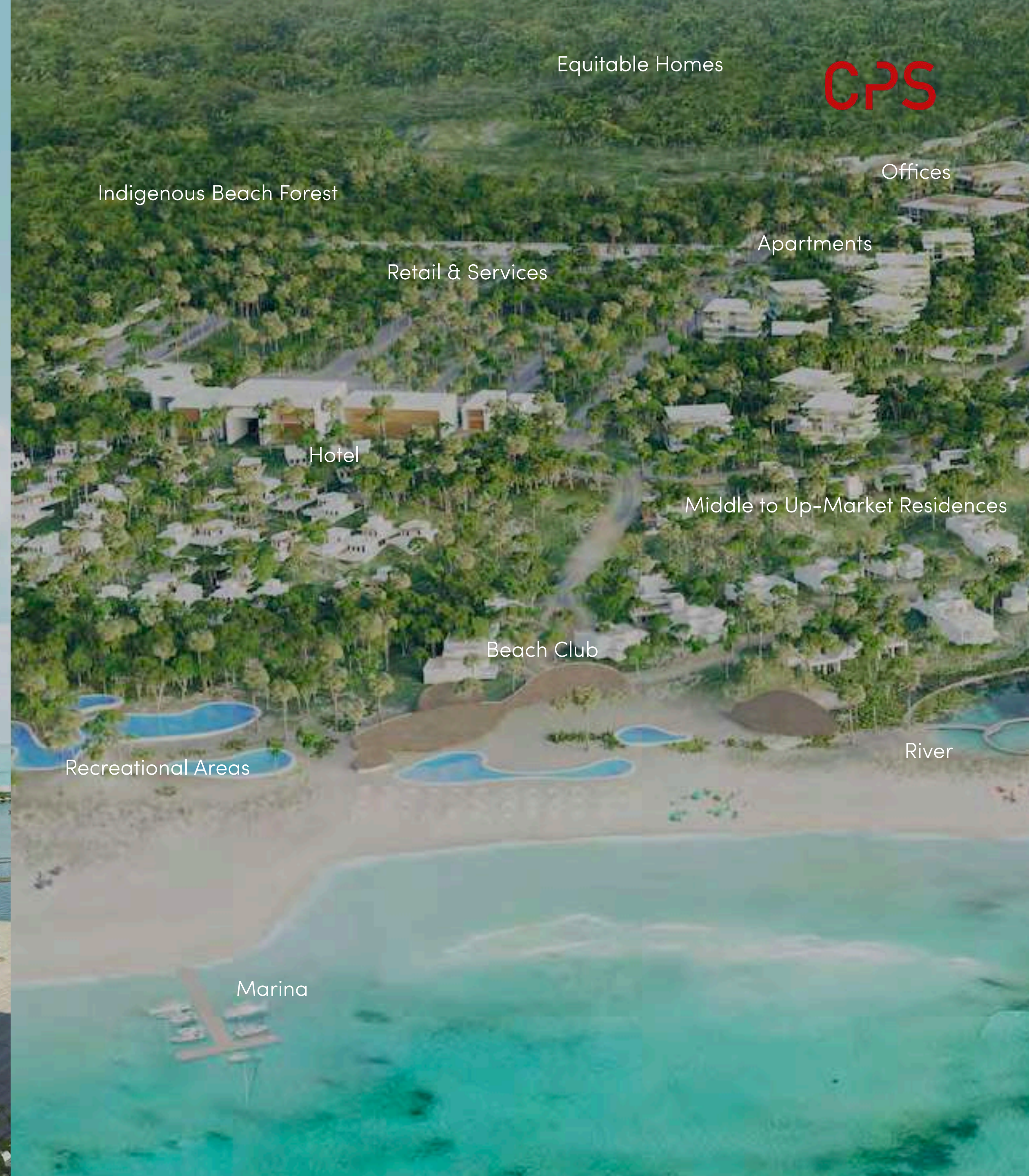


Dar South Beach. Urban, Touristic, Inclusive



Middle to Up-Market Residences

Equitable Homes



Indigenous Beach Forest

Retail & Services

Hotel

Middle to Up-Market Residences

Beach Club

Recreational Areas

River

Marina

Offices

Apartments

MOYONI

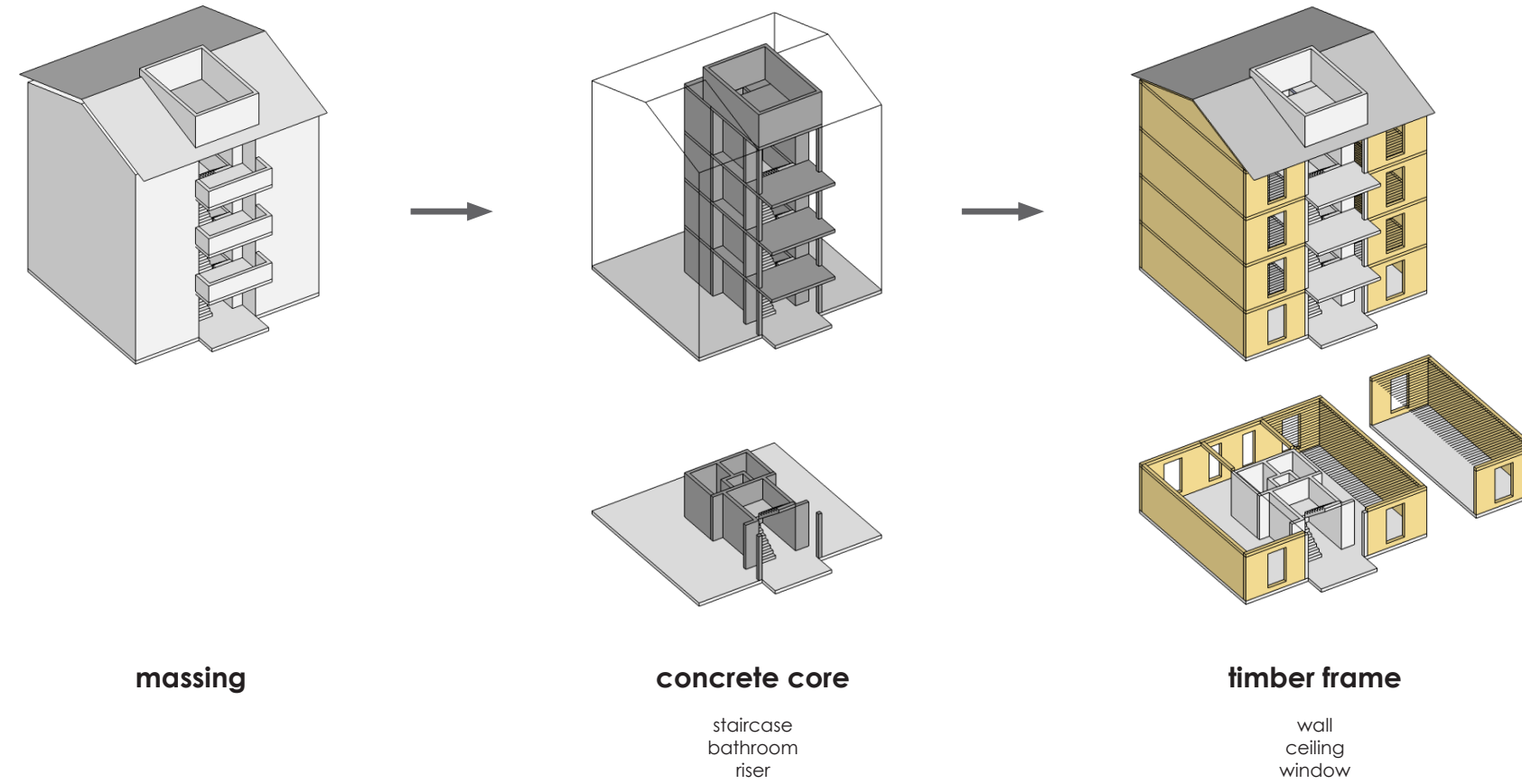
LIVING CONCEPT

The Revolution of equitable Design

CPS

Dar South Beach. Equitable Homes through Technology

STRUCTURAL CONCEPT
sustainable high living quality, local production

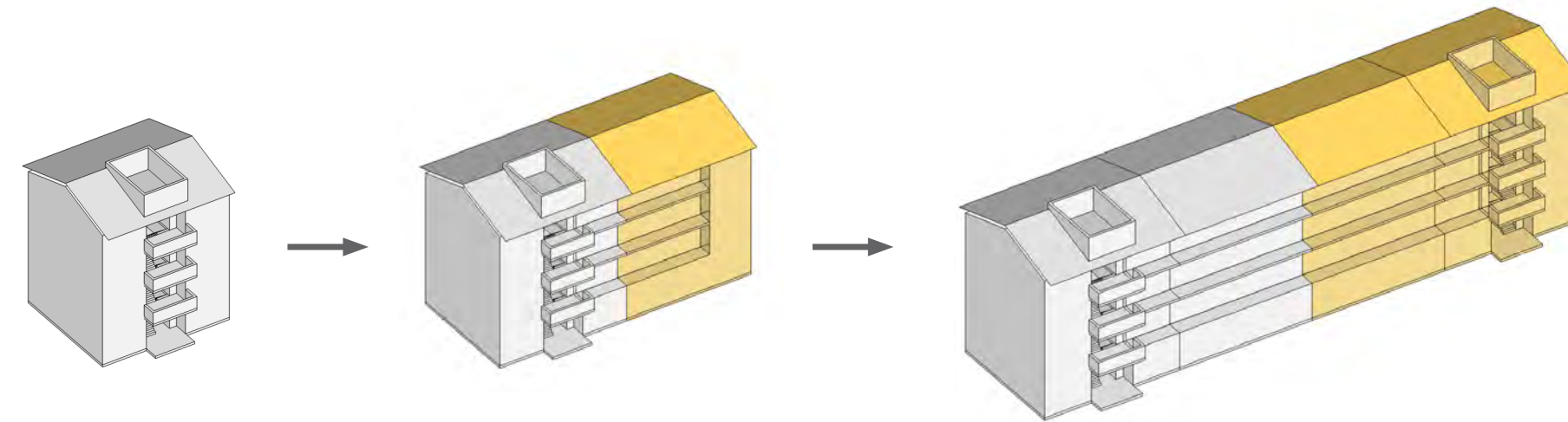


ARCHITECTURE

The Moyoni Living concepts evolves around a simple but flexible layout allowing for a wide range of apartment layouts based. The typical module allows for a 'do it yourself' loft layout at minimized cost up to a 3-bedroom fully fitted out corner apartment and everything in between. The typical layout allows for 44 m² living area and offers a wide range of customizable layouts. Various options of combining buildings also add possibilities for shared living layouts with single room sizes around 10 m². This flexibility allows for multiple living forms for different generations combined into one settlement and thus will reinforce the community.

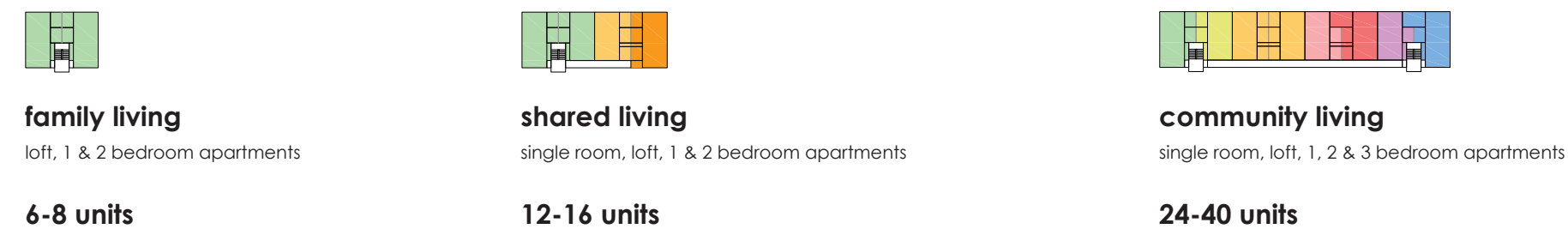
INNOVATION

The buildings are designed as a sustainable four-story timber structure. To optimize life safety, waterproofing and to provide structural stiffness the cores, including the bathrooms, are build out of concrete and concrete block. The exterior walls are designed as prefabricated wall elements out of locally sourced timber studs. The floor slabs are conceived as a so called 'Brettstapeldecke', a low tech and easy to assemble alignment of timber boards nailed together. The under sight of the ceiling remains exposed and provides the apartments with a unique character. The Apartment interior has been kept clear of load bearing elements thus allowing for optimized flexibility. The combination of building techniques allows for local prefabrication and an efficient assembly process.



SUSTAINABILITY

In addition to the use of the most sustainable building material; timber, all apartments allow for cross ventilation. The window design is not only directed to allow for optimized permanent sun-shading, but also to include smart solutions for day-round ventilation. The Moyoni Living focusses on the use of local resources and craftsmanship to create sustainable buildings and living concepts which will help to empower local communities. Shared amenities, centralized solutions, and options for shared gardens and nurseries based on permaculture principles are integrated into the design process.



Moyoni Living - Empowering Communities

- Designed and build from scratch on permaculture principles
- Connecting the outside to the inside by creating spaces for community
- Integrated green spaces
- High density of up to 180 units per acre
- Designed for land scarcity and reduction of infrastructure cost per capita
- Inclusive development with schools, kindergarten, shops, restaurants, business spaces of different sizes, playgrounds, leisure and sports facilities
- Modern and secure infrastructure and access to easy and affordable commuting



Moyoni Living – Live to create Wealth

- Sustainable and highly durable materials
- Up to 27 different building configurations possible
- High end finishing due to pre manufacturing
- Reducing the carbon footprint by **50%** compared to a conventional construction
- The timber needed for each building regrows in our local partners forest in **one** day
- Unseen value for money – prices starting at **TSH 15M**
- Light flooded modern apartments allowing natural ventilation, designed to feel spacious



Economic Impact



Forestry (empowering & sustainable)

Demand from housing stimulating the forestry industry.
Sustainable and regrowing building material supply.

Technology (empowering & sustainable)

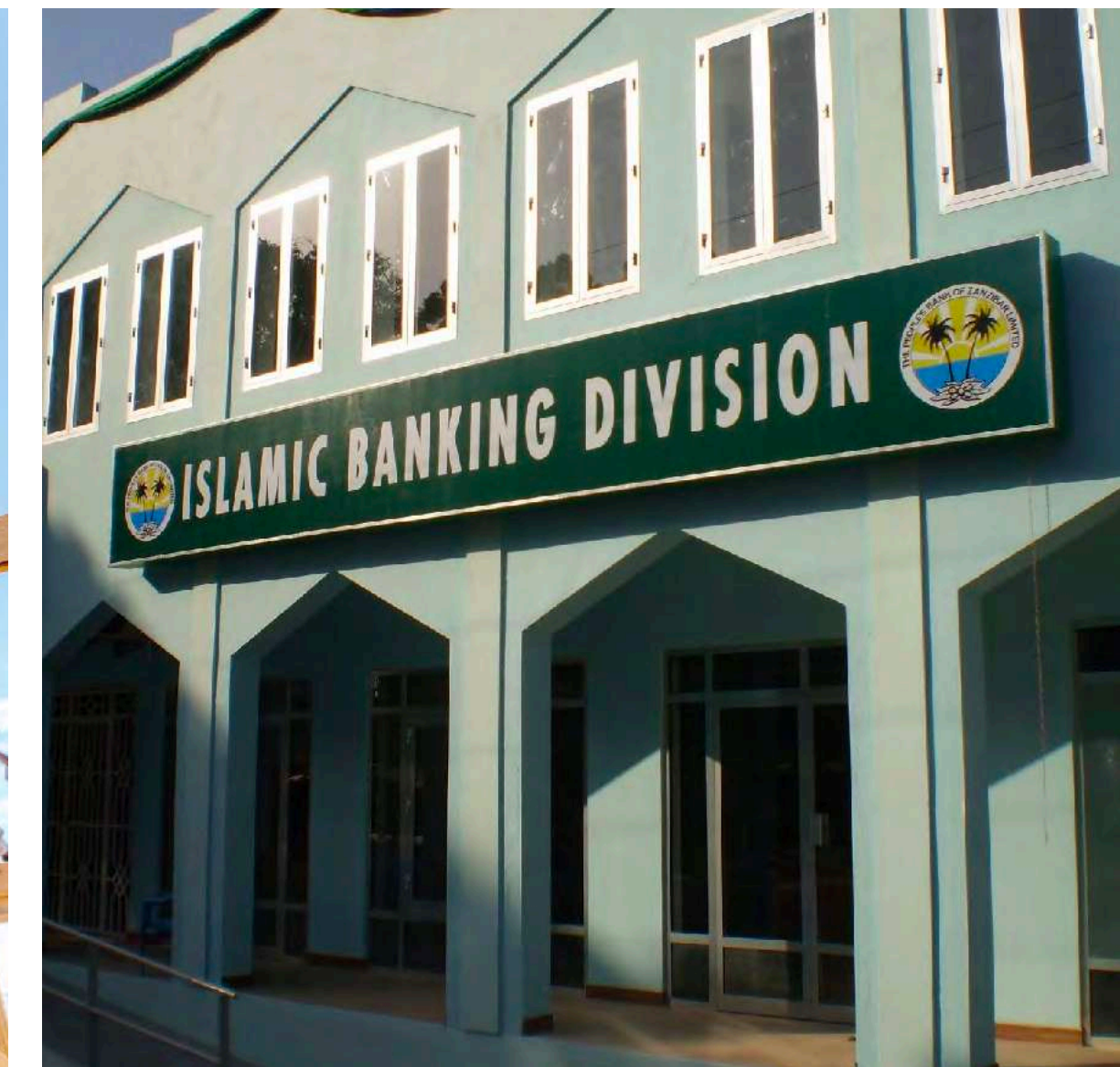
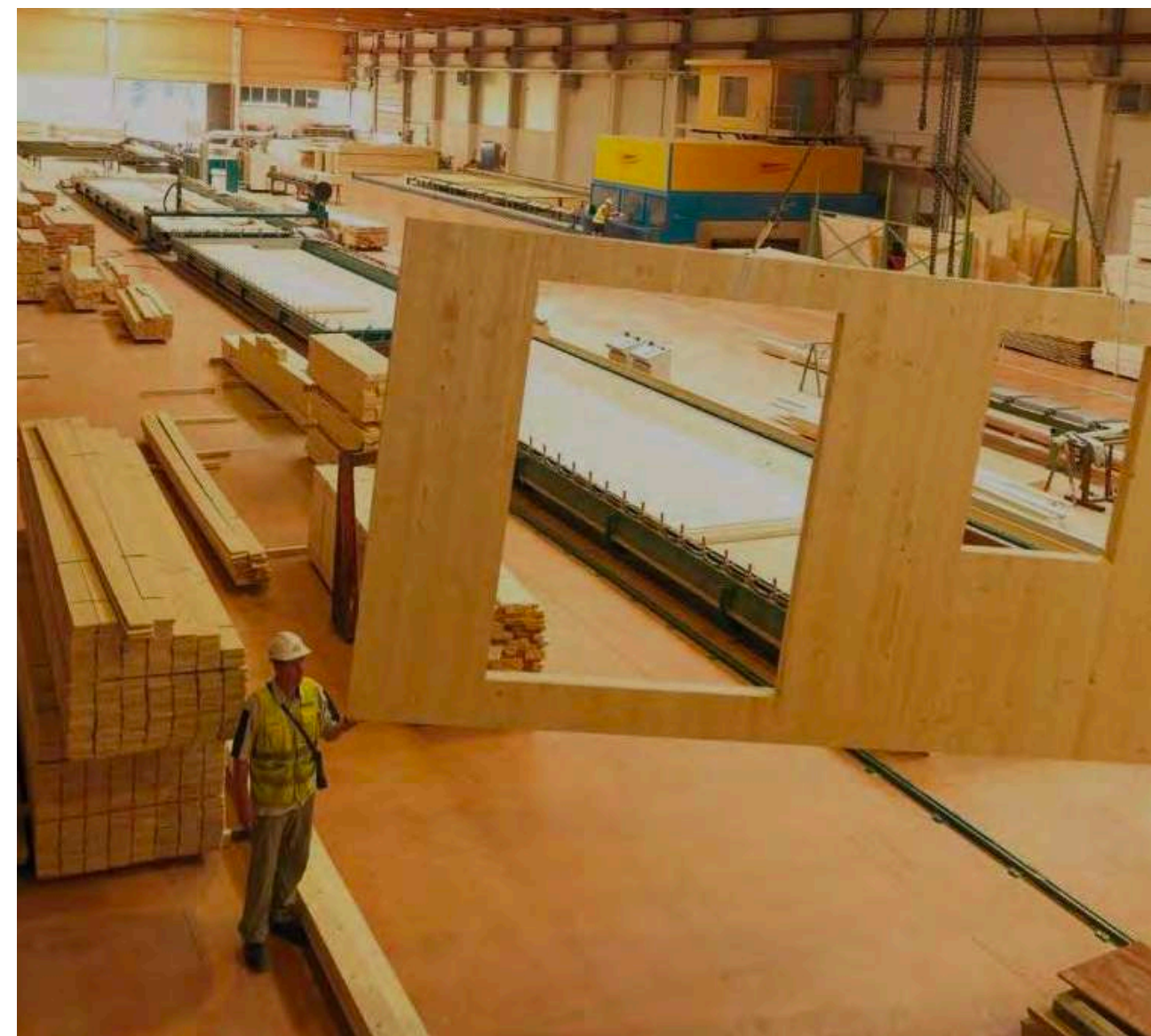
Modern construction technology stimulating industrialisation and demand for timber from forestry.

Housing (empowering & sustainable)

Existing and growing housing demand sustainably impacting the economy

Banking (empowering & sustainable)

Mortgages and Housing finance impacting the financial sector and enabling people to afford wealth creation through ownership of homes.



Dar South Beach – Financial Model Phase A1

Balance Sheet Agenda

- Capital Structure of \$10m comprising:
 - Developer – 20%
 - Land Owner – 35%
 - Cash Investor – 45% (\$4.5m in seed funding)
- Investment Cashflow
 - \$1.5m Half 1, 2021
 - \$1.5m Half 2, 2021
 - \$1.5m Half 1, 2022



Project & Investor Returns

- Project development yield excellent at 22%
- Investor Returns available in 2022 (funds may be retained in project however to deepen investments and scale)
- Strong return metrics (IRR, Payback, ROE, etc. – see select summary financials and metrics in tables)
- Social impact (affordable / disruptive housing) with world class returns

Risk Mitigations

- Comprehensive market study nearing completion confirming demand
- Average Unit Sale Price reasonable and in line with consumer affordability
- Proven development model / developer – CPS Zanzibar has sold close to 1k units
- Strong Sales Team, and buyer waiting list identified
- Initial South Beach development phase underwritten by Corporate Anchor, and limited in scale
- Units pre-sold, and construction to lag demand
- Consumer cashflow to under pin development at all stages
- Mixed use assets (education, retail, etc.) to be activated to stimulate buyer demand
- Government support

Dar South Beach - Development Structure & Summary Financial Model

| Project | | Development Cost (USD) | | Income & Expenses | |
|--|--------------------------|-----------------------------|------------|-----------------------------|-------------|
| Name | Dar South Beach (PEX100) | Investment amount | 96,331,000 | Gross Scheduled Income | 122,504,000 |
| Location | Tanzania | Per sqm | 529 | Gross Profit | 26,173,000 |
| Proposed Development | Mix Use Development | Cash Investment | 4,500,000 | Operating Expenses | 5,260,945 |
| Plot Size (Acres) | 139 | Cash and Land | 8,000,000 | Net Operating Income | 20,912,055 |
| Land Value | 3,500,000 | Effective Development Yield | 21.71% | escalation per year | 2% |
| Land Owner Equity | 44% | | | vacancy & credit loss | 10.00% |
| Assumptions | | Financing | | Cash Flow | |
| Gross Built Up Area (GBA) M ² | 182,061 | Loan Amount | 19,266,200 | NOI (Assumes Outright Sale) | 20,912,055 |
| Gross Lettable Area (GLA) M ² | 145,649 | LTV/Gearing | 20% | Debt service | 4,729,877 |
| Development costs per M ² | 529 | Interest Rate | 9.00% | Cash Flow Before Taxes | 16,182,178 |
| Number of Units | 2121 | Payback on Loan | 1.2 | Cash on Cash Return | 359.6% |
| Average Unit Selling Price (excl. VAT) | 63,533 | Key Metrics | | Resale | |
| Capitalisation Rate for Resale (Year 1) | 10.00% | Discount Rate | 20% | Sale at end of Year | 8 |
| | | NPV | 1,386,973 | Disposal Fee | 419,320 |
| | | IRR | 275.7% | Selling Price | 13,977,329 |
| | | Payback on Capital | 0.5 | | |

| No of Units Sold | Total Units | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|------------------|--------------|------------|------------|------------|------------|------------|-----------|-----------|----------|
| Moyoni Lt | 1,000 | 500 | 250 | 250 | | | | | |
| Mwangani 4 | 288 | 72 | 72 | 72 | 72 | | | | |
| Mwangani 6 | 240 | 24 | 48 | 48 | 48 | 48 | 24 | | |
| MM Apartments | 272 | 32 | 64 | 64 | 64 | 48 | | | |
| MM TownHouses | 95 | 15 | 25 | 25 | 30 | | | | |
| Houses | 121 | 5 | 15 | 15 | 15 | 21 | 25 | 25 | |
| Upm Apartments | 24 | | | | 12 | 12 | | | |
| Villas | 44 | | | 8 | 8 | 8 | 8 | 12 | |
| Beach Villas | 5 | | | 1 | 1 | 1 | 1 | 1 | |
| Office Units | 32 | | 8 | 8 | 8 | 8 | | | |
| TOTAL | 2,121 | 648 | 482 | 491 | 258 | 146 | 58 | 38 | 0 |

| Sales Volume (excl. VAT) | Sales Price per unit (excl. VAT) | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 |
|--------------------------|----------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------|
| Moyoni Lt | \$18,150 | \$9,075,000 | \$4,537,500 | \$4,537,500 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Mwangani 4 | \$36,094 | \$2,598,750 | \$2,598,750 | \$2,598,750 | \$2,598,750 | \$0 | \$0 | \$0 | \$0 |
| Mwangani 6 | \$50,875 | \$1,221,000 | \$2,442,000 | \$2,442,000 | \$2,442,000 | \$2,442,000 | \$1,221,000 | \$0 | \$0 |
| MM Apartments | \$55,000 | \$1,760,000 | \$3,520,000 | \$3,520,000 | \$3,520,000 | \$2,640,000 | \$0 | \$0 | \$0 |
| MM TownHouses | \$110,000 | \$1,650,000 | \$2,750,000 | \$2,750,000 | \$3,300,000 | \$0 | \$0 | \$0 | \$0 |
| Houses | \$326,700 | \$1,633,500 | \$4,900,500 | \$4,900,500 | \$4,900,500 | \$6,860,700 | \$8,167,500 | \$8,167,500 | \$0 |
| Upm Apartments | \$129,938 | \$0 | \$0 | \$0 | \$1,559,250 | \$0 | \$0 | \$0 | \$0 |
| Villas | \$415,800 | \$0 | \$0 | \$3,326,400 | \$3,326,400 | \$3,326,400 | \$3,326,400 | \$4,989,600 | \$0 |
| Beach Villas | \$825,000 | \$0 | \$0 | \$825,000 | \$825,000 | \$825,000 | \$825,000 | \$825,000 | \$0 |
| Office Units | \$110,000 | \$0 | \$880,000 | \$880,000 | \$880,000 | \$880,000 | \$0 | \$0 | \$0 |
| TOTAL | \$134,754,400 | \$17,938,250 | \$21,628,750 | \$25,780,150 | \$23,351,900 | \$16,533,350 | \$13,539,900 | \$13,962,100 | \$0 |

| Area | Lettable area per unit | Total lettable area | Total GBA (+25%) |
|----------------|------------------------|---------------------|-------------------|
| Moyoni Lt | 44.00 | 44,000.00 | 55,000.00 |
| Mwangani 4 | 41.46 | 11,940.00 | 14,925.00 |
| Mwangani 6 | 86.55 | 20,770.91 | 25,963.64 |
| MM Apartments | 62.50 | 17,000.00 | 21,250.00 |
| MM TownHouses | 100.00 | 9,500.00 | 11,875.00 |
| Houses | 207.89 | 25,130.77 | 31,413.46 |
| Upm Apartments | 86.54 | 2,076.92 | 2,596.15 |
| Villas | 240.00 | 10,560.00 | 13,200.00 |
| Beach Villas | 294.12 | 1,470.59 | 1,838.24 |
| Office Units | 100.00 | 3,200.00 | 4,000.00 |
| TOTAL | | 145,649.19 | 182,061.49 |

Dar South Beach - Income Statement Phase A1

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Total |
|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------------------|
| REVENUE | 16,307,500 | 19,662,500 | 23,436,500 | 21,229,000 | 16,848,500 | 12,309,000 | 12,711,000 | 122,504,000 |
| Sales from Units | 16,307,500 | 19,662,500 | 23,436,500 | 21,229,000 | 16,848,500 | 12,309,000 | 12,711,000 | 122,504,000 |
| No. of Units sold | 648 | 481 | 491 | 258 | 146 | 58 | 38 | 2,120 |
| Rate of sale | 30.6% | 22.7% | 23.2% | 12.2% | 6.9% | 2.7% | 1.8% | 100.0% |
| Cost Of Sales | 12,823,400 | 15,461,604 | 18,429,288 | 16,693,421 | 13,248,815 | 9,679,180 | 9,995,293 | 96,331,000 |
| GROSS PROFIT | 3,484,100 | 4,200,896 | 5,007,212 | 4,535,579 | 3,599,685 | 2,629,820 | 2,715,707 | 26,173,000 |
| OPERATING COSTS | 652,300 | 682,877 | 714,890 | 748,409 | 783,503 | 820,247 | 858,719 | 5,260,945 |
| Payroll & Administration | 407,688 | 426,033 | 445,205 | 465,239 | 486,175 | 508,053 | 530,915 | 3,269,308 |
| Miscellaneous Costs | 244,613 | 256,843 | 269,685 | 283,170 | 297,328 | 312,194 | 327,804 | 1,991,637 |
| EBITDA | 2,831,800 | 3,518,020 | 4,292,322 | 3,787,171 | 2,816,182 | 1,809,573 | 1,856,988 | 20,912,055 |
| Fixtures, Fittings and Equipment | - | - | - | - | - | - | - | - |
| NET OPERATING PROFIT | 2,831,800 | 3,518,020 | 4,292,322 | 3,787,171 | 2,816,182 | 1,809,573 | 1,856,988 | 20,912,055 |
| Interest | 1,604,301 | 1,304,596 | 976,777 | 618,206 | 225,998 | - | - | 4,729,877 |
| Profit after interest | 4,436,101 | 4,822,616 | 5,269,099 | 4,405,376 | 3,042,180 | 1,809,573 | 1,856,988 | 25,641,932 |
| Taxation | 1,330,830 | 1,446,785 | 1,580,730 | 1,321,613 | 912,654 | 542,872 | 557,096 | 7,692,580 |
| RETAINED PROFIT | 3,105,271 | 3,375,831 | 3,688,369 | 3,083,763 | 2,129,526 | 1,266,701 | 1,299,892 | 17,949,353 |
| MARGINS / RATIOS | | | | | | | | |
| EBITDA | 17.4% | 17.9% | 18.3% | 17.8% | 16.7% | 14.7% | 14.6% | 17.1% |
| Retained Profit | 19.0% | 17.2% | 15.7% | 14.5% | 12.6% | 10.3% | 10.2% | 14.7% |
| Debt cover ratio | (1.8) | (2.7) | (4.4) | (6.1) | (12.5) | - | - | -4.4 |

Dar South Beach - Balance Sheet Phase A1

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| ASSETS | | | | | | | |
| Non-current assets | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 |
| Property, Fixture, Fittings, plant and equipment | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 |
| Accumulated depreciation | - | - | - | - | - | - | - |
| Current assets | 16,449,893 | 16,730,645 | 17,341,926 | 16,955,539 | 15,465,073 | 13,150,958 | 14,465,074 |
| Cash and cash equivalents | 16,449,893 | 16,730,645 | 17,341,926 | 16,955,539 | 15,465,073 | 13,150,958 | 14,465,074 |
| TOTAL ASSETS | 28,491,268 | 28,772,020 | 29,383,301 | 28,996,914 | 27,506,448 | 25,192,333 | 26,506,449 |
| EQUITY AND LIABILITIES | | | | | | | |
| Equity | 11,105,271 | 14,481,102 | 18,169,471 | 21,253,234 | 23,382,760 | 24,649,461 | 25,949,353 |
| Share Capital | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 | 8,000,000 |
| Retained Income | 3,105,271 | 6,481,102 | 10,169,471 | 13,253,234 | 15,382,760 | 16,649,461 | 17,949,353 |
| Non-current liabilities | 17,385,997 | 14,290,918 | 11,213,830 | 7,743,680 | 4,123,687 | 542,872 | 557,096 |
| Long term liabilities | 16,055,167 | 12,844,133 | 9,633,100 | 6,422,067 | 3,211,033 | - | - |
| Taxation | 1,330,830 | 1,446,785 | 1,580,730 | 1,321,613 | 912,654 | 542,872 | 557,096 |
| TOTAL EQUITY AND LIABILITIES | 28,491,268 | 28,772,020 | 29,383,301 | 28,996,914 | 27,506,448 | 25,192,333 | 26,506,449 |
| | - | - | - | - | - | - | - |

Dar South Beach – Cashflow Statement Phase A1

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Total |
|---|---------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|---------------------|
| CASH INFLOWS/(OUTFLOWS) FROM OPERATING ACTIVITIES | 4,436,101 | 3,491,786 | 3,822,314 | 2,824,647 | 1,720,567 | 896,919 | 1,314,116 | 16,295,414 |
| Net income before taxation | 4,436,101 | 4,822,616 | 5,269,099 | 4,405,376 | 3,042,180 | 1,809,573 | 1,856,988 | 21,975,372 |
| Depreciation of property, plant and equipment | - | - | - | - | - | - | - | - |
| Interest expense | (1,604,301) | (1,304,596) | (976,777) | (618,206) | (225,998) | - | - | (4,729,877) |
| Operating income before working capital changes | 2,831,800 | 3,518,020 | 4,292,322 | 3,787,171 | 2,816,182 | 1,809,573 | 1,856,988 | 17,245,494 |
| Cash generated from/(utilised by) operations | 2,831,800 | 3,518,020 | 4,292,322 | 3,787,171 | 2,816,182 | 1,809,573 | 1,856,988 | 17,245,494 |
| Interest paid | 1,604,301 | 1,304,596 | 976,777 | 618,206 | 225,998 | - | - | 4,729,877 |
| Taxation paid | - | (1,330,830) | (1,446,785) | (1,580,730) | (1,321,613) | (912,654) | (542,872) | (5,679,958) |
| CASH INFLOWS/(OUTFLOWS) FROM INVESTING ACTIVITIES | (12,041,375) | - | - | - | - | - | - | (12,041,375) |
| Additions to property, plant and equipment | (12,041,375) | (12,041,375) | (12,041,375) | (12,041,375) | (12,041,375) | (12,041,375) | (12,041,375) | (60,206,875) |
| Proceeds from sale of assets | - | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 12,041,375 | 48,165,500 |
| CASH INFLOWS/(OUTFLOWS) FROM FINANCING ACTIVITIES | 24,055,167 | (3,211,033) | (3,211,033) | (3,211,033) | (3,211,033) | (3,211,033) | - | 11,211,033 |
| Proceeds from issue of share capital | 8,000,000 | - | - | - | - | - | - | 8,000,000 |
| Increase/(decrease) in long-term liabilities | 16,055,167 | (3,211,033) | (3,211,033) | (3,211,033) | (3,211,033) | (3,211,033) | - | 3,211,033 |
| NET INCREASE/(DECREASE) IN CASH & CASH EQUIVALENTS | 16,449,893 | 280,752 | 611,280 | (386,387) | (1,490,466) | (2,314,115) | 1,314,116 | 15,465,073 |
| CASH & CASH EQUIVALENTS AT THE BEGINNING OF PERIOD | - | 16,449,893 | 16,730,645 | 17,341,926 | 16,955,539 | 15,465,073 | 13,150,958 | - |
| CASH & CASH EQUIVALENTS AT THE END OF PERIOD | 16,449,893 | 16,730,645 | 17,341,926 | 16,955,539 | 15,465,073 | 13,150,958 | 14,465,074 | 15,465,073 |

Dar South Beach - Development Structure & Summary Financial Model Phase A1

| Project | | Development Cost (USD) | | | | Income & Expenses | | | | | |
|---|---------------------|-----------------------------|------------|------------|-----------------------------|-------------------|------------|------------|------------|------------|------------|
| Name | PEX100 | Investment amount | 96,331,000 | | Gross Scheduled Income | 122,504,000 | | | | | |
| Location | Tanzania | Per sqm | 171 | | Gross Profit | 26,173,000 | | | | | |
| Proposed Development | Mix Use Development | Cash Investment | 4,500,000 | | Operating Expenses | 5,260,945 | | | | | |
| Plot Size (Acres) | 139 | Cash and Land | 8,000,000 | | Net Operating Income | 20,912,055 | | | | | |
| Land Value | 3,500,000 | Effective Development Yield | 21.71% | | escalation per year | 2% | | | | | |
| Land Owner Equity | 44% | | | | vacancy & credit loss | 10.00% | | | | | |
| Assumptions | | Financing | | | | Cash Flow | | | | | |
| Gross Built Up Area (GBA) M ² | 561,970 | Loan Amount | 19,266,200 | | NOI (Assumes Outright Sale) | 20,912,055 | | | | | |
| Gross Lettable Area (GLA) M ² | 561,970 | LTV/Gearing | 20% | | Debt service | 4,729,877 | | | | | |
| Construction costs per M/2 | 171 | Interest Rate | 9.00% | | Cash Flow Before Taxes | 16,182,178 | | | | | |
| Number of Units | 2,121 | Payback on Loan | 1.2 | | Cash on Cash Return | 359.6% | | | | | |
| Average Unit Selling Price | 56,578 | Key Metrics | | | | Resale | | | | | |
| Capitalisation Rate for Resale (Year 1) | 10.00% | Discount Rate | 20% | | Sale at end of Year | 8 | | | | | |
| | | NPV | 1,386,973 | | Disposal Fee | 419,320 | | | | | |
| | | IRR | 275.7% | | Selling Price | 13,977,329 | | | | | |
| | | Payback on Capital | 0.5 | | | | | | | | |
| Financial Measures | | year 1 | year 2 | year 3 | year 4 | year 5 | year 6 | year 7 | year 8 | year 9 | year 10 |
| Capitalisation Rate (decreasing per year) | 0.10% | 10.00% | 9.90% | 9.80% | 9.70% | 9.60% | 9.50% | 9.40% | 9.30% | 9.20% | 9.10% |
| Valuation | | 209,120,550 | 31,366,372 | 34,447,257 | 38,024,423 | 32,122,535 | 22,416,062 | 13,475,541 | 13,977,329 | 15,542,182 | 17,284,272 |
| Cash-on-Cash-Return | | 359.6% | 40.0% | 53.3% | 68.2% | 63.5% | 47.3% | 28.1% | 28.9% | 31.8% | 35.0% |
| Net Income | | 20,912,055 | 3,105,271 | 3,375,831 | 3,688,369 | 3,083,763 | 2,129,526 | 1,266,701 | 1,299,892 | 1,429,881 | 1,572,869 |
| Interest | | 4,729,877 | 1,304,596 | 976,777 | 618,206 | 225,998 | 0 | 0 | 0 | 0 | 0 |
| Income after Interest | | 16,182,178 | 1,800,675 | 2,399,054 | 3,070,163 | 2,857,765 | 2,129,526 | 1,266,701 | 1,299,892 | 1,429,881 | 1,572,869 |
| Interest rate | | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% | 9.00% |
| Debt Cover Ratio | | 4.4 | 2.4 | 3.5 | 6.0 | 13.6 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

Dar South Beach - Outlook Financial Model Phase B1

| PEX100 - Phase B1 | | | |
|---------------------------------------|----------------------|------------------------------------|---|
| Timeline January 2023 - December 2032 | | | |
| Duration | 10 years | 120 months | |
| Development area | 2,070,000 sqm | 511.36 acres | |
| Total number of units | 22,770.00 units | 2,277.00 units per year in average | |
| Density overall | 110.00 units/ ha | | |
| Density Entry Level | 110.00 units/ ha | | |
| Total Sales Price | \$716,642,535 | | |
| Sales Start | July 2023 | | |
| | Total | per month | |
| Σ Project Price | \$552,112,893 | 4,600,940.77 | |
| Σ CC | \$273,001,571 | 49.45% | 2,275,013.09 |
| Dev Fee | \$33,126,774 | 6.00% | 276,056.45 |
| Marketing | \$11,042,258 | 2.00% | 92,018.82 |
| CM & Consultants | \$11,042,258 | 2.00% | 92,018.82 |
| Infrastructure | \$38,647,902 | 7.00% | 322,065.85 |
| Town & Property Management | \$2,760,564 | 0.50% | 23,004.70 |
| | \$369,621,327 | 66.95% | |
| Gross Margin | \$182,491,566 | 33.05% | |
| Land Price | -\$32,555,160 | | |
| Income from interest | \$9,000,000 | | 50% of the Equity invested will be used for the rent-to-own model generating annually 12% interest |
| Gross Margin after Land | \$158,936,406 | 28.79% | |
| Equiry Share | \$95,361,843 | 60.00% | |
| Equity Invest | \$30,000,000 | | of this 10M into initial infrastructure, 5M into Development Cost and Marketing and 15M into rent to own Model creating additional income from interest |
| Equity Return | \$65,361,843 | 21.79% | |

| Land owning Company | | | |
|-----------------------------|-----------------------|--------|--|
| Land Purchase | 2,070,000 sqm | | |
| average purchase price | \$3.48 per sqm | | |
| Total Purchase Price | \$7,200,000.00 | | assuming all land is sold at once as this appreciation will have been achieved with opening and selling Phase A1 already beginning of 2023 - this sales price will increase annually by at least 20% |
| Sale to Dev Company | | | 30% annual appreciation over 5 years |
| Sold Area annually year 1-5 | 414,000 sqm | | |
| Sales Income Year 1 | \$3,600,000 | | \$8.70 |
| Sales Income Year 2 | \$4,680,000 | | \$11.30 |
| Sales Income Year 3 | \$6,084,000 | | \$14.70 |
| Sales Income Year 4 | \$7,909,200 | | \$19.10 |
| Sales Income Year 5 | \$10,281,960 | | \$24.84 |
| TOTAL | \$32,555,160 | | |
| Equiry Share | \$19,533,096 | 60% | |
| Equity Invest | \$7,920,000.00 | | |
| Equity Return | \$11,613,096 | 29.33% | ROI p.a. over 5 years |

An aerial photograph of a beach with waves crashing onto the shore. The water is a vibrant green, and the sand is a warm, golden-brown color. The waves are white and frothy, creating a rhythmic pattern as they move towards the beach.

CPS

Thank you

Welcome to Dar South Beach

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