

Income Projections for Monthly Income Asset @ Tirupati

| | 1st year | 2nd year | 3rd year | 4th year | 5th year | 6th year | 7th year | 8th year | 9th year | 10th year | 11th year | 12th year | 13th year | 14th year | 15th year |
|--|-------------------|---------------------|-------------------|-------------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Average Room Rent (ARR) per day in Rupees | 3900 | 4250 | 4500 | 4750 | 5000 | 5250 | 5500 | 5750 | 6000 | 6250 | 6500 | 6750 | 7000 | 7250 | 7500 |
| Total No of Flats in entire tower | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 | 144 |
| Percentage of Occupancy per month | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 | 70 |
| Rooms sold at above Occupancy Rate | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 | 101 |
| Number of Rooms Occupied per month | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 | 3074 |
| Total Income as per above Occupancy per month | 11990160 | 13066200 | 13834800 | 14603400 | 15372000 | 16140600 | 16909200 | 17677800 | 18446400 | 19215000 | 19983600 | 20752200 | 21520800 | 22289400 | 23058000 |
| 40% of Income given back to Investors 1st & 2nd year | 40 | 4796064 | 5226480 | | | | | | | | | | | | |
| 50% of Income given back to Investors 3rd year onwards | | | 50 | 6917400 | 7301700 | 7686000 | 8070300 | 8454600 | 8838900 | 9223200 | 9607500 | 9991800 | 10376100 | 10760400 | 11144700 |
| Income per Square feet (in Rs. per Sft per Month) | 32 | 35 | 46 | 49 | 52 | 54 | 57 | 59 | 62 | 65 | 67 | 70 | 72 | 75 | 77 |
| 1 BHK (843 Sft) | | | | | | | | | | | | | | | |
| Monthly Income to each owner | 27,167 | 29,605 | 39,183 | 41,360 | 43,537 | 45,713 | 47,890 | 50,067 | 52,244 | 54,421 | 56,598 | 58,774 | 60,951 | 63,128 | 65,305 |
| Annual Income to each owner | 3,26,002 | 3,55,259 | 4,70,196 | 4,96,318 | 5,22,440 | 5,48,562 | 5,74,684 | 6,00,806 | 6,26,928 | 6,53,050 | 6,79,172 | 7,05,294 | 7,31,416 | 7,57,538 | 7,83,660 |
| Investment by owner | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 | 55,78,170 |
| ROI % per annum | 5.8 | 6.4 | 8.4 | 8.9 | 9.4 | 9.8 | 10.3 | 10.8 | 11.2 | 11.7 | 12.2 | 12.6 | 13.1 | 13.6 | 14.0 |
| 2 BHK (1224 Sft) | | | | | | | | | | | | | | | |
| Monthly Income to each owner | 39,445 | 42,985 | 56,892 | 60,053 | 63,213 | 66,374 | 69,535 | 72,695 | 75,856 | 79,017 | 82,177 | 85,338 | 88,499 | 91,659 | 94,820 |
| Annual Income to each owner | 4,73,342 | 5,15,821 | 6,82,704 | 7,20,632 | 7,58,560 | 7,96,488 | 8,34,416 | 8,72,344 | 9,10,272 | 9,48,200 | 9,86,128 | 10,24,056 | 10,61,984 | 10,99,912 | 11,37,840 |
| Investment by owner | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 | 80,96,560 |
| ROI % per annum | 5.8 | 6.4 | 8.4 | 8.9 | 9.4 | 9.8 | 10.3 | 10.8 | 11.2 | 11.7 | 12.2 | 12.6 | 13.1 | 13.6 | 14.1 |
| Apartment Details | | | | | | | | | | | | | | | |
| | Basic Cost | Registration | Total Cost | Area (sft) | | | | | | | | | | | |
| 1 BHK (843 Sft) | Rs. 52,18,170 | Rs. 3,60,000 | Rs. 55,78,170 | 843 | | | | | | | | | | | |
| 2 BHK (1224 Sft) | Rs. 75,76,560 | Rs. 5,20,000 | Rs. 80,96,560 | 1224 | | | | | | | | | | | |

Note:

All figures indicated above are in INR (Rupees)

Registration as of current guidelines and subject to change as per government policies at the time of completion.

The ARR indicated is an average value of the room rent of both 1 BHK & 2 BHK units.

The ARR calculated is the NET ARR (NET ARR = Total Gross ARR MINUS Brokerage/Commissions, Bank Collection Charges & External Maintenance)

For example for 1st year Net ARR is Rs.3900 (Gross ARR Rs.4100/- less Rs.200/- expenses as above)

Occupancy assumed at most conservative levels of 70% for the entire lease period (even ARR also assumed on most conservative basis) whereas G&C has understood from Starlit's existing track record & market surveys that this is going to be much better.

****IMPORTANT |** Regarding FIRST YEAR income - At the beginning of operations, like any other hotel, Starlit would like to accept limited bookings to test all rooms for guest feedback on any technical snags and increase the bookings month after month (say 25% in 1st month, 30% to 40% by 3rd month and then 40% to 50% by 6th month and then all the way beyond 60% by 3rd / 4th Quarter) while steadily hiking the average room rental. This process may take between 6 to 9 months depending on which part of the year they start operations (peak season or off-season). Hence, for the first few months, returns can be expected at lower levels which will keep increasing over period of 6 to 9 months and reach projected earnings for 1st year little before end of 1st year. Thereafter, it will be steady and is expected to keep growing as per above projections by Starlit.

****IMPORTANT |** As part of the Sinking Fund - which is used for major overhauls / repairs / upgrades to the building that happen once every 8 to 9 years to ensure building is fresh and relevant to changing tastes and amenities - 3% of your share of income shown above will be kept aside into a Sinking Fund. This money will belong to you and all the other investors jointly and interest earned on the same also belongs to the investors and this accumulated reserve is used to make such large changes and overhauls instead of making investors put in additional money at those times. This way, you will not have to invest extra money once every 8 to 9 years which is very important and has to be done to keep the building and rooms attractive to guests in the long run.