

| Landlord Name:         | Shettleston Housing Association Ltd |
|------------------------|-------------------------------------|
|                        |                                     |
| RSL Reg No.:           | 183                                 |
| Report generated date: | 30/05/2024 14:37:24                 |

#### Approval

| A1.1 | Date approved      | 28/05/2024                               |
|------|--------------------|--|
| A1.2 | Approver           | Kirsty Brown                             |
| A1.3 | Approver job title | Director of Finance & Corporate Services |
| A1.9 | General Comment    |  |
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| STATEMENT OF COMPREHENSIVE INCOME                     | Year 0   | Year 1   | Year 2   | Year 3   | Year 4   | Year 5   |
|---|----------|----------|----------|----------|----------|----------|
|   | £'000    | £'000    | £'000    | £'000    | £'000    | £'000    |
| Gross rents   | 10,907.4 | 11,610.2 | 11,968.4 | 12,327.5 | 12,732.1 | 13,078.  |
| Service charges                                       | 481.0    | 512.4    | 522.7    | 533.1    | 543.8    | 554.     |
| Gross rents & service charges                         | 11,388.4 | 12,122.6 | 12,491.1 | 12,860.6 | 13,275.9 | 13,632.9 |
| Rent loss from voids                                  | 80.9     | 120.9    | 124.6    | 128.3    | 132.4    | 136.0    |
| Net rent & service charges                            | 11,307.5 | 12,001.7 | 12,366.5 | 12,732.3 | 13,143.5 | 13,496.9 |
| Developments for sale income                          | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | .0.0     |
| Grants released from deferred income                  | 352.2    | 354.6    | 354.6    | 354.6    | 354.6    | 354.0    |
| Grants from Scottish Ministers                        | 149.0    | 100.0    | 102.0    | 104.0    | 106.1    | 108.     |
| Other grants  | 9.3      | 0.0      | 0.0      | 0.0      | 0.0      | 0.       |
| Other income  | 479.0    | 441.9    | 419.6    | 428.0    | 436.6    | 445.3    |
| TURNOVER  | 12,297.0 | 12,898.2 | 13,242.7 | 13,618.9 | 14,040.8 | 14,405.0 |
| Less:   |          |          |          | ,        |          |          |
| Housing depreciation                                  | 2,175.4  | 2,391.6  | 2,531.6  | 2,669.8  | 2,811.4  | 2,927.6  |
| Impairment written off / (back)                       | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
|   | II       |          |          |          |          |          |
| Management costs                                      | 3,180.0  | 3,525.0  | 3,548.7  | 3,632.9  | 3,697.6  | 3,748.   |
| Service costs   | 1,055.0  | 1,007.3  | 1,027.4  | 1,048.0  | 1,068.9  | 1,090.3  |
| Planned maintenance - direct costs                    | 1,184.3  | 1,107.8  | 1,135.5  | 1,163.9  | 1,193.0  | 1,219.8  |
| Re-active & voids maintenance - direct costs          | 1,409.9  | 1,816.1  | 1,845.0  | 1,891.1  | 1,938.4  | 1,982.   |
| Maintenance overhead costs                            | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Bad debts written off / (back)                        | 32.2     | 121.1    | 124.8    | 128.4    | 132.6    | 136.2    |
| Developments for sale costs                           | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Other activity costs                                  | 6.9      | 57.5     | 58.6     | 59.8     | 61.0     | 62.2     |
| Other costs   | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
|   | 6,868.3  | 7,634.8  | 7,740.0  | 7,924.1  | 8,091.5  | 8,238.6  |
|   |          |          |          |          |          |          |
| Operating Costs                                       | 9,043.7  | 10,026.4 | 10,271.6 | 10,593.9 | 10,902.9 | 11,166.2 |
| Gain/(Loss) on disposal of PPE                        | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Exceptional Items - (Income) / Expense                | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| OPERATING SURPLUS/(DEFICIT)                           | 3,253.3  | 2,871.8  | 2,971.1  | 3,025.0  | 3,137.9  | 3,238.8  |
| Interest receivable and other income                  | 70.2     | 52.9     | 36.2     | 40.2     | 42.1     | 45.2     |
| Interest payable and similar charges                  | 1,240.4  | 1,260.2  | 1,235.8  | 1,203.3  | 1,207.8  | 1,185.8  |
| Increase / (Decrease) in Negative Goodwill            | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Other Gains / (Losses)                                | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| SURPLUS/(DEFICIT) ON ORDINARY ACTIVITIES BEFORE TAX   | 2,083.1  | 1,664.5  | 1,771.5  | 1,861.9  | 1,972.2  | 2,098.2  |
| Tax on surplus on ordinary activities                 | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| SURPLUS/(DEFICIT) FOR THE YEAR AFTER TAX              | 2,083.1  | 1,664.5  | 1,771.5  | 1,861.9  | 1,972.2  | 2,098.2  |
| Actuarial (loss) / gain in respect of pension schemes | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Change in Fair Value of hedged financial instruments. | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
|   |          |          |          |          |          |          |



|  | Year 0   | Year 1       | Year 2   | Year 3    | Year 4          | Year 5   |
|--|----------|--------------|----------|-----------|-----------------|----------|
| Non-Current Assets                             | £'000    | £'000        | £'000    | £'000     | £'000           | £'000    |
| Intangible Assets & Goodwill                   | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.0      |
|  | 04.040.5 | 040070       | 07 700 0 |           | 100.057.0       | 105 005  |
| Housing properties - Gross cost or valuation   | 91,918.5 | 94,827.8     | 97,762.2 | 100,610.0 | 103,657.2       | 105,605. |
| Less:  | 44,000,0 | 40 704 0     | 40.040.4 | 04,000,0  | 047040          | 07 700   |
| Housing Depreciation                           | 14,390.2 | 16,781.8     | 19,313.4 | 21,983.2  | 24,794.6        | 27,722.  |
| Negative Goodwill                              | 0.0      | 0.0          | 0.0      | 0.0       | 0.0<br>78,862.6 | 0.       |
| NET HOUSING ASSETS                             | 77,528.3 | 78,046.0     | 78,448.8 | 78,626.8  | 70,002.0        | 77,883.  |
| Non-Current Investments                        | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Other Non Current Assets                       | 1,818.1  | 1,829.0      | 1,741.1  | 1,649.5   | 1,575.2         | 1,528.   |
| TOTAL NON-CURRENT ASSETS                       | 79,346.4 | 79,875.0     | 80,189.9 | 80,276.3  | 80,437.8        | 79,412.  |
| Current Accets                                 |          |              |          |           |                 |          |
| Current Assets Net rental receivables          | 149.1    | 149.1        | 149.1    | 149.1     | 149.1           | 149.     |
| Other receivables, stock & WIP                 | 909.4    | 909.4        | 909.4    | 909.4     | 909.4           | 909.     |
| Investments (non-cash)                         | 0.0      | 909.4<br>0.0 | 909.4    | 909.4     | 909.4           | 909.     |
| Cash at bank and in hand                       | 1,977.3  | 1,918.8      | 1,669.5  | 2,530.0   | 2,925.0         | 4,132.   |
| TOTAL CURRENT ASSETS                           | 3,035.8  | 2,977.3      | 2,728.0  | 3,588.5   | 3,983.5         | 5,190.   |
| IOTAL CORRENT ASSETS                           | 3,035.8  | 2,977.3      | 2,720.0  | 3,300.5   | 3,963.5         | 5,190.   |
| Payables : Amounts falling due within One Year |          |              |          |           |                 |          |
| Loans due within one year                      | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Overdrafts due within one year                 | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Other short-term payables                      | 1,805.0  | 1,805.0      | 1,805.0  | 1,805.0   | 1,805.0         | 1,805.   |
| TOTAL CURRENT LIABILITIES                      | 1,805.0  | 1,805.0      | 1,805.0  | 1,805.0   | 1,805.0         | 1,805.   |
| NET CURRENT ASSETS/(LIABILITIES)               | 1,230.8  | 1,172.3      | 923.0    | 1,783.5   | 2,178.5         | 3,385.7  |
| TOTAL ASSETS LESS CURRENT LIABILITIES          | 80,577.2 | 81,047.3     | 81,112.9 | 82,059.8  | 82,616.3        | 82,798.  |
| Payables : Amounts falling due After One Year  |          |              |          |           |                 |          |
| Loans due after one year                       | 51,123.6 | 50,307.6     | 48,965.7 | 48,415.1  | 47,364.5        | 45,814.  |
| Other long-term payables                       | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Grants to be released                          | 15,839.0 | 15,447.5     | 15,113.5 | 14,749.1  | 14,384.0        | 14,018.  |
| TOTAL LONG TERM LIABILITIES                    | 66,962.6 | 65,755.1     | 64,079.2 | 63,164.2  | 61,748.5        | 59,832.  |
| Provisions for liabilities & charges           | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Pension asset / (liability)                    | 487.0    | 487.0        | 487.0    | 487.0     | 487.0           | 487.0    |
| NET ASSETS                                     | 13,127.6 | 14,805.2     | 16,546.7 | 18,408.6  | 20,380.8        | 22,479.  |
| a 11 10 5                                      |          |              |          |           |                 |          |
| Capital & Reserves Share capital               | 0.9      | 0.9          | 0.9      | 0.9       | 0.9             | 0.       |
| Revaluation reserve                            | 0.0      | 0.9          | 0.9      | 0.0       | 0.9             | 0.       |
| Restricted reserves                            | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |
| Revenue reserves                               | 13,126.7 | 14,804.3     | 16,545.8 | 18,407.7  | 20,379.9        | 22,478.  |
| TOTAL CAPITAL & RESERVES                       | 13,127.6 | 14,804.3     | 16,546.7 | 18,407.7  | 20,379.9        | 22,478.  |
|  | 13,127.0 | 14,000.2     | 10,040.7 | 10,100.0  | 20,000.0        | 22,713.  |
| Intra Group Receivables - as included above    | 716.0    | 669.0        | 669.0    | 669.0     | 669.0           | 669.     |
| Intra Group Payables - as included above       | 0.0      | 0.0          | 0.0      | 0.0       | 0.0             | 0.       |

## Five Year Financial Projections (FYFP) 2023-2024



|   | Veen 0    | Veer 1    | Veer 2    | Voor 2                  | Veerd     | VeerF    |
|---|-----------|-----------|-----------|-------------------------|-----------|----------|
| Not Cash from Operating Astivities                      | Year 0    | Year 1    | Year 2    | Year 3                  | Year 4    | Year 5   |
| Net Cash from Operating Activities                      | £'000     | £'000     | £'000     | <b>£'000</b><br>3,025.0 | £'000     | £'000    |
| Operating Surplus/(Deficit)                             | 3,253.3   | 2,871.8   | 2,971.1   | ,                       | 3,137.9   | 3,238.8  |
| Depreciation & Amortisation                             | 2,234.1   | 2,482.1   | 2,635.9   | 2,778.2                 | 2,902.7   | 2,991.5  |
| Impairments / (Revaluation Enhancements)                | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Increase / (Decrease) in Payables                       | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| (Increase) / Decrease in Receivables                    | 101.0     | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| (Increase) / Decrease in Stock & WIP                    | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Gain / (Loss) on sale of non-current assets             | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Other non-cash adjustments                              | (352.2)   | (354.6)   | (354.6)   | (354.6)                 | (354.6)   | (354.6   |
| NET CASH FROM OPERATING ACTIVITIES                      | 5,236.2   | 4,999.3   | 5,252.4   | 5,448.6                 | 5,686.0   | 5,875.7  |
| Tax (Paid) / Refunded                                   | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Return on Investment and Servicing of Finance           |           |           |           |                         |           |          |
| Interest Received                                       | 70.2      | 35.9      | 36.0      | 40.0                    | 42.1      | 45.0     |
| Interest (Paid)   | (2,056.4) | (2,076.2) | (2,051.8) | (2,019.3)               | (2,023.8) | (2,001.8 |
| RETURNS ON INVESTMENT AND SERVICING OF FINANCE          | (1,986.2) | (2,040.3) | (2,015.8) | (1,979.3)               | (1,981.7) | (1,956.8 |
| Capital Expenditure & Financial Investment              |           |           |           |                         |           |          |
| Construction or acquisition of Housing properties       | (269.4)   | (180.0)   | 0.0       | 0.0                     | 0.0       | 0.       |
| Improvement of Housing                                  | (1,888.6) | (2,736.2) | (2,943.7) | (2,857.6)               | (3,057.7) | (1,959.8 |
| Construction or acquisition of other Land & Buildings   | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Construction or acquisition of other Non-Current Assets | (157.8)   | (101.3)   | (16.3)    | (16.6)                  | (17.0)    | (17.3    |
| Sale of Social Housing Properties                       | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Sale of Other Land & Buildings                          | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.       |
| Sale of Other Non-Current Assets                        | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.0      |
| Grants (Repaid) / Received                              | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.       |
| CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT            | (2,315.8) | (3,017.5) | (2,960.0) | (2,874.2)               | (3,074.7) | (1,977.1 |
| NET CASH BEFORE FINANCING                               | 934.2     | (58.5)    | 276.6     | 595.1                   | 629.6     | 1,941.8  |
| Financing   |           |           |           |                         |           |          |
| Equity drawdown   | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.       |
| Debt drawndown  | 0.0       | 0.0       | 400.0     | 1,500.0                 | 1,000.0   | 500.     |
| Debt repayment  | 0.0       | 0.0       | (925.9)   | (1,234.6)               | (1,234.6) | (1,234.6 |
| Working Capital (Cash) - Drawn / (Repaid)               | 0.0       | 0.0       | 0.0       | 0.0                     | 0.0       | 0.       |
| NET CASH FROM FINANCING                                 | 0.0       | 0.0       | (525.9)   | 265.4                   | (234.6)   | (734.6   |
| INCREASE / (DECREASE) IN NET CASH                       | 934.2     | (58.5)    | (249.3)   | 860.5                   | 395.0     | 1,207.2  |
| Cash Balance  |           |           |           |                         |           |          |
| Balance Brought Forward                                 | 1,043.1   | 1,977.3   | 1,918.8   | 1,669.5                 | 2,530.0   | 2,925.0  |
| Increase / (Decrease) in Net Cash                       | 934.2     | (58.5)    | (249.3)   | 860.5                   | 395.0     | 1,207.2  |
| CLOSING BALANCE   | 1,977.3   | 1,918.8   | 1,669.5   | 2,530.0                 | 2,925.0   | 4,132.2  |

#### Five Year Financial Projections (FYFP) 2023-2024



|   | Year 0  | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---|---------|--------|--------|--------|--------|--------|
| Number of units added during year to:                               | £'000   | £'000  | £'000  | £'000  | £'000  | £'000  |
| New Social Rent Properties added                                    | 6       | 2      | 0      | 0      | 0      |        |
| New MMR Properties added  | 0       | 0      | 0      | 0      | 0      |        |
| New Low Costs Home Ownership Properties added                       | 0       | 0      | 0      | 0      | 0      |        |
| New Properties - Other Tenures added                                | 0       | 0      | 0      | 0      | 0      |        |
| Transfers in  | 0       | 0      | 0      | 0      | 0      |        |
| Total number of new affordable housing units added during year      | 6       | 2      | 0      | 0      | 0      |        |
|   |         |        |        |        |        |        |
| Units developed for sale:   |         |        |        |        |        |        |
| Number of units developed for sale to RSLs                          | 0       | 0      | 0      | 0      | 0      |        |
| Number of units developed for sale to non-RSLs                      | 0       | 0      | 0      | 0      | 0      |        |
| Development Assumption Indicator                                    | No      |        |        |        |        |        |
| Number of units lost during year from:                              |         |        |        |        |        |        |
| Sales including right to buy  | 0       | 0      | 0      | 0      | 0      |        |
| Demolition  | 0       | 0      | 0      | 0      | 0      |        |
| Transfers out   | 0       | 0      | 0      | 0      | 0      |        |
| Other   | 3       | 1      | 0      | 0      | 0      |        |
| Number of units managed at end of period (exclude factored units)   | 2,413   | 2,414  | 2,414  | 2,414  | 2,414  | 2,4    |
| Units owned:  |         |        |        |        |        |        |
| Social Rent Properties  | 2,369   | 2,371  | 2,371  | 2,371  | 2,371  | 2,3    |
| MMR Properties  | 32      | 32     | 32     | 32     | 32     | ;      |
| Low Costs Home Ownership Properties                                 | 12      | 11     | 11     | 11     | 11     |        |
| Properties - Other Tenures  | 0       | 0      | 0      | 0      | 0      |        |
| Number of units owned at end of period                              | 2,413   | 2,414  | 2,414  | 2,414  | 2,414  | 2,4    |
| Financed by:  |         |        |        |        |        |        |
| Scottish Housing Grants   | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | C      |
| Other public subsidy  | 199.8   | 100.0  | 0.0    | 0.0    | 0.0    | 0      |
| Private finance   | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | C      |
| Sales   | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | (      |
| Cash reserves   | 70.3    | 80.0   | 0.0    | 0.0    | 0.0    | C      |
| Other   | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | (      |
| Total cost of new units   | 270.1   | 180.0  | 0.0    | 0.0    | 0.0    | C      |
| Assumptions:  |         |        |        |        |        |        |
| General Inflation (%)   | 10.0    | 5.0    | 2.0    | 2.0    | 2.0    | 2      |
| Rent increase - Margin above/below General Inflation (%)            | (3.0)   | 0.4    | 1.0    | 1.0    | 1.0    | 1      |
| Operating cost increase - Margin above/below General Inflation (%)  | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | C      |
| Direct maint cost increase-Margin above/below General Inflation (%) | 0.0     | 0.0    | 0.5    | 0.5    | 0.5    | 0      |
| Actual / Assumed average salary increase (%)                        | 5.3     | 6.0    | 2.0    | 2.0    | 2.0    | 2      |
| Average cost of borrowing (%)                                       | 4.9     | 5.0    | 4.9    | 4.9    | 4.9    | 4      |
| Employers Contributions for pensions (%)                            | 10.0    | 10.0   | 10.0   | 10.0   | 10.0   | 10     |
| Employers Contributions for pensions (£'000)                        | 199.6   | 206.7  | 210.8  | 215.1  | 219.4  | 223    |
| SHAPS Pensions deficit contributions (£'000)                        | 0.0     | 0.0    | 0.0    | 0.0    | 0.0    | 0      |
| Min. headroom cover on tightest interest cover covenant (£'000)     | 1,109.7 | 132.3  | 188.6  | 305.4  | 357.1  | 1,699  |

## Five Year Financial Projections (FYFP) 2023-2024



| 25,265.0 | 25,265.0                                    | 24,825.0  | 23,175.0  | 22,075.0  | 21,525.0  |
|----------|---|---|---|---|---|
|          |   |   |   |   |   |
| 2,076.0  | 2,383.4                                     | 2,368.5   | 2,427.7   | 2,488.4   | 2,544.4   |
| 42.8     | 45.0  | 45.0  | 45.0  | 45.0  | 45.0  |
|          |   |   |   |   |   |
| 40.0     | 40.0  | 40.0  | 40.0  | 40.0  | 40.0  |
| 1,028.6  | 1,543.9                                     | 1,333.5   | 1,474.9   | 980.5   | 642.6   |
| 491.0    | 711.4                                       | 765.4   | 743.0   | 795.0   | 509.5   |
| 1,397.6  | 2,024.8                                     | 2,178.3   | 2,114.6   | 2,262.7   | 1,450.3   |
|          | 2,076.0<br>42.8<br>40.0<br>1,028.6<br>491.0 | 2,076.0 2,383.4<br>42.8 45.0<br>40.0 40.0<br>1,028.6 1,543.9<br>491.0 711.4 | 2,076.0         2,383.4         2,368.5           42.8         45.0         45.0           40.0         40.0         40.0           1,028.6         1,543.9         1,333.5           491.0         711.4         765.4 | 2,076.0         2,383.4         2,368.5         2,427.7           42.8         45.0         45.0         45.0           40.0         40.0         40.0         40.0           1,028.6         1,543.9         1,333.5         1,474.9           491.0         711.4         765.4         743.0 | 2,076.0         2,383.4         2,368.5         2,427.7         2,488.4           42.8         45.0         45.0         45.0         45.0           40.0         40.0         40.0         40.0         40.0           1,028.6         1,543.9         1,333.5         1,474.9         980.5           491.0         711.4         765.4         743.0         795.0 |

| Estimated decarbonisation cost indicator | No |  |
|--|----|--|
| Estimated decarbonisation cost (£'000)   | -  |  |



#### **TRENDS & COMPARATORS**

| RATIOS                                    | Year -2                               | Year -1  | Year 0   | Year 1   | Year 2   | Year 3   | Year 4   | Year 5   | National |
|---|---------------------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Financial capacity                        | Actual                                | Actual   | Outturn  | Forecast | Forecast | Forecast | Forecast | Forecast | Median   |
| Interest cover                            | 213.1%                                | 310.3%   | 258.043% | 242.520% | 257.744% | 271.807% | 283.037% | 295.769% | 425.2%   |
| Gearing                                   | 526.3%                                | 460.8%   | 374.374% | 326.837% | 285.835% | 249.259% | 218.046% | 185.426% | 44.8%    |
| Efficiency                                |                                       |          |          |          |          |          |          |          |          |
| Voids                                     | 1.7%                                  | 0.7%     | 0.710%   | 0.997%   | 0.998%   | 0.998%   | 0.997%   | 0.998%   | 0.8%     |
| Arrears                                   | 1.7%                                  | 1.4%     | 1.319%   | 1.242%   | 1.206%   | 1.171%   | 1.134%   | 1.105%   | 1.9%     |
| Bad debts                                 | 0.9%                                  | 1.0%     | 0.285%   | 1.009%   | 1.009%   | 1.008%   | 1.009%   | 1.009%   | 0.5%     |
| Staff costs / turnover                    | 22.9%                                 | 19.9%    | 16.882%  | 18.479%  | 17.885%  | 17.826%  | 17.723%  | 17.663%  | 21.0%    |
| Turnover per unit                         | £4,311                                | £4,546   | £5,096   | £5,343   | £5,486   | £5,642   | £5,816   | £5,967   | £5,571   |
| Responsive repairs to planned maintenance | 2.4                                   | 1.8      | 2.2      | 2.1      | 2.2      | 2.1      | 2.2      | 1.6      | 1.6      |
| Liquidity                                 | · · · · · · · · · · · · · · · · · · · |          | I        |          | I        | I        |          |          |          |
| Current ratio                             | 1.1                                   | 0.6      | 1.7      | 1.6      | 1.5      | 2.0      | 2.2      | 2.9      | 1.9      |
| Profitability                             |                                       |          |          |          |          |          |          |          |          |
| Gross surplus / (deficit)                 | 20.1%                                 | 26.0%    | 26.456%  | 22.265%  | 22.436%  | 22.212%  | 22.348%  | 22.484%  | 16.2%    |
| Net surplus / (deficit)                   | 11.5%                                 | 19.8%    | 16.940%  | 12.905%  | 13.377%  | 13.671%  | 14.046%  | 14.566%  | 11.1%    |
| EBITDA / revenue                          | 28.9%                                 | 30.0%    | 28.788%  | 19.593%  | 19.324%  | 20.833%  | 20.594%  | 29.202%  | 28.8%    |
| Financing                                 |                                       |          |          |          |          |          |          |          |          |
| Debt Burden                               | 5.0                                   | 4.7      | 4.2      | 3.9      | 3.7      | 3.6      | 3.4      | 3.2      | 1.7      |
| Net debt per unit                         | £20,729                               | £20,842  | £20,367  | £20,045  | £19,592  | £19,008  | £18,409  | £17,267  | £7,062   |
| Debt per unit                             | £21,460                               | £21,269  | £21,187  | £20,840  | £20,284  | £20,056  | £19,621  | £18,978  | £10,191  |
| Diversification                           |                                       |          |          |          |          |          |          |          |          |
| Income from non-rental activities         | 5.7%                                  | 5.9%     | 8.047%   | 6.951%   | 6.616%   | 6.510%   | 6.391%   | 6.304%   | 17.4%    |
| INDICATORS                                |                                       |          |          |          |          |          |          |          |          |
| Turnover                                  | 10,332.3                              | 11,101.6 | 12,297.0 | 12,898.2 | 13,242.7 | 13,618.9 | 14,040.8 | 14,405.0 |          |
| Operating costs                           | 6,974.2                               | 6,314.8  | 6,868.3  | 7,634.8  | 7,740.0  | 7,924.1  | 8,091.5  | 8,238.6  |          |
| Net housing assets                        | 73,760.0                              | 77,459.1 | 77,528.3 | 78,046.0 | 78,448.8 | 78,626.8 | 78,862.6 | 77,883.6 |          |
| Cash & current investments                | 1,753.5                               | 1,043.1  | 1,977.3  | 1,918.8  | 1,669.5  | 2,530.0  | 2,925.0  | 4,132.2  |          |
| Debt                                      | 51,439.6                              | 51,939.6 | 51,123.6 | 50,307.6 | 48,965.7 | 48,415.1 | 47,364.5 | 45,814.0 |          |
| Net assets / capital & reserves           | 9,440.1                               | 11,044.6 | 13,127.6 | 14,805.2 | 16,546.7 | 18,408.6 | 20,380.8 | 22,479.0 |          |

# Comments

| Page                      | Field  | Comment  |
|---------------------------|--|--|
| SOCI                      | Grants from Scottish Ministers   | Stage 3 Adaptations funding.   |
| SOCI                      | Other Grants   | Community Connectors Grant   |
| SOCI                      | Other income   | £92k gift aid included in year 0.  |
| SOCI                      | Other activity costs   | Factoring activity costs.  |
| SOCI                      | Interest payable and similar charges   | This includes amortisation of loan break costs.  |
| SOCI                      | Other Gains / (Losses)   | Impairment of commercial property values due to market conditions.   |
| SOCI                      | Actuarial (loss) / gain in respect of pension schemes  | Awaiting information for 2023/24 figures - cannot reasonably estimate future years.                                |
| SOFP                      | Net rental receivables   | Assumed similar balances throughout reporting period.  |
| SOFP                      | Other receivables, stock & WIP   | Assumed similar balances throughout reporting period.  |
| SOFP                      | Other short-term payables  | Assumed similar balances throughout reporting period.  |
| SOFP                      | Loans due after one year   | Based on loan repayment profiles agreed with lenders. Loan break cost included.                                    |
| SOFP                      | Grants to be released  | Deferred grant income  |
| SOFP                      | Pension asset / (liability)  | Pension  |
| SOFP                      | Intra Group Receivables - as included above  | Loan to subsidiary - interest only at this time.   |
| SOCF                      | Other non-cash adjustments   | Grant amortisation   |
| SOCF                      | Grants (Repaid) / Received   | Grant income payments received in year   |
| SOCF                      | Debt repayment   | Interest only period until end of year 1. Capital repayments commence year 2.                                      |
| Additional<br>Information | New Social Rent Properties added   | 3 SO buybacks in 2023/24 and 3 private acquisitions.<br>Assume 1 SO buyback in 2024/25 & 1 private<br>acquisition. |
| Additional<br>Information | 'Total cost of new units' / 'Total<br>number of new affordable<br>housing units added during | 3 SO buybacks in 2023/24 and 3 private acquisitions.<br>Assume 1 SO buyback in 2024/25 & 1 private<br>acquisition. |

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|                           | year'  |   |
| Additional<br>Information | Development Assumption   | No further development assumed in our business<br>plan at this time. A few potential sites, all requiring<br>feasibility studies. Current operating environment not<br>ideal (build costs and borrowing costs). |
| Additional<br>Information | Other  | These are SO buybacks - now on social rent basis.   |
| Additional<br>Information | Number of units managed at<br>end of period (exclude<br>factored units)  | 3 SO buybacks in 2023/24 and 3 private acquisitions.<br>Assume 1 SO buyback in 2024/25 & 1 private<br>acquisition.  |
| Additional<br>Information | Social Rent Properties   | 3 SO buybacks in 2023/24 and 3 private acquisitions.<br>Assume 1 SO buyback in 2024/25 & 1 private<br>acquisition.  |
| Additional<br>Information | MMR Properties   | Leased to our subisidary for letting on an MMR basis.   |
| Additional<br>Information | Low Costs Home Ownership<br>Properties                                   | 3 SO buybacks in 2023/24.   |
| Additional<br>Information | Number of units owned at end of period                                   | 3 SO buybacks in 2023/24 and 3 private acquisitions.<br>Assume 1 SO buyback in 2024/25 & 1 private<br>acquisition.  |
| Additional<br>Information | Other public subsidy   | Private acquisitions funded by GCC  |
| Additional<br>Information | Cash reserves  | SO Buybacks   |
| Additional<br>Information | Rent increase - Margin above<br>General Inflation (%)                    | 7% 2023/24 & average of 5.4% 2024/25. 1% above inflation assumed for following 13 years of business plan, reverting to inflation only thereafter.   |
| Additional<br>Information | Employers Contributions for pensions (%)                                 | Moved to SHAPS DC scheme from April 2023.   |
| Additional<br>Information | SHAPS Pensions deficit contributions (£'000)                             | Last paid September 2022.   |
| Additional<br>Information | Minimum headroom cover on<br>tightest interest cover<br>covenant (£'000) | Currently being renegotiated with RBS with aim of<br>removing major repairs add-back from year 1<br>onwards. Positive discussions to date. These<br>projections include full planned investment                 |

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|                           |   | programme, including latest stock condition survey<br>(completed over 2023/24). Restrictions were made in<br>previous years to get plan to 'stack-up'.  |
| Additional<br>Information | Minimum headroom cover on<br>tightest gearing covenant<br>(£'000)     | Amounts in line with expected loan drawdowns.   |
| Additional<br>Information | Minimum headroom cover on<br>tightest asset cover covenant<br>(£'000) | Amounts in line with expected loan drawdowns.<br>Updated valuation of stock completed in December<br>2023.  |
| Additional<br>Information | Full time Equivalent Staff Curr<br>Year                               | Vacancies in 2023/24. Two new posts in structure<br>following staffing review: Welfare Rights Assistant<br>and Energy Advisor. 45 FTE budgeted from 2024/25<br>onwards.   |
| Additional<br>Information | EESSH Revenue Expenditure<br>included above                           | EPC's & fees  |
| Additional<br>Information | Estimated decarbonisation cost  | Assuming this means replacement of fossil fuel heat<br>sources with renewable or low carbon heating. We<br>have included spend on building fabric energy<br>efficiency works in figures above. We are focussed<br>on building fabric improvements, rather than<br>replacing heating systems at this time. |