

KPI Analysis

Which clients use what?



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in partnership**

Types of KPIs

- Discounted
- Loan Service
- Return
- Sense check
- JV
- (Ignore)



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Discounted KPIs

NPV Surplus

- To project completion
- To project start
- To earliest first let/sale

IRR

- To completion or start

EUV or PV of Net Rent

Others – NPV per unit



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Loan Service KPIs

- Break Even
- Payback
- Yield
- Subsidy
- Peak Debt
- Peak Debt Year
- Cover
- Surplus



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Return KPIs

- Profit
- Profit Margin
- ROI /ROCE



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Sense Checks

- Cost to Value
- Cost per M2
- Cost per unit
- Cost per person



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JVs and Ignores

- Calcs or costs split 50/50
- Outturn interest (prior to Pamwin saving it)
- Discount rates and periods, or other reporting data



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Totals from 29 clients

- 270 measures used
- Average of 9 KPIs
- Median of 8 KPIs
- Min – 4 KPIs
- Max – 39 KPIs

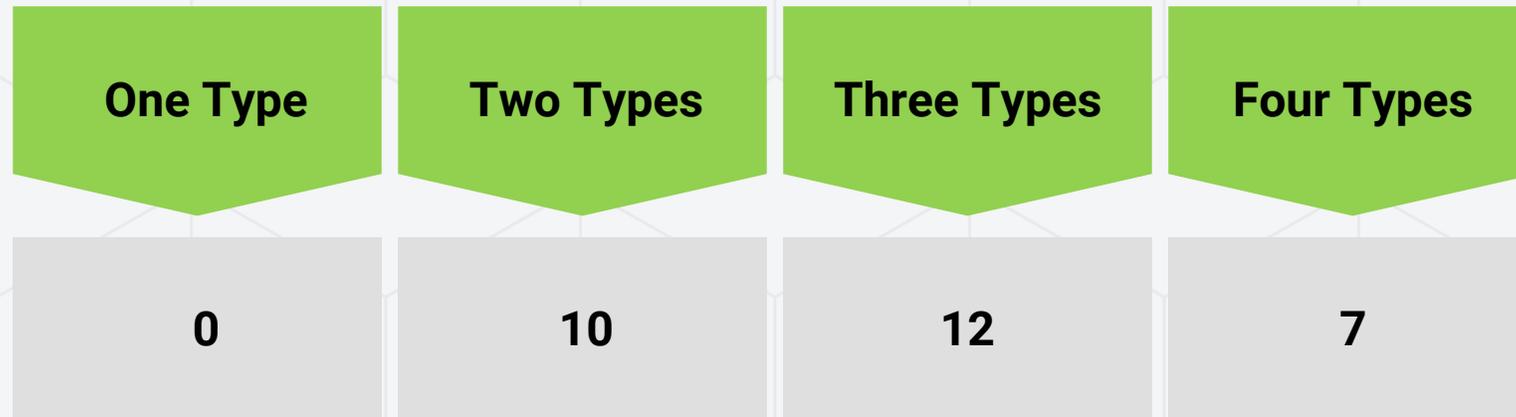


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Breakdown by type

	Discounted	Loan Service	Return	Sense Check	JV
Total	29	27	12	16	2
%	100%	93%	41%	55%	7%

Split of KPIs



Discounted

	NPV	IRR	EUV
Total	28	25	5
%	97%	86%	17%

- Completion – 24
- Start – 2
- Both - 2
- First let - 1

Loan Service

	Break Even	Payback	Yield	Subsidy	Peak Debt	Year PD	Cover	Surplus
Total	12	23	8	12	10	5	4	3
%	41%	79%	28%	41%	34%	17%	14%	10%



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Return

Margin	Profit	ROI/ROCE
12	3	2
41%	10%	7%



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Sense Check

Cost to Value	Cost M2	Cost per unit	Cost per person
14	2	2	1
48%	7%	7%	3%



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