

Code	Indicator Name	19/20 Q4 YTD Value	20/21 Q4 YTD Value	21/22 Q4 YTD Value	22/23 Q4 YTD Value	22/23 Q4 YTD Target	22/23 Q4 Business Manager Comments
ARK001	Total legal completions	New for Q4 21/22	New for Q4 21/22	New for Q4 21/22	Annual Indicator	Annual Indicator <i>Target will be added when appropriate*</i>	47 legal completions to date as at end March 2023. - Note at this point we have no stock plots and the differential between legal completions and units delivered is down to getting legal completions across the line with customers over the next few weeks after Q4.
	Financial return on investment	New for Q2 22/23	New for Q2 22/23	New for Q2 22/23	Annual Indicator	<i>Target to be added by finance</i>	New indicator. To be reported from Q1 23/24.
ARK002	Number of units delivered	New for Q3 21/22	New for Q3 21/22	New for Q3 21/22	55	<i>Target will be added when appropriate*</i>	55 plots completed by the end March 2023 against the original 87 programmed to be completed at this point in the Robert Woodhead contract programme. Progress was impacted by the decision of Robert Woodhead Construction to cease trading on the 14.09.22 and enter liquidation. Arkwood secured a new contractor and work re-commenced late 2022, with the delay extending the target completion date for all units until late summer 2023.
ARK003	Plots commenced	New for Q3 21/22	New for Q3 21/22	New for Q3 21/22	87	<i>Target will be added when appropriate*</i>	We have commenced construction on 87 units against a target of 87 units at this point in the contract programme. No change since quarter 3.

*There are currently no targets against Arkwood's performance indicators as the company recovers and readjusts. New targets will be set by the 23/24 Business Plan.

Comment on performance in quarter four

Following the liquidation of Robert Woodhead Construction (RWL) in September 2022, Arkwood worked swiftly to negotiate a new contractor solution, Oakworth Construction, who recommenced all works by late November 2023. This has led to a revised programme for completion, due to works involved in migrating legal agreements with utility companies from RWL to Oakworth and the re-procurement/remobilisation of the supply chain, some of which would not be returning due to the financial losses incurred from RWL's liquidation. RWL were on a fixed price contract, therefore as expected the revised sum for picking up another contractor's completions has increased the original build cost significantly. This is largely as a result of new costs being inflated to current market rates, having to secure some replacement sub-contract companies into the supply chain and the extended contract period leading to additional overhead and preliminary charges. However, despite the increased costs, Arkwood are still anticipating a gross profit from the scheme well in excess of £2m and significantly above the original viability forecast profit of circa £1.96m, which in the circumstances represents a very positive outcome.

Progress with Oakworth to date has been satisfactory, with units now being completed and handovers to customers taking place in the last quarter following a period of delay due to RWL's liquidation. Sales continue to be secured and through the prompt actions of reprocurring a partner swiftly and good/regular communications with our customers,

we have kept the expected loss of sales due to the delays down to a minimum. The nett sales position during the last quarter meant that current sales completed or secured remains at 65 units. Although this only represents a holding position on the last quarter outturn, is again a very positive outcome in the circumstances, particularly as some customers have seen their home completions and expected move dates being delayed by several months.