



LANDCOM

Registration of Interest

**Sydney Metro Northwest Places Program
Norwest**

**Part Lot 101 in DP 1181138
Brookhollow Avenue, Baulkham Hills
Norwest Business Park
New South Wales, Australia**

1. INTRODUCTION

On behalf of Sydney Metro (**the Vendor**), Landcom is seeking Registrations of Interest (**ROI**) from experienced developers, tenants or investors to acquire or lease within the development site, being part Lot 101 in DP 1181138 (**Development Site**).

Adjacent to the future Norwest Station, part of Sydney Metro Northwest, and at the heart of the existing Norwest Business Park, this Development Site of approximately 9,000m² will have exceptional access to public transport and major businesses.

This is a great opportunity to build a landmark development that demonstrates design excellence, in an evolving business park.

The Development Site is currently zoned B7 (Business Park) with a Floor Space Ratio (FSR) of 1:1. Landcom is preparing a Planning Proposal for the Development Site to accommodate up to 54,000m² (subject to approvals) of non-residential Gross Floor Area (GFA).

2. About Sydney Metro Northwest Place Program

Sydney Metro is working with Landcom, the NSW Government's land and property development organisation, to plan new places for communities to live, work, shop and relax – with the easy convenience of Sydney Metro stations right nearby. Norwest Station is one of eight new stations along Sydney Metro Northwest.

The NSW Government is currently delivering Sydney Metro, Australia's biggest public transport project. The first stage is Sydney Metro Northwest. When metro services start in the first half of 2019, customers won't need timetables – they'll just turn up and go with a train every four minutes in the peak.



Sydney Metro is Australia's biggest public transport project

Maps in this document are indicative only. Every effort has been made to ensure that the details on maps were accurate at time of publication, however neither Sydney Metro nor Landcom can accept any responsibility for any errors or omissions.

3. Purpose of this ROI

The purpose of this ROI is for Landcom and the Vendor to engage with potential developers, tenants and investors to identify purchasing or leasing interest in the Development Site.

The ROI process will be managed by Knight Frank as Landcom and the Vendor's exclusive marketing agent.

Landcom and the Vendor reserve the right to amend the process set out in this ROI by written notice to respondents (**Respondents**).

Neither Landcom nor the Vendor are obliged to:

- proceed with any responses to this ROI; or
- call for the submission of proposals, expressions of interest or any other divestment process from any Respondents, or at all.

The ROI closes at **5.00 pm AEST on Thursday 25 October 2018 (Closing Time)**.

4. OBJECTIVES

- To deliver an A-Grade commercial office building(s) and complementary uses attracting large businesses.
- To create a local centre with a variety of non-residential uses and demonstrate commitment to design excellence and high sustainability standards.
- To strengthen the Norwest Business Park by increasing job supply, and by creating a business destination in Sydney's north west.
- To activate the Norwest Station precinct with an inviting public domain, retail spaces and pedestrian site links.
- To deliver best practice, transit oriented development including excellent walkability and integration of public transport.
- To create a vibrant public realm focused around the new Norwest Station.

5. SITE LOCATION



Norwest Business Park is approximately 8km north of the Parramatta CBD and 25km north west of the Sydney CBD. It is in close proximity to the M2 and M7 motorways, providing great access to Sydney CBD and other major commercial centres.

The Development Site is conveniently situated in the heart of the Norwest Business Park, immediately adjacent to the new Norwest Station and approximately 100m from Norwest Markettown Shopping Centre.

6. VISION



6.1 Vision

The vision is for a vibrant place with a range of non-residential uses that creates a new benchmark for transit oriented development and is a great place to work, visit and shop. The proximity of Norwest Station, part of Sydney Metro Northwest, will offer great amenities and convenient services for employees, visitors and metro customers. A convenient pedestrian link beneath Norwest Boulevard provides an easy connection to Norwest Marketown Shopping Centre.

Easy connections will integrate this Development Site to existing and future surrounding communities and local attractors, including Castle Towers at Castle Hill and the planned Bella Vista and Hills Showground precincts.

This development will become an essential part of the future of the Norwest precinct, offering a range of commercial workspaces, open spaces and entertainment destinations for community enjoyment.

A well-defined public domain, which could include pedestrian links, laneways and public plazas, will enhance the amenity and accessibility of the place.

The range of non-residential uses proposed for this Development Site includes:

- A-grade corporate office space
- commercial strata units
- hotel and/or serviced apartments
- co-working facilities
- childcare facilities
- convenience retail/food and beverage.

6.2 Project Delivery Requirements

The Vendor and Landcom seek to activate the station precinct via the delivery of a new non-residential development at the earliest opportunity.

The successful purchaser will commit to:

- milestone dates for the lodgement of a Development Application and substantial commencement of the Development Site; and
- sustainability targets and goals.

The proposed delivery timeframe and ability to commit to agreed milestone dates will be a key consideration in selection of the successful proponent in future stage(s) (such as Expressions of Interest and/or Invitation to Tender).



7. HIGHLIGHTS

7.1 Local Context

The Development Site is zoned B7 Business Park. The objectives of this zone are:

- to provide a range of office and light industrial uses
- to encourage employment opportunities
- to enable other land uses that provide facilities or services to meet the day to day needs of workers in the area
- to make provision for high technology industries that use and develop advanced technologies, products and processes.

Approximately 20,000 employees work within Norwest Business Park, with over 400 companies located within the precinct.

Current high profile multinational corporations within Norwest Business Park include:

- Woolworths
- IBM GSA
- B.Braun
- ResMed.

7.2 Facilities and services

This Development Site is adjacent to Norwest Station, which will open in the first half of 2019. The site is conveniently connected to the M2 and M7 motorways via Norwest Boulevard and Old Windsor Road.

Norwest Business Park offers a range of high quality commercial spaces, facilities and support services including:

- Norwest Marketown Shopping Centre
- Novotel Sydney Norwest and Adina serviced apartments
- Dining options including Bella Vista Hotel and restaurants throughout the precinct
- Norwest Private Hospital and the Hospital for Specialist Surgery.

7.3 Major employment hub

Norwest Business Park has the potential to be the main employment centre in Sydney's North West Priority Growth Area of an integrated precinct incorporating a wide range of business, leisure and residential uses accommodating over an estimated 20,000 employees, with plans to expand capacity to over 35,000 employees.

The largest employment industries are professional, scientific and technical services and this sector is expected to make the greatest contribution to jobs growth over the next twenty years. The forecast employment profile for the area suggest there will remain a need to accommodate a large number of new jobs in existing industries in the future as well as financial and insurance services.

By 2036, there is expected to be an additional 18,000 residents within the local area, generating additional demand for local business services. It is anticipated that the opening of Sydney Metro Northwest in the first half of 2019 will attract businesses due to the accessibility of the CBD and other

centres from the Norwest Business Park, and may attract businesses with employees from further afield that can rely on public transport networks.

8. PLANNING APPROVAL PATHWAY

Landcom on behalf of the Vendor, will lodge a Planning Proposal with The Hills Shire Council. The expected lodgement of this Planning Proposal is late 2018 to early 2019.

Development site	Site area	Zoning	Current FSR	Proposed FSR	Proposed GFA	Current height	Proposed height
Part Lot 101 in DP1181138	9000m ²	B7 Business Park	1:1	Up to 6:1	54,000m ²	29m (approx. 8 storeys)	22-29 storeys

**Figures in the above table are approximate and subject to approvals.*

9. ROI PROCESS

This ROI process is intended to gauge the interest of developers, tenants and investors to identify information in relation to the sale and development of this prime opportunity at Norwest Business Park.

Following the receipt of the registered interests, Landcom and the Vendor may seek further formal interest and/or submissions to participate in any further stage for the sale and development of this Development Site.

Information submitted in response to this ROI will be used for the purpose of identifying potential developers and tenants as referred to above and will not become publically available, without the consent of the Respondent.

The Registration of Interest closes **5.00 pm AEST on Thursday 25 October 2018.**

<u>Description</u>	<u>Timeframe</u>
Registration of Interest (ROI)	4 October 2018 - 25 October 2018
Planning Proposal lodgement	Between late 2018 and early 2019
Planning Proposal determination*	Late 2019
EOI and/or ITT process	2019
Settlement*	2020 - 2021

**Dates are indicative only*

This Development Site is currently being used to assist with construction of Norwest Station, part of Sydney Metro Northwest.

10. RESPONDING TO THE ROI

10.1 Submissions

Respondents are required to complete the Registration Form – Respondent Details. Additional company information may be included as an attachment.

Respondents are required to submit an electronic version (PDF) to the appointed marketing agent:

Knight Frank Australia
Level 2
91 Phillip Street
Parramatta NSW 2150
Email: Wally.Scales@au.knightfrank.com

Submissions should be received by Knight Frank no later than **5.00 pm AEST on Thursday 25 October 2018**.

10.2 Enquiries

For further information please contact:



Wally Scales
Director, Metropolitan Sales
M: 0418 438 973
E: Wally.Scales@au.knightfrank.com

Mark Litwin
Associate Director, Metropolitan Sales
M: 0415 742 605
E: Mark.Litwin@au.knightfrank.com

Tim Holtsbaum
Director, Site Sales
M: 0498 999 059
E: Tim.Holtsbaum@au.knightfrank.com

Arland Domingo
Director, Metropolitan Sales
M: 0411 620 722
E: Arland.Domingo@au.knightfrank.com

11. GENERAL INFORMATION

11.1 Costs borne by Respondents

Any and all costs and expenses incurred by Respondents in any way associated with the development, preparation and submission of the ROI, including attending meetings and discussions and providing additional information if required, will be entirely borne by the Respondents.

11.2 Discussions with Respondents

Any discussions with potential Respondents during the ROI period cannot be relied upon unless subsequently confirmed in writing by Landcom and/or the Vendor (as relevant).

11.3 Intellectual Property

Landcom and the Vendor are conscious of the need to protect the intellectual and financial property of Respondents. Feedback and commentary that contain elements of intellectual property will be treated with the strictest confidence.

Intellectual property is to be distinguished from confidential information. The entitlement of a person to intellectual property does not depend on secrecy, but consistent with the general obligation of confidentiality, the intellectual property of each Respondent will be kept confidential.

A Respondent should clearly indicate if any part of its ROI constitutes intellectual property, in the sense of property recognised and protected by law. Any claim by a Respondent that information constitutes intellectual property will be assessed and a Respondent may be asked to establish its proprietary interest before the claim is accepted.

11.4 Absence of obligations

- (a) No legal or other obligation will arise between a Respondent, Landcom and the Vendor.
- (b) This ROI constitutes an invitation to Respondents to submit an ROI submission. By this ROI, Respondents are invited to submit an ROI submission but this ROI does not constitute an offer capable of legal acceptance and creates no legally enforceable obligation on, nor is there any contract involving Landcom and/or the Vendor despite any obligation, duty or responsibility whether enforceable or otherwise which this ROI purports to impose on, or is accepted by, Landcom and/or the Vendor and notwithstanding any claim made by any Respondent based upon contract, quasi contract, estoppel, negligence or any statutory or other basis.
- (c) Without limitation, neither the Vendor nor Landcom is liable to any Respondent or applicant on the basis of any contractual, quasi-contractual, restitutionary ground or in negligence as a consequence of any matter or thing relating to or incidental to a Respondent's participation in the ROI process.

11.5 Right to amend process

Landcom and the Vendor reserve the right to amend or terminate the process set out in this ROI by notice in writing to Respondents who have not withdrawn.

Landcom and the Vendor reserve the right to accept responses to the ROI outside of the advertised timeframe by notice in writing to other Respondents.

This ROI is not exclusive and it is not a prerequisite to participating in future ROIs, expressions of interest or any other divestment process in relation to this Development Site.

In addition to its rights set out elsewhere in this ROI document, Landcom and the Vendor may at any time and without giving reasons:

- (a) extend the Closing Time at any time before the Closing Time by notice to potential Respondents;
- (b) request any Respondent to submit an offer;
- (c) amend, suspend, discontinue or terminate the process set out in this ROI document by notice in writing to one or more Respondents;
- (d) provide additional information or clarification to Respondents;
- (e) not proceed with this ROI, in the manner set out in this ROI document, or at all;
- (f) not proceed with a further stage;
- (g) accept or reject any ROI submission which:
 - (i) is late;
 - (ii) is in any way incomplete or irregular;
 - (iii) does not comply with any requirements of this ROI document,

and the Vendor and Landcom's decision to exercise any or none of the rights in this ROI document is final, and neither the Vendor nor Landcom will be liable to a Respondent because the Vendor and Landcom have exercised any or none of its rights contained in this ROI document.

Landcom and the Vendor may exercise their rights in this clause 9 with respect to multiple Respondents at the same time.

11.6 Disclaimer

Respondents must rely on their own investigations and satisfy themselves in relation to all aspects of the project and this ROI. The Vendor and Landcom's respective employees, officers and consultants are not liable for any incorrect or misleading information or failure to disclose information whether in connection with this document or at any other time.

Landcom and the Vendor reserve the right to review and change the information contained in this document by notice in writing to Respondents who have not withdrawn.

While the information in this ROI has been formulated with all due care, neither Landcom nor the Vendor warrants or represents that any information provided to Respondents is free from errors or omissions. Respondents must form independent judgments about any information in this ROI and make their own enquiries.

The information is made available on the understanding that Landcom and the Vendor, and Landcom's personnel will have no liability (including liability by reason of negligence) for any loss, damage, cost or expense incurred or arising by reason of any person using or relying on the information and whether caused by reason or any error, omission or misrepresentation in the information or otherwise.

11.7 Discretion of Landcom and the Vendor

Landcom and the Vendor may exercise any power, right, discretion or remedy (however described) under this ROI, in their absolute discretion, unless this ROI document expressly contemplate otherwise.

Landcom and the Vendor reserve the right to accept an ROI submission that is not in accordance with this ROI document.

11.8 Governing law and jurisdiction

This document is governed by the law of New South Wales. Each Respondent irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of New South Wales.

12. REGISTRATION

Registration Form – Respondent Details

Name of Respondent/ Organisation _____

ACN / ABN _____

Address _____

Contact person _____

Phone _____

Email _____

What is your primary interest? Investor/Owner Developer Tenant
(please tick one)

Do you consent for your details and the details of your response to this ROI to be disclosed in a future EOI/ITT?

Please provide your indicative proposal for this Development Site:

Land Use	GFA (and rooms where applicable)	Car Parking Rates	Floor Plates	Delivery Timeframe
Corporate Office				
Commercial Strata				
Retail				
Hotel or serviced apartments				
Other (please specify)				

Please supply a brief summary of relevant project experience (if any) and attach any supporting information including company brochure and capability statement

Please provide any further information or comments in relation to your interest, proposal or vision for this Development site:

Executed by _____ in accordance with
Section 127 of the *Corporations Act 2001*

Signature of director

Signature of director/company secretary
(Please delete as applicable)

Name of director (print)

Name of director/company secretary (print)

or

Executed by _____ in accordance
with Section 127 of the *Corporations Act 2001*

Signature of sole director and sole company
secretary

who states that he or she is the sole director and
the sole company secretary of the company.

Name of sole director and sole company
secretary (print)