



Invitation to Tender

Hills Showground Precinct East,
3 Andalusian Way, Castle Hill, NSW 2154

**SYDNEY METRO
NORTHWEST
PLACES**

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All sizes and measurements in this Invitation to Tender are approximate only and Respondents should make and rely on their own enquiries as to the accuracy of the sizes and measurements.

No information, disclaimer, statement of rights or obligations or any other limitation or restriction contained in this Invitation to Tender is intended to inform, or should be read as informing, any person of their legal rights in respect of the information contained in this Invitation to Tender.

Respondents must seek their own personal legal, financial and other advice, and must rely entirely on their own enquiries about all aspects of this project and Invitation to Tender including whether and how to participate and the likely outcomes and effects.



Hills Showground Station Precinct will be a thriving local mixed-use centre; a walkable, lively place with easy access to the metro and the cultural and recreational activities at the Castle Hill Showground.

There will be diverse housing for people with different lifestyles, and green open spaces that encourage people to connect with the views over Cattai Creek and the wider Garden Shire.

Hills Showground Precinct East (The Site) is the largest site in the Hills Showground Project. The site will provide the opportunity for a green, leafy residential community that caters for a broad demographic through a diverse range of housing choices and new public domain areas including a new neighbourhood park.

There are two other sites within the Hills Showground Station Precinct:

- The Doran Drive Precinct, we have appointed Deicorp to develop the site; which will include new homes, a plaza, commercial, retail and community space; and
- Hills Showground Precinct West, which will include new homes, commercial and retail space.



Parramatta

The Site

Hills Showground Station

Image should be used for location purposes only.
Changes to surrounding sites over time should be confirmed by a site and location inspection.

Overview

Landcom on behalf of the vendor, Sydney Metro, is seeking respondents to our Invitation to Tender (ITT) to acquire a high density site located at 3 Andalusian Way, Castle Hill.

Respondents should demonstrate commitment to delivering best practice transit-orientated development that includes affordable and diverse housing.

The Site has a total land area of approximately 27,298m². A State Significant Development Application concept masterplan has been approved by the Department of Planning and Environment, which secured concept approval for a maximum residential gross floor area (GFA) of approximately 86,275m². The maximum building height across the site is 52m. The concept masterplan supports an indicative yield of 873 dwellings. Within this yield there will be a requirement to provide a minimum 5% Affordable Housing, managed or owned by a Registered Community Housing Provider for a period of 10 years.

As part of this ITT we are inviting Respondent(s) to:

- 1 Prepare a financial offer for the Site in line with the proposed sales structure and terms.
- 2 Commit to the concept design (including sustainability and affordable housing targets) as per the approved development applications, placemaking and public art criteria.

ITT submissions must be made via Landcom's Tender Portal at tenders.landcom.com.au. You can register for the portal at tenders.landcom.com.au/register.

A full copy of the Response must be received by **12pm on Friday, 3 March 2023 AEDT**. Only electronic submissions in a format that is accessible and readable by either Microsoft Office or Adobe Acrobat will be accepted.



Proposed precinct East Park as per the approved development application (JPZ/988/2022). Artistic impression and subject further detailed design and approval.

Site information

Address	3 Andalusian Way, Castle Hill, NSW 2154
Legal description	Proposed Lot 1 in DP1247438 being part of Lot 56 in DP1253217
Land area*	Approximately 27,298m ²
Maximum residential Gross Floor Area (GFA): **	86,275m ²
Zoning	R1 General Residential and SP2 Infrastructure***
Indicative maximum yield:	873 dwellings
Maximum Floor Space Ratio (FSR):	3:1
Maximum Height of Building (HOB):	52m
Consent authorities:	Minister for Planning in respect to subsequent detailed design State Significant Development Applications. The Hills Shire Council in respect to any other subsequent stage of development with a capital investment value less than \$30 million, or which is development solely for the purposes of the creation of new roads, subdivision and recreation areas where that stage of development ceases to be State significant development is to be determined by the relevant consent authority being, The Hills Shire Council and/or Sydney City Central Planning Panel).
Local Government Area (LGA):	The Hills Shire
Contribution plan:	The Hills Contribution Plan No.19 – Showground Station Precinct (11 Sept. 2018)
Local Environmental Plan (LEP):	The Hills LEP 2019
Development Control Plan (DCP):	The Hills DCP, Part D Section 19 – Showground Station Precinct 2012
Goods and Services Tax (GST):	The site is subject to GST
Indicative timing to enter into transaction documents:	FY23
Indicative timing for site settlement:	Single stage settlement in FY24 or tranche settlement in FY24 and FY25
Method of sale:	Invitation to Tender (with possible Best and Final Offer)
Vendor's selling agents	Knight Frank Australia Grant Bulpett, Head of Investment Sales p: +61 415 558 226 e: Grant.Bulpett@au.knightfrank.com Mark Litwin, Director, Investment Sales, Western Sydney p: +61 415 742 605 e: Mark.Litwin@au.knightfrank.com Dominic Ong, Partner, Head of Asian Markets p: +61 468 969 298 e: Dominic.Ong@au.knightfrank.com
Landcom's tender portal	tenders.landcom.com.au

* All sizes, areas and measurements are approximate.
**The following Gross Floor Area (GFA) is allocated as part of the approved concept SSDA (SSD-9653).
*** The final setback shown as SP2 land along Showground Road is subject to TfNSW and consent authority determination.

The opportunity

Objectives



Design

To deliver against the objectives and vision for the Hills Showground Station Precinct, as set out in the approved concept. The detailed design must comply with the controls set out in the Urban Design Guidelines as approved in the concept State Significant Development Application (SSD-9653).



Open space

To deliver quality open space including public local park (minimum 3,200m²) for passive and active community use, and publicly accessible pedestrian link.

The Precinct East Park design, including the integration of permanent public art and interpretive elements that honour the Aboriginal cultural heritage should align with the approved Development Application (988/2022/JPZ).



Housing choice

To deliver housing diversity, affordability, and innovation to provide greater housing choice and meet the needs of the local community, now and in the future.



Placemaking

Deliver an integrated placemaking program from settlement that supports the transition of the place to a vibrant, healthy and thriving community.

At a minimum, in accordance with SSD-9653, public art is required to adhere to the Sydney Metro Northwest Places Public Art Guidelines and is identified in two potential locations within the Hills Showground Precinct East - one within the local park and one within the publicly accessible pedestrian link.

In addition to this, public art on vinyl banners on at least 50% of content along Showground and Carrington Roads will be required and must be in accordance with the Sydney Metro Northwest Places Requirements for Content Displayed on Fencing, Hoarding and Billboards. Placemaking will be in accordance with the tender submission and should include timeframes which compliments the Sydney Metro Places Placemaking Framework.



Affordable Housing

To deliver a minimum 5% Affordable Housing that is targeted to very low-, low- and moderate-income earners, in line with the definition within State Environmental Planning Policy (Affordable Rental Housing) 2009 and Landcom's Housing Affordability and Diversity Policy.

Planning Approvals

Approved by Minister for Planning

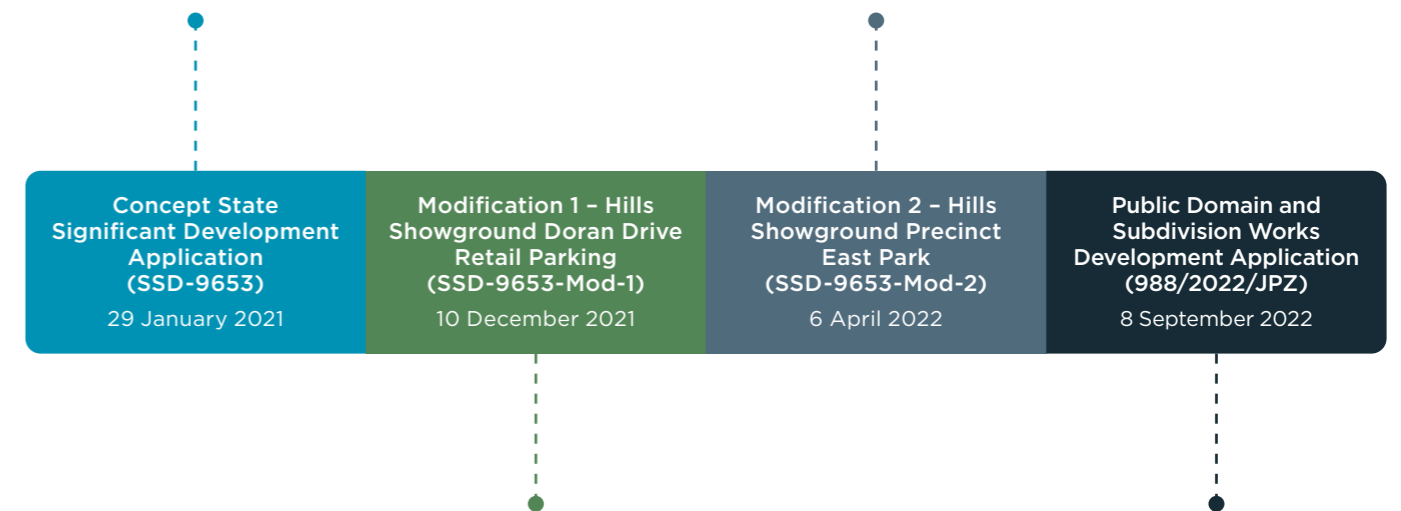
The approved concept plan in the SSDA for the Hills Showground Precinct East shows a residential gross floor area of approximately 86,275m² or an indicative maximum yield of 873 dwellings. The Urban Design Guidelines (UDG) provides the framework for the vision and objectives of the Precinct and acts as a site-specific Development Control Plan.

Subsequent detailed design stages must respond to the UDG, and the building envelopes as approved under the SSD-9653*, and other relevant certifications. Respondent(s) should rely on their own investigations to confirm the potential development options.

Approved by Minister for Planning

The modification application sought consent:

- To reduce the size of the Hills Showground Precinct East Park 'from 3,500m² to a minimum 3,200m².
- To reduce the widths of building envelopes for Buildings J and R.
- To increase the maximum building height of Building J from 40 m (12 storeys) to 44 m (14 storeys).
- To change the design and operation of the new local street proposed for Precinct East; and
- Associated changes to the approved plans and Urban Design Guidelines to reflect the above proposed amendments.



Approved by Minister for Planning

The modification application sought consent:

- To increase the non-residential parking rates within the Doran Drive Precinct.

Approved Sydney Central City Planning Panel

In accordance with the approved concept SSDA, the development application sought consent for:

- Subdivision of 3 Andalusian Way, Castle Hill creating three residential development lot, one open space lot and one lot relating to a future local road.
- Including provision for utility services, demolition and the embellishment of a public domain works.

The purchaser will be responsible for the subsequent detailed design and delivery of works.

* The final setback shown as SP2 land along Showground Road is subject to TfNSW and consent authority determination.



Image should be used for location purposes only. Changes to surrounding sites over time should be confirmed by a site and location inspection.



About Landcom

Landcom is the NSW Government’s land and property development organisation. We are a State Owned Corporation working with government and the private and not-for-profit sectors to deliver exemplary housing projects that provide social and economic benefits to the people of NSW.

Landcom helps the NSW Government achieve its urban management objectives by taking a lead role in improving the supply, diversity and affordability of new housing. Our mission is to create more affordable and sustainable communities.

We aim to create innovative and productive places that demonstrate global standards of liveability, resilience, inclusion, affordability and environmental quality.

We take a lead role in improving the supply, diversity and affordability of new housing in Sydney and NSW. We do this through partnerships with government and the private and not-for-profit sectors to deliver industry-leading urban developments.

We are guided by three strategic directions:



Housing:

Increase affordability, supply and diversity of new housing



Partnerships:

Partner with others to unlock development opportunities and improve delivery



Leadership:

Demonstrate excellence in sustainable development and planning practice

For more information on Landcom please visit www.landcom.com.au

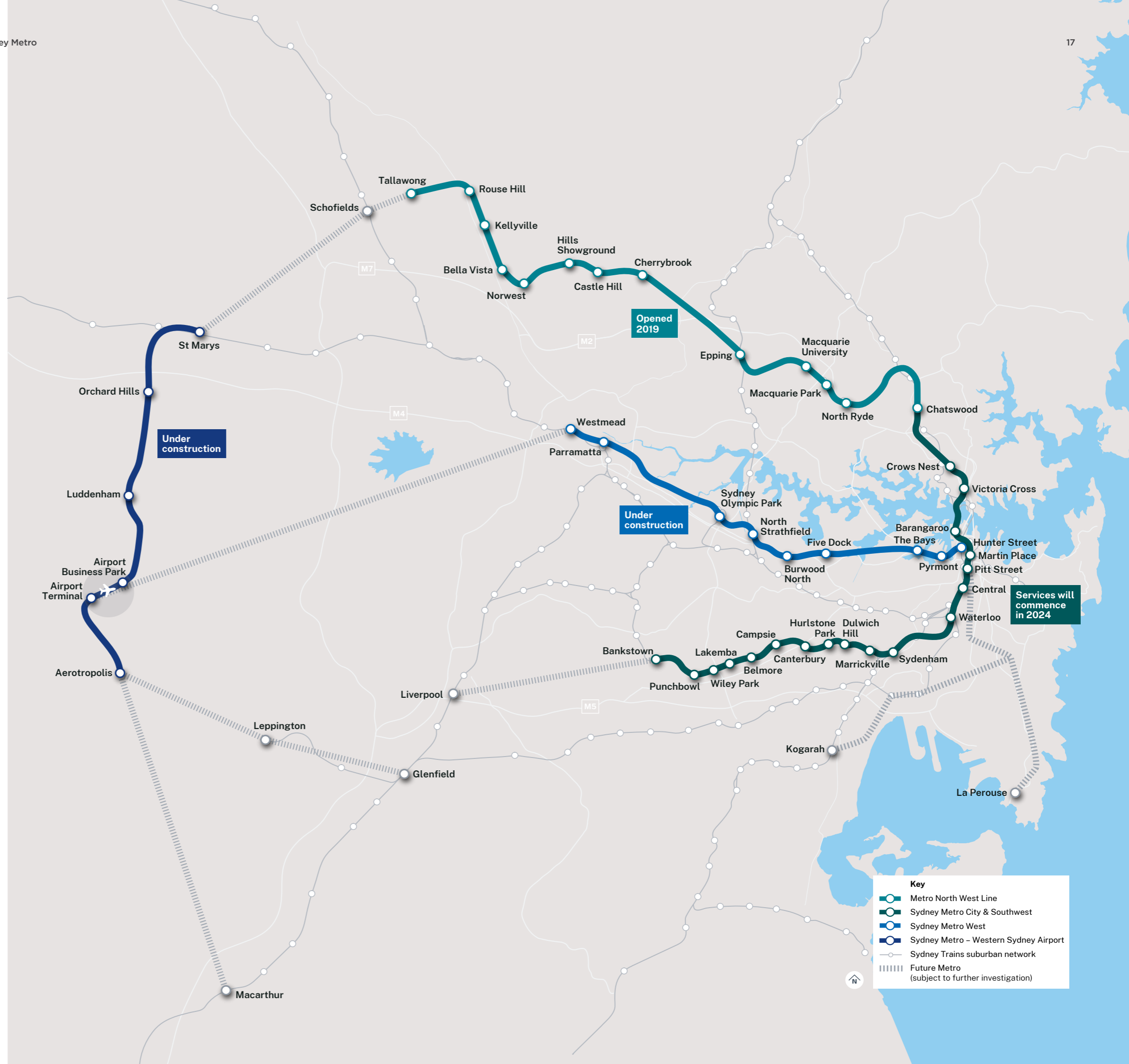
For more information on the Sydney Metro Northwest Places Program visit smnwplaces.com.au



About Sydney Metro

Sydney Metro is Australia's biggest public transport project. In 2030, Sydney will have four metro lines with 46 stations and a 113 kilometre standalone metro railway system.

Sydney Metro will transform Sydney delivering more trains and faster services for customers across the network. Sydney Metro City & Southwest extends the new metro network from the end of the Metro North West Line at Chatswood, under Sydney Harbour, through the CBD, and west to Bankstown.



Sales terms and process

Through the single stage Invitation to Tender (ITT) with a possible Best and Final Offer (BAFO), Landcom and the Vendor intends to appoint a purchaser for the site based on key criteria outlined in the ITT documentation.

Please see Evaluation Criteria on page 22.

Timeline

Question Closing Time	5pm, Friday, 24 February 2023 AEDT or any date extended by Landcom
ITT Campaign	Closing 12pm, Friday, 3 March 2023 AEDT
ITT Assessment Period by Landcom and Vendor	FY23 (indicative)
Entering into Transaction Documents	FY23 (indicative)
Settlement	Single stage settlement in FY24 or tranche settlement in FY24 and FY25 (indicative)

Information package

A significant package of information is provided to assist the Respondent(s) with assessing the potential development options for the site.

Instructions and conditions are set out in the ITT document. Respondent(s) may gain access to the Data Room through a registration process and entry into a Confidentiality and Process Deed Poll.

Enquiries

Please direct all enquiries and requests about the Property, the ITT and generally about the Project via the Q&A facility available in the Data Room.

Contact Knight Frank Australia for registration details.

Grant Bulpett
 Director, Head of Investment Sales, Sydney
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Proposed precinct East Park as per the approved development application (JPZ/988/2022). Indicative artist impression, subject to change and approvals.



Key information

To be read in conjunction with the Market Process Terms and Conditions.

Description	Details
Parties	
Landcom's Representative	Knight Frank – Grant Bulpett, Dominic Ong and Mark Litwin
Landcom's Lawyers	Minter Ellison
Nominated Contact	Landcom - Katrina Lim
Probity Auditor	Procure Group
Land	
Address	3 Andalusian Way, Castle Hill NSW 2154
Legal description	Proposed Lot 1 in DP1247438 being part of Lot 56 in DP1253217 Subject to the timing of the acquisition, please note the following: <ol style="list-style-type: none"> 1. TfNSW propose to acquire Lot 2; 2. If TfNSW acquire Lot 2 before completion of the contract, the title details for the property will be Lot 1 in DP 1274738; 3. If TfNSW acquire Lot 2 following completion, the purchaser (as owner of the land) must do all things to assist with the acquisition / transfer of Lot 2.
Foreign Acquisitions and Takeovers Act 1975 (Cth) (FATA)	
Requirement	The Respondent must provide: <ul style="list-style-type: none"> • a letter from a legal practitioner to Landcom: <ul style="list-style-type: none"> - confirming that FATA does not apply to the Respondent; - advising why the Respondent is exempt under FATA; or - advising why the project is exempt under FATA; or • confirmation from Foreign Investment Review Board that the Respondent can transact under FATA. <p><i>Note: Regulation 31 of the Foreign Acquisition and Takeovers Regulation 2015 (Cth) may apply to this Market Process and the proposed Transaction Document. The Respondent must rely on its own investigations in deciding whether the Respondent requires approval under FATA in connection with the Market Process and the proposed Transaction Document.</i></p>
Response Information	
Question Closing Time	5pm, Friday, 24 February 2023 or any date extended by Landcom
Closing Time	Closing 12pm, Friday, 3 March 2023 AEDT
Deposit	An electronic transfer of the 10% deposit of the nominated purchase price is required upon Exchange by the successful purchaser. Please refer to the ITT document for more information.
Security	Securities (which may include bank guarantee or other forms as appropriate), will be required by the successful tenderer to secure the contractual obligations and milestones.
Submission Instructions	A full electronic copy of the Response must be submitted via Landcom's Tender Portal at tenders.landcom.com.au in a format that is accessible and readable by either Microsoft Office or Adobe Acrobat. You can register for the Tender Portal at: tenders.landcom.com.au/register

Evaluation criteria

In addition to considering the overall value for money of each response. Responses will be evaluation against the following criteria:

Criteria	Criteria Elements
Parties	
Financial Offer	<ul style="list-style-type: none"> • The financial value of the offer. • 10% deposit upon exchange. • Single stage settlement in FY24 or tranche settlement in FY24 and FY25, anything further will be discounted using a Net Present Value and/or risk adjusted for delayed settlement. All offers whereby full price is not paid in FY24, will be discounted back to FY24. • Agreement to performance bond and/or securities.
Risk	<ul style="list-style-type: none"> • An assessment of the Respondent's response to requested acknowledgments set out in the Returnable Schedules. • To provide a letter from a legal practitioner confirming that Foreign Acquisition and Takeovers Regulation 2015 (Cth) (FATA) does/ does not apply. If FATA apply, confirmation from the Foreign Investment Review Board that the respondent can transact, and the likelihood and timing for approval under FATA being granted. • At the discretion of the Evaluation Committee, an assessment of the Respondent's financial capacity to deliver may include engagement of third parties to carry out the detailed financial assessment. • Details of recent experience and relevant project/s including delivered examples of best practice and innovation. • Details of key consultants and experience, and upcoming and ongoing capacity and stakeholder relationships. • Whether the respondent accept the risks identified, their nature and allocation. • The respondent (and guarantors) acknowledge that there is no conflict of interest in the project. • Whether the nature and complexity of the Financial Offer or terms, including the proposed structure of the transaction and any departures proposed to the Transaction Document, alter the risk profile of Landcom and/or Sydney Metro.
Design, Sustainability, Placemaking and Public Art:	<ul style="list-style-type: none"> • Commitment to the project vision and objectives as per the approved concept State Significant Development Application (SSD-9653) and the Public Domain and Subdivision Works Development Application (988/JPZ/2022). • Commitment to achieving sustainability targets in accordance with the SSD-9653 conditions of consent (in particular conditions C10 and C11), including commitment to each of the Ecological Sustainable Development (ESD) Requirements and commitment to the Stretch Goals. • Commitment to the Placemaking, and Public Art objectives which align with the Sydney Metro Northwest Places Placemaking Framework and the Sydney Metro Northwest Places Public Art Guidelines. Including agreeing to print and install public art vinyl banners on at least 50% of content along Showground and Carrington Roads in alignment with the SMNWP requirement for content displayed on fencing, hoarding and billboards.



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Creating more affordable
and sustainable communities

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