



Invitation to Tender

Norwest Station Site -
25-31 Brookhollow Avenue, Norwest 2153

**SYDNEY METRO
NORTHWEST
PLACES**

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Distribution:
Commercial in Confidence

Issued and Authorised By:
Landcom

Cover artwork:
Indicative artist impression, subject to change and planning approvals.

Published by:
Landcom, Sydney, Australia
First published February 2022
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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.

Please note the applicable time zones with respect to each timeframe.



Approximate locations indicated.

Overview

Secure this prime development opportunity next to Norwest Station.

Landcom on behalf of the vendor, Sydney Metro, is seeking responses from experienced developers to our Invitation to Tender (ITT) to acquire a mixed-use commercial development opportunity adjacent to Norwest Station. The Site benefits from unparalleled access to the Metro North West Line, with services every four minutes in the peak in each direction on Australia's first driverless railway.

At the heart of the established Norwest Business Park, the landmark site at 25-31 Brookhollow Avenue, Norwest provides approximately 9,404 m² of developable land and the potential of up to 52,000 m² Gross Floor Area (GFA).

We are inviting Respondent(s) to:

- 1 Prepare a financial offer for the Site in line with the proposed sales structure and terms.
- 2 Demonstrate their development experience and capability.
- 3 Provide evidence they have the financial capacity to undertake and complete the Project.
- 4 Commit to the project objectives.
- 5 Provide a high-level description of their proposed vision and sketch plan for the development of the Site.
- 6 Commit to mandatory development deliverables and demonstrate experience in achieving design excellence, placemaking and sustainability outcomes.

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 17 June 2022 AEST**. Only electronic submissions in a format that is accessible and readable by either Microsoft Office or Adobe Acrobat will be accepted.

Site information

Landcom and Sydney Metro are releasing a mixed use commercial site, where the successful Respondent will have a right to purchase and develop the land subject to satisfaction of milestone events.

Address	25-31 Brookhollow Avenue, Norwest 2153
Legal description	Lot 71 in Deposited Plan 1252765
Method of sale	Invitation to Tender
Norwest site area*	9,404 m ²
Planning proposal	<ul style="list-style-type: none"> The Hills Local Environmental Plan 2019 (Amendment number 23, 2021-803, published 22 December 2021). A mixed-use commercial, retail and hotel development on the site comprising three main buildings with heights up to 11, 23 and 25 storeys. In support of the Planning Proposal, a new section of The Hills Development Control Plan (DCP) 2012 (Part D Section 23 - Norwest Station Site) was also adopted.
Zoning	B7 Business Park
Floor space ratio (FSR)	Part 4.1:1 and part 6.5:1
Maximum height of buildings:	Part reduced level (RL) 135.65 metres (approximately 11 storeys) and part RL 184.25 metres (approximately 25 storeys)
Minimum lot size	3,500 m ²
Additional permitted use	Neighbourhood supermarket, subject to conditions in The Hills LEP 2019
Gross floor area (GFA)**	52,000 m ²
Consent authorities (including but not limited to)	<ul style="list-style-type: none"> The Hill Shire Council Sydney Central City Planning Panel
GST	The sale is subject to GST
Entering into transaction documents	Q3 2022 (indicative)
Settlement of Site	FY24 (indicative)
Method of sale	Invitation to tender
Vendor's selling agents	Knight Frank Mark Litwin, M: +61 415 742 605, E: Mark.Litwin@au.knightfrank.com Wally Scales M: +61 418 438 973, E: Wally.Scales@au.knightfrank.com Grant Bulpett M: +61 415 558 226, E: Grant.Bulpett@au.knightfrank.com
Sales structure	Landcom and Sydney Metro are looking to appoint a successful Respondent to acquire, develop and activate the site. See ITT conditions for further details.

* All sizes, areas and measurements are approximate.

**In accordance with the Urban Design Report prepared by Scott Carver (July 2021).

Norwest Station Site

Norwest Station offers turn up and go metro services for workers and visitors and will support high-density employment opportunities. This landmark development will become an essential part of the future of the Norwest Station Precinct, offering a range of commercial workspaces and open spaces for community enjoyment.

A convenient underground pedestrian link beneath Norwest Boulevard provides an easy connection to Norwest Marketown Shopping Centre. The Metro North West Line provides a connection to local attractions, including Castle Towers at Castle Hill, Rouse Hill Town Centre and future centres at Kellyville, Bella Vista, and Hills Showground precincts.

A high-quality public plaza to be delivered by the successful Respondent will enhance the amenity and accessibility of this place for workers, visitors, and metro customers.

The objectives of the development are to:

- develop the property in a timely manner
- strengthen the Norwest strategic centre by increasing job supply in Sydney’s Northwest
- demonstrate exemplary transit oriented commercial development that sets the benchmark for the next phase in Norwest’s evolution as a vibrant employment based centre
- deliver A-Grade commercial office building(s) that attracts large businesses and complementary retail, commercial and hospitality uses that activate the ground plane throughout the day and night, seven days a week
- deliver a high quality publicly accessible plaza of a minimum 1,000 m2 that integrates with the station plaza, incorporates site specific public art, activates the public domain, and promotes walkability
- deliver design excellence, including a built form appropriate for this landmark site.

Site location

The site’s prime location provides the following opportunities:

- direct access to the new Norwest Station
- a gateway location to the well-established and evolving Norwest Business Park
- part of a strategic centre, with a target of up to 53,000 jobs by 2036.

The site strategically located within the Greater Sydney Commission’s “three cities” with direct metro connections to Macquarie Park and Chatswood and a future direct connection to Sydney CBD (from 2024).

Norwest Business Park overview

The Norwest Business Park is well-established commercial development located in Sydney’s Northwest. It is anticipated commercial development projects in the evolving business park will be in demand given the new transport connections to be provided by Sydney Metro.

Commercial market size (as at December 2017)*	273,000 m2
Strata (as at December 2017)*	146,000m2
Freehold (as at December 2017)*	127,000m2
Vacancy (as at December 2017)*	5%
Major corporate tenants*	Woolworths, B.Braun and ResMed

**Source: SGS Economics and Planning - Norwest Land Use Analysis (2018)*

Employment target summary

Estimate as at 2016	32,400
2036	up to 53,000

Source: Central City District Plan, Greater Sydney Commission 2018



Site boundary is indicative only

The offering

Landcom and Sydney Metro are releasing a mixed-use commercial site, where the successful Respondent will have a right to purchase the land and develop the site subject to satisfaction of milestone events.

This strategic site provides the opportunity to maximise the benefits of the fast and frequent services provided by the Metro North West Line, which opened on 26 May 2019, and the evolving Norwest Business Park.

The site's configuration provides flexibility and opportunities for staged site development to meet market demand.

Site Particulars

Approximate site area	9,404,m2
Zoning	B7 Business Park
Local Environmental Plan	The Hills Local Environmental Plan 2019
Development Control Plan	The Hills Development Control Plan (DCP) 2012 - Part D Section 23 - Norwest Station Site
Local government area	The Hill Shire Council

See ITT conditions for further details.



Indicative artist impression, subject to change and planning approvals



Approximate locations indicated.

About Landcom

Landcom is the NSW Government’s land and property development organisation. We are a State Owned Corporation working with government, 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



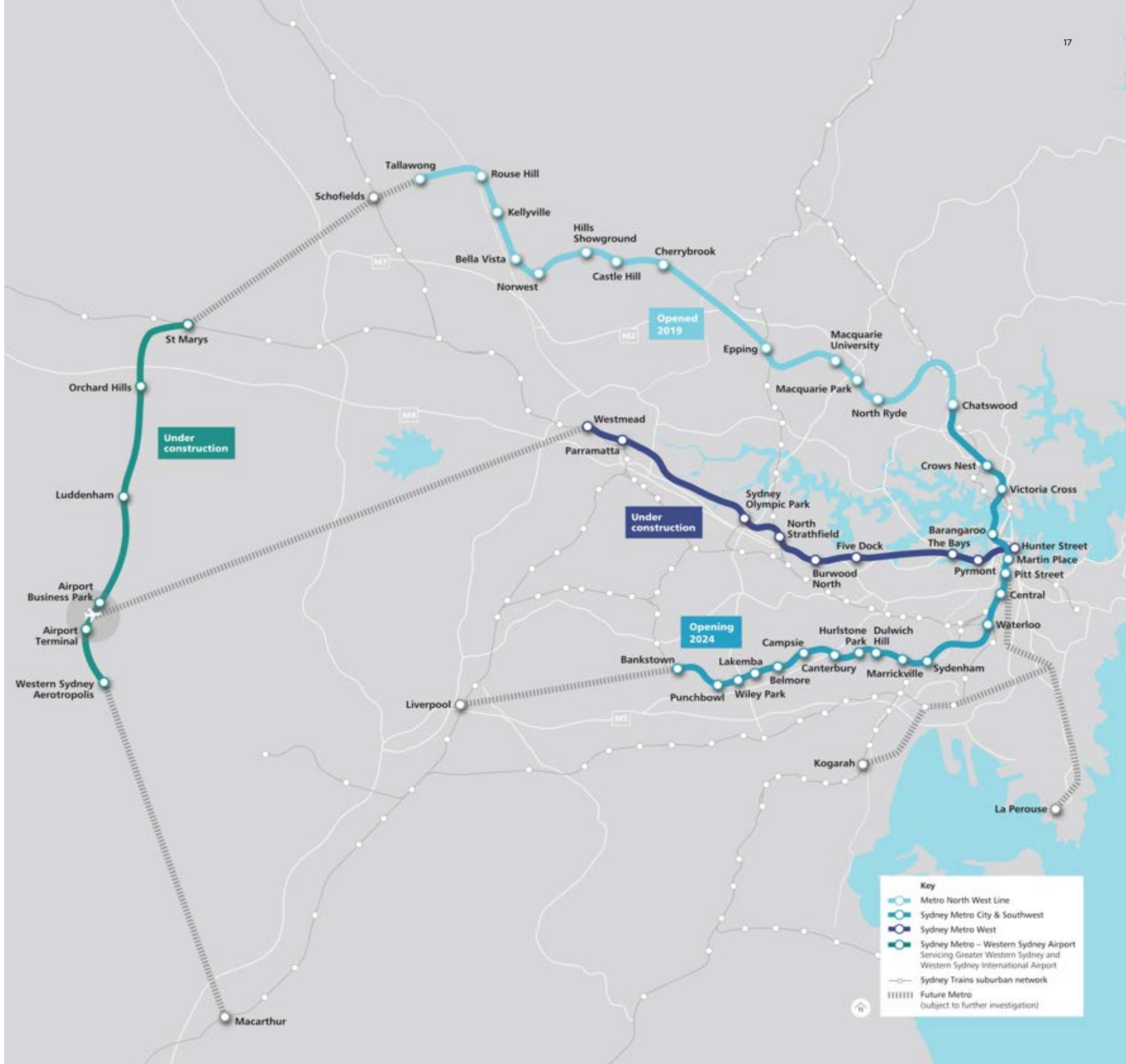
Not a location shot

About Sydney Metro

The NSW Government is modernising Sydney's rail network. Sydney Metro is Australia's biggest public transport project. As a new standalone railway, this 21st century network will revolutionise the way Sydney travels.

Passenger services on the Metro North West Line started in May 2019 between Tallawong and Chatswood, with a metro train every four minutes. Customers can change to Sydney Trains services at Epping and Chatswood.

The Sydney Metro City & Southwest project includes a new 30km metro line extending the metro rail from the end of the Metro North West Line at Chatswood, under Sydney Harbour, through new CBD stations and southwest to Bankstown. It is due to open in 2024 with the ultimate capacity to run a metro train every two minutes each way through the centre of Sydney. Sydney Metro City & Southwest will deliver new metro stations at Crows Nest, Victoria Cross, Barangaroo, Martin Place, Pitt Street, Waterloo and new underground metro platforms at Central Station. In addition, it will upgrade and convert all 11 stations between Sydenham and Bankstown to metro standards.



Infrastructure delivery and planning

Infrastructure delivery

Sydney's new metro network opened in Sydney's north west in May 2019. Customers on the Metro North West Line will have a train every four minutes during peak time in each direction. The project was delivered by Sydney Metro.

At Norwest Station, Sydney Metro delivered:

- the metro station and landscaped station entrance
- retail space at the station entry pedestrian tunnel linking Norwest Station and Marketown Shopping Centre
- transport interchange featuring kiss and ride bays, taxi ranks, bus bays and bicycle parking.

Planning Proposal and pathway

In December 2018, Landcom, on behalf of Sydney Metro, lodged a Planning Proposal with The Hills Shire Council. It sought approval to amend some of the planning controls in The Hills Local Environmental Plan 2019 to realise the vision for the site, including changes to floor space ratios, building heights, minimum lot size and permissible uses.

In December 2021, the Minister for Planning and Public Spaces approved the Planning Proposal, and the Department of Planning and Environment published notification of amendment to The Hills Shire Local Environmental Plan (LEP) 2019 (Amendment 23).

Amendments to the Hills Shire Local Environmental Plan 2019

Amendments to the Hills Shire LEP 2019 include:

- amend the Floor Space Ratio Map from 1:1 to part 4.1:1 and part 6.5:1
- amend the Height of Buildings Map from RL 116 (approx. 8 storeys) to part RL 135.65 (11 storeys) and part RL 184.25 (25 storeys)
- amend the Lot Size Map from 8,000 m² to 3,500 m²
- amend Part 7 to include a new clause within Part 7 and amend the Active Street Frontage Map to identify a requirement for active frontages on the site
- amend Schedule 1 and the associated Additional Permitted Uses Map to permit 'neighbourhood supermarkets' (up to 1,000m²) as an additional permitted use on the site
- No more than the following number of car parking spaces will be provided:
 - (i) for hotel or motel accommodation—1 space for every 4 rooms,
 - (ii) for commercial premises—1 space for every 100m² of gross floor area,
 - (iii) for retail premises—1 space for every 60m² of gross floor area.

Development Control Plan

Council have adopted a new site-specific Development Control Plan (DCP) 2012 (Part D Section 23 – Norwest Station Site). The new site specific DCP covers key matters relating to desired future character and principles, building height, setbacks, active frontages, public domain, solar access and overshadowing, light spill, wind, sustainable design, parking, loading and access.

Urban Design Report

The Urban Design Report prepared by Scott Carver (July 2021), supports the amendments to The Hills LEP 2019. It presents a potential development concept that complies with the proposed planning controls, referred to as the Illustrative Development Concept. The Illustrative Development Concept illustrates a commercial, retail and hotel development comprising three main buildings split across two indicative development areas referred to as Site A and Site B, with a central plaza that integrates the two development areas and station landscape.

Voluntary Planning Agreement (VPA)

A VPA has been registered on title and secures local development contributions. This comprises a 2.5% (Capital Investment Value) monetary contribution and \$1,201,950 of works to be delivered in kind by the future developer (local infrastructure works including public plaza embellishment, right of way and selected local traffic works to Brookhollow Avenue).

Detailed Development Application

Upon entering into transaction documents, the successful Respondent will be required to prepare a development application for the detailed design of the buildings and public plaza, consistent with the approved planning controls and site-specific DCP.

Delivery timing

To promote early activation, Landcom and Sydney Metro expect the successful Respondent to deliver the buildings and public plaza as soon as practical. Milestones and conditions will be documented in the transaction documents.

Overview of planning (indicative)

The successful Respondent will be required to manage the detailed design and approvals, including:

- submitting the DA package to Landcom and Sydney Metro for endorsement
- lodging the DA with The Hills Shire Council and providing Council with information to support the public exhibition and assessment process.





Indicative artist impression, subject to change and planning approvals.

Key sales terms

Through the Invitation to Tender (ITT), Landcom and the Vendor intends to appoint a purchaser for the site based on key criteria outlined in the ITT documentation.

Please refer to the evaluation criteria on page 25 of this ITT.

Sale Process Timeline

Question Closing Time	12pm on 10 June 2022 AEST
ITT Campaign	18 May 2022
ITT Assessment Period by Landcom and Vendor	Q2/Q3 2022
Entering into Transaction Documents	Q3 2022 (indicative)
Settlement	FY24 (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 Site, the ITT and generally about the Project via the Q&A facility available in the Data Room.



Please contact Mark Litwin, Wally Scales or Grant Bulpett from Knight Frank for registration details.

Mark Litwin

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Wally Scales

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Grant Bulpett

M: +61 415 558 226, E: Grant.Bulpett@au.knightfrank.com

Key information

This Information Memorandum is to be read in conjunction with the Market Process Terms and Conditions.

Description	Details
Parties	
Landcom's Representative	Duong Ngo +61 2 9841 8173 dngo@landcom.nsw.gov.au
Landcom's Lawyers	Clayton Utz
Nominated Contact	Mark Litwin, Wally Scales or Grant Bulpett from Knight Frank
Probity Auditor	O'Connor Marsden and Associates
Development Partner	Sydney Metro ABN 12 354 063 515
Land	
Address	25-31 Brookhollow Avenue, Norwest 2153
Legal Description	Lot 71 in Deposited Plan 1252765
Foreign Acquisitions and Takeovers Act 1975 (Cth) (FATA)	
Requirement	<p>The Respondent must provide:</p> <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	12pm 10 June 2022 AEST or any date extended by Landcom
Closing Time	12pm 17 June 2022 AEST
Deposit	A security deposit of 10% of the nominated purchase price is required by the successful tenderer (post negotiation)
Deposit Payment Method	A cheque is payable to Landcom's lawyer - Clayton UTZ (post negotiation).
Submission Instructions	<p>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.</p> <p>You can register for the Tender Portal at: tenders.landcom.com.au/register</p>

Evaluation criteria

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

Part	Criteria	Criteria elements
A	Financial Offer	<ul style="list-style-type: none"> The financial value of the offer. All financial offers will be assessed based on a 12-month settlement period. Accordingly, any financial offers that have a settlement period of more than 12 months, will be discounted using Net Present Value to represent the value based on a 12-month settlement period. Agreement to deposit and security.
B	Non-Financial Offer	<ul style="list-style-type: none"> Development Experience and Capability <ul style="list-style-type: none"> Recent experience of relevant projects. Best practice and innovation. Key consultants and experience. Upcoming and ongoing capacity and stakeholder relationship. Risk <ul style="list-style-type: none"> Financial capability. Risk allocation. Conflicts of interest. Transaction Documents. Design, Placemaking, Sustainability <ul style="list-style-type: none"> Commitment to project objectives Commitment to design and delivery Commitment to placemaking and public art Commitment to sustainability

Note: the sub-criteria of the Non-Financial Offer are of equal importance.





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