



Invitation to Tender

242-244 Beecroft Road,
Epping NSW 2121

**SYDNEY METRO
NORTHWEST
PLACES**

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The information in this Invitation to Tender and the information and reports made available in connection with this Invitation to Tender are for general informative purposes only. This Invitation to Tender does not constitute an offer or contract for sale or any part of contract for sale. Any information and reports may be subject to statutory and legal requirements, legal documentation and various approvals. The Vendor and Landcom have made the information and reports available in good faith, but do not warrant their accuracy, completeness or suitability for your particular use or transaction. Any proposed concepts, details and proposed project or financial outcomes may vary from time to time due to external factors.

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.



Epping offers a unique opportunity to create a masterplanned residential community in walking distance of Epping Town Centre, Epping Station and the Sydney Metro Interchange.

This new residential community has the potential to set a benchmark for design, amenity and quality.

The site is within walking distance to:

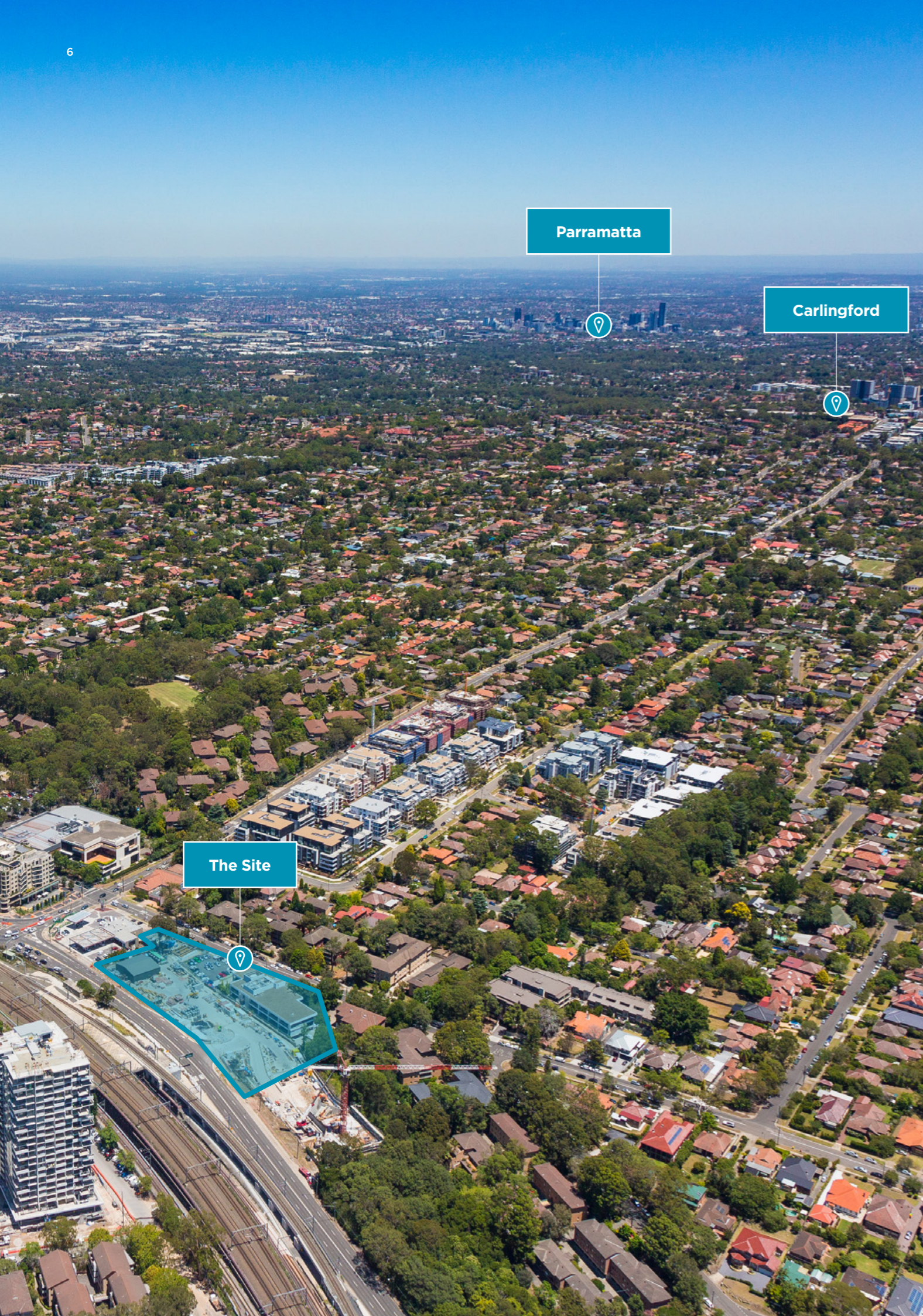
- Epping Station and the Sydney Metro Interchange
- Local shopping facilities including a Coles supermarket.

The site is within close driving/public transport use to:

- Well regarded primary and high schools
- Macquarie University
- Employment centres including Macquarie Park, Rhodes and Chatswood
- Nearby shopping precincts of Macquarie Centre, Top Ryde and Chatswood.

The concept scheme has been designed by Bennett and Trimble Architects, with an emphasis on creating a highly desirable community environment that allows future residents easy access to transport connections.

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 superlot located at 242 - 244 Beecroft Road, Epping.

Respondents should demonstrate a commitment to deliver a transit oriented development that includes affordable and diverse housing.

The subject site has a total land area of around 10,120m². A State Significant Development Application (SSD 8784) has been approved by the NSW Minister of Planning and Public Spaces for a maximum residential gross floor area of 37,700m² and a maximum non-residential gross floor area of between 750m² and 1,000m². Within this yield there will be a requirement to provide a minimum 5% of dwellings to be made available for Affordable Housing for a minimum of 10 years, and either managed or owned by a Registered Community Housing Provider.

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

- 1 Commit to the delivery of 5% Affordable Housing.
- 2 Commit to the Sustainability criteria within SSD 8784.
- 3 Prepare a financial offer for the Property in line with the proposed sales structure and terms.

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 **5pm on Friday, 12 March 2021 AEDT**. Only electronic submissions in a format that is accessible and readable by either Microsoft Office or Adobe Acrobat will be accepted.

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



Executive summary

Address	242 - 244 Beecroft Road, Epping NSW 2121
Legal Description	Lot 220 and Lot 222 in Deposited Plan DP 1251471.
Epping Site Area*	Approximately 10,137.3m ² (10,120m ² (Lot 220) and 17.3m ² (Lot 222))
Gross Floor Area (GFA)**	<p>The following Gross Floor Area (GFA) is allocated as part of the approved State Significant Development Application:</p> <ul style="list-style-type: none"> • maximum residential GFA of 37,700m² • maximum non-residential GFA of between 750 and 1000m²
Indicative Concept	<ul style="list-style-type: none"> • maximum building envelopes for podium and tower buildings • a maximum gross floor area of 38,700m² • conceptual land use for non-residential and residential floor space, which may include office premises, business premises, food and drink premises, shops and medical centres. • minimum 5% of residential gross floor area as affordable housing dwellings • basement car parking, motorcycle parking, bicycle parking and service vehicle spaces.
Zoning	R4 High Density Residential.
Section 7.11 Contributions	City of Parramatta Council 7.11 Development Contributions Plan
Consent Authorities	Minister for Planning and Public Spaces
GST	The sale is subject to GST
Entering into Transaction Documents	Q3 2021 (indicative)
Settlement of Site	Q1 2022 (indicative)
Method of Sale	Invitation to Tender
Vendor's selling agents	<p>CBRE - Alex Mirzaian p: +61 400 523 523 e: alex.mirzaian@cbre.com.au CBRE - Ben Wicks p: +61 422 206 015 e: Ben.Wicks@cbre.com.au</p>
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 SSDA on Lot 220 only. Lot 222 was excluded in the SSDA GFA calculations.

The offering

Objectives



To deliver a quality residential development based on the principles of transit oriented design including excellent walkability to facilitate travel mode shift to active and public transport.



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.



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.

State Significant Development Application

A State Significant Development Application (SSD 8784) has been approved for a maximum residential gross floor area of 37,700m² and maximum non-residential GFA of between 750 - 1000m².

Respondent(s) should rely on their own investigations to confirm the potential development options.

The successful purchaser(s) will be responsible for the preparation and lodgement of the detailed development application.

Key Sale Terms

The key sales terms can be located on page 18 of this document.

Security

A security deposit of 10% of the nominated purchase price is required by the successful tenderer (post negotiation). Please refer to the ITT document for more information.

Site Particulars

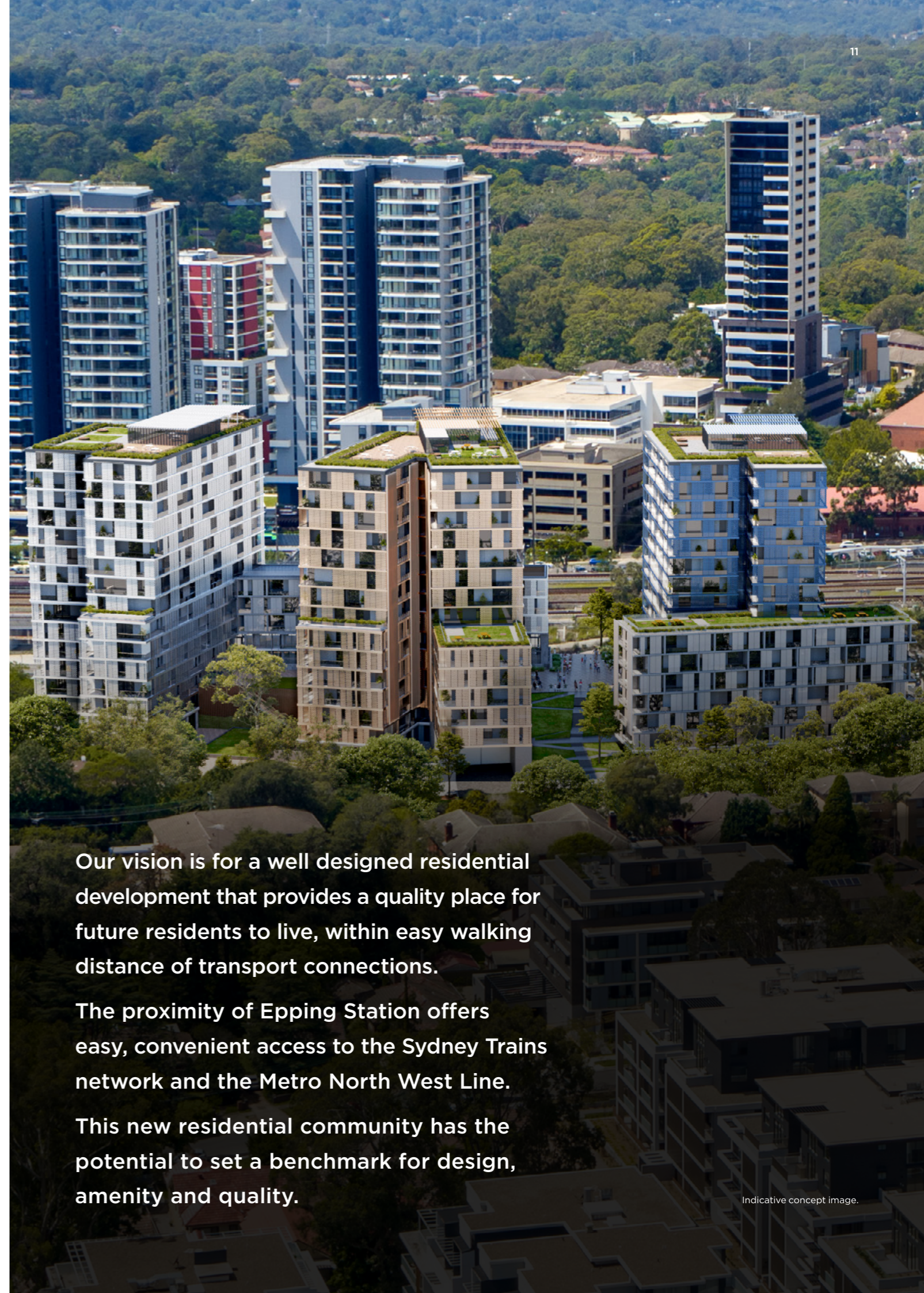
Site Area: Approximately 10,137.3m² (10,120m² (Lot 220) and 17.3m² (Lot 222))

Zoning: R4 High Density Residential

LEP: Hornsby Local Environmental Plan 2013

DCP: Hornsby Development Control Plan 2013

LGA: City of Parramatta Council



Our vision is for a well designed residential development that provides a quality place for future residents to live, within easy walking distance of transport connections.

The proximity of Epping Station offers easy, convenient access to the Sydney Trains network and the Metro North West Line.

This new residential community has the potential to set a benchmark for design, amenity and quality.

Indicative concept image.



Location

Epping is a fast growing and increasingly sought after residential development location in Sydney. Residential projects in the area have been in demand given the close proximity to Sydney CBD and the range of transport links.

The site is positioned to capitalise on the following opportunities:



Approximately 300m walking distance to Epping Station servicing the existing Northern Line, City services and the Metro North West Line.



Excellent outdoor recreation opportunities including parkland such as Boronia Park and bushland at Lane Cove National Park.



Access to diverse employment opportunities along the Metro North West Line, which includes Bella Vista, Norwest Business Park, Castle Hill, Macquarie Park and Chatswood, all within 20 minutes, and North Sydney, and Sydney CBD within 35 minutes.



Easy access to The Hills M2 Motorway via Beecroft Road.



Convenient local services at nearby Epping Town Centre.

Stage 1 - From Epping Station Currently:

- 4 minutes to Macquarie University Station
- 14 minutes to Chatswood
- 36 minutes to Wynyard (via Chatswood)
- 23 minutes to Central (via Strathfield)

Stage 2 - From Epping Station 2024* Onwards:

- 19 minutes to Crows Nest Station
- 21 minutes to Victoria Cross Station (North Sydney)
- 24 minutes to Barangaroo Station
- 26 minutes to Martin Place Station
- 28 minutes to Pitt Street Station
- 30 minutes to Central Station
- 32 minutes to Waterloo Station
- 37 minutes to Sydenham Station

All distance and times are approximate and are taken from the Sydney Metro website. www.sydneymetro.info

*Sydney Metro City & Southwest is scheduled to open in 2024 and will be directly accessible from Epping Station.

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

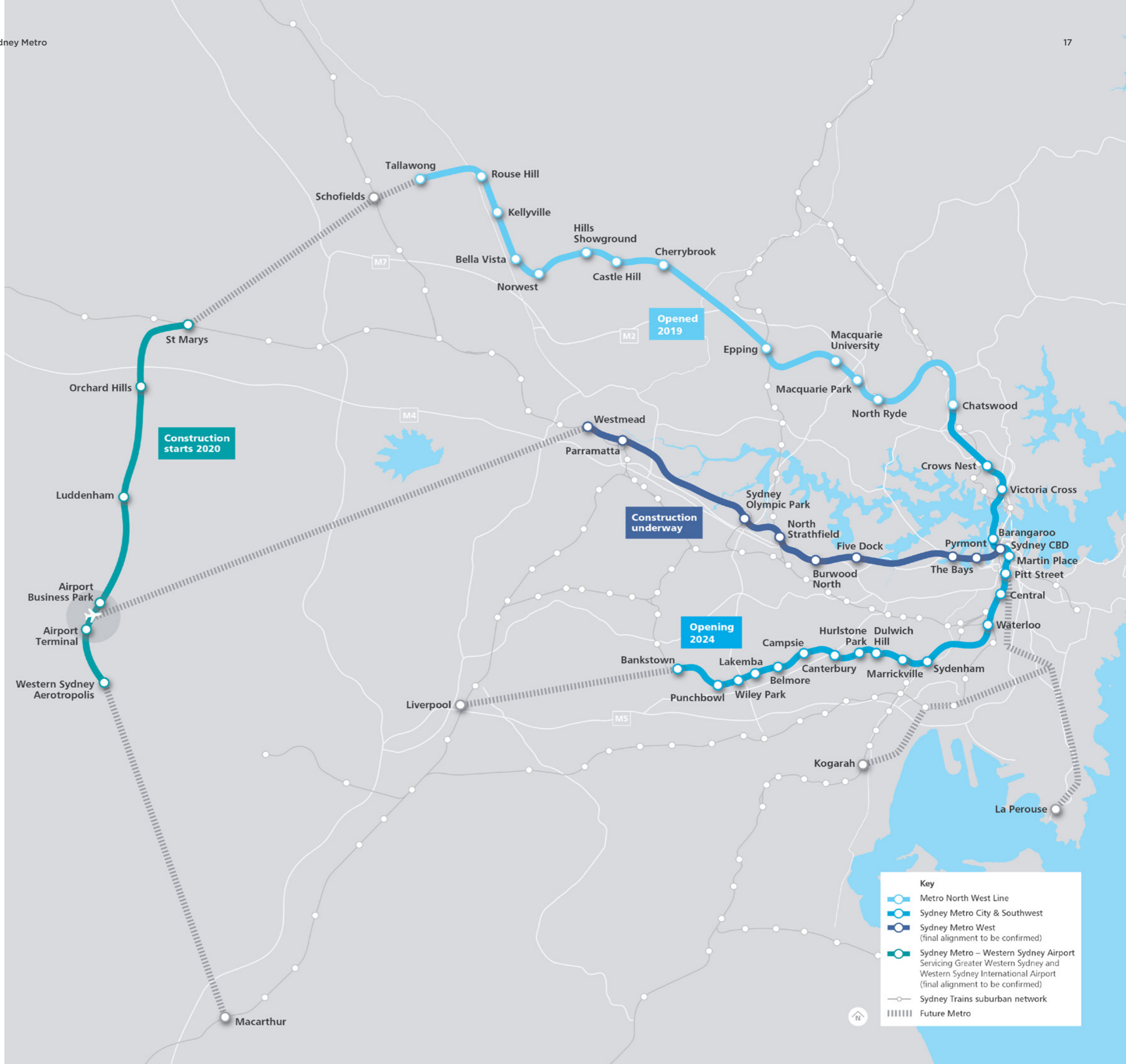


About Sydney Metro

The New South Wales (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.



Key

- Metro North West Line
- Sydney Metro City & Southwest
- Sydney Metro West (final alignment to be confirmed)
- Sydney Metro - Western Sydney Airport Servicing Greater Western Sydney and Western Sydney International Airport (final alignment to be confirmed)
- Sydney Trains suburban network
- ⋯ Future Metro

Key sales terms

Through the single stage Invitation to Tender (ITT) with a possible second stage of 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 21.

Sales process

Sale Process Timeline

Question Closing Time	5pm on the fifth Business Day before the Closing Time or any date extended by Landcom
ITT Campaign	Closing 5pm, Friday, 12 March 2021 AEDT
ITT Assessment Period by Landcom and Vendor	Q2 2021
Entering into Transaction Documents	Q3 2021 (indicative)
Settlement	Q1 2022 (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. Please contact Ben Wicks from CBRE for registration details.

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.

Please contact Ben Wicks or Alex Mirzaian from CBRE for registration details.

Ben - p: +61 422 206 015 e: Ben.Wicks@cbre.com.au
Alex - p: +61 400 523 523 e: alex.mirzaian@cbre.com.au





Key Information

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

Description	Details
Parties	
Landcom's Representative	CBRE - Ben Wicks
Landcom's Lawyers	Clayton Utz - Nikki Robinson (Partner) and Scott Findlay (Senior Associate)
Nominated Contact	Landcom - Katrina Lim
Probity Auditor	O'Connor Marsden and Associates - Andrew Marsden (Partner)
Development Partner	Not applicable
Land	
Address	242 - 244 Beecroft Road, Epping NSW 2121
Real Property Description	Lot 220 and Lot 222 in Deposited Plan 1251471
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	5pm on the fifth Business Day before the Closing Time or any date extended by Landcom
Closing Time	5pm, Friday 12 March 2021 AEDT
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 the overall value for money of each response. Responses will be evaluated against the following criteria:

Criteria	Criteria Elements
Parties	
Financial Offer	<ul style="list-style-type: none"> The financial value of the offer. Preferred settlement timeframe is within a period of 6 months or less, anything further will be discounted using a Net Present Value and/or risk adjusted for delayed settlement.
Risk	<p>Contractual Risks (Terms)</p> <ul style="list-style-type: none"> 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. An assessment of the Respondent's response to requested acknowledgments set out in the Returnable Schedules. Requirement for approval from the Foreign Investment Review Board under the Foreign Acquisition and Takeovers Regulation 2015 (Cth) (FATA), and the likelihood and timing for approval under FATA being granted. An assessment of the proposed timeframe and security for settlement. At the discretion of the Evaluation Committee, an assessment of the Respondent's financial capacity.

Contact details

Landcom

Phone (02) 9841 8600

Mail Level 14, 60 Station Street
Parramatta NSW 2150



Creating more affordable
and sustainable communities

landcom.com.au