



THE ESCARPMENT

REQUEST FOR EXPRESSIONS OF INTEREST

HOBART | TASMANIA | AUSTRALIA



MINISTERIAL FOREWORD

I am delighted to introduce this Request for Expressions of Interest for the first parcel of land at Mac Point, *The Escarpment*.

The Tasmanian Government is committed to delivering the first stage of what will be a significant precinct, one encapsulating arts, culture, tourism, Antarctic research and science.

I urge you to consider this exceptional opportunity to be a part of an innovative and dynamic precinct - a truly extraordinary landmark for Tasmania.

Michael Ferguson
Minister for State Growth

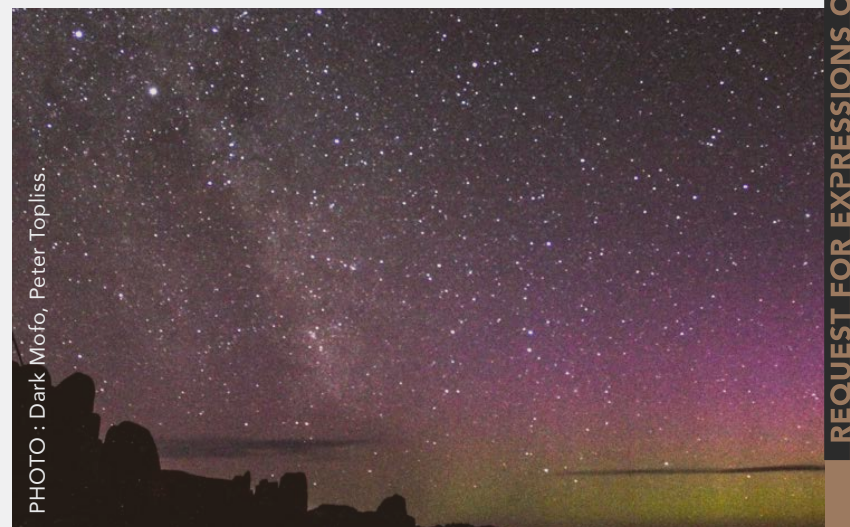


PHOTO : Dark Moto, Peter Topliss.



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EXECUTIVE SUMMARY

SITE ADDRESS

Macquarie Point, part of 10 Evans Street, Hobart.

LOCATION

Approximately 600m north-east from the Hobart CBD in the Sullivans Cove Precinct.

SITE AREA

8,797m² (approximately) - an indicative Plan of Subdivision is available in the data room but the final configuration, dimensions and area of the site are subject to change.

ZONING

Sullivans Cove Gateway (Macquarie Point Mixed Use Zone) - *Sullivans Cove Planning Scheme 1997*.

OCCUPANCY

Vacant Possession.

METHOD OF SALE

A two-stage Competitive Bid Process.

ENQUIRIES & REOI SUBMISSION LODGEMENT

ENQUIRIES

Enquiries relating to this REOI must be lodged via the Q&A function in the data room.

Proponents must not directly or indirectly approach any employee of the Corporation in connection with any aspect of this REOI.

General enquires can be made via the Corporation's real-estate agents, Knight Frank Tasmania.

REOI SUBMISSION LODGEMENT

Submissions must be lodged via the Q&A function in the data room or alternatively a hard copy submission to Knight Frank representatives (see page 25) by the nominated closing date. All Submissions must be in English and all information provided in relation to revenues, payments and costs must be in Australian dollars and exclusive of GST.

REOI CLOSING DATE

2 October 2020, at 14:00 Australian Eastern Standard Time (AEST).

The Proponent warrants that it will not vary or withdraw its Submission within 120 days of the Closing Date.



THIS PRECINCT
WILL CONTINUE
TO BUILD ON
TASMANIA'S
ALREADY
ESTABLISHED
REPUTATION FOR
ARTS, CULTURE
TOURISM AND
SCIENCE.

MP

Artist's impression.

THE OPPORTUNITY

The Escarpment is the first in a multistage land release by the Macquarie Point Development Corporation (the Corporation) and presents an unprecedented opportunity to invest in one of the country's most prized locations.

Presenting exceptional mixed use development potential, *The Escarpment* forms part of one of the last remaining infill sites adjacent to a working port on the edge of a capital city.

The Escarpment comprises approximately 8,797m² of available land, with three building envelopes totalling approximately 6,676m². The site falls under the *Sullivans Cove Planning Scheme 1997* (Section 32), administered by the City of Hobart and is zoned mixed use.

The overall development potential of Mac Point includes; commercial space, an exhibition venue, an arts and cultural precinct, including a dedicated and world-class Antarctic and Science Precinct, accommodation, tourism infrastructure and a fifty per cent allocation for public open space.



PHOTO : Jacob Collings.



REQUEST FOR EXPRESSIONS OF INTEREST

MAC POINT VISION

Mac Point will be the place where Tasmania's past, present and future meet.

Its development will deliver an arts, culture, tourism and science precinct, building on Tasmania's internationally renowned reputation.

It will be a place recognised for its integrated and innovative Antarctic and science research, culture, reconciliation, inspiration and innovation.

This vibrant extension of the Hobart CBD and Sullivans Cove is a once-in-a-lifetime opportunity, set to deliver an extraordinary precinct.

It will be a place for people to connect, where Tasmania meets the world and the world meets Tasmania.



PHOTO : Alastair Bett Photography/Events Tasmania.



PHOTO : Osborne Images.

MAC POINT WILL BE A PLACE FOR PEOPLE TO CONNECT, WHERE TASMANIA MEETS THE WORLD, AND THE WORLD MEETS TASMANIA.

M P



PHOTO : Tourism Tasmania & Rob Burnett.



PHOTO : Sarah Rhodes.

REQUEST FOR EXPRESSIONS OF INTEREST

MASTER DEVELOPMENT PLAN

1. THE ESCARPMENT

This development site is zoned Mixed Use under the *Sullivans Cove Planning Scheme 1997* and will be privately developed. Permitted uses can include residential, visitor accommodation, shops or office accommodation.

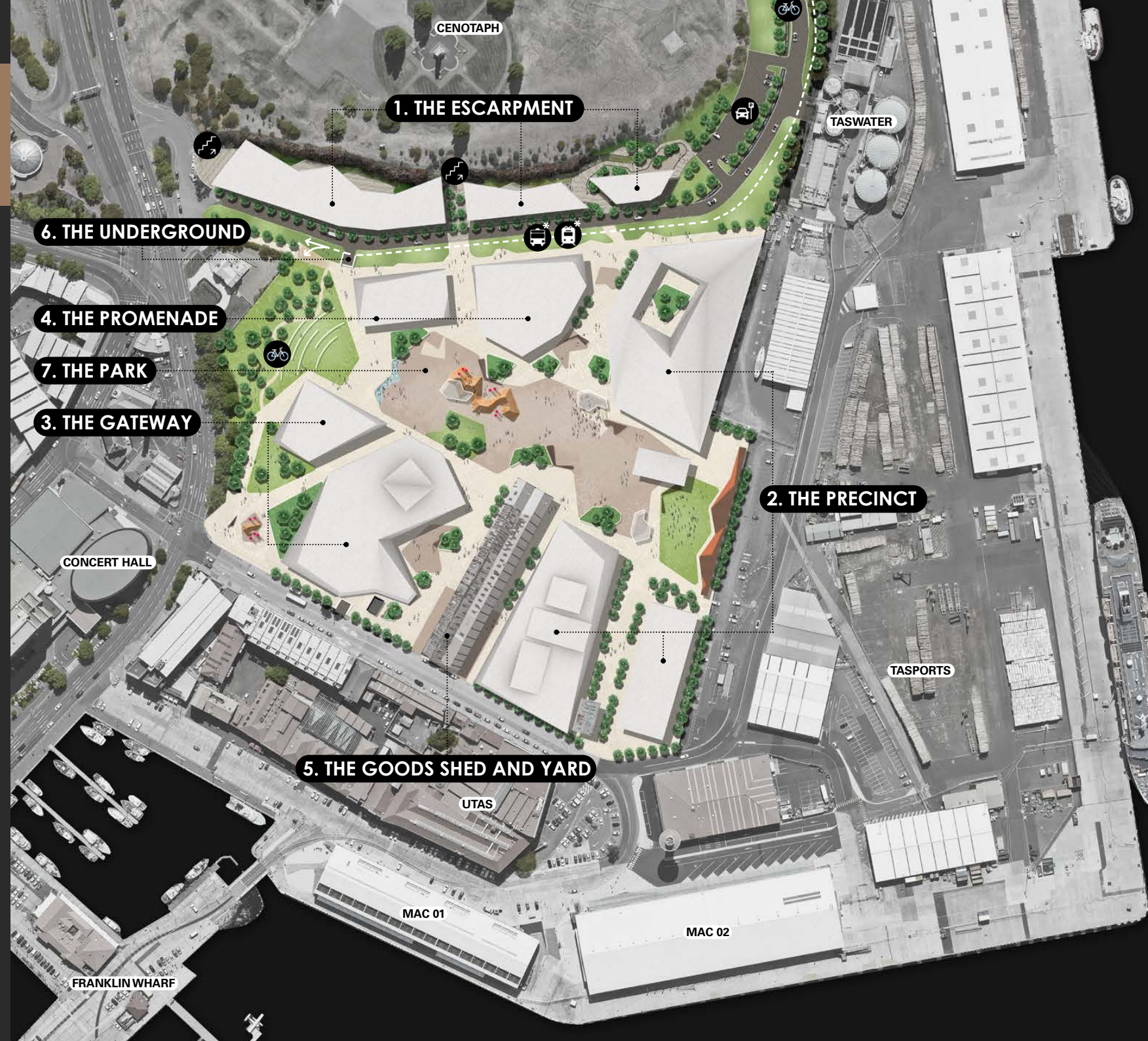
The *Escarpment* also incorporates two pedestrian linkages, one of which forms part of this REOI, the other, located adjacent to the Tasman Hwy is currently being constructed by the Corporation.

2. THE PRECINCT

This development site is zoned Arts and Institutional Area under the *Sullivans Cove Planning Scheme 1997* and is being progressed to create an innovative, state-of-the-art Antarctic and Science Precinct which continues to position Hobart as the premier gateway to Antarctica for science operations. The Precinct will provide public facing elements to become a destination location for arts, culture, science and tourism experiences.

3. THE GATEWAY

This development site is zoned Mixed Use under the *Sullivans Cove Planning Scheme 1997* and will become the main gateway to the site from Davey Street. Permitted site uses can include arts and cultural centres, function centres and shops. No residential is permitted within this district.



4. THE PROMENADE

This development site is zoned Mixed Use under the *Sullivans Cove Planning Scheme 1997* and offers a complimentary extension to *The Escarpment*. The Promenade forms the natural linkage to and sight lines through to the Hobart Cenotaph. Permitted uses include residential, visitor accommodation, shops or office accommodation.

5. THE GOODS SHED AND YARD

This existing structure will be enhanced to provide ongoing site-wide activation and will be a hub for local, national and international events and markets.

6. THE UNDERGROUND

This underground development will provide site-wide opportunities to potentially centralise car parking under a staged development.

Bike storage and other micro mobility initiatives will also form part of the site.

7. THE PARK

The development is zoned Open Space under the *Sullivans Cove Planning Scheme 1997* and will provide Hobart with a new premiere parkland. The truth and reconciliation art park (The Park) will be a centre of community activity that will cater for large events while providing the city with a connection between the waterfront, the Queens Domain and the CBD. This public open space will facilitate connectedness through play, interpretation installations, public art, green and cultural spaces. A designated building envelope has been set aside for a potential aboriginal heritage centre.

*Decommissioning of the TasWater Waste Water Treatment Plant is scheduled to be completed in 2023. The decommissioned site will enable a northern access to the Hobart Port and provide greater amenity to the entire precinct.

*The final transit zone alignment is subject to the outcome of a study commissioned by the State Government.

*Plan graphic shown for buildings and open space is an artist impression only. Further information supporting development uses and limitations can be found under the *Sullivans Cove Planning Scheme 1997*.



MAC POINT GUIDING PRINCIPLES

Each response to this REOI (Submission) will be assessed against the Evaluation Criteria (see page 22) and considered in light of the seven high-level Guiding Principles as outlined under the Tasmanian Government’s Reset Vision for the Mac Point site, which are as follows:

- 1 CONTINUOUS SHARED HISTORY
- 2 RECONNECTING RIVER TO COVE
- 3 A CULTURAL ASSET
- 4 DIVERSITY OF USES
- 5 A LANDSCAPE FOR PEOPLE
- 6 SPACES WHICH CONNECT
- 7 MOBILITY

More detail regarding Mac Point’s Guiding Principles can be found via the REOI data room.



DISTRICT INFRASTRUCTURE SERVICES

One of the Corporation’s key objectives is to deliver best practice and efficient energy solutions.

Accordingly, the Corporation is investigating the development and operation of district based infrastructure across the site that will provide services to end users and support the redevelopment of Mac Point.

In particular, the Corporation is seeking to engage an experienced party to construct infrastructure to supply reticulated services throughout the Mac Point site. It is envisaged that this district infrastructure will deliver an embedded electrical network with solar and battery cells and recycled stormwater throughout the site, with the potential to also provide other services including chilled water and heated water.

In relation to *The Escarpment*, it is anticipated that the district infrastructure will supply electricity and recycled stormwater to the development and Proponents should take this into consideration in preparing their Submissions.



The Corporation is conducting an expression of interest process to invite proposals from parties interested in undertaking the development and operation of the district infrastructure services and further detail will be available in the RFP stage (see page 20).

REQUEST FOR EXPRESSIONS OF INTEREST

LOCATION

Mac Point sits on the fringe of Hobart's CBD, adjacent to the city's dynamic and historic port.

The site borders Sullivans Cove which draws thousands of visitors each year and is the location of major festivals and events including; internationally acclaimed Dark Mofo, The Taste of Tasmania, the Australian Wooden Boat Festival and is home to the iconic Sydney to Hobart Yacht Race.

Mac Point sits within Hobart's busy science, arts, cultural and tourism precinct, alongside the city's international cruise ship terminal, and a range of hotels, tour operators and attractions.

Hobart, Tasmania's capital, is compact, connected and friendly. This is an exceptionally liveable city, balancing a modern lifestyle with a thriving culture, inspiring opportunities, and outstanding natural beauty.



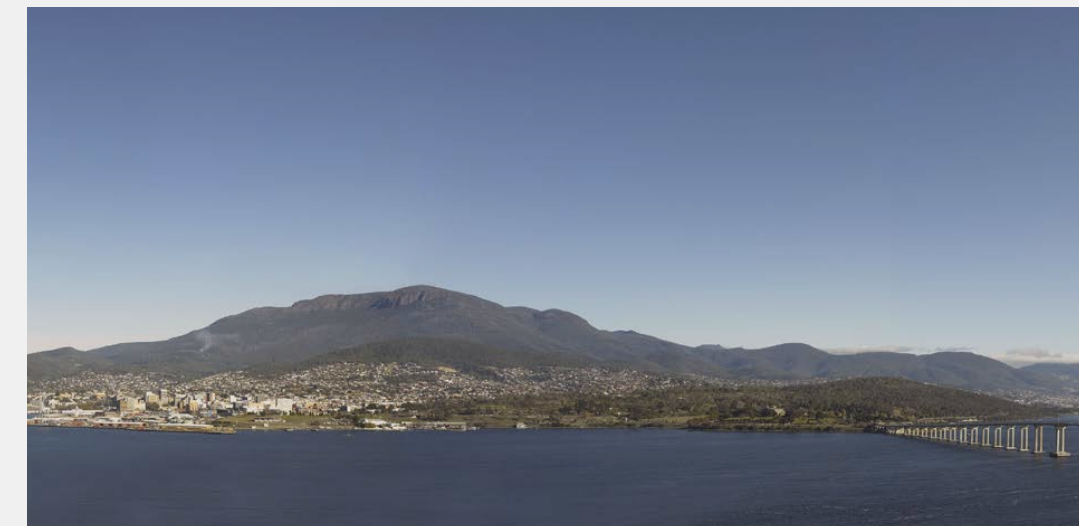
The Escarpment



PHOTO : Lusy Productions.

**HOBART
IS COMPACT,
CONNECTED
AND
FRIENDLY.**

**M
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REQUEST FOR EXPRESSIONS OF INTEREST



**THE ESCARPMENT
COMPRISES THREE
DEVELOPMENT
ENVELOPES.**

**M
P**

Artist's impression.

TITLE, SITE AREA AND ZONING

The Escarpment comprises approximately 8,797m² of available land with three development envelopes, totalling approximately 6,676m² (these areas are indicative only and subject to final confirmation).

A copy of the indicative Plan of Subdivision is available via the REOI data room.

The property is currently zoned "Sullivans Cove Gateway Macquarie Point Mixed Use Zone" under the *Sullivans Cove Planning Scheme 1997*.

For the purposes of this process, the City of Hobart have appointed a dedicated planning officer to liaise with prospective proponents on planning issues. Contact, Ben Ikin: ikinb@hobartcity.com.au or via telephone (03) 6238 3874.

A copy of the Planning Scheme is also available for download from within the REOI data room or via the City of Hobart's website.



PHOTO : Dark Park, Peter Topliss.



PHOTO : Osborne Images.

REQUEST FOR EXPRESSIONS OF INTEREST



PHOTO : Tony Lomas.



SULLIVANS COVE PLANNING SCHEME

KEY

Scheme Boundary (Inside edge of line is actual boundary)	
Inner City Residential (Wapping) (Hobart Inner City Residential Zone (Wapping))	1.0
Sullivans Cove Mixed Use (Sullivans Cove Infill Zone)	2.0
Domain Open Space (Sullivans Cove Infill Zone)	2.1
Sullivans Cove Gateway & Transport (Macquarie Point Mixed Use Zone)	3.0
Macquarie Point Wharf (Macquarie Point Wharf & River Zone A)	4.1
Regatta Point (Macquarie Point Wharf & River Zone B)	4.2
Sullivans Cove Working Port (Sullivans Cove Heritage Wharf & River Zone)	4.3

Note:
Sullivans Cove Planning Act zone titles shown in brackets

TASMANIAN ECONOMIC OVERVIEW

Tasmania equal with Victoria as the nation's top economy.

Relative affordability, high demand, limited buying opportunities and strong economic performance have seen investor focus turn to a stable Tasmanian market. Tasmania's sustained economic resurgence is driven principally by population growth and strengths in the building and purchase of homes sectors.

In the CBA's "State of the States" report **April 2020**, Tasmania now shares the mantle of Australia's best-performing economy. The last time Tasmania was at the top of the rankings was October 2009. Tasmania is ranked first on relative population growth and dwelling stats and is in second spot on three other indicators.

TASMANIA'S SUSTAINED ECONOMIC RESURGENCE IS DRIVEN PRINCIPALLY BY POPULATION GROWTH AND STRENGTHS IN THE BUILDING AND PURCHASE OF HOMES SECTORS.



HOUSING FINANCE GROWTH
up 29.1%



CONSTRUCTION WORK
up 17.9%



ECONOMIC GROWTH
up 20.9%



HOUSE PRICE GROWTH
up 6.4%



RETAIL SPENDING GROWTH
up 13.1%



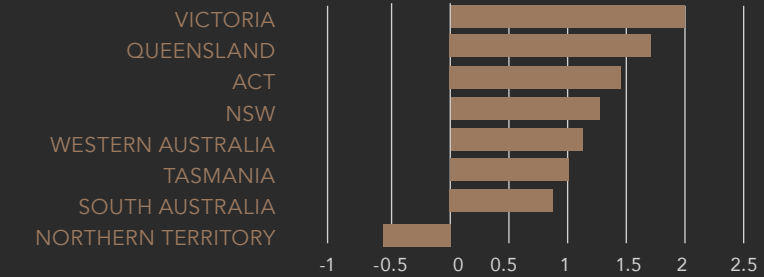
DWELLING COMMENCEMENT
up 20.7%



WAGE GROWTH
up 2.6%



POPULATION ANNUAL POPULATION GROWTH RATES *(annual percent change, December quarter 2019)*

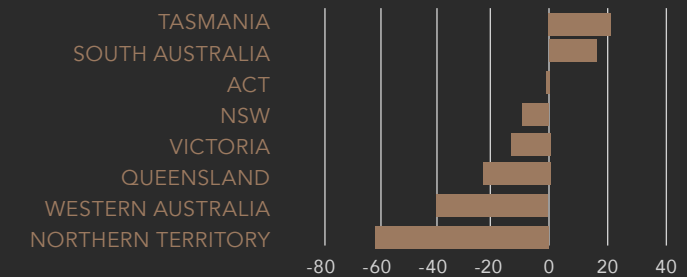


Tasmania is strongest on the relative population measure, with its 1.00% annual population growth rate.

Population growth relative to the 10 year average rate.

72.3% above the decade-average rate

DWELLING STARTS HOME BUILDING ACTIVITY EASES *(percent change December 2019 quarter on decade average)*



Home building is strong in Tasmania because population growth is well above 'normal' and the building industry is struggling to keep up with the demand for homes.

Tasmania remains in top spot for dwelling starts.

20.7% above the decade-average rate

A TWO-STAGE COMPETITIVE BID PROCESS

DESCRIPTION OF STAGES

Knight Frank, acting on behalf of the Corporation, released a Pre-registration of Interest on 28 April 2020 to enable respondents the opportunity to receive a direct copy of the Corporation’s REOI (this document) once released. No assessment or shortlisting of any kind was undertaken as part of this process.

The *Escarpment* sale and development will be transacted over a two-stage process (the ‘Competitive Bid Process’) as detailed below:

Stage 1
Request for Expression of Interest (REOI); and

Stage 2
Request for Proposals (RFP).

PURPOSE OF REOI STAGE

The REOI stage of the Competitive Bid Process (this document) enables proponents to put forward and articulate their;

- broad development concept, including an overview of the expected use, scale and nature of the development;
- preferred location and configuration for the development/s within *The Escarpment*, including any conceptual sketches;
- rationale, market and land use understanding of *The Escarpment*, including any other relevant information and assumptions that have been considered to inform the development proposal;
- anticipated timing of the proposed development;
- development credentials and experience;
- financial standing and capacity; and
- indicative offer (purchase price) for *The Escarpment*, including the rationale for determining that offer.



SHORTLISTING FOR RFP STAGE

Evaluation of Submissions will be assessed on the Evaluation Criteria detailed in this REOI (see page 22). Submissions must also demonstrate their alignment with the Mac Point **Guiding Principles** and **Vision**. Only those proponents shortlisted through the REOI process will be invited to participate in Stage 2 of the Competitive Bid Process - the RFP stage.

For the avoidance of doubt, participation in the RFP stage will be via invitation only.

Information regarding the RFP stage will be provided in due course, however, proponents can anticipate that the Corporation will require further detailed information on:

- **The Development Proposal** - Proponents will need to provide further detailed design on the proposed development, clearly demonstrating alignment with the “Sullivans Cove Gateway Macquarie Point Mixed Use Zone” as described under Clause 32 of the *Sullivans Cove Planning Scheme 1997*.

Proponents will also be expected to provide a schedule of works in which to achieve the delivery of the proposed development.
- **Financial Commitment** - Proponents will need to provide their final financial offer (purchase price) to the Corporation, including funding source and their ability to meet the financial obligations to successfully complete the proposed development.
- **Local SME Industry Impact Statement** - Proponents will be required to submit a Local SME Industry Impact Statement to demonstrate how the proposed development will provide a positive impact on the local industry.

INDICATIVE TIMETABLE

Below is an indicative timeline of the Corporation’s proposed Competitive Bid Process, inclusive of the REOI and RFP stages.

Release of REOI	6 August 2020
Site Inspections	August and September 2020 (by appointment)
REOI Closing Date	2 October 2020
Evaluation of Submissions	October 2020
Notification of shortlisted proponents	November 2020
Request for Proposal stage	Commence December 2020

EVALUATION CRITERIA AND SHORTLISTING

An Evaluation Panel has been established by the Corporation. The role of the Evaluation Panel is to evaluate and critically assess Submissions against the below Evaluation Criteria.

EVALUATION CRITERIA
Proponent Details
Development Proposal and Alignment with Vision (Returnable Schedule No.1) Proponents must put forward a high level vision and concept of their proposed development, detailing its likely alignment with the <i>Sullivans Cove Planning Scheme 1997</i> and the Corporation’s Guiding Principles and Vision for Mac Point.
Capabilities & Experience (Returnable Schedule No.2) Proponents will need to demonstrate that they possess the skills, technical knowledge and capability to develop the Site.
Economic and Financial (Returnable Schedule No.3) Proponents must provide details of the commercial viability of the proposed development, including any preliminary market analysis and the Proponent’s indicative purchase price (offer) to the Corporation. This should also include an outline of the economic benefit opportunities for the broader Tasmanian economy.

- In evaluating Submissions, the Evaluation Panel will;
- a. assess Submissions against the Evaluation Criteria; and
 - b. take into account the extent to which the Submission:
 - (i) is clear and comprehensive;
 - (ii) contains all information required by this REOI;
 - (iii) demonstrates alignment with the Mac Point “Vision”;
 - (iv) demonstrates alignment with the Mac Point “Guiding Principles”; and
 - (v) responds consistently to each of the Evaluation Criteria.



PHOTO : Adam Gibson.

THE FINER DETAILS

EXPRESSION OF INTEREST REQUIREMENTS

A Submission is considered compliant with this REOI if it completes as a minimum, the **Proponent Details** and three **Returnable Schedules** set out below:

- **Proponent Details** - to be completed for each Proponent (or in the case of a consortium each relevant party within the consortium).
- **Returnable Schedule 1** - an outline of the development proposal and alignment with the Corporation’s Guiding Principles and Vision for Mac Point.
- **Returnable Schedule 2** - detail of the Proponent’s capabilities and experience.
- **Returnable Schedule 3** - the completed indicative (non-binding) purchase price and other relevant economic and financial details.

Proponents are expected to respond in a way that addresses the Evaluation Criteria, noting that the Corporation is seeking clear, concise and well-articulated responses.

Proponents are to determine the level of detail required to address the Evaluation Criteria noting the page limits for the Evaluation Criteria, as set out in the Returnable Schedules.

The Corporation may, at its discretion, disregard any Submission that does not address all of the REOI requirements, or may seek clarification from the Proponent(s).

A Proponent is taken to agree with the terms of this REOI unless its Submission states otherwise.

PROBITY

The Corporation’s Competitive Bid Process, inclusive of this REOI, will be overseen by the independent Probity Advisor, WLF Accounting and Advisory. The role of the Probity Advisor is to ensure that procedures adopted in the Competitive Bid Process are fair, equitable and transparent and the evaluation process is independently validated. Probity is fundamental to this Competitive Bid Process.

All Corporation staff and appointed consultants, including Knight Frank, are responsible for ensuring that probity is actively promoted and adhered to.

CONFLICT OF INTEREST

Proponents must inform the Corporation of any circumstances or relationships which may or will constitute an actual, potential or perceived conflict of interest in relation to the opportunity described in this REOI. If any such actual, potential or perceived conflict of interest arises in respect of any Proponent during the course of the Competitive Bid Process, that Proponent undertakes to notify the Corporation immediately in writing.

SITE INSPECTIONS - THE ESCARPMENT

Site inspections of *The Escarpment*, prior to lodgement of Submissions, will be facilitated by Knight Frank. Proponents who wish to undertake a site inspection will be required to register directly with a Knight Frank representative detailed in this REOI, noting that inspections will be facilitated to ensure that operational and safety requirements of the Corporation are met.

The Corporation, if considered appropriate, may elect that the Probit Advisor be in attendance at any site inspection. Any questions and answers raised by Proponents during site inspections will be documented and distributed to all Proponents via the online data room.

DATA ROOM

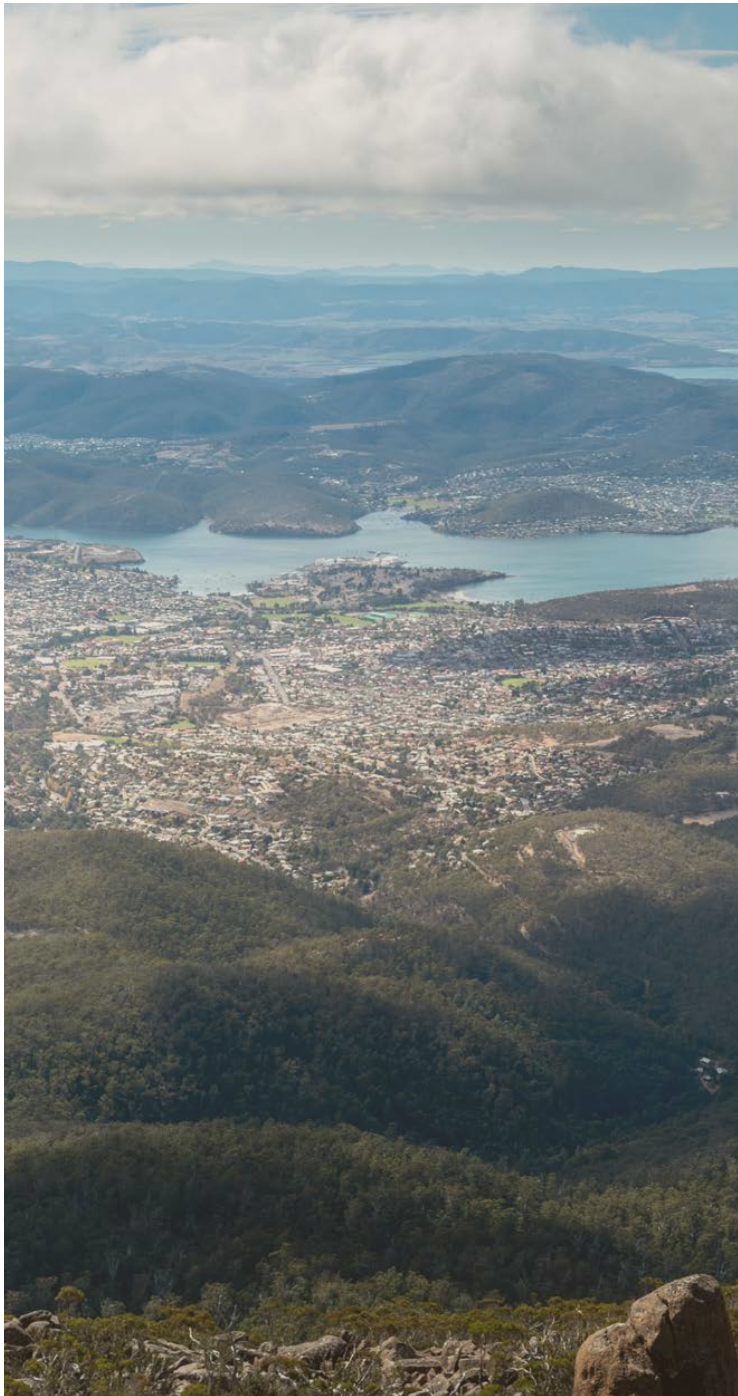
An online data room has been created for this REOI stage to enable Proponents to enhance their understanding of the Mac Point opportunity.

Access to the data room will be granted on the satisfactory provision of required information and execution of a Confidentiality Deed Poll by the Proponent. Further details concerning data room access requirements and data room protocols are available from the Knight Frank representatives.

It is intended that information provided within the data room will be beneficial to Proponents in furthering their understanding of the Site, its context and the proposed sale and development of the Site. This includes:

- Technical reports relating to the Site.
- Layout plans.
- An indicative Plan of Subdivision (the final configuration, dimensions and area of the site are subject to change).
- Other information as deemed relevant by the Corporation.

The Corporation reserves the right to add, remove or amend any information contained within the data room at any point during the REOI process.



All questions and clarifications relating to the REOI process or documentation contained within the data room are to be submitted via the data room Q&A function. Knight Frank will manage the process of responding to questions raised during the REOI stage.

For user access to the data room, interested parties are requested to contact Knight Frank via ian.reed@au.knightfrank.com or scott.newton@au.knightfrank.com.

LEGAL ARRANGEMENTS

At the completion of this competitive two-stage bid process, the Corporation will be looking to enter into a sale arrangement that reflects the fact that the successful Proponent and the Corporation will be working together to achieve the development outcomes articulated in the successful Proponent's response to the RFP. To this end, it is anticipated that a development agreement, which provides for the sale and continued development of the Site, will be entered into with the successful Proponent. It is anticipated that the development agreement will include the following:

- (deposit) the successful Proponent will be required to pay a deposit (equal to 20% of the purchase price for the Site) on signing and exchange;
- (settlement) transfer / settlement of part(s) or all of the Site will occur after planning certainty and market certainty have been achieved for an agreed purchase price for the Site and the successful Proponent will be required to develop the relevant parts of the Site transferred before an agreed date and the Corporation will have various rights if development has not proceeded in accordance with agreed timeframes to the Corporation's satisfaction (for example, the Corporation could exercise an option to buy back the relevant parts of the Site transferred and/or the Corporation could delay the future transfer of parts of the Site);
- (design) the successful Proponent will finalise the design for the proposed development, consistent with the Guiding Principles and the Vision for Mac Point to a state necessary to achieve planning approval and work with the Corporation to achieve market certainty for the development to proceed;
- (Cenotaph link) the development will be required to be undertaken in contemplation of the pedestrian link (which is to be fully compliant with the *Disability Discrimination Act 1992* (Cth)) between the Site and the Cenotaph through lot 100 as shown on the indicative Plan of Subdivision available in the data room. Further details in relation to the lot 100 requirements are also available in the data room; and
- (security) the Corporation may require security from the successful Proponent to secure its obligations under the Development Agreement (e.g. a bank guarantee in a form approved by the Corporation; parent company guarantee or director's guarantee in a form approved by the Corporation).

NO LEGALLY BINDING CONTRACT

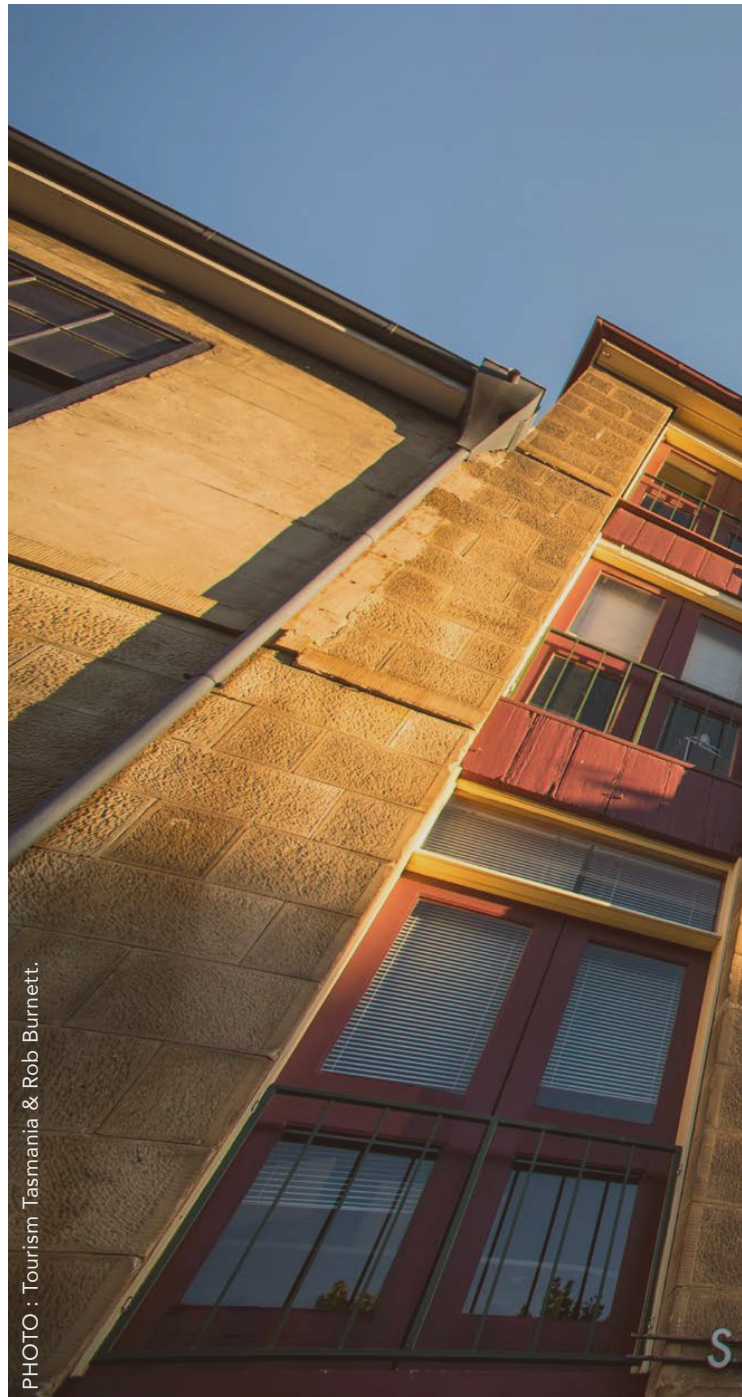
A Proponent being shortlisted for the Stage 2 RFP does not give rise to a contract (express or implied) between the invited Proponent(s) and the Corporation. No legal relationship will exist between the Corporation and a successful Proponent relating to all or part(s) of the Site unless and until such time as a binding contract is executed by them following the Stage 2 RFP process. This REOI, and the process outlined in this REOI, must not be construed as making any express or implied representation, undertaking or commitment by the Corporation that it will enter into an agreement with any person.

CONFIDENTIALITY AND INTELLECTUAL PROPERTY

This REOI remains the property of the Corporation and may only be used by a Proponent for the purpose of preparing and submitting a Submission and must not be used for any other purpose. This REOI, and all other documents provided by the Corporation to a Proponent in connection with this REOI, must be kept confidential by that Proponent.

CONDITIONS OF REOI PROCESS

- 1** The Corporation reserves the right, at its absolute discretion and at any time and without notice to any Proponent, to;
 - a.** abandon the REOI process or not proceed with the Stage 2 RFP process;
 - b.** change the structure, procedures and timing of the REOI process or overall sale and development process;
 - c.** vary the terms of this REOI at any time by issuing written addenda to all Proponents at the contact address they have provided to Knight Frank. All addenda to this REOI becomes part of this REOI;
 - d.** extend the Closing Date;
 - e.** take into account any information from the Corporation's own and other sources in evaluating a Submission;
 - f.** request further information from any Proponent in order to clarify any matter relating to the Proponent's Submission;
 - g.** conduct due diligence investigations as required and in any manner considered appropriate;



h. draw on outside expertise as required;

i. amend the scope or timing of the Competitive Bid Process, including this REOI stage;

j. refuse to consider any Submission, including those:

- lodged by means other than in accordance with this REOI
- not conforming or complying with this REOI in any respect, including those lodged after the Closing Date;
- which do not adequately identify the sources of funds for undertaking and completing the purchase and development of *The Escarpment*.

- 2** The Corporation will not be responsible for any expenses or costs incurred by any Proponent in relation to the Corporation exercising any of its rights as set out in paragraph 1 above or otherwise in relation to the REOI process, any requests for clarification by the Corporation or any aspect of any Submission in response to this REOI.
- 3** The Corporation reserves the right to reproduce the Submissions for the purposes of obtaining feedback or to evaluate and assess any submission. The Proponent acknowledges and accepts that the Corporation may be required by law to disclose documents or other information which forms part of a Proponent's Submission.
- 5** Any party seeking access to the data room must apply through Knight Frank and will be required to sign a confidentiality deed in relation to any information viewed or accessed from the data room.

Agents Details:

All matters relating to this Request for Expression of Interest (REOI) must be directed to the Knight Frank representatives detailed below;

Ian Reed
Commercial Sales & Leasing
M: 0419 670 501
E: ian.reed@au.knightfrank.com

Scott Newton
Partner Head Tasmania
M: 0409 186 261
E: scott.newton@au.knightfrank.com

PROPONENT DETAILS

Each Proponent, including each party within a consortium, joint venture or alliance, must individually complete the information requested in the following table. Proponents are encouraged to clearly articulate their corporate structure. Editable versions of this schedule are available from Knight Frank on request or via the data room.

Name of organisation(s)
ABN/ ACN
Registered business address
Insert organisation(s) structure image/organisational chart

Is the proposed contracting entity different to that outlined above?
If yes, please provide further details.

Is this a joint venture or consortium submission? Tick One: YES ☐ NO ☐

If yes, please identify the parties within the consortium and highlight their respective role (i.e. equity partner, financier, joint developer) and underlying ultimate ownership interests in the entity (or entities).

Provide a proposed consortium structure diagram with key roles of each entity, and relationships/ interdependencies between consortium members.

Please provide details of any technical advisors that have contributed to this EOI response.

PROPONENT’S PRIMARY AND SECONDARY KEY CONTACT DETAILS
Primary contact name
Primary contact position
Primary contact phone/mobile
Primary contact email
Address (if different to registered business address)
Secondary contact name
Secondary contact position
Secondary contact phone/mobile
Secondary contact email
Address (if different to registered business address)

A representative from the Proponent is to complete the following information on behalf of the Proponent.

I/we confirm that all relevant statements, plans, financial reports and other documents required to be submitted under the terms of the Request for Expressions of Interest and described in the below Table are attached:

Item	Attached (yes/no)
Proponent Details	
Returnable Schedule 1 - Development Proposal and Alignment with Macquarie Point Guiding Principles and Vision	
Returnable Schedule 2 - Capabilities and Experience	
Returnable Schedule 3 - Economic and Financial	

- The Proponent:
- a. Acknowledges that the Proponent does not rely upon any warranty or representation made by or on behalf of the Corporation, and has relied entirely upon its own enquiries and inspections in respect of the subject of its REOI Submission;
 - b. warrants that it has examined the REOI and any other information made available in writing by the Corporation to Proponents in connection with the REOI;
 - c. acknowledges that it has received and accounted for the following addenda (if any) to the REOI; [Note to Proponents: The Proponent must list below all addenda to the REOI that it has received.]
 - d. has satisfied itself as to the correctness and sufficiency of it's REOI Submission; and
 - e. agrees that its REOI Submission is compliant with the REOI.

Signed for and on behalf of the Proponent by:

[Insert Name]
(who by his/her signature duly warrants his/her authority to bind the Proponent) in the presence of:

Signature of Witness

Full Name

Address
.....
.....

Occupation

RETURNABLE SCHEDULE NO.1 REOI EVALUATION CRITERIA

DEVELOPMENT PROPOSAL AND ALIGNMENT WITH MAC POINT VISION

(Maximum 15 pages)

Proponents must put forward a high level vision and concept of their proposed development, detailing its likely alignment with the *Sullivans Cove Planning Scheme 1997* and the Corporation’s Guiding Principles (see page 10), the Vision for Mac Point (see page 6) and the Master Development Plan (see page 8).

A Proponent’s Submission should include:

- 1 Concept site design detailing the key features of the development proposal and how it aligns with the Corporation’s Vision, Guiding Principles and the Master Development Plan for the site.
- 2 Alignment of proposed development with the *Sullivans Cove Planning Scheme 1997* and identification of any aspects of the development non-deemed to satisfy.
- 3 Contribution of the proposed development to delivering “an extraordinary precinct” and differentiating Mac Point through urban renewal and innovation leadership.
- 4 Proposed innovative technologies and sustainability features, including developments impact on the local community.
- 5 Fit of the proposed development within the context of the broader Mac Point site and the broader Hobart environment. This includes provision for a pedestrian link between the Site and the Cenotaph through lot 100 (as shown on the indicative Plan of Subdivision available in the data room) which is fully compliant with the *Disability Discrimination Act 1992* (Cth).
- 6 Provision of an indicative development program.

RETURNABLE SCHEDULE NO.2 REOI EVALUATION CRITERIA

CAPABILITIES AND EXPERIENCE

(Maximum 8 pages)

Proponents will need to demonstrate that they possess the skills, technical knowledge and capability to develop the proposed site.

A Proponent’s Submission should include:

- 1 Details on proposed team, inclusive of design members, planners, financier, legal representatives, builder(s), including relevant qualifications and CV’s.
- 2 Key details such as Directors, ABN/ACN, insurances and structure of the lead organisation that the Corporation will be contracting with, including an accountant statement regarding financial credibility.
- 3 Experience of the developer, builder and design team and financier including demonstrated previous delivery of similar developments, including a minimum of two project referees.
- 4 Credentials of the team in regards to capacity.

RETURNABLE SCHEDULE NO.3 REOI EVALUATION CRITERIA

ECONOMIC AND FINANCIAL

(Maximum 10 pages)

Proponents must provide details of the commercial viability of the proposed development, including any preliminary market analysis and the indicative purchase price (offer) to the Corporation.

A Proponent's Submission should include:

- 1 Details of proposed financial scale and associated funding structure and sources and capacity of the proponent to deliver the planned development.
- 2 Indicative (non-binding) purchase price and associated terms.
- 3 Statements detailing market understanding and the economic benefit opportunities that will be generated through the development for the broader Tasmanian economy.

DISCLAIMER

LIMITED PURPOSE AND CONTEXT OF THIS REOI

This REOI and the information provided via the data room, is being made available solely for the purpose of assisting interested parties to determine whether or not they wish to become a Proponent and submit a submission in relation to the potential development and acquisition of all or part(s) of the Site.

This REOI, and the information provided via the data room, is not, nor does it purport to be, all inclusive. Nor does it purport to contain all of the information that a prospective purchaser may require or should obtain in connection with any purchase of all or part(s) of the Site or in connection with the evaluation of any possible purchase. At the Corporation's absolute discretion, further information may be provided to shortlisted Proponents, who may be invited to undertake further due diligence investigations before submitting a response to any RFP and negotiating transaction documentation as part of Stage 2 of the Competitive Bid Process.

The Corporation (including without limitation its partners, employees, agents, associates and advisors) is not under any obligation to correct, update or revise this REOI and the information provided via the data room, or any written or oral communications transmitted to a Proponent in the course of evaluating whether to enter into a transaction, or to provide any additional information. If additional information is provided (at the absolute discretion of the Corporation), that additional information will be provided subject to this disclaimer.

This REOI and the information provided via the data room, including any update, supplement or appended information, does not and will not form part of any contract relating to the development and acquisition of all or part(s) of the Site.

INFORMATION NOT AUDITED

This REOI has been prepared based on publicly available information and information provided by the Corporation. Except where expressly stated, the information contained in this REOI and the information provided via the data room, has not been audited and has not been verified by the Corporation, nor has it been audited or verified by the Corporation's representatives or any other third party.

SUBSEQUENT EVENTS

Unless otherwise stated, the contents of this REOI and the information provided via the data room, are based on information available as at 6 August 2020. This REOI must not be deemed to be an indication of the state of the Site, nor does it constitute an indication that there has been no change to the Site since 6 August 2020 or since any other date at which any information contained in this REOI is expressed to be stated.

NO WARRANTIES

To the maximum extent permitted by law, none of the Corporation nor any of the Corporation’s representatives make any representation or warranty, express or implied, as to the accuracy, currency, reliability, completeness, suitability or otherwise of the information contained in this REOI and the information provided via the data room and none of those parties have, or assume any obligation, to provide any additional information or to update this REOI or the information provided via the data room.

INFORMATION NOT COMPLETE AND ACCURATE

This REOI and the information provided via the data room, is not and is not intended to be a complete or accurate statement of the information which a Proponent would need or expect to find in order to assess whether or not to submit a response to this REOI or any RFP for all or part(s) of the Site, or the manner in which any such acquisition can be lawfully undertaken. Neither the Corporation nor the Corporation’s representatives accepts any responsibility to inform the Proponent if it becomes aware of any inaccuracy in this REOI or any document provided via the data room.

OWN INVESTIGATION

No Proponent can, or may rely on, the information contained or referred to in this REOI or provided via the data room for any purpose. Proponents acknowledge that they must make their own independent investigations and verification of the information contained or referred to in this REOI or provided via the data room and any other information made available before or during the Competitive Bid Process and make their own appraisals of the Site.

This REOI is provided to each Proponent in reliance on the Proponent’s representation that it will conduct its own investigations and verification of the information relating to the Site provided to it. In this regard, each Proponent should obtain (and will be deemed to have obtained) their own independent legal, taxation, financial, commercial, technical and other advice in relation to information in this REOI, via the data room or otherwise made available to them before or during the sale and in relation to any potential purchase.

Neither the Corporation nor the Corporation’s representatives have considered the objectives, financial situation or needs of any Proponent.

NO LIABILITY

To the maximum extent permitted by law, neither the Corporation nor the Corporation’s representatives accepts any responsibility or liability whatsoever to any person for any loss, liability, damage or expense arising directly or indirectly from or connected in any way with any use of or reliance placed by the Proponent on the contents of this REOI, provided via the data room or any other information made available before or during the Competitive Bid Process.

In particular (but without limitation), to the maximum extent permitted by law, no representation or warranty is given and nothing in this REOI, provided via the data room or any other information made available before or during the Competitive Bid Process is, or should be, relied upon as a promise or representation, including (but not limited to) the profitability of development of all or part(s) of the Site, the prospects of the Site, or in relation to any economic or other interpretations, forecasts or evaluations of the information. Proponents represent that they are qualified to interpret, and / or will engage consultants who are qualified to interpret, any such information.

FORECASTS AND PROJECTIONS

This REOI may contain statements that are in the nature of forward looking statements. To the maximum extent permitted by law, no representation or warranty is given and nothing in this REOI, provided via the data room or any other information made available before or during the Competitive Bid Process is, or should be, relied upon as a promise or representation, including (but not limited to) the condition or future cash flows associated with the development of the Site.

Statements, assumptions or other information in this REOI or provided via the data room that relate to future matters or any other information made available before or during the Competitive Bid Process as to future matters may prove to be incorrect. Each Proponent should make its own investigations and rely on its own inquiries regarding assumptions, uncertainties, variables, contingencies, risks and other factors that may affect the future development of the Site.

NOT A RECOMMENDATION NOR AN INVITATION TO BUY BUSINESS ASSETS OR SUBSCRIBE FOR SECURITIES

The information set out in this REOI, provided via the data room or any other information made available before or during the Competitive Bid Process does not constitute a recommendation or advice (including financial advice for the purposes of the *Corporations Act 2001* (Cth)) by the Corporation or the Corporation’s representatives, nor does it form the basis of any contract or offer for the sale of the Site, nor any offer for sale or invitation to buy or subscribe for any securities.

INFORMATION TO BE READ AS A WHOLE

Tables and schedules included in this REOI or provided via the data room are summaries of information and must be read in conjunction with this REOI and the contents of the via the data room information as a whole. Where an entity is referred to in this REOI as the source of any particular information, that entity does not accept any liability for, and shall not be liable in connection with, that information in the manner in which it is used or presented in this REOI.

NO LIABILITY FOR COSTS

Neither the Corporation nor the Corporation’s representatives are liable to compensate or reimburse any Proponent for any liabilities, costs or expenses incurred in reviewing, investigating or analysing any information relating to the Site and potential purchase of the Site, whether or not such information is contained in this REOI, provided via the data room or is otherwise made available before or during the Competitive Bid Process, or for any costs in relation to the Competitive Bid Process.

The Corporation does not, by the distribution of the REOI, adopt any liability for the obligations of the eventual purchaser(s) of the Site or for the contents of this REOI.

All matters relating to this Request for Expression of Interest (REOI) must be directed to the Knight Frank representatives detailed below;

Ian Reed
Commercial Sales & Leasing
M: 0419 670 501
E: ian.reed@au.knightfrank.com

Scott Newton
Partner Head Tasmania
M: 0409 186 261
E: scott.newton@au.knightfrank.com





STAGE ONE - LAND RELEASE



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