SECTOR LEADING CAMPUS DEVELOPMENT OPPORTUNITY

INFORMATION MEMORANDUM

GREATER CURTIN STAGE ONE | PARTNERING WITH PRIVATE SECTOR
Greater Curtin Stage One is the beginning of realising an extensive 20 year vision. This presents as an unparalleled opportunity to invest in one of Australia’s most exciting infrastructure projects.
OVERVIEW
LAYING THE FOUNDATIONS OF GREATER CURTIN

One of Australia’s premier development, investment and operating opportunities through “partnering” with Curtin University, Perth’s largest tertiary education institution. Private sector entities with requisite experience, resources, expertise and interest in the university sector should consider this outstanding opportunity.

Tertiary education is one of the most important and fastest growing sectors of the economy for Australia and indeed, on a global basis. This is reflected in the rapidly increasing development of student accommodation and complementary uses as an emerging investment-grade asset class and essential to the core business of universities.

In terms of essential infrastructure, higher education institutional service providers competing for the global student markets need to:

- Provide contemporary and differentiated campus environments in terms of facilities, technological services, amenity and place making
- Include high quality on-campus living opportunities with integrated retail-hospitality services
- Address capital constraints and limited operating experience by involving the private sector in funding, development and operation of student living and place-making activated mixed-use environments

Curtin is responding to these opportunities and challenges through the Greater Curtin campus strategy. It is designed to be delivered through a master planned approach based on the Stage One development plan, including:

- 2,000 student beds across a range of accommodation types and staged delivery
- Academic facilities and research space
- An integrated retail mix of facilities
- Short stay accommodation for staff and visitors
- Commercial office space
- Car parking infrastructure

Curtin is seeking to deliver this major project through private sector participation and a structured transaction process involving the following steps:

1. **Release of Information Memorandum** April 2016
2. **Availability of Expression of Interest** April 2016
3. **Access to Due Diligence Information** April 2016
4. **Shortlisted Parties Invitation to Request for Detailed Proposals Process** September 2016
5. **Selection of Preferred PropONENT(s)** Early 2017
6. **Transaction Close** Mid-2017
7. **Project Commencement** 2017
8. **Occupancy of Initial Sub-Stage** 2019

This Information Memorandum outlines the context for the project, its scale and development mix and scope for private sector participation as a prelude to the forthcoming Expression of Interest (“EOI”) process.

We envisage Greater Curtin to be the place to rub shoulders with some of the most dynamic and exciting business and community groups in Australasia. It will be a place where large and small businesses and entrepreneurs can exchange knowledge, a place where creative relationships are forged.
GREATER CONNECTIONS WITH THE WORLD

Perth, the capital city of the Australian State of Western Australia (WA) is the fourth-most populous city in Australia, with a population of 2.04 million (at 30 June 2015) living in greater Perth. The 2015 Western Australia Tomorrow report (WA Department of State Development) forecasts that the State’s population will rise to 3.27 million by 2056.

WA has an export-oriented economy specialising in mining, petroleum, agriculture and education. It is considered a global resources hub supporting the State’s vast resources sector, including the related mining equipment and technology services industry. It is Australia’s largest exporting state, accounting for 47 per cent of Australia’s merchandise exports (2014), and it had a gross state product of $249 billion in 2014-15, contributing 15 per cent of Australia’s gross domestic product.

WA is within the time zone of the Asia region, which represents the largest population concentration in the world. Perth is only a four hour flight from Singapore making it an attractive and accessible gateway to Australia.
A VIBRANT AND ESTABLISHED CAMPUS

The higher education sector is a major contributor to the Australian economy. Curtin University is Western Australia’s largest university by student and staff numbers, and one of the largest universities in Australia. With over 60,000 students enrolled and 3,700 staff employed across several campuses including its main campus in Bentley (Perth), and satellite locations in the Perth CBD, Margaret River, Kalgoorlie, Sydney, Singapore and East Malaysia, Curtin is a well-established educational institution with extensive connections to industry and the community.

Located 6km south west of the Perth CBD, Curtin’s Bentley Campus (“Campus”) comprises over 114ha of education, research, commercial, retail, student accommodation and sporting facilities in the heart of the Perth metropolitan area. The Campus is within the Town of Victoria Park Local Government Area, adjacent to a suburban residential community, and in proximity to a variety of institutional, recreational and knowledge-based activities.

Curtin’s operation is effectively controlled through the Curtin University of Technology Act 1966 (“Act”), with the Minister for Lands and the Governor responsible for critical decisions regarding terms of tenure for third party development. Development approval is through the WA Planning Commission for Major Projects.

The ongoing development of the campus is under the governance of the University Executive and Senate, which are supportive of the project and in particular, the participation of the private sector to introduce experience and expertise in delivering and operating sector-leading campus facilities.

ESTABLISHED CAMPUS FACILITIES AND SERVICES

Multiple services are offered across the Campus to support students and staff. Key services include student accommodation (Curtin Housing Service), gymnasium and fitness centre, sports courts and fields, multi-storey library and student bookshop, as well as many food and beverage outlets. The campus also has full banking facilities, a medical centre, hairdressing salon, childcare facilities, shops and markets, a public art gallery, and tavern. Students and staff can also benefit from counseling and career advice, health and disability services and multi-faith services. Curtin has also implemented a highly successful place activation program for the last four years to offer diverse and interesting experiences for the campus community and its visitors.

TEACHING AND RESEARCH EXCELLENCE

Curtin offers a wide range of graduate and postgraduate courses in business, health sciences, resources, humanities, engineering and related sciences. Curtin is well above world average for its research in Astronomical and Space Sciences, Physical Chemistry, Geochemistry, Geology, Crop and Pasture Production, Electrical Engineering, Medical Microbiology, Nursing and Nutrition and Dietetics. The research focus in the areas of Data Analytics and Information Technology, Energy and Resources, Health and Medicine, Design as well as Agriculture will continue to improve Curtin’s international ranking.

STUDENT ACCOMMODATION

Curtin’s Bentley campus currently provides some 1,175 students beds on campus, which are currently owned and operated by the University. It operates at 100% occupancy during semester and each year a large number of applications are unfortunately rejected based on Curtin’s current priority allocation process.

Whilst not a mandatory requirement for this Stage One development program, Curtin will consider proposals to acquire a leasehold interest in the majority (up to 875 beds) of the student housing asset and operate the accommodation in conjunction with the new facilities.
IMPLEMENTING THE VISION FOR GREATER CURTIN

Greater Curtin is Curtin University’s response to the changing world of higher education, and is predicated on the understanding that the physical transformation of the campus is an integral part of the University’s positioning for future success.

Curtin is a well-established institution with extensive connections to industry and the community. It plays a leading role in attracting students and research in WA. Its relevance in the 21st century will be underlined through its reshaping of educational delivery to take advantage of the digital and technological revolution. Growth in student numbers and increasing research outputs means the transformation of Curtin over the last three years has seen its global ranking move from 421 to 271 on the Academic World Ranking of Universities Index. Curtin will continue to position itself as a university of choice in the Asian region, and will increase its contribution to the economic and intellectual capacity of WA.

The development of the physical campus is an enabler for Curtin’s growth strategy. The vision is for a vibrant community heart that embraces all of the things that make great cities around the world – a diverse population, ease of transit, a 365-day sustainable economy, reason to stay a little longer – mixed with research, teaching and learning and business partners. It is this vision that Curtin believes will meet the expectations of future students, staff, researchers, industry and government partners and will ensure Curtin’s future relevance and success.

MARKET COMMENTARY

Curtin commissioned specialist reports to evaluate development opportunities as part of Stage One.

Urbis completed an analysis of the student accommodation market and retail demand as inputs to the Master Plan. These reports will be made available through the data room as part of the EOI.

Regarding student accommodation, Curtin has reported full occupancy within its on campus accommodation facilities with current applications for student housing exceeding places available. Key findings on the study:

- 78% of commencing international undergraduates apply for student accommodation places, which is significantly higher than other suburban universities
- International post-graduates have a relatively high propensity at 24% to apply for student accommodation, which is noticeably higher than other universities

The Greater Curtin Master Plan provides:

- Capacity and a strategy for sustained growth in full time student numbers
- University staff population will similarly expand to support this growth

These growth expectations support both demand for existing facilities and the planned expansion through Stage One.

The Master Plan includes a planned retail precinct to be ‘curated’ by the University through a head lease structure.

According to Urbis:

- The Stage One retail precinct has the potential to serve a broad spectrum of market segments, including campus visitors as well as residents living in the surrounding suburbs and nearby workers
- There is clear market potential for a full line anchor grocery store/supermarket in the Stage One retail precinct, reflecting that the region in the vicinity of the Bentley campus is under-supplied in supermarket floor space
- Stage One could support a total retail floor space range of 5,500m2-6,800m2

In addition to these facilities, Curtin intends to deliver additional complementary educational and business commercial space as well as short stay accommodation. Curtin will play a key role in supporting the demand for these facilities.

This very significant growth can be accommodated by expanding the capacity within the campus through the Stage One Master Plan.

GREATER CURTIN STAGE ONE PROPOSES:

$85 MILLION

12,500

2,000

Curtin University’s initial commitment to Stage One projects

daily commuters through Interchange when opened

residents living in Stage One by 2020

Source – Curtin Capital Program

Source – SmartRider statistics

Source – Stage One planning

Greater Curtin Stage One will introduce vibrant greenery and ecological open spaces.
Greater Curtin Stage One (‘Stage One’) is the catalyst for a transformation that represents a step change to how Curtin University has traditionally functioned. The shift from being only a place of teaching, learning and research, to also being a multipurpose destination that is open to everyone will require a dedicated and sustained focus across all aspects of the business; it is beyond a simple “bricks and mortar” transaction. Stage One will create much of the infrastructure and culture upon which the Greater Curtin vision will be built.

Stage One will integrate Curtin’s best educational and research offerings with an enviable urban lifestyle, in a sustainable place where everything is available and connected.

Curtin has committed to deliver a new bus interchange as a key component of the overall Greater Curtin Master Plan and forms part of Greater Curtin Stage One. This interchange is intended to be the central public transport hub for Curtin and is to be situated adjacent to a proposed new light-rail service connecting the campus with the Perth CBD, Canning Bridge and Cannington.

STAGE ONE: A CONNECTED COMMUNITY

Growing from existing infrastructure. Stage One will integrate with existing campus facilities, bringing added vibrancy to the University by connecting to existing facilities such as Wesfarmers Court and the academic heart.

IMPLEMENTING CHANGE: A PLACE LED METHOD

Curtin has adopted a place led approach that has required a strong understanding of who will use the place, their specific requirements, and how it will be delivered and managed in the short, medium and long term. This thought process has aligned with Curtin’s vision for change and drive towards innovation in its offering to the market.

In summary, Curtin expects that Greater Curtin Stage One will be a people-focused and activated place that delivers the following outcomes as the first stages of achieving the overall Greater Curtin vision:

• A range of on campus short-term and long-term accommodation options
• A connected and vibrant urban experience including places to shop, be entertained, and to see and experience university life
• Diverse walking and cycling connections, within a landscaped green environment which promotes Curtin life
• A strategic, high profile commercial address
• Dedicated spaces and programs that support business incubation and entrepreneurship
• Research and industry partnerships, from start-up to established businesses
• An 80-route bus interchange at the central core
• A focus on recreation and wellbeing, through tailored programs and partnerships with Curtin Stadium
• A bespoke retail offering within a range of public spaces and programs which are open to everyone
Curtin will deliver Stage One through partnering with the private sector. It is seeking development, funding and operational expertise from across the spectrum of complementary asset classes involved. The Master Plan concept for Stage One locates mixed use asset classes on separately identified but integrated development lots.
Land tenure and terms are controlled through the Act, with a level of discretion subject to the Minister of Lands and the Governor. Development by third parties on the campus will be on leasehold tenure, with the terms subject to negotiation and approval. Land tenure details for the overall campus are as follows:

**Address**
Curtin University of Technology, 208 Kent Street Bentley

**Title Details**
Vol Ls 3093 Folio 106 Management Order for Reserve 27142 Lot 1884 on Deposited Plan 213723 Vol 3093 Folio 106

**LGA**
Town of Victoria Park, with City of South Perth and City of Canning on boarders

**Reserve 27142 Size**
114ha

**Ownership**
Crown under Management Order to Curtin University

It is anticipated that specific leasehold terms will be determined in conjunction with the developer-operator for this project.
The Procurement Process will comprise three Phases:

- Phase 1: The EOI Process;
- Phase 2: The Request for Detailed Proposal ("RFDP"); and

Curtin will evaluate the EOI Response Proposals ("EOI Proposals") submitted to determine a shortlist of Proponents, who will be invited to provide a Detailed Proposal in the second stage of the Procurement Process, being the RFDP.

There is scope for separately packaged transactions for the different asset classes, subject to the response from the market.

The purpose of the RFDP Process is for Curtin to select the Preferred Proponent(s) with whom Curtin’s intention is to select the Successful Proponent(s) and enter into the Project Transaction Documents.

**INDICATIVE TIMELINE**

The following indicative timeframe will apply to the Procurement Process:

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<th>Phase Two – RFDP Phase</th>
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**REGISTER INTEREST**

All interested parties should promptly visit properties.curtin.edu.au/greatercurtinstageone to complete the necessary steps required to obtain access to the EOI document.

For more information, please contact:

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PROPERTIES.CURTIN.EDU.AU/GREATERCURTINSTAGEONE

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