



MILTON PRECINCT - GET ONBOARD

Expressions of interest are now open.

MILTONPRECINCT.COM.AU



Milton Precinct

MackayAirport

The vision for Milton Precinct is to provide a rare opportunity for companies to get in on the ground floor and develop their business as part of the prosperous Mackay Region. Situated on a premier greenfield site, the Milton Precinct offers an ideal location within a highly visible and busy traffic zone on the eastern side of Milton Street.

Milton Precinct will be an integrated, master planned, long term sustainable development with energy saving technology incorporated into the precinct development. Milton Precinct is providing an exciting opportunity to enter into a long term ground lease for the development of your purpose-built facilities.

OBJECTIVE

THE PURPOSE OF THE EXPRESSION OF INTEREST (EOI) PROCESS IS TO INVITE INTERESTED PARTIES TO A NEW LEASING OPPORTUNITY IN THE DEVELOPMENT OF MILTON PRECINCT – MACKAY AIRPORT. MILTON PRECINCT IS THE EXCITING NEW BUSINESS, RETAIL AND ENTERTAINMENT HUB STRATEGICALLY LOCATED ON MACKAY AIRPORT LAND HOLDINGS.

The nature of the lease commercial terms and conditions will be subject to commercial negotiation during the second stage of this EOI process. Interested parties are invited to submit a proposal by registered mail or lodged electronically via the website.



Private and Confidential Milton Precinct – Mackay Airport EOI

Mackay Airport Pty Ltd C/- Adrian Miles, Manager Commercial & Terminals
PO Box 5806 Mackay Mail Centre 4741 MACKAY QLD



www.miltonprecinct.com.au

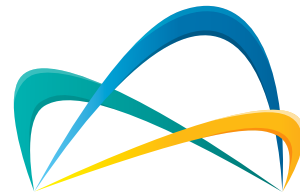


PROCESS

The overall EOI process is outlined below.

- **Stage 1 - Expression of Interest (EOI)**
 - Release of the Milton Precinct – Mackay Airport EOI
 - Stakeholder submission to the EOI
 - Evaluation of stakeholder submissions
 - Engagement with stakeholders on submissions
- **Stage 2 - Heads of Agreement (HOA)**
 - Preparation of the Heads of Agreement documents
 - Prepare Development Design Brief (DDB)
 - Mackay Airport approval of stakeholder DDB
 - Execution of the Heads of Agreement documentation (Agreement to Lease)
- **Stage 3 - Design Approvals and Delivery**
 - Design documentation and development approval
 - Civil and Construction documentation
 - Construction of subdivision (ground lease), stakeholder purpose-built facility
 - Execution of the lease documentation

MACKAY AIRPORT OWNERSHIP



MackayAirport

FOR WORKDAYS AND HOLIDAYS

Mackay Airport Pty Ltd (Mackay Airport) operates and manages Mackay Airport which includes all airside and landside operations, terminals, car parking and associated land holdings.

Mackay Airport is part of the North Queensland Airports group. The consortium comprises IIF Cairns Mackay Investment Ltd (an entity advised by JP Morgan Asset Management), The Infrastructure Fund (TIF) and Perron Investments. Cairns Airport Pty Ltd (Cairns Airport) which owns and manages Cairns Airport is also part of the North Queensland Airports group.





About IIF Cairns Mackay Investment Ltd

IIF Cairns Mackay Investment Ltd (IIF) is focused on the infrastructure sector with a long-term investment approach. IIF is advised by J.P. Morgan Asset Management, a part of JPMorgan Chase and Co.

J.P. Morgan Asset Management is a global asset management leader providing world-class investment solutions to clients.

About The Infrastructure Fund

The Infrastructure Fund (TIF) is one of Australia's top performing infrastructure funds with a portfolio of Australian and overseas assets worth more than \$2.4 billion. TIF investors include industry superannuation funds representing more than 2 million members, as well as other institutional investors.

About Perron Investments

Perron Investments Pty Ltd is an Australian proprietary company, which generates its income from investments in office and retail properties in Australia. Its head office is located in Western Australia.

Perron Investments Pty Ltd and its assets are privately held through various entities collectively known as The Perron Group. The national investment portfolio comprises approximately 75% retail space and 25% office space, through its infrastructure investments in shopping centres and office towers. Perron Investments Pty Ltd is a shareholder in Queensland Airports Limited.

WHERE IS MACKAY?



**LARGEST REGIONAL CITY
IN CENTRAL QLD**



950km NORTH OF BRISBANE



730km SOUTH OF CAIRNS



**LOCATED WITHIN THE
GREAT BARRIER REEF**



**HOME OF THE LARGEST
COAL EXPORTS IN QLD**

LOCAL DEMOGRAPHICS

POPULATION



117,000
(as at 30 June 2018)



There are **30,000 families** within the Region



20.24% (23,680) were between **5 - 19 years of age**



12.30% (14,391) were between **20 - 29 years of age**



35.09% of the population **earn over \$156,000 p.a.** or \$76,000 above average



A further **19.89%** of the population **earn over \$100,000 p.a.** which is \$20,000 above state average



In **terms of affordability** and based on the Socio Economic Indexes for Areas (SEIFA) for Queensland, **Mackay scored in the top tier with 987** on a scale of 188 (worst) - 1186 (best)

TOURISM



1 million domestic visitors (as at 31 March 2019), which was 12.9% above 2018



Average length of stay in the Mackay region is **4 nights**



MILTON PRECINCT - MACKAY AIRPORT

At Milton Precinct – Mackay Airport you're at the heart of this expanding city. An exciting new business, retail and entertainment hub strategically located and bordered by two major roads, Milton Precinct is in a highly visible traffic zone and located just minutes from one of the busiest regional Airports in Australia.

MILTON STREET PRECINCT OFFERS YOU:

- A rare opportunity that is not available anywhere else in Mackay
- Premium greenfield site primed for development with approved planning and zoning already in place under Mackay Airport Land Use Plan
- Land available from 1,000m² to 50,000m²
- High quality, purpose built facilities (flexible)
- A unique opportunity to tailor and integrate fitouts
- Competitive lease rates compared with the CBD and surrounding precincts



MILTON PRECINCT - LOCATION



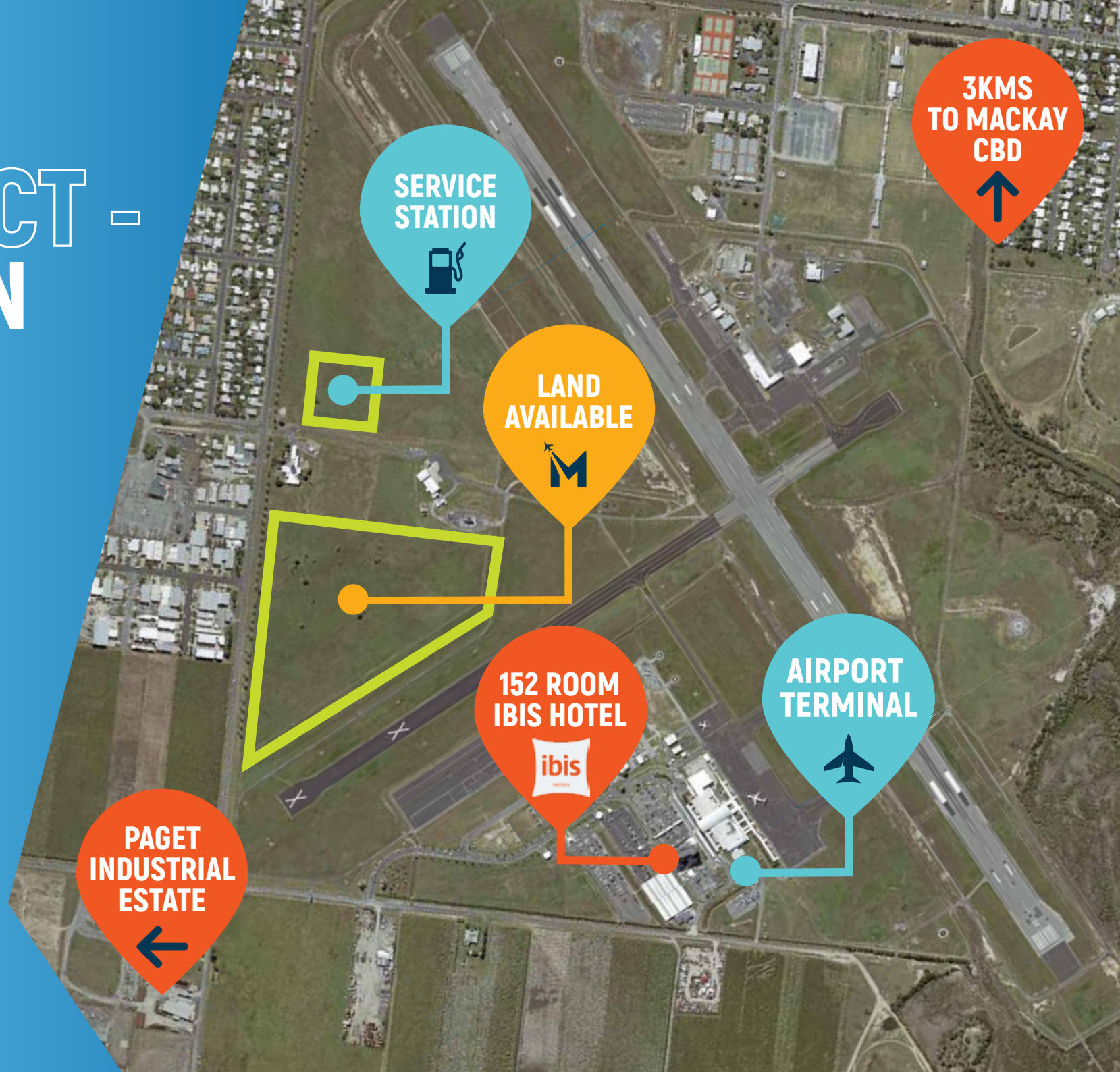
LESS THAN 1.5KMS FOR
JUNIOR SPORTING CLUBS



6 PRIMARY & SECONDARY
SCHOOLS WITHIN 4KM



LESS THAN 5KMS FROM
CENTRAL QLD UNIVERSITY



SERVICE
STATION



LAND
AVAILABLE



152 ROOM
IBIS HOTEL



AIRPORT
TERMINAL



3KMS
TO MACKAY
CBD



PAGET
INDUSTRIAL
ESTATE



ADDITIONAL INFORMATION

Any request for clarification, request for additional information or any documentation during the expression of interest period should be made to:



Adrian Miles – Manager Commercial & Terminals

@: adrian.miles@mackayairport.com

Clarification information will be provided to the requestors nominated email address.

The request for additional information contact details above will only respond to requests for clarification in writing and may require stakeholders to submit their queries or requests for further information in writing prior to responding.

Mackay Airport Pty Ltd will be not be obliged to address any queries received by the request for additional information contact details two (2) days before the Closing Date.

Stakeholders should contact the request for additional information contact if any discrepancy, error or omission is found in the expression of interest document or if stakeholders have any questions or wish to make any enquiry regarding the expression of interest document. Mackay Airport Pty Ltd may amend the expression of interest document at any time prior to the Closing Date. Any amendment to the expression of interest document will be issued in the form of an addendum and will be issued to all stakeholders to their nominated email address when downloading the expression of interest document.

Addenda issued under this clause will be part of the expression of interest document.

ASSESSMENT CRITERIA

During the assessment of the EOI submissions, Mackay Airport Pty Ltd will assume that all commitments made by the successful stakeholders during the EOI process can be fulfilled. These commitments will also form the basis for the final preparation of any HoA documentation.

Upon receipt and evaluation of the EOI form, including interviews and discussions with stakeholders (if applicable) throughout the duration of the EOI process, Mackay Airport Pty Ltd will determine the successful stakeholders for endorsement for Stage two (2) of the EOI process. Mackay Airport Pty Ltd is not obliged to disclose the reasons why an applicant may have been unsuccessful from this process.

Mackay Airport Pty Ltd reserves the right to embark upon confidential negotiations with stakeholders in relation to the terms and conditions of the EOI form submitted.

Successful parties will be selected, in no particular order, on the basis of:

- All criteria of the EOI submission form being met;
- Strength of financial and business capability;
- Proposed investment, design, development and innovation;
- Strength of commercial business proposed and future aspirational growth;
- Ability to provide business certainty within lease area and lease tenure;
- Efficient use of facility and operational development space; and
- Ability to enhance the experience for business and community of the Mackay region.

Mackay Airport Pty Ltd reserves the right to request further information from any applicant prior to determination of successful applicants. Mackay Airport Pty Ltd reserves the right to set priorities and weigh the assessment criteria or vary the same at its absolute discretion.

LEGAL INFORMATION

Reservation of Rights

Nothing in this EOI (whether impliedly and expressly) represents an offer that is capable of acceptance.

All applicants are required to bear all and any costs, expenses or charges associated with the preparation and submission of all submissions in response to this EOI process and agrees that it has no entitlement to recoup such costs, expenses or charges from Mackay Airport Pty Ltd or any of its related entities, should its submission be ultimately unsuccessful.

Mackay Airport Pty Ltd reserves the right to (in its absolute discretion):

- (a) Consider all possible options in regard to this EOI and no reimbursement of costs will be paid to respondents registering their interest for leasing opportunities.
- (b) Alter the criteria or any aspect of the requirements under the EOI
- (c) Not proceed with part of or any aspect of the EOI.
- (d) Vary the EOI process or selection criteria.
- (e) Negotiate with one or more of the EOI applicants concurrently.
- (f) Use the information arising from or in connection with the EOI submission in any way it sees fit, including to negotiate with a competitor.
- (g) To set priorities, weight or disregard any criteria it may use for evaluating any EOI submission or vary those priorities or weightings at its absolute discretion without any requirement of notice to applicants. Priorities and weightings will remain confidential to Mackay Airport Pty Ltd and may not be disclosed to applicants.
- (h) Change the indicative timelines or Closing Date.
- (i) To conclude negotiations with any party whether or not that party is an applicant pursuant to this invitation.

Disclosure of Expressions of Interest Information

Mackay Airport Pty Ltd will disclose only such EOI information to its officers, consultants and advisors as is necessary to evaluate and obtain approval of EOIs received. The applicant agrees that EOI information may be disclosed by Mackay Airport Pty Ltd in accordance with this policy. All and any intellectual property rights subsisting in the EOI documents remains with Mackay Airport Pty Ltd and does not transfer to applicants in any way.

Verbal Advice

Mackay Airport Pty Ltd is not bound by any verbal advice given or information furnished by any officer of Mackay Airport Pty Ltd in respect of this invitation but will only be bound by written advice or information furnished by Mackay Airport Pty Ltd.

Ownership of Documentation

Upon lodgement, the EOI and supporting documentation shall become the absolute property of Mackay Airport Pty Ltd.

Change Invitation

Mackay Airport Pty Ltd reserves the right in its absolute discretion to change any part of this invitation and if Mackay Airport Pty Ltd considers it appropriate, to invite applicants to change their EOIs to take account of the changed invitation.

Disclaimer

The information contained in the Expression of Interest (EOI) is solely for prospective parties to assist them in deciding whether or not they wish to make a submission with respect to the proposed Milton Precinct Development.

Prospective parties are advised that all statistical information included in this EOI is provided for historical information purposes only. Accordingly, all interested parties should make their own enquiries to verify the information. This information should not be taken as any indication of the future performance of Mackay Region or Mackay Airport.

No Representations or Warranties

Mackay Airport Pty Ltd does not make any representation or give any warranty as to the commercial success or revenue likely to be derived by any applicant offered a lease or alternative agreement as a result of this EOI process.

APPENDIX 1

Attachment 1 – EOI Application Form

Expression of Interest

Mackay Airport Pty Ltd – Milton Precinct – Mackay Airport

Mackay Airport intends to do a conceptual design for development of Milton Precinct – Mackay Airport, the exciting new business, retail and entertainment hub strategically located on Mackay Airport Land Holdings. Input is therefore being requested from parties interested in leasing, or operating from, the precinct to ensure the conceptual design is developed to reflect the needs of potential stakeholders, relevant regulatory government agencies and also Mackay Airport.

This questionnaire seeks to collect information such that a design brief can be formulated to guide the development of Milton Precinct concept design. The concept design shall primarily be focused upon the layout of the precinct and the provision of appropriate infrastructure to service the needs of the precinct and its tenants. Respondents should consider the demands of their proposed infrastructure and operations in their response.

Please be assured that all information provided will be confidential and will be used by Mackay Airport only in relation to development of a concept design for Milton Precinct.

I / We hereby express interest in leasing opportunity within Milton Precinct – Mackay Airport:

Company _____

Contact Name _____

Position _____

Address _____

Email _____

Telephone _____

Mobile _____

Company Information

Please provide the following details:

- company profile
- summary of core business
- staff levels

Should additional information be required with respect to your EOI submission or your application proceeds to the next stage in the EOI process, Mackay Airport will require further details in relation to your business and proposed operations.

Advise the preferred commercial option (or options) in relation to your expression of interest from those listed below:

| Option | Yes | No |
|--|-----|----|
| 1. Enter into a long term ground lease with Mackay Airport to establish a purpose built facility to operate a commercial business, retail or entertainment business. | | |
| 2. Sub lease an area or part of a building from Mackay Airport or a key stakeholder as identified and approved by Mackay Airport to operate a commercial business, retail or entertainment business. | | |

Proposed Development

Please provide a general description of the commercial business, its operation and facility to be established within Milton Precinct – Mackay Airport.

Development Requirements

| | |
|--|--|
| 1. Provide an outline of the intended commercial business, retail or entertainment facility eg. service station, freight logistics, warehouse, showroom, retail business, entertainment enterprise etc | |
| 2. Indicate the preferred date of commencement of lease. | |
| 3. Indicate preferred length of tenure. | |
| 4. Advise the anticipated ground lease area (including length and width dimensions where known) required for the business and proposed facility. The proposed site must encapsulate the buildings, car parking, sole use internal access roads, storage and landscaping. | |
| 5. Advise the anticipated footprint area of the proposed buildings including approximate dimensions. (m2) | |
| 6. Advise the maximum height of the proposed building including non-frangible fixtures – ground level to top of structure. (m) | |
| 7. Provide the number of staff and visitor car parks required for the proposed business. | |
| 8. Provide detail on the proposed operational hours of the business. | |
| 9. Does the proposed business require utility services over and above those typically provided by a commercial development site? | |
| 10. Is there a requirement for the proposed business to be accessed by large vehicles – eg. delivery trucks or coaches/ buses. If so what size and approx. no. of vehicle movements? | |
| 11. Will the business be developed in a staged manner? If so provide details. | |
| 12. Would you be interested in sub leasing part of your business? | |
| 13. Provide any other relevant requirements or information regarding the proposed business and or operations. | |

In terms of your business, please indicate the 3 most important features that Milton Precinct – Mackay Airport development can provide for your business:

| | |
|----|--|
| 1. | |
| 2. | |
| 3. | |

Please include any other information which you feel is relevant or which you would like to ensure is considered in the conceptual design of Milton Precinct – Mackay Airport:

| |
|--|
| |
|--|



Alternatively, you can register your interest via our online form.

MILTONPRECINCT.COM.AU

EOI PREPARED AND RELEASED BY:

ADRIAN MILES
MANAGER COMMERCIAL & TERMINALS

Mackay Airport Pty Ltd
PO Box 5806 Mackay Mail Centre
4741 MACKAY QLD



ADRIAN.MILES@MACKAYAIRPORT.COM



MILTONPRECINCT.COM.AU



Milton Precinct

MackayAirport