

COBBITTY SUB PRECINCT 5: RETAIL DEMAND ANALYSIS

Prepared for BHL Group
June 2022

COVID-19 AND THE POTENTIAL IMPACT ON DATA INFORMATION

The data and information that informs and supports our opinions, estimates, surveys, forecasts, projections, conclusion, judgments, assumptions and recommendations contained in this report (Report Content) are predominantly generated over long periods, and is reflective of the circumstances applying in the past. Significant economic, health and other local and world events can, however, take a period of time for the market to absorb and to be reflected in such data and information. In many instances a change in market thinking and actual market conditions as at the date of this report may not be reflected in the data and information used to support the Report Content.

The recent international outbreak of the Novel Coronavirus (COVID-19), which the World Health Organisation declared a global health emergency in January 2020 and pandemic on 11 March 2020, is causing a material impact on the Australian and world economies and increased uncertainty in both local and global market conditions.

The effects (both directly and indirectly) of the COVID-19 Outbreak on the Australian real estate market and business operations is currently unknown and it is difficult to predict the quantum of the impact it will have more broadly on the Australian economy and how long that impact will last. As at March 2020, the COVID-19 Outbreak is materially impacting global travel, trade and near-term economic growth expectations. Some business sectors, such as the retail, hotel and tourism sectors, are already reporting material impacts on trading performance now and potentially into the future. For example, Shopping Centre operators are reporting material reductions in foot traffic numbers, particularly in centres that ordinarily experience a high proportion of international visitors.

The Report Content and the data and information that informs and supports it is current as at the date of this report and (unless otherwise specifically stated in the Report) necessarily assumes that, as at the date of this report, the COVID-19 Outbreak has not materially impacted the Australian economy, the asset(s) and any associated business operations to which the report relates and the Report Content. However, it is not possible to ascertain with certainty at this time how the market and the Australian economy more broadly will respond to this unprecedented event. It is possible that the market conditions applying to the asset(s) and any associated business operations to which the report relates and the business sector to which they belong could be (or has been) materially impacted by the COVID-19 Outbreak within a short space of time and that it will have a lasting impact. Clearly, the COVID-19 Outbreak is an important risk factor you must carefully consider when relying on the report and the Report Content.

Any Report Content addressing the impact of the COVID-19 Outbreak on the asset(s) and any associated business operations to which the report relates or the Australian economy more broadly is (unless otherwise specifically stated in the Report) unsupported by specific and reliable data and information and must not be relied on.

To the maximum extent permitted by law, Urbis (its officers, employees and agents) expressly disclaim all liability and responsibility, whether direct or indirect, to any person (including the Instructing Party) in respect of any loss suffered or incurred as a result of the COVID-19 Outbreak materially impacting the Report Content, but only to the extent that such impact is not reflected in the data and information used to support the Report Content.

This report is dated **June 2022** and incorporates information and events up to that date only and excludes any information arising, or event occurring, after that date which may affect the validity of Urbis Pty Ltd's (Urbis) opinion in this report. Urbis prepared this report on the instructions, and for the benefit only, of **BHL Group** (Instructing Party) for the purpose of a **Cobbitty Retail Demand Analysis** (Purpose) and not for any other purpose or use. Urbis expressly disclaims any liability to the Instructing Party who relies or purports to rely on this report for any purpose other than the Purpose and to any party other than the Instructing Party who relies or purports to rely on this report for any purpose whatsoever (including the Purpose).

In preparing this report, Urbis was required to make judgements which may be affected by unforeseen future events including wars, civil unrest, economic disruption, financial market disruption, business cycles, industrial disputes, labour difficulties, political action and changes of government or law, the likelihood and effects of which are not capable of precise assessment.

All surveys, forecasts, projections and recommendations contained in or made in relation to or associated with this report are made in good faith and on the basis of information supplied to Urbis at the date of this report. Achievement of the projections and budgets set out in this report will depend, among other things, on the actions of others over which Urbis has no control.

Urbis has made all reasonable inquiries that it believes is necessary in preparing this report but it cannot be certain that all information material to the preparation of this report has been provided to it as there may be information that is not publicly available at the time of its inquiry.

In preparing this report, Urbis may rely on or refer to documents in a language other than English which Urbis will procure the translation of into English. Urbis is not responsible for the accuracy or completeness of such translations and to the extent that the inaccurate or incomplete translation of any document results in any statement or opinion made in this report being inaccurate or incomplete, Urbis expressly disclaims any liability for that inaccuracy or incompleteness.

This report has been prepared with due care and diligence by Urbis and the statements and opinions given by Urbis in this report are given in good faith and in the belief on reasonable grounds that such statements and opinions are correct and not misleading bearing in mind the necessary limitations noted in the previous paragraphs. Further, no responsibility is accepted by Urbis or any of its officers or employees for any errors, including errors in data which is either supplied by the Instructing Party, supplied by a third party to Urbis, or which Urbis is required to estimate, or omissions howsoever arising in the preparation of this report, provided that this will not absolve Urbis from liability arising from an opinion expressed recklessly or in bad faith.

Urbis staff responsible for this report were:

Director	Princess Ventura
Associate Director	Sean Brosnan
Consultant	Ryan Wallis
Project code	P0034297
Report number	4

© Urbis Pty Ltd
ABN 50 105 256 228
All Rights Reserved. No material may be reproduced without prior permission.
You must read the important disclaimer appearing within the body of this report.

CONTENTS

Executive Summary	5
Site Overview and Strategic Context	7
Retail Hierarchy and Supply Analysis	11
Retail Trade Area	15
Demand Analysis and Recommendations	18

EXECUTIVE SUMMARY

Key Findings

- BHL Group is a major landholder in Sydney's South West Growth Area (SWGA). BHL Group's landholding comprises the 303-hectare Cobbitty Sub Precinct 5 (subject site).
- BHL Group seeks to initiate the preparation of a Planning Proposal for the rezoning of Precinct 5, consistent with the Draft Indicative Layout Plan (ILP). This is to facilitate the orderly redevelopment of Precinct 5 into a residential community.
- Urbis have been engaged to assess the future demand for retail floorspace in Precinct 5, and ensure the master plan allows for sufficient retail and services to meet the needs of the future resident, worker and visitor population.
- Drawing on the subject site's supportable quantum of retail floorspace and Urbis' extensive database of successful shopping centres, we have outlined an indicative centre composition in Table E.1.
- As shown in the table, we recommend the subject site accommodate a supermarket based shopping centre with a total GLA of ~12,550 sq.m. This centre would be anchored by 1-2 full line supermarkets, supported by 900 sq.m of mini-major floorspace (potentially a large chemist and liquor store) and 2,000 sq.m of retail specialty floorspace (refer Table E.2 for recommended mix).
- In addition to the 10,050 sq.m of retail floorspace, we recommend a further 2,500 sq.m of non-retail floorspace be provided in the centre.
- Our recommended floorspace and centre composition is indicative for the purposes of informing the Planning Proposal. More detailed retail floorspace analysis will be required to inform any subsequent Development Applications.

Indicative Centre Composition

Table E.1

	GLA (SQ.M)	% OF TOTAL GLA	INDICATIVE NO. OF TENANTS
Supermarket	7,150	57%	1-2
Mini-Major	900	7%	2 (e.g. chemist, liquor)
Retail Specialties	2,000	16%	See Table 4.3
Total Retail	10,050	80%	
Non Retail	2,500	20%	10 (e.g. gyms, medical centre / suites, and local financial services)
Total Centre	12,550	100%	

Source: Urbis Shopping Centre Benchmarks 2020

Indicative Retail Specialty Mix

Table E.2

	GLA (SQ.M)	% OF GLA	INDICATIVE NO. OF TENANTS
Food Retail	150	8%	4-6 (e.g. bakery, butcher, seafood)
Food Catering	600	30%	4-10 (e.g. take-away, casual dining)
Apparel	350	18%	4-6
Homewares	250	13%	2-4
Leisure/General	200	10%	2-4 (e.g. newsagents, florist, giftshop)
Retail Services	450	23%	6-8 (e.g. dry cleaners, hairdresser, massage, key-cutter, optometrist)
Total Retail Specialties	2,000	100%	22-38

Source: Urbis Shopping Centre Benchmarks 2020

INTRODUCTION

- BHL Group is a major landholder in Sydney's South West Growth Area (SWGA). BHL Group's landholding comprises the 303-hectare Cobbitty Sub Precinct 5 (subject site), which is, in turn, located within the South Creek West (SCW) release area.
- As one of 14 precincts in the broader SWGA, the SCW release area has been earmarked for the delivery of jobs and housing over the next 30+ years.
- BHL Group therefore seeks to initiate the preparation of a Planning Proposal for the rezoning of Precinct 5, consistent with the Draft Indicative Layout Plan (ILP). This is to facilitate the orderly redevelopment of Precinct 5 into a residential community.
- To ensure the master plan allows for sufficient retail and services to meet the needs of the future resident, worker and visitor population, Urbis have been engaged to assess the future demand for retail floorspace in Precinct 5.
- Our report is structured as follows:
 - **Section 1 – Site Overview and Strategic Context**
 - **Section 2 – Retail Hierarchy and Supply Analysis**
 - **Section 3 – Retail Trade Area**
 - **Section 4 – Demand Analysis and Recommendations.**
- It is noted that the findings/recommendations/conclusions of this report were based on a previous Indicative Layout which considered the entirety of Sub-Precinct 5. The current ILP only incorporates Lots 2 & 4 in DP 1216380, Lot 2 in DP 1241819 and Lot 500 in DP 1231858 as shown in Map 1.1, overleaf.
- The findings/recommendations/conclusions of this report remain relevant, providing a holistic assessment of the precinct to inform future development on the subject site. It is intended this report will be updated to reflect the refined ILP and any comments received following public notification.

1.0 SITE OVERVIEW AND STRATEGIC CONTEXT

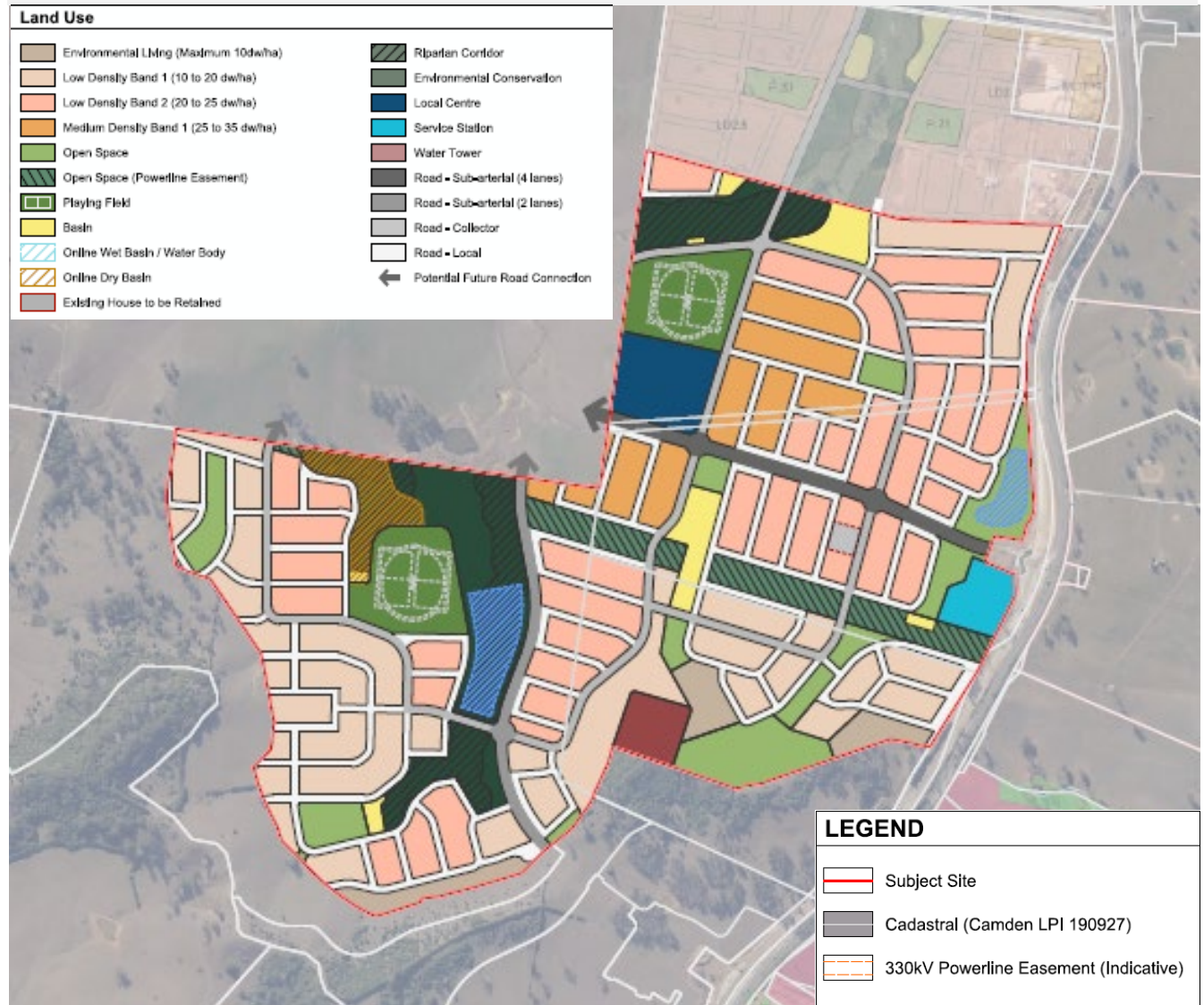
SUBJECT SITE OVERVIEW

Key Findings

- The subject site comprises an area known as the Cobbitty Sub Precinct 5, situated in the South West Growth Area (SWGA).
- The site is currently zoned RU1 Primary Production under the *Camden Local Environment Plan 2010*, and accommodates a mix of rural residential and agricultural land uses and activities.
- To enable the structured delivery of new housing and non-residential uses on the site, BHL Group is leading the development of a precinct-wide master plan.
- The site benefits from frontage and access to The Northern Road to the east, in addition to future road connections to Oran Park in the south-east and Lowes Creek Maryland in the north. The site's connections to The Northern Road specifically will provide easy access to the future Western Sydney Airport and Aerotropolis, and South-West Sydney.
- Surrounding land uses include the recently rezoned Lowes Creek Maryland precinct to the north, Pondicherry to the east (in the process of being rezoned) and Oran Park in the south-east. The development of Oran Park is already well-underway with significant residential, retail and commercial uses delivered over the last 10 years, and further growth planned.
- Low intensity agricultural and rural residential uses are currently situated north-east and west of the subject site but, given their location within the SCW release area, are anticipated to transition to residential uses over time.

Cobbitty Sub Precinct 5 – Indicative Layout Plan

Map 1.1



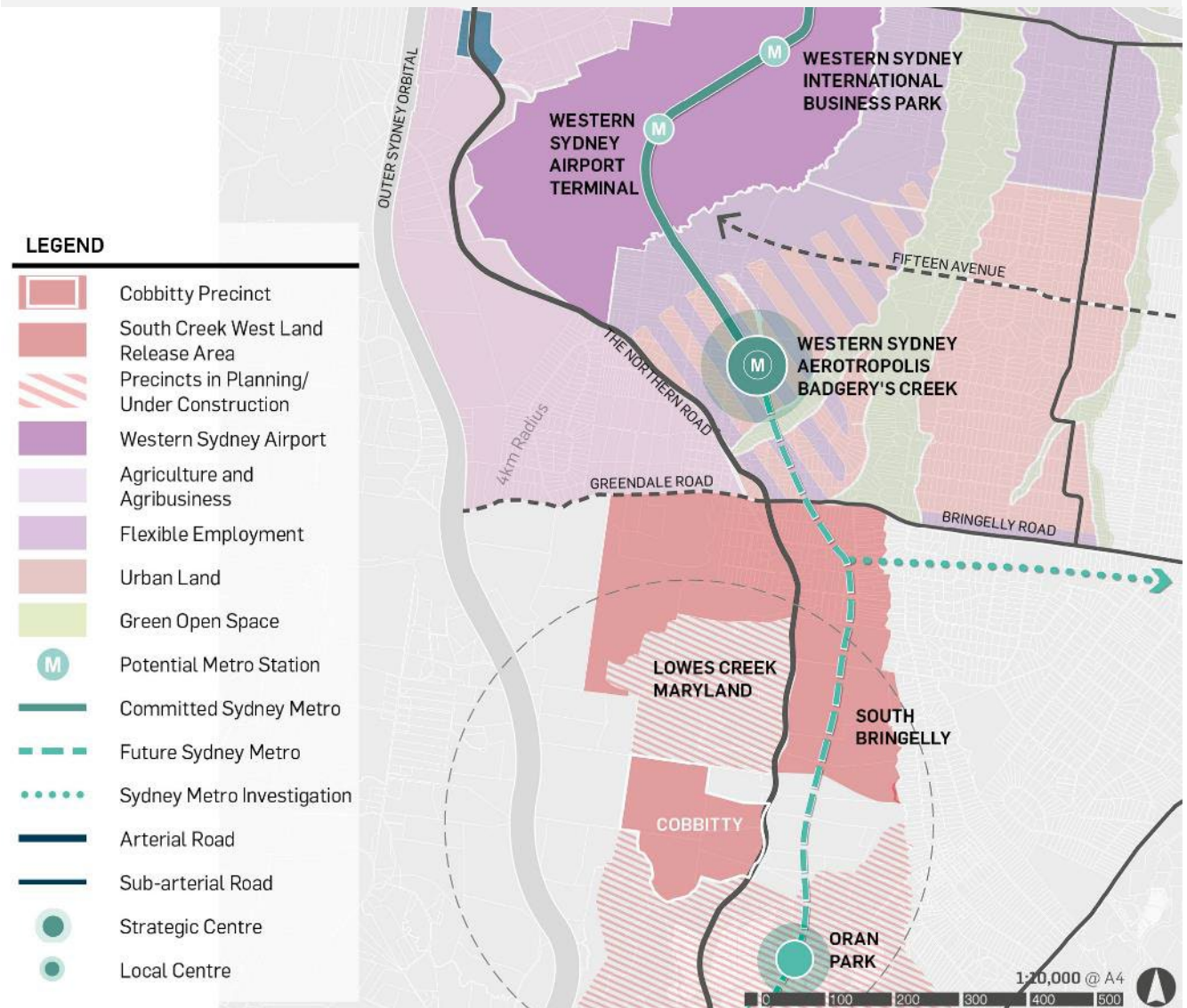
STRATEGIC CONTEXT

Key Findings

- The subject site is located within the SCW release area. As one of 14 precincts in the broader SWGA (overleaf), the SCW release area has been earmarked for the delivery of jobs and housing over the next 30+ years.
- The SCW release area extends south from Greendale Road, encompassing much of Bringelly and parts of Cobbitty. However, the area is divided by the Lowes Creek Maryland Precinct which has been planned through collaboration between private landholders, the NSW Department of Planning and Environment (DPE) and Camden Council.
- The Lowes Creek Maryland Precinct Plan (overleaf) will likely deliver a Local Centre, combined primary and high school, 7,000 dwellings and significant open space to service an ultimate population of 20,420 residents. The precinct has recently been rezoned.
- The Western Sydney Airport and Aerotropolis is also currently under construction immediately north of the SCW release area. The opening of the Airport in 2026 is expected to be a major catalyst for growth in the area.
- To ensure the full potential of the Airport is leveraged, a new Strategic Centre “The Aerotropolis Core” accommodating a broad mix of land uses is planned to be situated between the Airport and SCW release area.
- This Strategic Centre, the Airport and the wider Aerotropolis will be serviced by a new Metro line which is also planned to extend south to Oran Park and Macarthur, and east to Leppington.

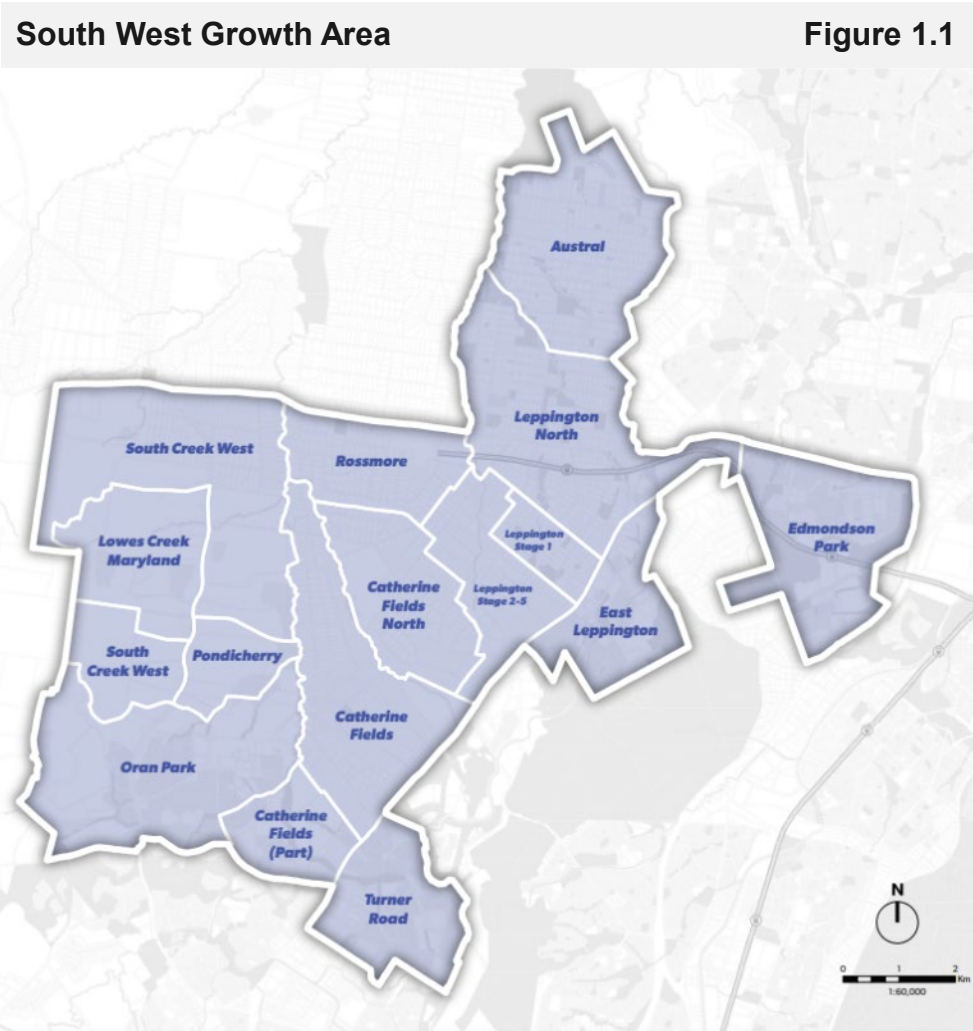
Strategic Context

Map 1.2

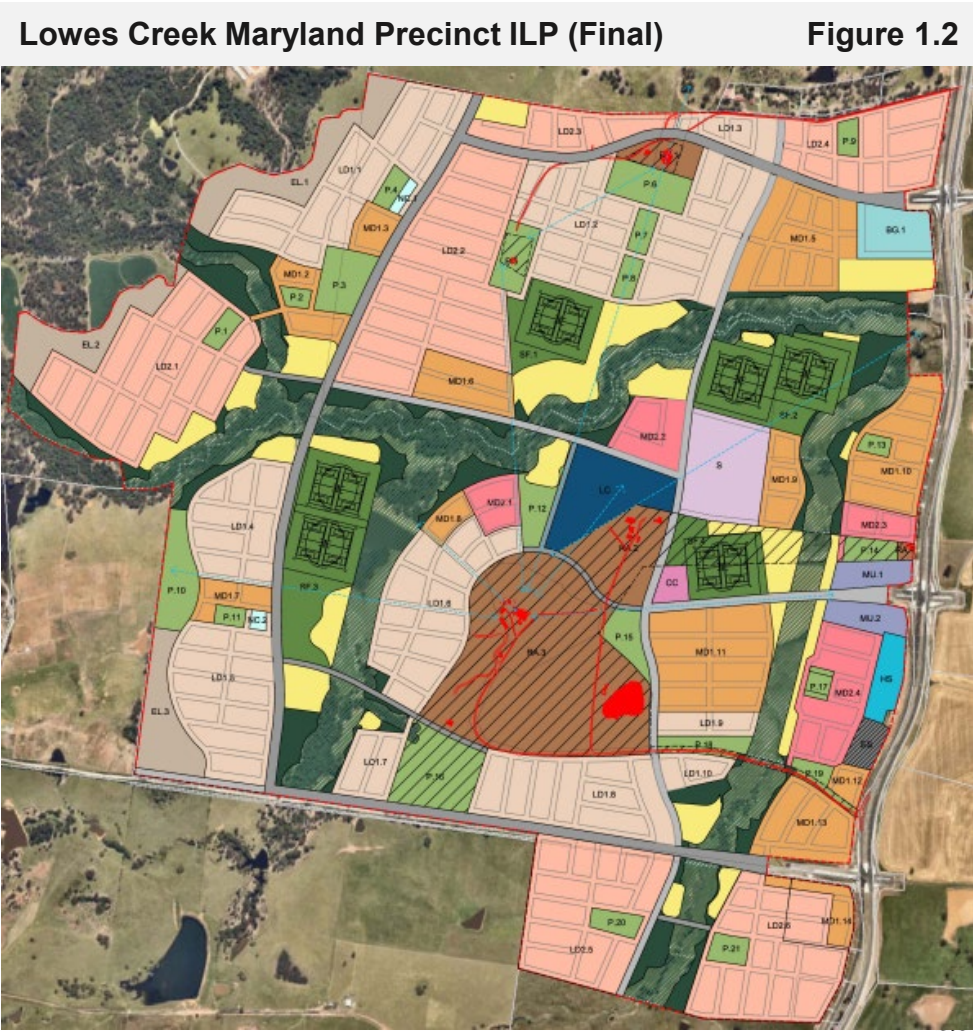


Source: Urbis

STRATEGIC CONTEXT – PLANNED PRECINCTS



Source: NSW DPE



INDICATIVE LAND USE PLAN (ILP)
Lowes Creek Maryland Precinct

- Legend
- Precinct Boundary
 - Cadastre
 - Heritage Curtilage**
 - Recreation Area (Privately-owned heritage site)
 - Key View Corridors
 - Heritage Items
 - Environmental Living (Maximum 10 dwha)
 - Low Density Band 1 (10 to 20 dwha)
 - Low Density Band 2 (20 to 25 dwha)
 - Medium Density Band 1 (25 to 35 dwha)
 - Medium Density Band 2 (35 to 60 dwha)
 - Mixed Use (35 to 60 dwha)
 - Local park
 - Sports fields
 - Neighbourhood Centre
 - Local Centre
 - Community Centre
 - Proposed School Location
 - Highway services
 - Bulky Goods
 - Electricity Substation
 - Major Roads
 - Riparian Corridor
 - Environmental Conservation
 - Local Drainage

Source: NSW DPE

2.0 RETAIL HIERARCHY AND SUPPLY ANALYSIS



EXISTING CENTRES NETWORK AND HIERARCHY

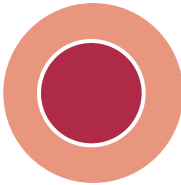
Key Findings

- The existing retail network and hierarchy in the surrounding area is a key consideration in defining an appropriate trade area and assessing the demand and need for retail floorspace at the subject site.
- As shown in Figure 2.1, there are three types of centre within the Greater Sydney Strategic Planning framework that are relevant to South-West Sydney:
 - Metropolitan Clusters**
 - Strategic Centres**
 - Local Centres.**
- These different centre categories vary in their intended scale and mix of land uses.
- There are currently three existing centres within a 15 km radius of the subject site which already provide a substantial quantum of retail floorspace – Narellan, Carnes Hill and Oran Park.
- As shown in Table 2.1, Narellan is currently the largest of these existing centres with over 70,000 sq.m of retail GLA.
- However, the closest existing centre to the subject site is Oran Park which currently provides 9,800 sq.m of retail GLA anchored by a Woolworths supermarket. A major expansion is proposed for this centre which is detailed overleaf.

Centre Hierarchy

Figure 2.1

METROPOLITAN CLUSTER



Aerotropolis Core

Liverpool

Campbelltown-Macarthur

STRATEGIC CENTRE



Leppington

Narellan



LOCAL CENTRE

Oran Park

Carnes Hill

Harrington Park

Source: NSW DPE; Greater Sydney Commission

Existing Centres

Table 2.1

NAME	CENTRE TYPE	RETAIL GLA (SQ.M)	DISTANCE FROM SUBJECT SITE (KM)	MAJOR TENANTS
Narellan	Strategic Centre	70,000	6 km	3 x DDS 2 x Supermarkets
Carnes Hill	Local Centre	16,350	13 km	Big W Woolworths
Oran Park	Local Centre	9,800	3 km	Woolworths

Source: Urbis, PCA Shopping Centres Online

PLANNED AND PROPOSED RETAIL SUPPLY

Key Findings

- In addition to the existing retail network and hierarchy, the planned centres network and firm supply pipeline are also key considerations in defining an appropriate trade area and assessing the demand and need for retail floorspace at the subject site.
- As shown in Table 2.2, thirteen future centres have been identified by DPE in close proximity to the subject site. These centres vary in scale but are all within the early planning stage.
- The Leppington Strategic Centre, Austral Local Centre and Lowes Creek Maryland Precinct Local Centre have been flagged as the largest of the planned centres, with potential for 100,000 sq.m, 25,000 sq.m and 20,000 sq.m of retail floorspace, respectively.
- However, it is likely the Aerotropolis Core will ultimately provide a greater quantum of floorspace than these three centres as it is a Strategic Centre.
- While the majority of centres in the surrounding area are still in early planning, there are three approved retail developments in the pipeline (refer Table 2.3) which are expected to deliver an additional ~24,700 sq.m of retail floorspace by 2025.
- Of these approved developments, Oran Park Podium – Stage 2 is the most significant and is expected to deliver a new Discount Department Store (DDS), two mini majors, a dining hall and other retail specialties by 2024.

Planned Centres

Table 2.2

NAME	SUBURB	RETAIL GLA (SQ.M)	STAGE
Leppington Strategic Centre	Leppington	100,000	Early Planning
Austral Local Centre	Austral	25,000	Early Planning
Austral Village Neighbourhood Centre	Austral	8,000	Early Planning
Eighth Avenue Neighbourhood Centre	Austral	8,000	Early Planning
Gurner Avenue Centre	Austral	8,000	Early Planning
Aerotropolis Core	Bringelly	<i>Not yet known</i>	Early Planning
CPA North	Bringelly	8,500	Early Planning
Bulky Goods Centre	Bringelly	27,000	Early Planning
Convenience Centre	Bringelly	3,500	Early Planning
Lowes Creek Maryland Precinct Local Centre	Bringelly	20,000	Early Planning
Mixed Use Precinct	Bringelly	4,000	Early Planning
CPA South	Cobbitty	6,000	Early Planning
Pondicherry Centre	Pondicherry	1,500	Early Planning

Source: NSW DPE, Deep End Services

Firm Retail Supply Pipeline

Table 2.3

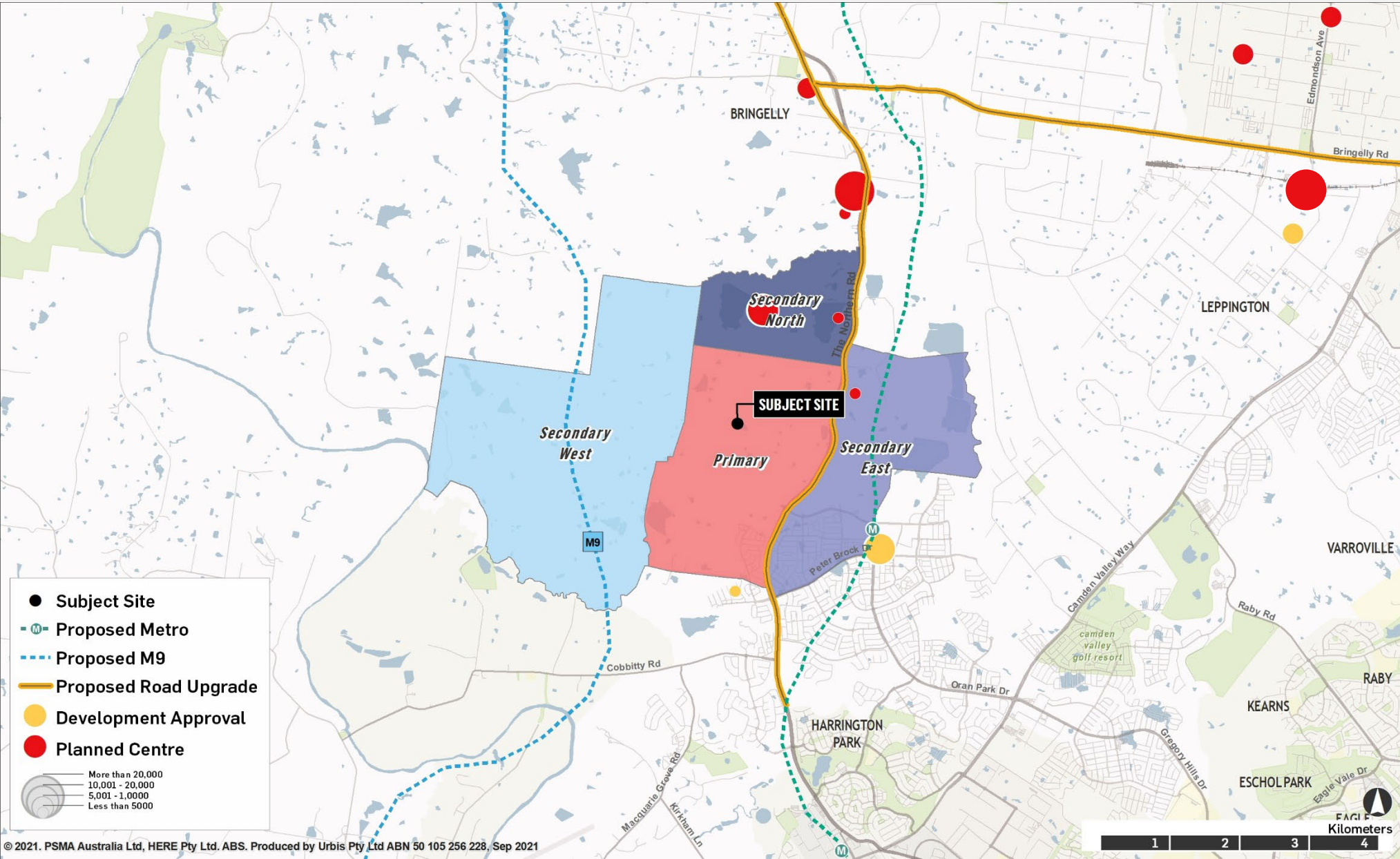
NAME	SUBURB	RETAIL GLA (SQ.M)	STAGE	COMPLETION YEAR
Oran Park Podium – Stage 2	Oran Park	16,050	Development Approval	2024
Oxley Ridge	Cobbitty	3,000	Development Approval	2025
Ingleburn Road Commercial Development	Leppington	5,672	Development Approval	2025

Source: Cordell Connect, NSW DPE, Deep End Services

PLANNED AND PROPOSED RETAIL SUPPLY

Planned and Proposed Retail Centres

Map 2.1



3.0 RETAIL TRADE AREA

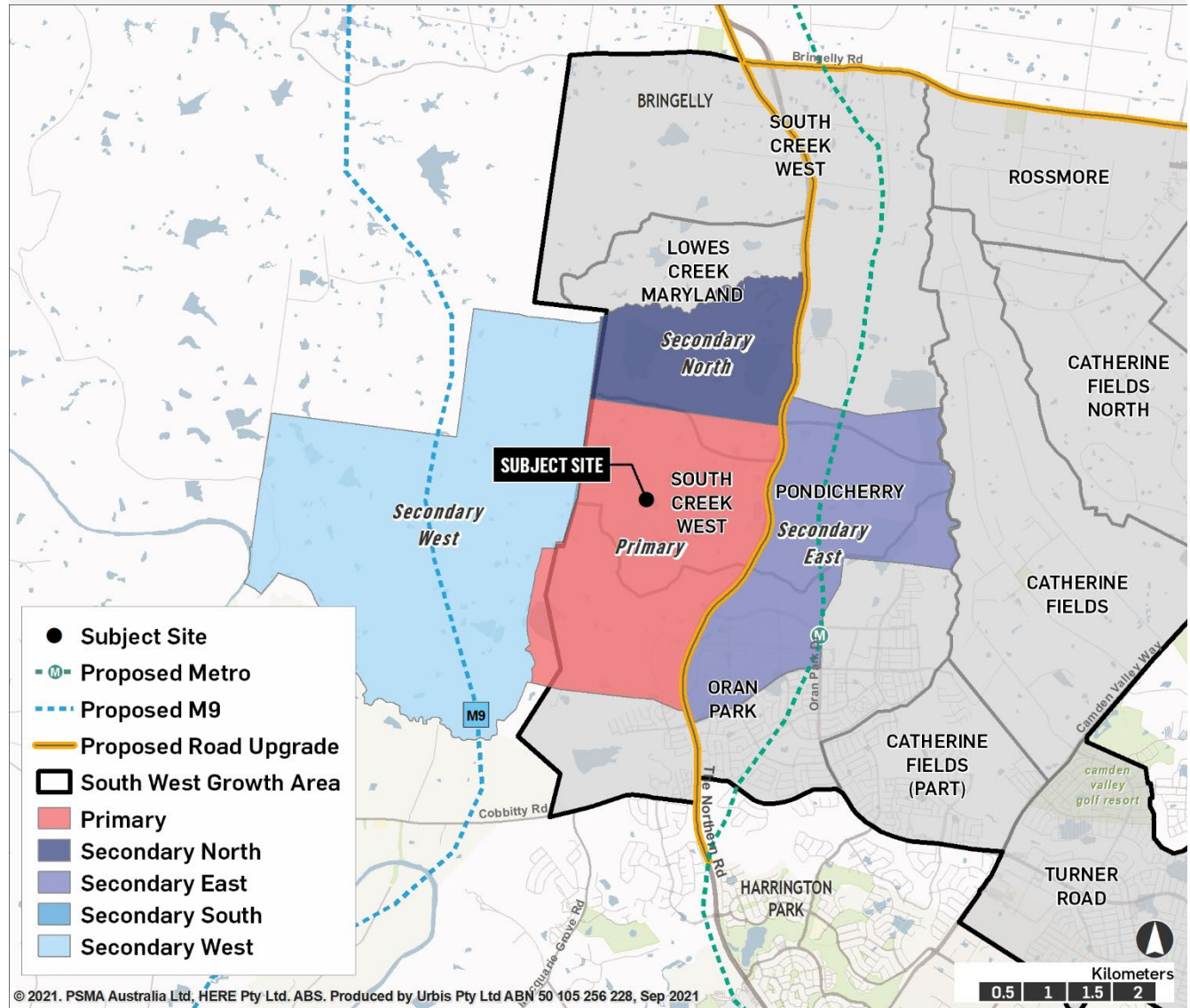
RETAIL TRADE AREA DEFINITION

Key Findings

- We defined a retail trade area to assess the market demand for retail uses at the subject site at build-out.
- The trade area refers to the area from which a centre or retailer is most likely to draw customers. The size and scale of trade areas in greenfield locations vary due to geographical and strategic planning context (refer Section 1 and 2).
- The adopted trade area has been based on the extent of Cobbitty Sub Precinct 5, Lowes Creek Maryland Precinct and Transport for NSW Travel Zone boundaries. It is defined as:
 - Primary trade area** – comprises the entire Cobbitty Sub Precinct 5 and extends south to Peter Brock Drive
 - Secondary north trade area** – extends north from the primary trade area to Lowes Creek, partially overlapping with the Lowes Creek Maryland Precinct, and east to The Northern Road
 - Secondary east trade area** – extends east from the primary trade area to the natural barrier of South Creek at Pondicherry, and partially overlaps with the existing and planned residential development areas of Oran Park
 - Secondary west trade area** – extends west from the primary trade area to Coates Park Road, north to Lowes Creek and south to Cobbitty Creek.
- Given the planned Local Centre to the north and Oran Park Podium to the east (refer Section 2), the trade area defined for the subject site reflects a relatively localised catchment.

Retail Trade Area

Map 3.1



PROJECTED POPULATION AND RETAIL SPENDING MARKET

Key Findings

- For the purposes of our assessment, we have forecast the population of the trade area at build-out (i.e. the ultimate population of the trade area upon completion).
- In preparing these projections, we have had regard to:
 - Proposed dwelling yield for Cobbitty Sub Precinct 5 (approximately 3,800 dwellings)
 - Projected resident population of the proposed Lowes Creek Maryland Precinct
 - Travel Zone-level population projections published by Transport for NSW in June 2019.
- The total trade area is projected to accommodate a resident population of ~56,870 persons at build-out. Up to approximately 13,600 of these residents are expected to be accommodated in the primary trade area alone (including ~12,000 persons within Precinct 5).
- The secondary trade area is expected to reach a population of almost 43,280 persons, largely driven by the planned growth in the Lowes Creek Maryland Precinct, Pondicherry and Oran Park.
- We project the total retail spending market at build out by multiplying an assumed spend per capita for each product group by the projected population. For the purposes of our analysis, spend per capita data for the nearby Oran Park Precinct has been used as a proxy for trade area residents.
- Total retail spend across the trade area is projected to reach over \$1 billion (\$2021) at build-out. The primary trade area is expected to account for almost a quarter of the total spending market at \$239.4 million.

Population and Retail Spend Per Capita, Build-Out (2056+)

Table 3.1

TRADE AREA SECTOR	POPULATION	TOTAL RETAIL SPEND PER CAPITA*
Primary	13,600**	
Secondary North	14,292	
Secondary East	16,693	
Secondary West	12,289	
Total Secondary	43,274	
Total Trade Area	56,874	\$17,604

* 2021 dollars

** Maximum potential population

Source: ABS, MarketInfo, Urbis, Transport for NSW, Deep End Services, AEC

Retail Spending Market* (\$M), Build-Out (2056+)

Table 3.2

PRODUCT GROUP	PRIMARY	TOTAL SECONDARY	TOTAL TRADE AREA
Food Retail	\$100.2	\$318.9	\$419.1
Food Catering	\$34.5	\$109.7	\$144.2
Apparel	\$23.0	\$73.0	\$96.0
Homewares	\$19.1	\$60.8	\$79.9
Bulky Goods	\$26.8	\$85.2	\$112.0
Leisure/General	\$27.9	\$88.7	\$116.6
Retail Services	\$8.0	\$25.4	\$33.4
Total Retail	\$239.4	\$761.8	\$1,001.2

*2021 dollars

Source: MarketInfo, Transport for NSW, Deep End Services, AEC, Urbis

4.0 DEMAND ANALYSIS AND RECOMMENDATIONS



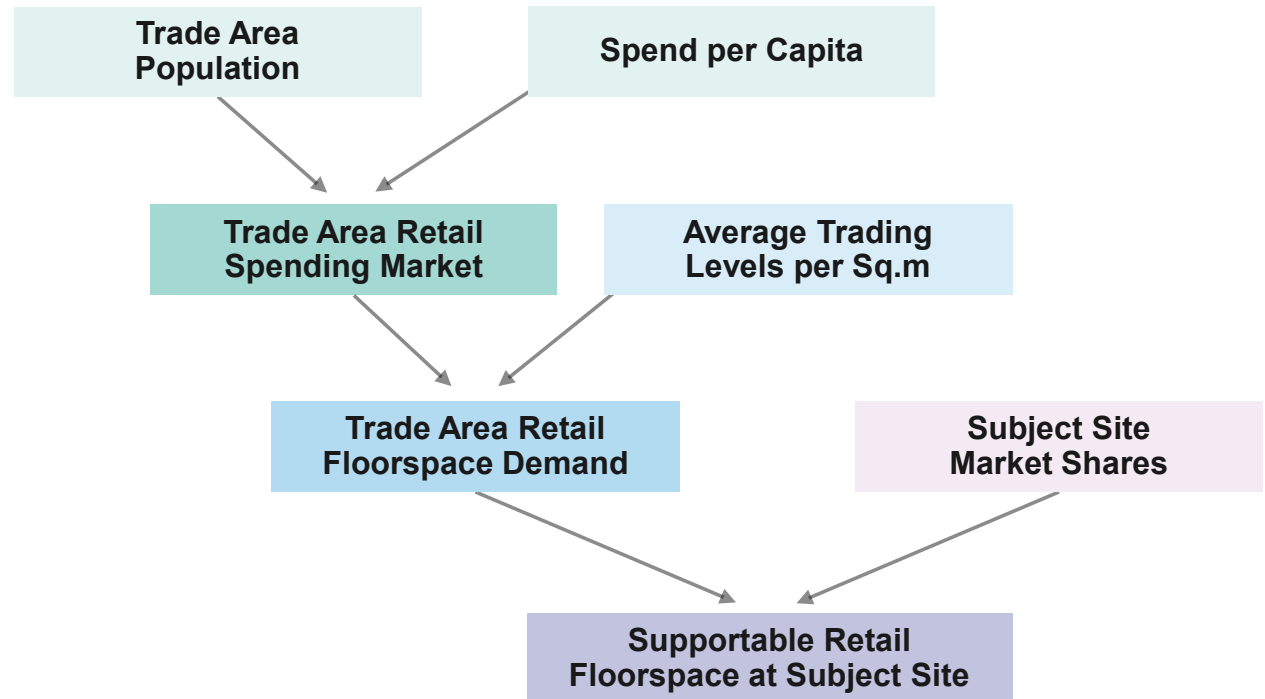
DEMAND ANALYSIS METHODOLOGY

Key Points

- For the purposes of this demand assessment, we utilised a retail spending approach to project future retail floorspace needs in the trade area.
- As illustrated in Figure 4.1, this approach comprises:
 - Projecting the **resident population** of the trade area at build-out
 - Multiplying an assumed **spend per capita** for each product group by the projected population to quantify the total **trade area retail spending market**
 - Dividing the total **trade area retail spending market** by **average trading levels per sq.m** for each product group (sourced from the Urbis Shopping Centre Benchmarks 2020) to estimate total **trade area retail floorspace demand** at build-out
 - Applying appropriate **market shares** for each trade area sector to the total **trade area retail floorspace demand** to estimate **supportable retail floorspace at the subject site** by product group.

Methodology Overview

Figure 4.1



RETAIL FLOORSPACE DEMAND ANALYSIS

Key Findings

- Table 4.1, overleaf, outlines the key assumptions that have been used as part of the retail floorspace demand analysis for the subject site, and the results of our demand assessment.
- As noted previously, to estimate total trade area retail floorspace demand at build-out, we divided the total trade area retail spending market by average trading levels per sq.m for each product group.
- These average trading levels per sq.m have been sourced from the Urbis Shopping Centre Benchmarks 2020. These Benchmarks are based on an annual survey that Urbis conducts of all major retail centres across Australia. They therefore provide a robust and realistic estimate of actual turnover per sq.m for different product groups and centre types.
- As shown in the table, average trading levels vary significantly by product group, from ~\$2,300 per sq.m for bulky goods up to ~\$12,150 for food retail.
- Table 4.1 also outlines the market shares we have adopted for each trade area sector and product group. These rates effectively represent the share of floorspace demand that is likely to be captured by the subject site.
- Given the limited competing supply, the highest shares have been adopted for the primary trade area (15-50%) followed by the secondary west (5-20%). Relatively low market shares have been adopted for the secondary north trade area (2.5-10%) given the proximity of the planned Lowes Creek Maryland Precinct Local Centre. Similarly, low shares (2.5-10%) have been adopted for the secondary east given its proximity to Oran Park Podium and the planned expansion, as well as a planned centre in Pondicherry.
- Given the highly localised trade area, we have only allowed for a modest 2.5% demand from residents living beyond the trade area (i.e. can include those who work in the trade area but live elsewhere).
- On the basis of these assumptions, we estimate the subject site will be able to support up to ~10,050 sq.m of retail floorspace at build-out, including over 7,000 sq.m of food retail floorspace.
- The majority of this floorspace (~6,350 sq.m) will be required to meet the needs of primary trade area residents, while the remaining ~3,650 sq.m will be required to meet the demand of secondary trade area residents, and demand from beyond the trade area.

RETAIL FLOORSPACE DEMAND ANALYSIS

Projected Supportable Retail Floorspace – Total Trade Area, Build-Out (2056+)

Table 4.1

	FOOD RETAIL	FOOD CATERING	APPAREL	HOMEWARES	BULKY GOODS	LEISURE / GENERAL	RETAIL SERVICES	TOTAL RETAIL
Retail Spend – Trade Area (\$M)								
Primary	\$100.2	\$34.5	\$23.0	\$19.1	\$26.8	\$27.9	\$8.0	\$239.4
Secondary North	\$105.3	\$36.2	\$24.1	\$20.1	\$28.1	\$29.3	\$8.4	\$251.6
Secondary East	\$123.0	\$42.3	\$28.2	\$23.5	\$32.9	\$34.2	\$9.8	\$293.9
Secondary West	\$90.6	\$31.2	\$20.7	\$17.3	\$24.2	\$25.2	\$7.2	\$216.3
Total Trade Area	\$419.1	\$144.2	\$96.0	\$79.9	\$112.0	\$116.6	\$33.4	\$1,001.2
Average Trading Level per Sq.m								
Average Trading Level (\$/sq.m)	\$12,142	\$11,520	\$6,831	\$7,372	\$2,325	\$10,118	\$8,402	\$7,384
Total Floorspace Demand – Trade Area (sq.m)								
Primary	8,254	2,993	3,361	2,592	11,517	2,755	952	32,424
Secondary North	8,674	3,146	3,532	2,724	12,103	2,895	1,000	34,074
Secondary East	10,132	3,674	4,125	3,181	14,137	3,381	1,168	39,798
Secondary West	7,459	2,705	3,037	2,342	10,407	2,489	860	29,298
Total Trade Area	34,519	12,518	14,054	10,839	48,164	11,521	3,980	135,594

Source: Urbis Shopping Centre Benchmarks 2020; MarketInfo, Transport for NSW, Deep End Services, AEC, Urbis

RETAIL FLOORSPACE DEMAND ANALYSIS

Projected Supportable Retail Floorspace – Subject Site, Build-Out (2056+) cont...

Table 4.1

	FOOD RETAIL	FOOD CATERING	APPAREL	HOMEWARES	BULKY GOODS	LEISURE / GENERAL	RETAIL SERVICES	TOTAL RETAIL
Market Shares – Subject Site (%)								
Primary	50.0%	15.0%	15.0%	15.0%	0.0%	15.0%	50.0%	19.6%
Secondary North	10.0%	2.5%	2.5%	2.5%	0.0%	2.5%	10.0%	3.7%
Secondary East	10.0%	2.5%	2.5%	2.5%	0.0%	2.5%	10.0%	3.7%
Secondary West	20.0%	5.0%	5.0%	5.0%	0.0%	5.0%	20.0%	7.5%
Total Trade Area	21.7%	6.0%	6.0%	6.0%	0.0%	6.0%	21.7%	8.3%
Demand from Beyond the Trade Area								
					2.5%			
Supportable Floorspace – Subject Site (sq.m)								
Primary	4,127	449	504	389	0	413	476	6,358
Secondary North	867	79	88	68	0	72	100	1,275
Secondary East	1,013	92	103	80	0	85	117	1,489
Secondary West	1,492	135	152	117	0	124	172	2,192
Beyond	192	19	22	17	0	18	22	290
Supportable Floorspace	7,692	774	869	670	0	712	887	11,604

Source: Urbis Shopping Centre Benchmarks 2020; MarketInfo, Transport for NSW, Deep End Services, AEC, Urbis

RECOMMENDED CENTRE COMPOSITION

Key Findings

- Drawing on the subject site's supportable quantum of retail floorspace estimated in Table 4.1 and Urbis' extensive database of successful shopping centres, we have outlined an indicative centre composition in Table 4.2.
- As shown in the table, we recommend the subject site be anchored by 1-2 full line supermarkets. The anchors could be supported by 900 sq.m of mini-major floorspace (potentially a large chemist and liquor store) and 2,000 sq.m of retail specialty floorspace.
- We have also provided a recommended mix of retail specialty floorspace in Table 4.3.
- The indicative mix of specialties includes 750 sq.m of food tenancies (food retail and food catering), 350 sq.m of apparel, 250 sq.m of homewares, 200 sq.m of leisure/general, and 450 sq.m of retail services (e.g. hairdresser, dry cleaner, massage, key-cutter).
- In addition to the 10,050 sq.m of retail floorspace, we recommend a further 2,500 sq.m of non-retail floorspace be provided in the centre (consistent with Urbis' benchmarks for supermarket based centres).
- This non-retail floorspace could accommodate uses such as gyms, medical centre/suites, and local financial services (banks, accountants, etc).
- Our recommended floorspace and centre composition is indicative for the purposes of informing the Planning Proposal. More detailed retail floorspace analysis will be required to inform any subsequent Development Applications.

Indicative Centre Composition

Table 4.2

	GLA (SQ.M)	% OF TOTAL GLA	INDICATIVE NO. OF TENANTS
Supermarket	7,150	57%	1-2
Mini-Major	900	7%	2 (e.g. chemist, liquor)
Retail Specialties	2,000	16%	See Table 4.3
Total Retail	10,050	80%	
Non Retail	2,500	20%	10 (e.g. gyms, medical centre / suites, and local financial services)
Total Centre	12,550	100%	

Source: Urbis Shopping Centre Benchmarks 2020

Indicative Retail Specialty Mix

Table 4.3

	GLA (SQ.M)	% OF GLA	INDICATIVE NO. OF TENANTS
Food Retail	150	8%	4-6 (e.g. bakery, butcher, seafood)
Food Catering	600	30%	4-10 (e.g. take-away, casual dining)
Apparel	350	18%	4-6
Homewares	250	13%	2-4
Leisure/General	200	10%	2-4 (e.g. newsagents, florist, giftshop)
Retail Services	450	23%	6-8 (e.g. dry cleaners, hairdresser, massage, key-cutter, optometrist)
Total Retail Specialities	2,000	100%	22-38

Source: Urbis Shopping Centre Benchmarks 2020

