

ABOUT KĀINGA ORA

Kāinga Ora - Homes and Communities was established to bring together the people, capabilities and resources of KiwiBuild, Housing New Zealand and HLC. The goal is to achieve a more cohesive, joined-up approach to support the Government's priorities for housing and urban development in New Zealand.

Kāinga Ora has two key roles:

- » being a world-class public housing landlord
- » partnering with the development community, Māori, local and central government, and others on urban development projects of all sizes.

Kāinga Ora's Urban Development team is helping to provide more homes, more quickly to growth areas by managing urban regeneration projects on under-utilised Government-owned land.

ABOUT WINTON

Winton, the developer of Lakeside, is a privately owned developer of large-scale, residential projects across New Zealand and Australia with a pipeline in excess of 9,000 residential lots and apartments.

Winton's vision is to set the standard as a world-class Australasian property group that creates thoughtful, master-planned neighbourhoods that are best by design. Winton are dedicated to creating integrated communities that are sustainable, connected and vibrant urban settings, providing a lasting legacy for generations to come.





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WELCOME TO LAKESIDE DEVELOPMENT

The good life is just down the road. The Lakeside Development is a master-planned development that combines the best of town and country living, only 20 minutes south of the Bombay Hills. It's an inspired new place to live, close to the charming village of Te Kauwhata and nestled on the banks of Lake Waikare. There will be over 1,600 new homes delivered over the next five-plus years.

Lakeside is master-planned by Winton, with future amenities that include an extensive network of walking & cycling trails, recreational wetlands, boardwalks, multiple playgrounds and green spaces, a Lakeside village centre, plus a pre-school and school.

Current residents enjoy easy access to Te Kauwhata's shops, cafes, clubs and schools, which are all a short drive away.

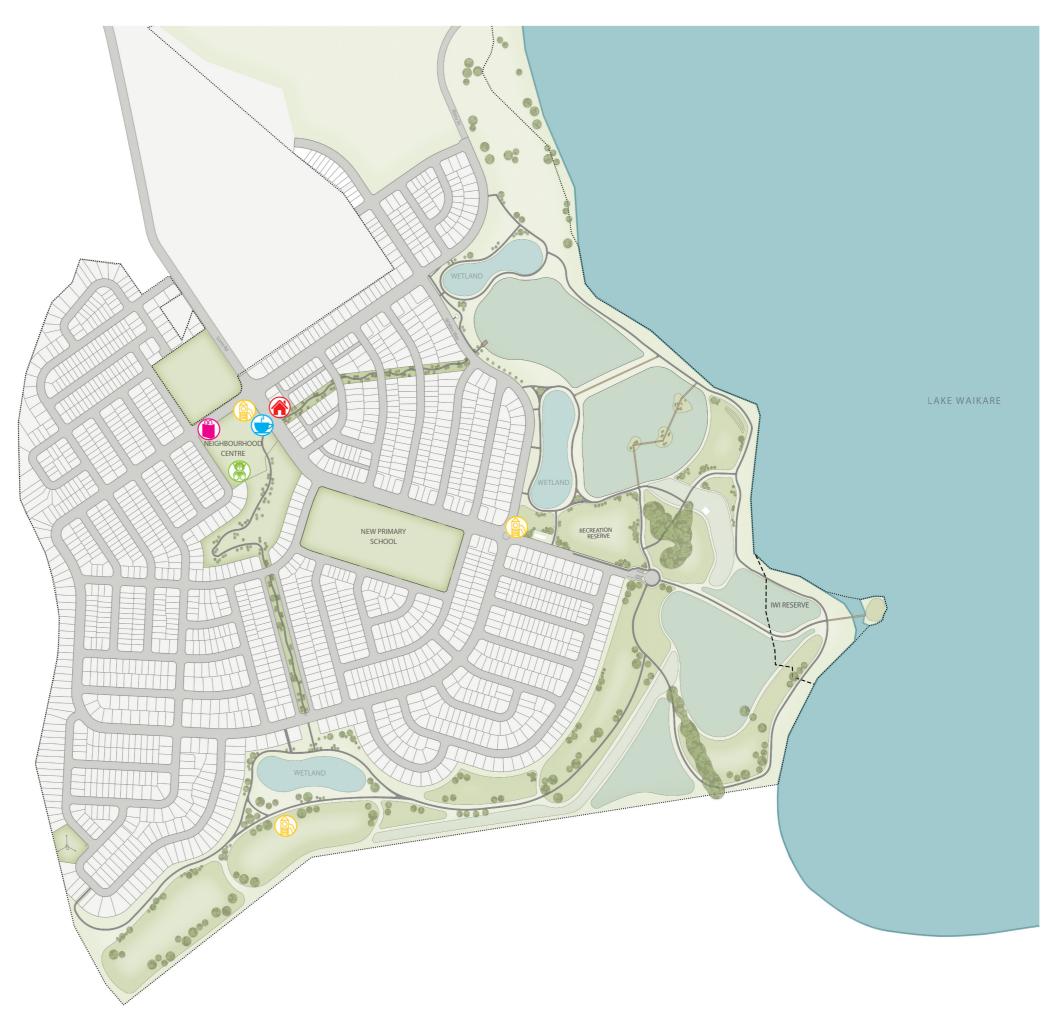
Kāinga Ora is committed to Lakeside. As New Zealand's largest residential developer we are working to deliver a mix of affordable and market homes and we are excited to work with partners to provide greater housing options that will make Lakeside an even better place to live.





MASTERPLAN

- WALKWAY/ CYCLING TRAIL
- BOARDWALK
- OPEN SPACE / RECREATION AREA
- PLANTED ECOLOGICAL AREA
- ----- SITE BOUNDARY
- PLAY AREA
- CHILDCARE CENTRE
- CAFE
 - COMMERCIAL HUB
- RED SHED INFO CENTRE



Disclaimer

Illustrative purposes only, subject to change

THE OFFER

Kāinga Ora is pleased to present an opportunity for builder partners to purchase land in the Lakeside Development. Respondents are invited to submit registrations of interest for five or more lots described in the offer.

Summary:

- » 224 lots ranging in size from 225sqm to 699sqm
- » Supporting a yield of 224 homes
- » Typologies are to be a mix of 3-4 bedrooms plus
- » 20% of dwellings are to be delivered as affordable homes (see page 17 for further details)
- » All new homes are to achieve a 6 Homestar rating as a minimum
- » Homes are to comply with the Lakeside Design Guidelines which can be viewed at www.lakeside.nz
- » Zoning is Living zone: medium and high density
- » Asking price as detailed in the table opposite
- » Lots will be available for immediate handover

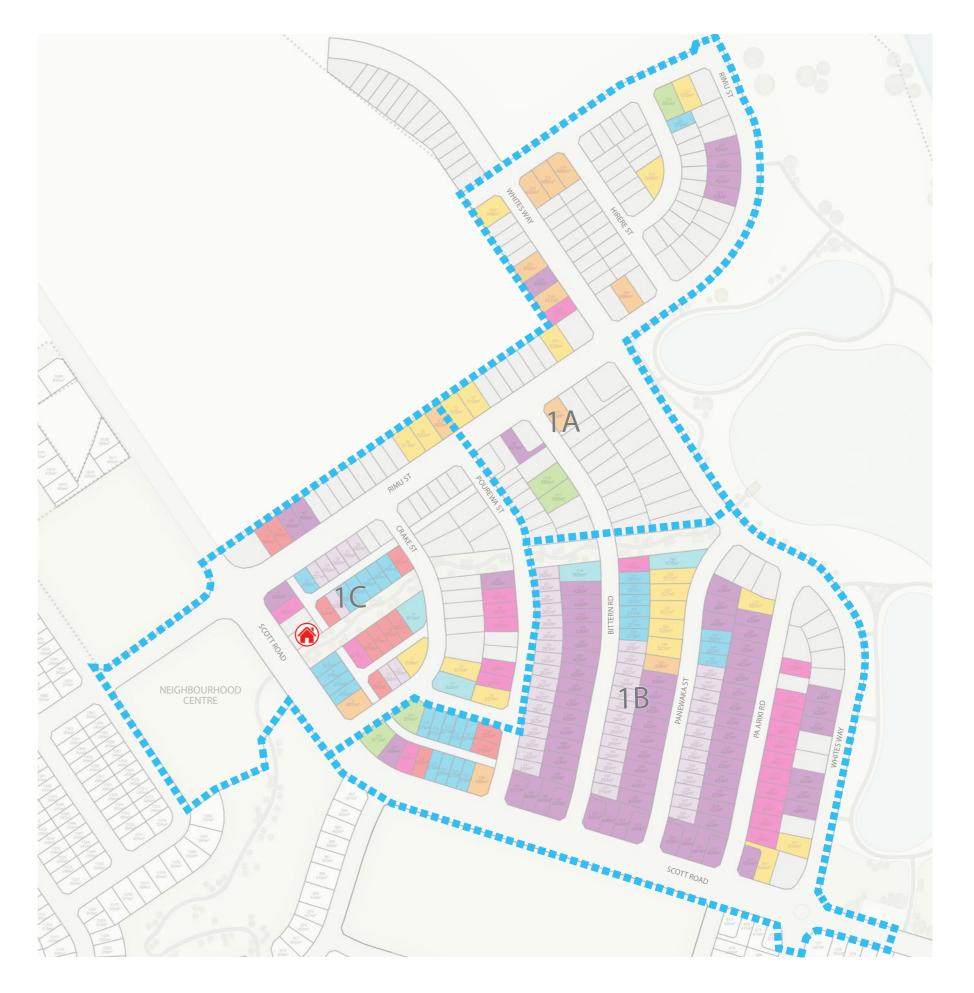
LOT SIZES	ASKING PRICE
225 - 269sqm	\$201,250 + GST (if any)
270 - 299 sqm	\$226,250 + GST (if any)
300 - 349 sqm	\$241,250 + GST (if any)
350 - 399 sqm	\$251,250 + GST (if any)
400 - 449 sqm	\$261,250 + GST (if any)
450 - 499 sqm	\$266,250 + GST (if any)
500 - 549 sqm	\$271,250 + GST (if any)
550 - 599 sqm	\$276,250 + GST (if any)
600 - 649 sqm	\$281,250 + GST (if any)
650 - 700 sqm	\$286,250 + GST (if any)

^{*} Further info available in the due diligence data room.

SITE PLAN: STAGE 1

LAKESIDE STAGE 1 LOT CLASSIFICATION

- LOT TYPE 1 (225m² 269m²) \$201,250 + GST (if any)
- LOT TYPE 2 (270m² 299m²) \$226,250 + GST (if any)
- LOT TYPE 3 (300m² 349m²) \$241,250 + GST (if any)
- LOT TYPE 4 (350m² 399m²) \$251,250 + GST (if any)
- LOT TYPE 5 (400m² 449m²) \$261,250 + GST (if any)
- LOT TYPE 6 (450m² 499m²) \$266,250 + GST (if any)
- LOT TYPE 7 (500m² 549m²) \$271,250 + GST (if any)
- LOT TYPE 8 (550m² 599m²) \$276,250 + GST (if any)
- LOT TYPE 9 (600m² 649m²) \$281,250 + GST (if any)
- LOT TYPE 10 (650m² 700m²) \$286,250 + GST (if any)
- SOLD / UNAVAILABLE LOTS
- RED SHED INFO CENTRE
- STAGE 1 BOUNDARY



SITE PLAN: STAGE 1A

LAKESIDE STAGE 1A LOT CLASSIFICATION

- LOT TYPE 1 (225m² 269m²) \$201,250 + GST (if any)
- LOT TYPE 2 (270m² 299m²) \$226,250 + GST (if any)
- LOT TYPE 3 (300m² 349m²) \$241,250 + GST (if any)
- LOT TYPE 4 (350m² 399m²) \$251,250 + GST (if any)
- LOT TYPE 5 (400m² 449m²) \$261,250 + GST (if any)
- LOT TYPE 6 (450m² 499m²) \$266,250 + GST (if any)
- LOT TYPE 7 (500m² 549m²) \$271,250 + GST (if any)
- LOT TYPE 8 (550m² 599m²) \$276,250 + GST (if any)
- LOT TYPE 9 (600m² 649m²) \$281,250 + GST (if any)
- LOT TYPE 10 (650m² 700m²) \$286,250 + GST (if any)
- SOLD / UNAVAILABLE LOTS
- STAGE 1 BOUNDARY



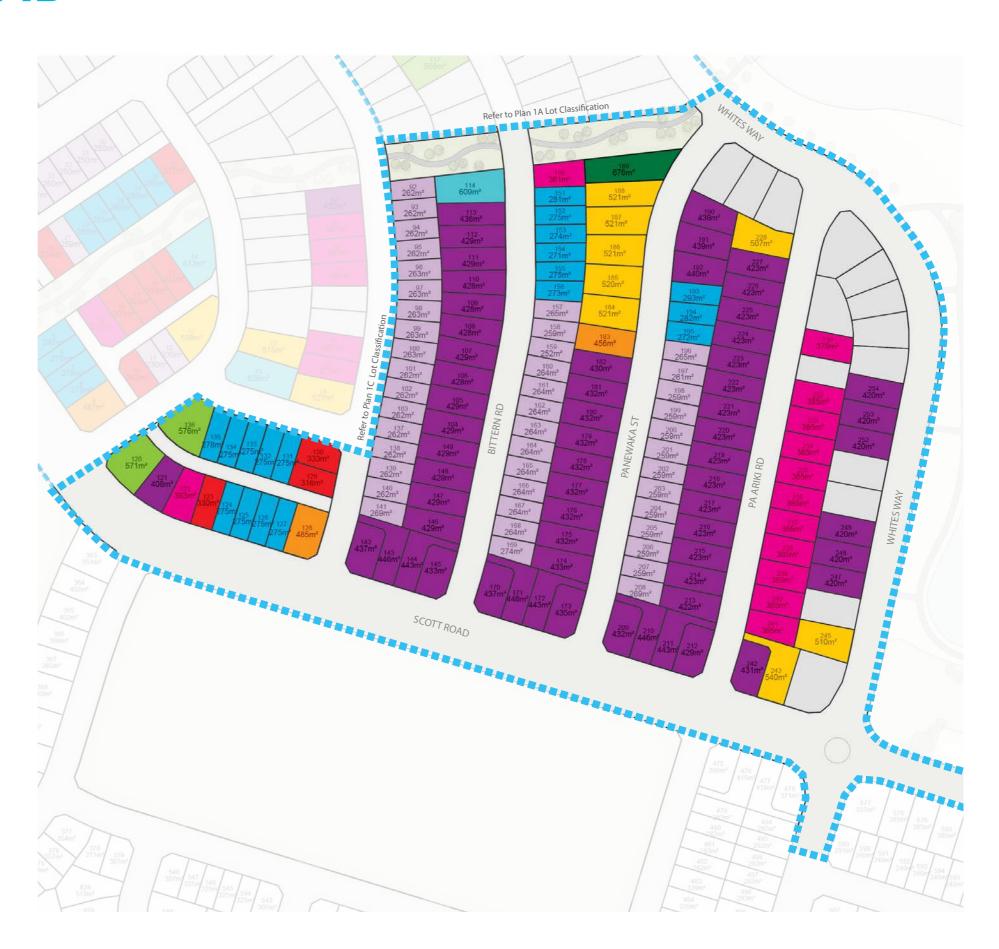


SITE PLAN: STAGE 1B

LAKESIDE STAGE 1B LOT CLASSIFICATION

- LOT TYPE 1 (225m² 269m²) \$201,250 + GST (if any)
- LOT TYPE 2 (270m² 299m²) \$226,250 + GST (if any)
- LOT TYPE 3 (300m² 349m²) \$241,250 + GST (if any)
- LOT TYPE 4 (350m² 399m²) \$251,250 + GST (if any)
- LOT TYPE 5 (400m² 449m²) \$261,250 + GST (if any)
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- LOT TYPE 7 (500m² 549m²) \$271,250 + GST (if any)
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- LOT TYPE 9 (600m² 649m²) \$281,250 + GST (if any)
- LOT TYPE 10 (650m² 700m²) \$286,250 + GST (if any)
- SOLD / UNAVAILABLE LOTS
- STAGE 1 BOUNDARY



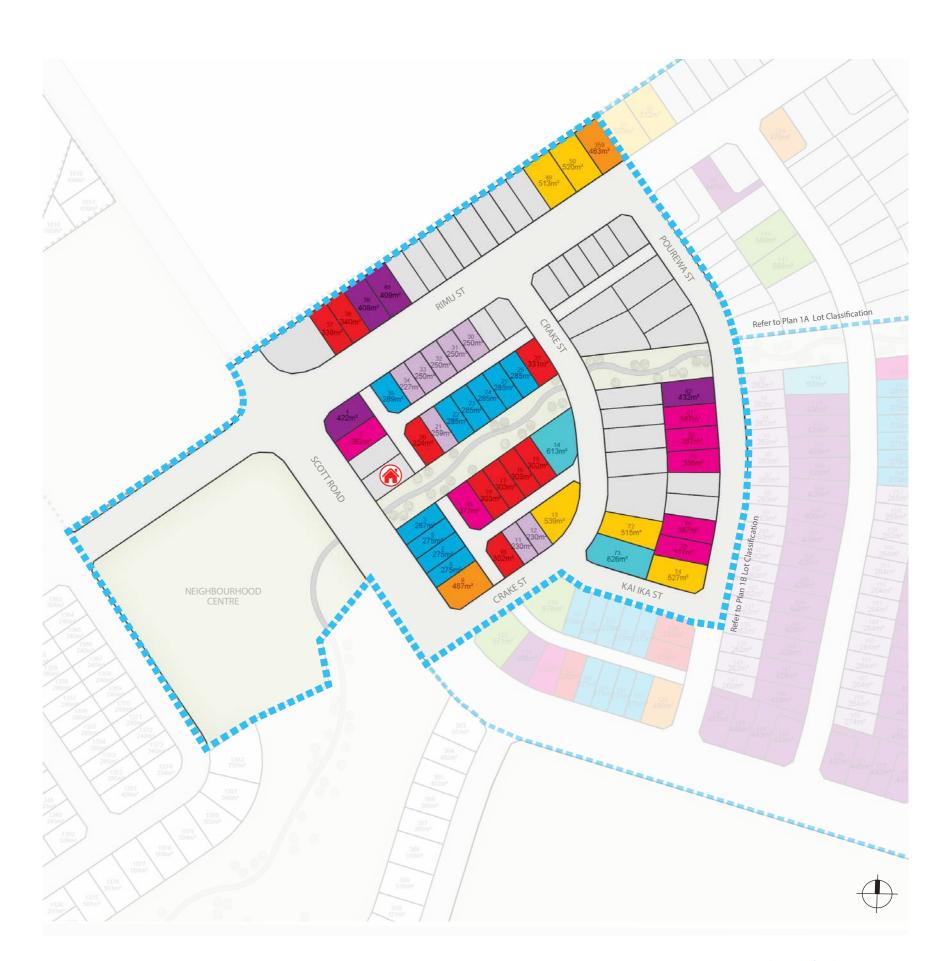


SITE PLAN: STAGE 1C

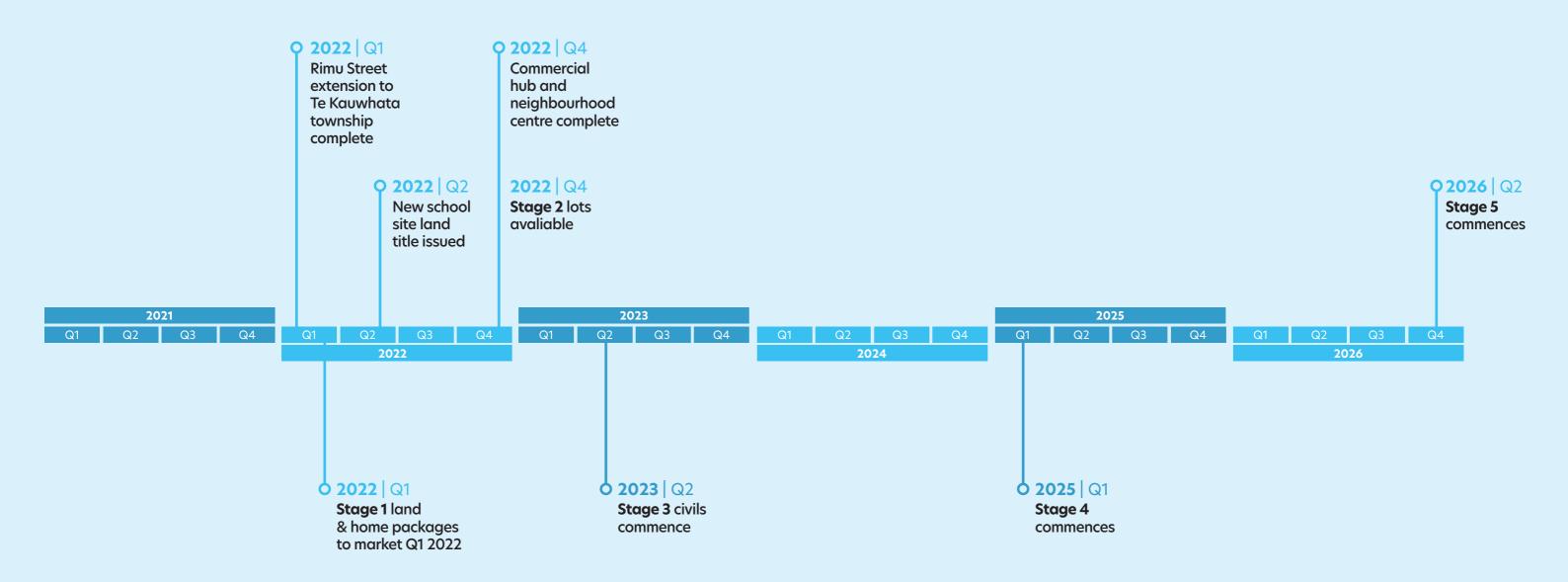
LAKESIDE STAGE 1C LOT CLASSIFICATION

- LOT TYPE 1 (225m² 269m²) \$201,250 + GST (if any)
- LOT TYPE 2 (270m² 299m²) \$226,250 + GST (if any)
- LOT TYPE 3 (300m² 349m²) \$241,250 + GST (if any)
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- SOLD / UNAVAILABLE LOTS
- RED SHED INFO CENTRE
- STAGE 1 BOUNDARY





DEVELOPMENT TIMELINE



FUTURE PIPELINE OPPORTUNITIES

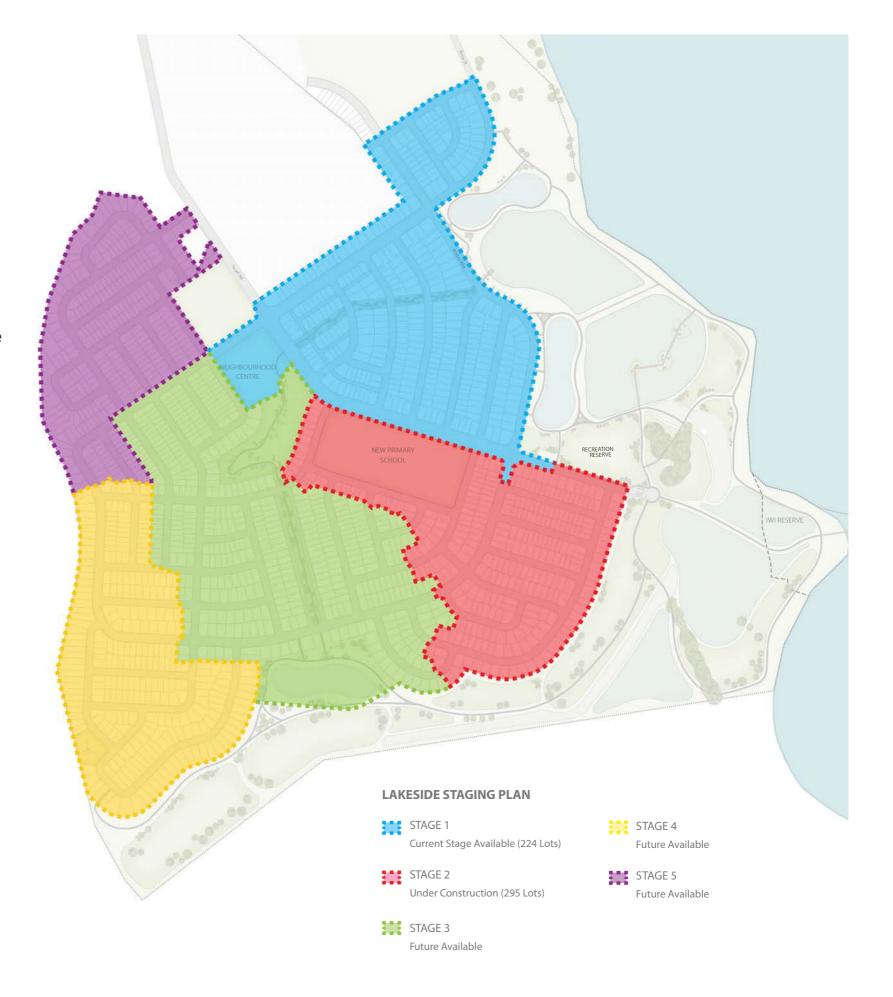
Key Builder Partners

Establishing Key Builder Partners is vital to achieving Kāinga Ora's goal of creating great places to live.

Kāinga Ora is looking to partner with a range of builders that can deliver all market and affordable homes in Stage 1. The intention is that these Key Builder Partners will be the preferred partners for delivery of market and affordable lots in future stages (subject to delivery measures).

Key benefits of this approach:

- » Opportunity for builders to grow their business and scale up over time with a degree of certainty.
- » Working collaboratively on stage releases for development, ensuring positive outcomes are being achieved for all parties.
- » Ability to create a co-ordinated long term marketing and sales approach to Lakeside which establishes a strong brand and sales proposition to create a pipeline of demand.
- » Potential for the Key Builder Partners to develop an additional 1000 homes over future stages in Lakeside.
- » Ability to use the pipeline to build an onsite presence through show-homes / sales suites which educate and demonstrate the quality, size and liveability of the various typologies.
- » It is anticipated that this offer will provide longer term certainty and continuity via a pipeline of developable land to the key builders, while at the same time creating added value through gains in efficiency, superior design, and strong community engagement.



WHY LAKESIDE?

Lakeside is an exciting development opportunity for builder partners.

Work alongside Kāinga Ora to deliver an exceptional neighbourhood for Kiwis in a Winton designed master-planned development.

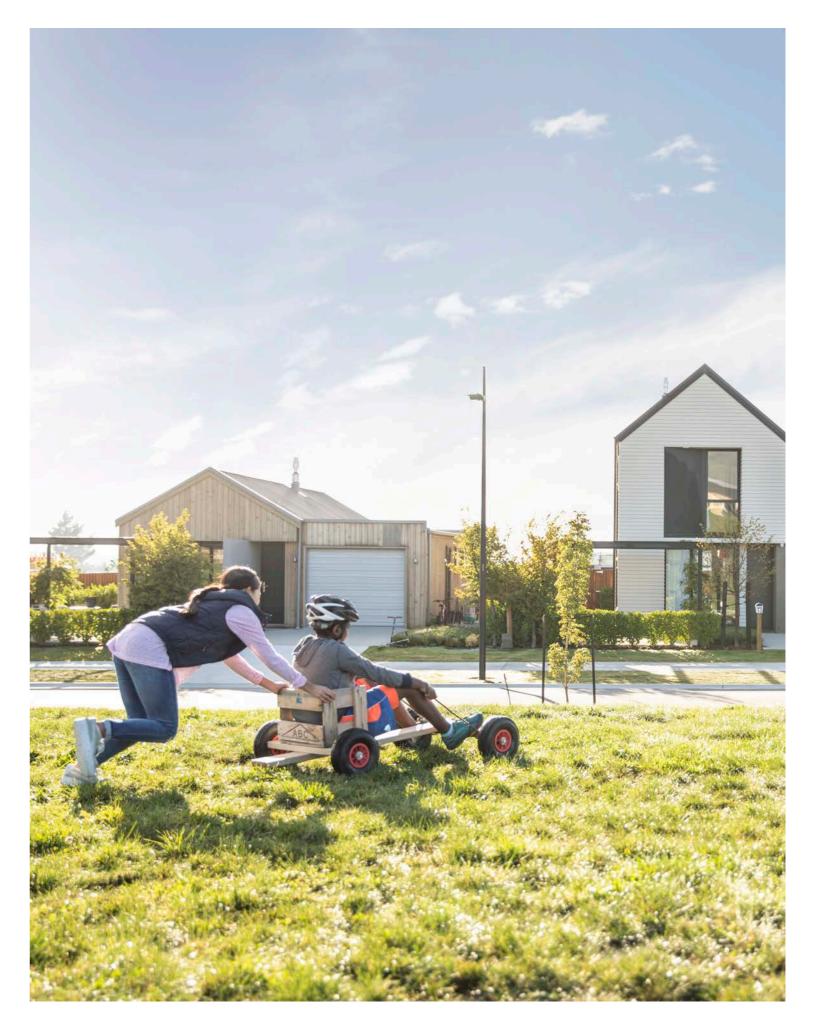
Over the course of eight years and a number of stages, Lakeside Development will convert bare land on the edge of Lake Waikare, adding approximately 1,600 new homes to Te Kauwhata township.

These homes will give Kiwis a neighbourhood they can call their own at a price they can afford. They'll enjoy brand-new, quality homes with their own backyards, where they can put down roots and be part of a great community.

Lakeside's location combines the best of town and country living, with brand-new homes in a picturesque setting, close to an established, friendly rural town. Te Kauwhata is a strong community with excellent local services and amenities.

Lakeside is commuting distance to employment hubs in Manukau, Mt Wellington, Auckland airport, Hamilton, Pukekohe and the newly approved Ohinewai Sleepyhead Industrial park.

Council has earmarked funding in the 2021-2031 Long Term Plan for a business case to investigate a train station at Te Kauwhata. This work is slated for 2023 after the mid-term review of the Te Huia passenger rail service. And of course, there's always working from home. Lakeside residents will enjoy the peace, quiet, and rural vistas.



ABOUT TE KAUWHATA

Lakeside may be brand-new, but it is close to well-established Te Kauwhata. Te Kauwhata, a classic, rural Kiwi town with friendly locals and a strong community. Clubs and community groups include the Waikare Golf Club, Te Kauwhata Rugby Club, and Bowling Club - making it easy for residents to get involved and meet neighbours. Te Kauwhata's Main Road has the charm of a rural village where you will find a supermarket, pharmacy, vet, and a host of other shops and services.

Locals stop in at the village for a coffee and a bite to eat, or a glass of wine at the tavern. There's also a bakery for treats-on-the-go.

Children attend Te Kauwhata Playcentre, Te Kauwhata Primary School and Te Kauwhata College (years 7-13).



LIFESTYLE AND AMENITY

At Lakeside we strive to deliver as much amenity and connectivity as possible and have already delivered multiple wetlands, walking and cycling paths and an upgraded link to the existing Te Kauwhata township.

There's more to come, too. Approximately 5km of walking and cycle trails are planned for Lakeside's 75 hectares of dedicated reserve wetland and open space, bringing nature right to residents' doorsteps.

A key secondary road connection is under construction and is due to open by Q1 2022 which will provide an additional link to Te Kauwhata township. A new primary school is to open in Lakeside which will cater for up to 1000 children.

Design work is already underway on Lakeside's neighbourhood centre. The boutique commercial hub will be a meeting place where you can grab a coffee and stroll back to your new home. Besides a great café and childcare centre, Lakeside village will include a playground, office and retail space, along with ample parking. Future development may include a medical centre and gym.

With Lakeside now on the map, the public has access to the banks of Lake Waikare and its surroundings for the first time. Providing ever-changing vistas and a natural habitat for abundant bird life. You'll love living near the banks of Lake Waikare.



LAKESIDE WETLANDS AND BOARDWALKS







KEY

Concrete Footpath

Gravel Walkway

Meadow Pathway

Boardwalk

Cultural Marker

Site Boundary

- 01. Wetland Area (RL 5.80)
- 1a. Marshland Area
- 02. Existing Stormwater Treatment Ponds
- 03. Existing Pumpstation
- 04. Open Space / Recreation Areas
- 05. 'Meadow' Areas
- 06. Existing Grove of Oak Trees / Natural Play Zones
- 07. Boardwalk Connections
- 08. Island Forms within Marshland
- 09. Proposed Flood Pump
- 10. Viewing Platform
- 11. Existing Trees
- 12. Parking Area
- 13. Playground
- 14. Viewing Berm





COMMERCIAL HUB

The Lakeside Commercial Hub is made up of six independent offerings which include one and two storey buildings suitable for retail and office uses, café/bar/restaurant, general store, child care centre and other uses designed to support the needs of the residential community.

Indicative opening date planned for Q4 2022.







INDICATIVE TYPOLOGIES



















 $[\]ensuremath{^{\star}}$ All typologies to comply with design guidelines.

LAKESIDE COLAB SERIES

Kāinga Ora has been tasked with creating a strong and vibrant community at Lakeside, Te Kauwhata. In order to achieve this, Lakeside has been master-planned to provide for a diverse range of New Zealanders.

To that end, in collaboration with our builder partners, 20% of the houses built at Lakeside will be sold, as freehold homes, at or beneath a pre-determined price point. These homes will be introduced at Lakeside with a maximum price per three-bedroom home at \$650,000.

Lakeside Colab Series homes are a more affordable option aimed at all owner occupiers, whether first home buyers or not. They form an important part of the vision for Lakeside and feedback from our builder partners tell us that a more affordable home strategy opens up a market segment not generally catered for in new developments and therefore accelerates the sales rates that can be achieved. Such homes will be delivered across all stages. Within Stage One it is expected that 20% of the homes will be Colab Series homes.

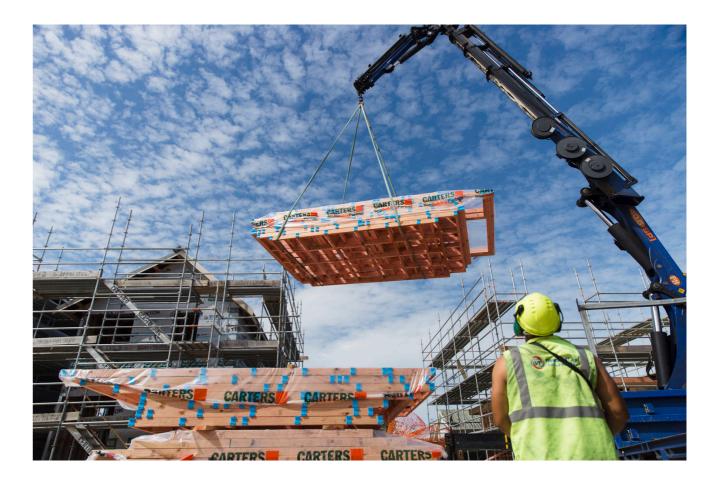
The price points for these homes in Stage One Lakeside are

» 3 bedroom priced at \$650,000.

Price points are expected to be achieved through innovative typologies and construction methods and through smaller dwellings on smaller lots, rather than through a reduction in quality.

Colab Series homes will be initially available as 3 bedroom homes but could potentially include 1 and 2 bedroom delivered with a mix of terraces, walk-ups or stand-alone homes. All new homes must achieve a 6 Homestar rating.

Stage One Colab Series homes will be available to end purchasers on a 'first come first served' basis. However, experience across other projects



where the homes have proved popular means that Kāinga Ora reserves the right to introduce a ballot system to ensure prospective eligible buyers receive an equal opportunity to purchase.

Eligibility

Colab Series homes are sold with simple eligibility criteria in place and the sales process is managed by the builder partner.

Buyers:

- » Must be New Zealand permanent residents or citizens.
- » Cannot put the home in the name of a Family Trust, company or nominee.
- » Will agree to live in the house for a minimum of two years.

The Lakeside team will be available to work alongside any builder partner to assist with the successful delivery of the Colab Series homes.

Kāinga Ora also encourages the delivery of modestly sized homes offered to the market as long-term rentals with secure tenure, shared equity, rent to buy, etc.

The 20% requirement for Stage One may not impact on all tranches of lot sales, check with the Lakeside team for an indication of where this requirement applies.

PARTNERING AND WORKING WITH MAORI

Kāinga Ora's mandate spans a number of projects across Aotearoa. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu and we are committed to working with Māori to support Māori urban development aspirations and Māori housing outcomes.

Kāinga Ora is also committed to upholding the principles of Te Tiriti o Waitangi, including the protection of taonga Māori. We will have meaningful and early engagement with Māori about the development of this land and we invite Māori to participate in this urban development.

Mana whenua

Definition: Mana whenua means the indigenous people (Māori) who have historic and territorial rights over land and water. It refers to iwi and hapu (Māori tribal groups) who have these rights in a defined geographical area of interest.

Mataawaka

Definition: Mataawaka means the indigenous people (Māori) who live in an area and are not within a mana whenua group.

Kāinga Ora is working with Māori o te motu, in developing an engagement approach across our development precincts to help facilitate for Māori, the implementation of environmental, social, cultural and economic outcomes. Kāinga Ora acknowledges the authentic role of mana whenua and has formalised individual relationships with mana whenua entities. Commercial development and other opportunities will be explored through these avenues.

Kāinga Ora's special focus on Māori aspirations in relation to urban development also includes working with iwi asset holding companies and iwi subsidiaries to offer Māori opportunities to participate in urban development.



We recognise that our development precincts comprise a number of mataawaka groups and entities. It is important for Respondents to understand our commitment to working with our Treaty partners, mana whenua and mataawaka respectively and, where appropriate, commit to supporting the implementation of effective housing outcomes which reflect this approach.

Cultural innovation is important and entities that accurately capture wahi kāinga, multi-generational living, matauranga Māori, kaupapa Māori and tikanga Māori design principles are encouraged to respond.

Opportunities for Māori

Kāinga Ora is committed to working with mana whenua and mataawaka entities to address Māori housing needs. We seek your support in defining effective pathways for the delivery of housing developments to achieve successful Māori housing outcomes. We, therefore, welcome Māori entities and their partners to partner with us to achieve these outcomes.

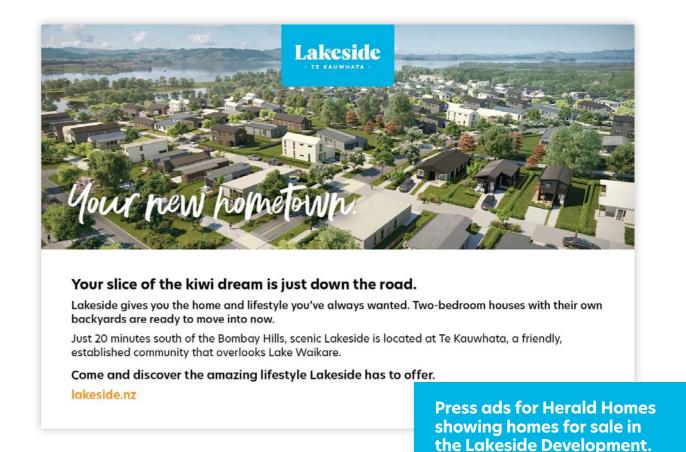
For more information on Māori Housing Opportunities please contact hinemoa.awatere@kaingaora.govt.nz.

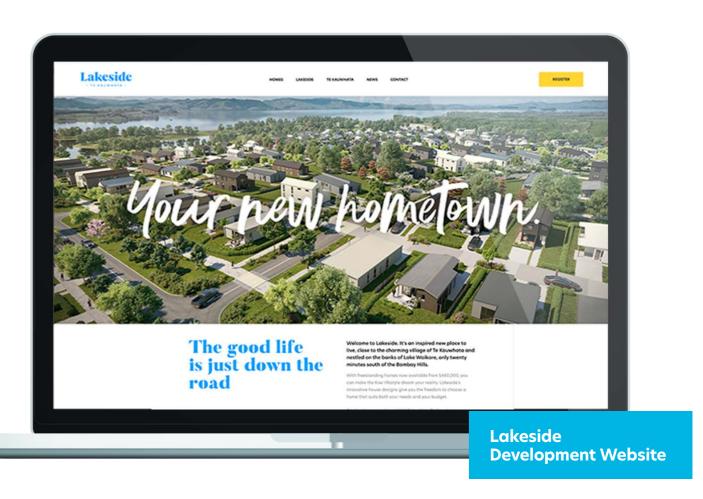
MARKETING SUPPORT

The Kāinga Ora urban development team will provide extensive communications and marketing support to builder partners working within Lakeside development. Once our builder partners have product to sell, they are invited to contribute to a marketing fund. Through experience gained developing Hobsonville Point and various other large scale projects, we know pooling resources creates more impact and benefits everybody.

Place-based marketing

Kāinga Ora focuses marketing efforts on place first and product second. The scale of our developments gives us considerable impact across all forms of media, including editorial and advertising in traditional print, broadcast media and online channels. Lakeside has its own website (lakeside.nz) and ongoing press and online advertising support. We run regular digital campaigns with targeted calls to action.

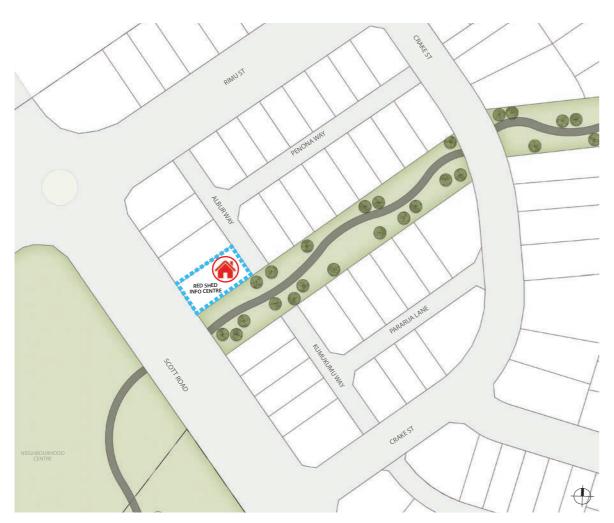




Information Centre

OPENING NOVEMBER, 2021 *

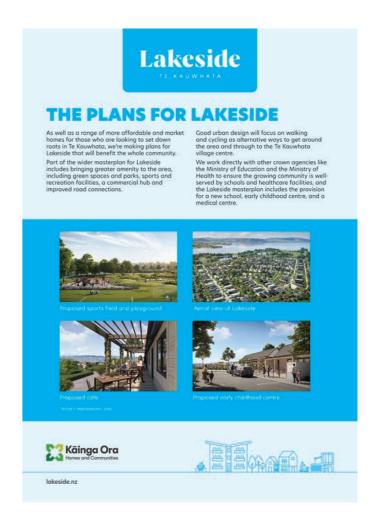
The Lakeside Information Centre will provide a place for people to come and learn about the development, the new amenities being built, as well as the types of homes that will be avaliable for sale and how to buy them.



* Indicative date only









HOW TO RESPOND

Respondents are asked to prepare their submission to become a builder partner as per the requirements of the Response Form, available for download with the due diligence documents at: http://www.lakeside-im.co.nz

There is a large amount of information available online to inform your submission and we invite you to study that which is relevant to the lots you are interested in. We look forward to receiving your submission, and we encourage you to be thorough in your response.

1. Track Record & Experience Weighting: 15%

a. Please identify and include information on **three** projects that you have underway or completed in the past 3 to 5 years that demonstrate the successful delivery of quality projects with similar typologies in the proposal. Please include for each example: renders or elevation/architectural plans, mix of typologies, bedroom mix and price points.

2. Design & Programme Weighting: 15%

- a. Example architectural precedent images taking into consideration the Lakeside vision and the requirements of the masterplan and design guidelines.
- Please provide a detailed programme for the build out of proposed lots that you are tendering on. Including staging, design phases, resource and building consents, construction periods, marketing and sales.

3. Ability to Deliver Affordable Homes Weighting: 15%

Please include in your proposal your anticipated % of affordable component. A minimum of 20% is expected unless otherwise advised by the project team.

4. Land Price Offer and Commercial Terms Weighting: 40%

For each tranche of lots, please include your land purchase price per lot, payment terms and any purchaser conditions.

5. Partnering and working with Māori Weighting: 15%

- a. Provide a statement of your understanding of the role of Mana Whenua and Māori in relation to urban development and how this is reflected in your proposal;
- b. Provide two examples where you have relevant experience of engagement with Māori in terms of urban development;
- c. Demonstrate your current and/or proposed approach in growing the capability and capacity of Māori (skills and employment) in delivering urban development;
- d. Demonstrate your current and/or proposed approach in incorporating cultural innovations and alternative housing model(s) to capture and deliver wahi kainga, multi-generational living, mātauranga Māori, and kaupapa Māori and tikanga Māori design principles;
- e. Does your business have Māori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.

6. Ability to Deliver 6 Homestar Pass/Fail

Please confirm that dwellings will meet 6 Homestar design and build certification (please note that full cost of obtaining certification will be at your cost).

The closing date for submission of proposals is 4pm on 14 October 2021.

Selection Process

- » A shortlist will be selected in **early November, 2021** and prospective purchasers will be notified of the outcome at this time.
- » The final purchaser/s selection is expected to be made late November, 2021.

Contact

Questions in relation to the IM and response must be made directly to **procurement-UDD@kaingaora.govt.nz**

Submission

Respondents are to email their proposals on or before the closing dates to procurement-UDD@kaingaora.govt.nz



GENERAL POLICIES DISCLAIMER

- **1. Publication:** Neither the whole nor any part of this report or any reference to it may be included in any published document, circular or statement without prior written approval of Kāinga Ora in its sole discretion.
- **2. Information:** Information has generally been obtained from a search of records and examination of documents, or by enquiry. Where information has been supplied to us by another party, this information is believed to be reliable, but we accept no responsibility if this should prove not to be so.
- 3. It is intended that this document provide general information in summary form. The contents do not constitute advice and should not be relied upon as such. Specialist advice should be sought in all matters. All information must be checked and verified by any person receiving or acting upon these particulars and no warranty is given or representations made in respect of such information as to the correctness or sufficiency of such information.
- 4. This document does not form part of any contract in respect of the sale of the subject property.
- **5. Title Boundaries:** We have made no survey of the property and assume no responsibility in connection with such matters. It is assumed that all improvements are within the title boundaries.
- 6. No undertaking is made that the property complies with the legislative requirements including the Building Act 2004, Health and Safety at Work Act 2005, Resource Management Act 1991 and related regulations.
- 7. All plans and maps are indicative only.

The material contained in this document has been prepared in good faith by the vendor, solely for the information of potential purchasers to assist them in deciding whether they are interested in the potential development land at Lakeside. The information does not form part of any offer or contract and is intended as a guide only. You should not rely on any material contained in the document but should make independent investigations to satisfy yourselves as to the accuracy of any material. The vendor does not make any representations or warranties as to the accuracy of the material and does not assume any liability for negligence or otherwise in connection with any material contained in this document. The vendor reserves the right, in its sole discretion, to postpone or cancel the proposed sale of the land described and to modify or add any terms and conditions to the proposed contract or other material associated with the proposed sale, which may be made available to a potential purchaser.

CONDITIONS

Kāinga Ora reserves the right to:

- 1. Reject all or any IM response and not award and not accept the highest-priced, or any, response;
- 2. Call and/or re-advertise for IM responses or revisit any prior IM process;
- 3. Waive any irregularities or informalities in the process;
- 4. Amend the closing date, the acceptance date, or any other date in the IM document;
- 5. Amend this IM and any associated documents by the issuance of a written Notice to Respondents Tenders (NTRT) notice;
- 6. Seek clarification of any IM response;
- 7. Suspend or cancel (in whole or in part) this process;
- 8. Consider or reject any alternative response;
- 9. Deal separately with any of the divisible elements of any response, unless the relevant response specifically states that those elements must be taken collectively;
- 10.Enter into discussions and/or negotiations with any submitter at any time, and upon any terms and conditions, before or after acceptance of any response;
- 11. Conduct a financial check on any respondent submitting a response;
- 12. Meet with any respondent before and/or after the IM process closes and prior to the award of any contract.

Kāinga Ora will not be bound to give any reasons for decisions made as a result of this IM or as an outcome of the IM evaluations.