

# DEVELOPMENT CAPABILITY STATEMENT

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The Green Tarragindi viewed from the south east of Brisbane City.

Developing thriving communities where  
older Australians love to live



The Rise, Wood Glen Retirement Village, Erina NSW.

Winner – 2021 Master Builders Association, Newcastle Excellence in Building Awards, Best Apartment Development.

Finalist – 2024 National Retirement Living Awards, Best Retirement Living Development – Large Operator <500 ILU.

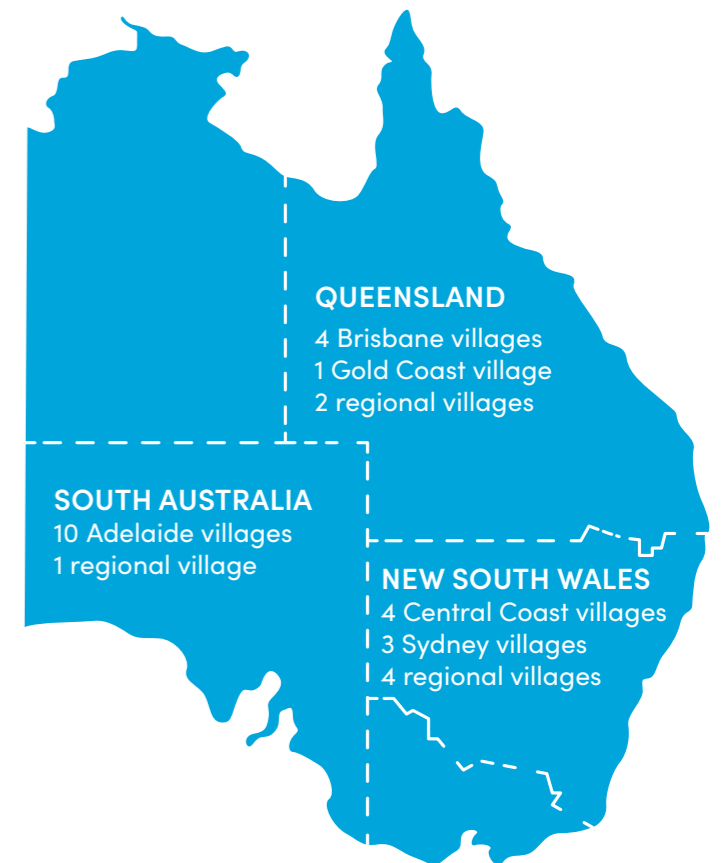
## Who we are

RetireAustralia is a leading owner, operator and developer of retirement villages with a focus on creating thriving communities where older Australians live the life they choose in their own homes.

Since 2014, RetireAustralia has been jointly owned by Infratil Limited and New Zealand Superannuation Fund. Infratil Limited is an infrastructure investor listed on both the Australian and New Zealand stock exchanges with a market capitalisation of \$12.23B\*. New Zealand Superannuation Fund is a sovereign wealth fund established by the New Zealand Government with investments totaling NZ\$76.6B\*.

Our portfolio is one of the largest in Australia, comprising 29 unique retirement communities located across Queensland, New South Wales and South Australia. We manage property assets in excess of \$1.008 billion and over 5,400\*\* residents call our communities home. Each resident is an owner-occupier with a vested interest in their community.

\*Oct-Dec 2024. \*\*June 2024.



We are one of the few private developers that design, develop, build and own retirement communities. Once we build a community, we stay as operators and neighbours.

We build thriving communities for older Australians who seek an empowered life on their terms – independent, yet supported and connected to the broader community. An environment where residents are safe and secure and can age with the peace of mind that care and support is available if needed. Quality and age appropriate design principles contribute to residents ageing positively and maintaining intergenerational connections.

## Acknowledgment of Country

RetireAustralia acknowledges Aboriginal and Torres Strait Islander peoples as the first peoples of Australia and the Traditional Owners of this land and its waters. We pay our respect to Elders, knowledge holders and leaders both past and present.

## Our purpose

### Why we exist

To create thriving communities where older Australians live the life they choose in their own home.

## Our vision

### What we want to achieve by 2026.

To be a leading provider of integrated care and independent living communities for older Australians.

## Our values



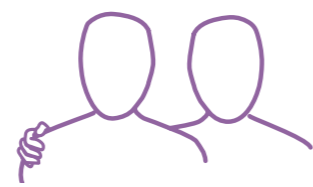
Leadership



One Team



Integrity



Respect



Excellence

## RetireAustralia portfolio snapshot



29

Established retirement villages



86%

Residents satisfied or very satisfied with village life



+800

Dwellings identified in the development pipeline



206

Units under construction



+5,400

Residents



4,354

Established units



24

Villages with waitlists



96.68%

Village occupancy



Approved provider of Home Care

June 2024



The Green Tarragindi Community Garden.

Finalist – 2024 Urban Developer Awards for Industry Excellence, Development of the Year – Retirement and Seniors Living.

## Our offer and core capabilities

RetireAustralia deeply understands its preferred customer segments and has built its products and services in alignment with their needs. Customers attracted to RetireAustralia's product offering seek the safety and security of knowing care is available both now and in the future.

RetireAustralia is an Australian Government approved Home Care provider, offering residents access to planned care within their homes. Across our portfolio, we provide residents with access to a continuum of care supported by partnerships across the health ecosystem. We have also delivered our first Care Hub at The Verge on the Gold Coast which provides residents with access to 24/7 care. Future developments will include this innovative care model.

### What we offer

RetireAustralia delivers high quality, contemporary retirement communities supported by a continuum of care. We have broken away from the traditional, gated lifestyle village model to address the critical shortage of quality retirement accommodation options in areas of demand and major regional centres.

Our innovative vertical village model offers a unique opportunity for private, independent retirement living in locations with strong supporting community and social infrastructure.

To this end, we seek out projects where our vertical villages can complement an existing community, providing older Australians with the ability to remain in their community and maintain life connections to live a fulfilling and purposeful retirement.

### Our approach

We partner with a range of landholders seeking to unlock the potential of underutilised land assets. We have partnered with a range of sports and recreation clubs across the east coast of Australia to deliver co-located retirement villages which unlock opportunities for an active and connected retirement.

RetireAustralia have also developed meaningful and productive relationships with state and local authorities to unlock underutilised community owned sites while retaining ongoing public ownership of the land.

In addition to retaining important social infrastructure within the community, our approach creates sustainable commercial relationships which deliver long term benefits to our partner clubs and organisations.

We are committed to forming enduring, mutually beneficial partnerships and creating strong community links with each retirement community established. Where suitable, we enter into long-term commercial leasing arrangements that provide RetireAustralia with the certainty needed to commit to future-focused projects and provide landholders the security of maintaining ownership of their land asset.

We work with our partners to design projects that addresses customer, residents and stakeholder needs, and once operational, we share a mutually beneficial focus on the long-term success of both our project and our partner's operations.

Our goal is to create integrated communities with ongoing interaction between our residents, their family and networks, our partners and the surrounding community.

This approach has resulted in the formation of partnerships across a range of municipalities in Queensland and New South Wales with established organisations, where co-location of retirement living has proven complementary to the ongoing business and future business ventures.



Apartment at The Verge overlooking the Burleigh Golf Club.

# Quality of our developments

There are four overarching development principles synonymous with a RetireAustralia development. They are design excellence, integration, sustainability and commercial success.



## Design excellence

RetireAustralia has a demonstrated commitment to design excellence and works with highly credentialed and recognised architects, planners and landscape architects across Queensland and New South Wales to design and deliver developments. Our track record of design outcomes delivers on placemaking and urban design, sustainability, care and support, technology and build quality.

We have an established set of Design Guidelines which delivers consistency in design excellence including a strong architectural focus so the built form becomes an enduring part of the broader community. Landscape and open spaces are essential features of our overall project design. Landscape architects consider important features such as safety, security and maintenance to create grounds and gardens that are both beautiful and practical as well as sympathetic and connected to the broader environment.

Our developments demonstrate an ongoing commitment to:

- 4 Star Green Star – Design and As Built
- Livable Housing Australia – Gold Standard
- Dementia Enabling Design Principles and Ageing in Place Design Principles (also known as universal design principles).



## Integration

While all of our projects are tailored to their individual surroundings, our experience working on significant developments means we understand:

- The importance of close working relationships with stakeholders and landowners.
- How and when to communicate with the local community on the details of projects and secure support.
- The impact of a development to the surrounding community and the need for sensitivity in design and communication.
- Political sensitivities and the need to establish and maintain good communication with local representatives.

From this understanding we partner to deliver developments that demonstrate the following features:

- Purpose-built housing and retirement communities for people 75+ to remain living within their community.
- Reflect a strong sense of place with a tangible, renewed sense of community supporting safe and enjoyable locations for all residents and visitors.
- Present opportunities for intergenerational participation and events.
- Compatible and complementary amenity and facilities within the existing broader community.
- Provision of care and care services in markets where there may be undersupply.



## Sustainability

RetireAustralia is committed to socially responsible developments at partners' sites as well as across our entire portfolio. We hold a long term commitment to ensuring our developments are built to a 4 Star Green Star - Design and As Built rating.



## Commercial success

RetireAustralia has a track record of partnering with government agencies, sport and recreation clubs, landowners, community housing providers and health and care service providers to deliver products and services that are sought after by older Australians.

The benefits:

- Retain essential social infrastructure within the community.
- Affordable products, and associated recurrent service charges, relative to the local market.
- A development feasibility that is robustly developed to meet industry metrics.
- Sustained long term commercial benefits to the club and/or organisation.



Glengara Care Apartments, Glengara Retirement Village, Tumby Umbi NSW.



New villa, Wood Glen Retirement Village, Erina NSW.



The Lake House community centre, Forresters Beach Retirement Village, Forresters Beach, NSW

# Track record

RetireAustralia strives for excellence when it come to the buildings and facilities within each and every development. We collaborate closely with our partners, award-winning architects, building contractors, landscape designers and interior stylists to ensure the villages remain contemporary, easy to maintain and feel fresh and welcoming each and every day. The following projects are testament to bringing these aspirations to life and in accordance with our four overarching development principles.

## The Verge at Burleigh G.C., Gold Coast

\$133M

### Scale of development

Health & wellbeing	345sqm
Retirement living	19,000sqm (168 independent living apartments + 10 bed care hub – 3 buildings)
Community	1,504sqm <ul style="list-style-type: none"> <li>• Café</li> <li>• Wellness Centre</li> <li>• Resident gardens and roof top BBQ areas</li> </ul>
Website	thevergeburleigh.com.au



### Partnership

Our partnership with the Burleigh Golf Club commenced in 2015. This partnership has seen the successful realisation of The Verge, Stage 1, 2 and 3 over the period 2015 – 2024. Conversations continue to explore further opportunities to expand the existing retirement community.



### Design excellence

It is a linear development of 300+m in length, adjacent to the 10th fairway of the Burleigh Golf Club and was constructed over 3 stages. The development has maximised view corridors to the ocean and the vista of the natural environs of the Golf Club. Using sub-tropical design principles, the six-storey buildings contain one, two and three-bedroom apartments achieving Gold Standard, Australian Livable Housing Guidelines certification.

Stage 3 includes the Care Hub which is a genuine alternative to aged care, offering residents compassionate and person-centred care in a homelike environment. Catering for a maximum of 10 people and staffed 24/7 by nurses and qualified carers, the Care Hub responds to the needs of today's more discerning customers.



### Integration

The retirement community was established on a section of the golf club requiring a minor change to establish a tee off area along with additional golf club amenity. This also afforded residents borrowed natural amenity with unparalleled views of the golf club and surrounds to the west and the ocean to the north east.



### Sustainability

The Verge has a 4 Star Green Star Design and As Built certification.



### Commercial success

We provide ongoing contributions to the Burleigh Golf Club via upfront commissions and a Deferred Management Fee share; and our strong financial returns are outperforming Board Approval.



Built along the 10th Fairway of Burleigh Golf Course, The Verge offers residents unparalleled views and connection to nature.



Natural light (a biophilic design feature across the whole development) complements resident use of health and wellbeing amenities.



Homelike dining area within the Care Hub.

# The Green Tarragindi, Brisbane

\$77M

## Scale of development

Health & wellbeing	4,500sqm
Retirement living	12,000sqm (92 independent living apartments – 1 building)
Community	4,500sqm <ul style="list-style-type: none"> <li>• Resident specific amenities</li> <li>• Bowls green</li> <li>• Café</li> <li>• Community gardens</li> <li>• Bowls clubhouse</li> </ul>
Site area	13,466sqm
Website	thegreentarragindi.com.au

### Partnership

Our partnership with Yeronga Services and Community Club (YSCC) was established in 2015. This successful relationship sees the club benefit on multiple fronts including a new championship-quality bowling green and car park, new community clubhouse and café. The project has provided a capital injection for YSCC and ongoing income sharing through participation in the commercial success of the retirement village.

### Design excellence

Known as one of Brisbane’s most beautiful suburban backyard. The development features spacious and private one, two and three-bedroom apartments with stunning city or bushland views, designed to and achieving Gold Standard, Australian Livable Housing Guidelines.

Pedestrian walkways connect the village to the local kindergarten and neighbouring green spaces providing the broader community with access to the onsite bowls club and café.

### Integration

Nestled along the Tarragindi Recreation Reserve, The Green blends the best of local convenience with living on the edge of the bustling Brisbane CBD (5.1 km away). Outdoor entertainment is a hallmark of this community, with 70% of the site dedicated to open space. This includes a publicly accessible landscaped community garden with a children’s playground, lawns and

productive garden. It offers close proximity to retail, entertainment and medical amenities, vehicle and public transport connections, as well as opportunities for sports and leisure; all characteristics evidenced to be supportive of the principles of ‘Autonomous Ageing’ ‘Walkable Neighbourhoods’ and ‘Ageing in Place’.

### Sustainability

The Green has a 4 Star Green Star Design and As Built certification.

### Commercial success

We provide ongoing contributions to Yeronga Services and Community Club via upfront commissions and a Deferred Management Fee share; and our strong financial returns are outperforming Board Approval.



Aerial of The Green facing north east taking in the championship bowling green to the north west and the community gardens and childrens playground to the north east of the site.



Enjoying the amenity of the café.



Apartment, The Green Tarragindi.

### Community amenities

1. New bowls club with championship-quality bowling green delivered in partnership with Yeronga Services and Community Club.
2. Resident workshop, private cinema, library, indoor and outdoor gym and resident kitchen and lounge.
3. Publicly accessible community gardens, with playground, productive garden and a BBQ area.
4. Resident consulting rooms for visiting health professionals.
5. Resident access to RetireAustralia Home Care services.

# Capability and experience



## Experienced and dedicated inhouse development team

Inhouse development team with extensive retirement living experience overseeing the entire development function.

- Provides RetireAustralia with control and cost visibility over the development process.



## Relationship with established contractors

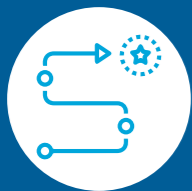
RetireAustralia has relationships with a pool of tier two and three contractors that are engaged regularly. Repeated engagements results in a consistent product delivered efficiently.



## Established development framework

RetireAustralia employs robust methodologies including a Board approved Development Cycle, a site filter, feasibility model and methodology, and project hurdle metrics.

- Allows RetireAustralia to assess site suitability and undertake necessary due diligence before commencement for ongoing commercial project viability.



## Staged development program

RetireAustralia has established a comprehensive development process, which runs across four phases, with stage gates to ensure that the development runs smoothly and as outlined in the planning phase.

# Team experience



**Peter Spira AM**  
Non-Executive Director (Strategic Advisor)

50+ years experience across all asset classes.



**Robert McDonald**  
General Manager – Development and Acquisitions

20+ years experience across retirement living, residential and commercial sectors.



**Angus Spencer**  
National Manager – Transactions

20+ years experience across residential/ multi-residential, luxury accommodation, retail, industrial and commercial sectors.



**Bill Clydesdale**  
National Manager – Development

20+ years experience within end-to-end management of property developments in retirement living, residential and commercial sectors.



**Gareth Williams**  
National Manager – Construction

20+ years experience across retirement, social and affordable, student, private and luxury residential sectors.



**Jonathon Sparks**  
Development and Transaction Analyst

10+ years experience within the property sector, advising on major projects across Brisbane, Sydney and Melbourne covering all asset classes.





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