

23) Appendix V

**Stakeholder Consultation
Prepared by
Healing ONR**

9 November 2021

Steven Jacobs

✉ steven.jacobs@imageproperty.com

Dear Steven,

Dural Health Hub - Letter of support

I am writing on behalf of Adventist Healthcare (AHCL), to provide our support and express our interest in the development of the proposed Dural Health Hub.

Adventist Healthcare is an established part of the healthcare infrastructure for Northern Sydney. With our flagship facility Sydney Adventist Hospital (The San) in Wahroonga, and San Day Surgery (SDSH) in Hornsby, Adventist Healthcare has led the expansion of hospital services in Northern Sydney, and we are the leading provider of world class hospital and health care services in the area and the State of NSW.

It is something of which, as an organisation, we are intensely proud, and part of our mission is to continue to provide high quality hospital, health and well-being services for the expanding communities of Greater Northern Sydney.

Background to Adventist Healthcare

Established in 1903, Sydney Adventist Hospital is the largest private, not-for-profit hospital in NSW; and the Australian flagship of more than 600 world-wide hospitals, aged care, and healthcare facilities operated by the Seventh-day Adventist Church and is expert at providing healthcare and hospital services with a high level of connectivity to local communities.

We are not, and nor do we plan to be, the largest provider of hospital services in the country. This segment of the hospital market in Australia is (in our view) saturated, with large for profit participants including Ramsay Healthcare, Healthscope, Healthe Care and Nexus Healthcare.

These businesses are focused on delivering high volumes of hospital services nationally and globally, whereas we operate in the mid-market, and our goal is to be the best provider of services for our local communities.

We are focussed on the mid-market hospital segment for a number of important reasons:

1. It provides us with flexibility to provide the bespoke core health services our communities require;
2. We can engage with the local GP and day surgery networks to optimise the efficiency of patient experience and outcomes;

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3. We already bring world class patient outcomes to the residents of Northern Sydney and would like to maintain this position; and
4. We believe that community focussed healthcare delivers superior outcomes for the health and well-being of residents.

Understanding of the proposed development and vision

Sydney's expansion is geographically limited to the west by the dividing range, the north by the Hawkesbury River and by ocean to the east. Therefore the expansion of communities in greater Sydney is focussed heavily on the north, northwest and south-western corridors, to meet the growing healthcare needs of the region, and to provide facilities for surgical and medical services in the communities we serve. We aspire to add health hubs in our surrounding catchments to provide facilities that are efficient and convenient for those seeking our services supported by the tertiary level SAH.

The Dural Health Hub will be well located in a region of Sydney which will continue to grow as ageing populations downsize and shift to aged-care facilities. The provision of day surgery facilities, with inpatient, outpatient and allied health services will be an important part of the healthcare expansion in Northern Sydney.

Our knowledge of the need of improved health services in the region

As an organisation we are acutely aware of the growing need for the expansion of high-quality healthcare in our region. We are committed to expanding our offerings as we know the population of northern Sydney, and the demand for healthcare services is increasing at a faster rate than population growth due to the age and demographic profile in the area.

I am happy to provide this letter of support for the proposed Dural Health Hub. At Adventist Healthcare, we are proud to be a high-quality provider of Healthcare services to the northern Sydney market, and we would like to continue to be the provider of choice in the region. We - already have plans to invest further in the Northern Sydney and Central Coast regions and see this development as providing a good fit with our expansion objectives.

Yours sincerely,



Brett Goods
Chief Executive Officer



THOMPSON HEALTH CARE

Thompson Health Care Pty Ltd
ABN 29 000 745 004 – ACN 000 745 004
Suite 20, Level 4
924 Pacific Highway (PO Box 658) Gordon NSW 2072
Telephone: 02 8467 9333 Facsimile: 02 8467 9334
Email: agedcare@thc.net.au Web: www.thompsonhealthcare.com.au

15th February 2022

Mr Steven Jacobs
Healing ONR Pty Limited
679-685 Old Northern Road
Dural NSW 2158

Dear Steven,

Re: Dural Health Hub Planning Proposal

Thank you for the recent briefing regarding the Dural Health Hub Planning Proposal and specifically your intent to develop a health services facility at your site located at 679 - 685 Old Northern Road, Dural (Dural Health Hub site). We note that the Dural Health Hub site adjoins Thompson Health Care's Dural House, a residential aged care facility located at 705 Old Northern Road, Dural.

Thompson Health Care consist of multiple residences across NSW. Dural House was completed in 2021 and offers a contemporary, resort styled accommodation with 145 High Care, permanent and respite places with 24 hour Registered Nursing Care.

Please note we do not have any concerns regarding the Dural Health Hub Planning Proposal and thank you for the opportunity to provide feedback on the preliminary concept.

We look forward to better understanding Hornsby Shire Council's preference regarding stormwater drainage and if there is a need, we are open to collaborate between the two properties.

The Dural Health Hub Planning Proposal addresses a significant service gap in Dural and the local surrounds. We look forward to continuing this dialogue with you and receiving updates as the project progresses, all the best.

Yours sincerely,

Doug Thompson AM
Proprietor/Owner
Thompson Health Care

5 November 2021

Steven Jacobs
Healing ONR Pty Ltd
Suite 27, 1 Maitland Place, Norwest Business Park
Baulkham Hills NSW 2153

Re: Proposed Health Facility: Dural Health Hub - 679 – 685 Old Northern Road Dural NSW

Dear Steven,

Thank you for the time to discuss the Dural Health Hub opportunity on 15 October 2021. Our team has undertaken a review of the local area, proposed project and community requirement for such a facility and would like to express Centuria Healthcare's interest in partnering with Healing ONR on the delivery of the project. Centuria Healthcare's intention is to work alongside Healing ONR to deliver an exceptional quality outcome for the community and that a Centuria Healthcare managed property fund will provide the funding required to deliver this important project.

About Centuria Healthcare

Centuria Healthcare is a fund manager specialising in healthcare property investments. Centuria Healthcare currently manages a national portfolio of c.60 healthcare properties with a gross value of approximately \$1.2 billion. Centuria Healthcare is majority owned by the ASX listed Centuria Capital Group, which has approximately \$18 billion of assets under management including three ASX listed REITS.

Centuria Healthcare has a differentiated healthcare property portfolio centred around cost effective models of care, with a focus on medical centres, specialist facilities, day hospitals, mental health hospitals and residential aged care homes. The Centuria Healthcare team has a depth of knowledge and resources in this niche universe of property investing, enabling the sourcing and identification of exciting new investment opportunities in the healthcare landscape.

By partnering with Centuria Healthcare, Healing ONR obtain access to:

- Skilled team that specialises in the healthcare and aged care sectors
- Strong development track-record for healthcare property
- Access to long term, patient and affordable capital sources
- Strategic decision making about asset utilisation to ensure operational needs are met into the future
- Flexible funding to ensure that the real estate can respond to changes in models of care and ongoing legislative requirements

- Excellent understanding of the long-term business and functional requirements of healthcare operators across all services

Centuria Healthcare is the investment manager of the Centuria Healthcare Property Fund (**CHPF**). CHPF invests across a range of healthcare properties, providing diversification by property type, healthcare sector, geographic location and tenancy mix. It is proposed that CHPF partners with Healing ONR as the delivery partner for Dural Health Hub.

CHPF launched in August 2020, and since then, has raised ~\$192 million of equity to invest in a high-quality portfolio and pipeline of institutional grade healthcare assets. CHPF's portfolio currently comprises 18 national properties, with a 100% occupancy and c.10year weighted average lease expiry, with a gross as-if complete value of \$421 million.

Dural Health Hub – Meeting the Demand

Centuria Healthcare has undertaken a detailed review of the Market Assessment completed by Health Projects International, support the report's findings and support the proposed location of the proposed facility, in the urbanised Round Corner Gateway location. Underpinned by significant historic and forecast future population growth, surrounded by multiple aged care living facilities, and a significant lack of inpatient beds, same day treatment and outpatient services, it's clear that the Hornsby LGA is going to require consolidated, yet multidisciplinary healthcare facilities in the near future such as Dural Health Hub. Centuria Healthcare has significant experience in transacting, partnering and delivering similar healthcare opportunities, the experience of which will ensure Dural Health Hub is a success for Healing ONR and the local community.

Please refer to Appendix A for a summary Centuria Healthcare and the Centuria Capital Group's collective track record of delivering healthcare development and fund-through projects.

We look forward to further discussing the Dural Health Hub opportunity with you in order to explore a mutually beneficial solution for the Local Community, Centuria Healthcare and Healing ONR.

Yours sincerely



Toby Kreis
Head of Healthcare Partnerships
Centuria Healthcare Pty Ltd

Appendix A - Development and fund-through track-record

| Project | Description |
|--|---|
| GenesisCare Cancer Centre at St John of God Murdoch Hospital, Perth | <ul style="list-style-type: none"> Centuria Healthcare is currently developing a \$14.5 million, two-bunker radiation oncology centre for GenesisCare at St. John of God Murdoch Hospital The complexity of this development is significant due to it being integrated with the existing hospital operations. Completion is forecast for the end of 2021 The transaction has been structured via a 60-year ground lease between Centuria Healthcare and St. John of God on a “design, build, finance, operate, transfer” structure Upon completion, the property will comprise a 3-level building across 1,845 sqm which adjoins the north eastern boundary of St John of God Murdoch Hospital via a suspended bridge Accommodation to the development comprises a reception and patient waiting area, consultation rooms, administration and staff breakout areas, 2 radiation oncology bunkers, treatment bays, radiopharmacy, two cat scan rooms and support facilities |
| Calvary Health Care Bethlehem in Caulfield South, Melbourne | <ul style="list-style-type: none"> Centuria Healthcare are currently mandated to Little Company of Mary (Calvary Health Care) to redevelop Calvary Health Care Bethlehem in Melbourne into an integrated health facility comprising a hospital, independent living units and a residential aged care facility. Upon completion, the property will be circa \$154m in value The transaction has been funded via a “Build, Own, Transfer” structure via a 40-year leasehold arrangement with no terminal value |
| GenesisCare Cancer Centre at Concord West, Sydney | <ul style="list-style-type: none"> In 2018/19, Centuria Healthcare developed a purpose-built radiation oncology centre for GenesisCare with valuation on completion of \$15.5 million The transaction was structured as a development with Centuria Healthcare identifying the site, acquiring the site, securing the agreement for lease/lease with GenesisCare, delivering the property to completion and managing the property post completion The property comprises a reception and patient waiting area, consultation rooms, administration and staff breakout areas, radiation oncology bunkers, CT scanning facilities and medical oncology facilities |
| QLD Health-anchored building, Maroochydore | <ul style="list-style-type: none"> In 2017-2019, Centuria Healthcare developed a three storey, mixed-use medical office property and basement car park predominately leased to Queensland Health with an end value of ~\$39 million The transaction was structured as a development with Centuria Healthcare identifying and acquiring the site, securing the agreement for lease/lease with QLD Health, and securing another Centuria Healthcare managed to fund-through the property to completion and manage the property on a long-term basis Centuria Healthcare worked collaboratively with Queensland Health to deliver the property to their specifications and within their required timeframe |
| Nexus Hospitals, Orange Private Hospital, Orange | <ul style="list-style-type: none"> In 2020, Centuria Healthcare acquired Orange Private Hospital (pre-fitout) a short-stay hospital which is managed by Nexus Hospitals Centuria Healthcare is currently overseeing the completion of the hospital's fitout and commissioning |

| | |
|--|---|
| | <ul style="list-style-type: none">The property will comprise five fully integrated, state-of-the-art operating suites, 16 private overnight rooms, a six bed close observation unit and a dedicated paediatric ward. The facility has been built with future capacity for additional operating theatres and overnight accommodation |
| Medibank Short Stay Hospital, Melbourne | <ul style="list-style-type: none">a MediBank-doctor JV partnership to deliver a \$65 million short-stay, no-gap treatment hospital in Kew, VIC. This will be the first of its kind in Australia. Centuria Healthcare is also working on a number of additional opportunities with Medibank. |

11/10/2021

Dear Sir/Madam,
Re: proposal for the Dural Health Hub

Hornsby Council

To whom it may concern

Our Support for Dural Health Hub

With great pleasure, I write to support M Steven Jacobs proposal for the Dural Health Hub at 679-685 Old Northern Road, Dural. Patients from the Hornsby and adjacent areas travel to Castle Hill, Norwest, Pennant Hills, and Hornsby for health care due to Dural's lack of health services. Unfortunately, the current situation creates longer waiting periods for urgent health needs in the Hills District.

The proposed Dural Health Hub will address this service gap. In addition, the planned proposal includes a component for allied health services. There is no doubt that patients who suffer from mental health disorders will benefit from such services.

In addition to health benefits, this proposed project brings other positive outcomes, such as business growth in the area.

Sincerely,
Dr Daya Howpage BSc, MPM, PhD, MBA



Managing Director
Mind Connections Specialist Health Services



9th November, 2021

Steve Jacobs
Image Property Developments
Steven.jacobs@imageproperty.com

Hi Steve,

Thank you for reaching out to the Dural Chamber of Commerce regarding your proposed development of the Dural Health Hub, 679 – 685 Old Northern Road, Dural.

We have spoken to several local businesses and Chamber members, and the consensus is that the development would be a benefit to Dural and the local community.

Therefore, we are happy to support the application.

Yours faithfully

A handwritten signature in black ink that reads "Julia Billyard". The signature is written in a cursive, flowing style.

Julia Billyard
Secretary
Dural Chamber of Commerce