BELMORE ROAD PRECINCT RETAIL DEMAND ANALYSIS

URBIS

Prepared for CKDI Bringelly Pty Ltd June 2022

COVID-19 AND THE POTENTIAL IMPACT ON DATA INFORMATION

Belmore Road Precinct Retail Demand Analysis

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 guantum 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 **CKDI Bringelly Pty Ltd** (Instructing Party) for the purpose of a **Bringelly Precinct 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
Senior Consultant	Sean Brosnan
Consultant	Ryan Wallis

Project code	P0031203
Report number	3

© 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
Introduction	6
1.0 Site Overview and Strategic Context	8
2.0 Retail Hierarchy and Supply Analysis	12
3.0 Retail Trade Area	16
4.0 Demand Analysis and Recommendations	19

EXECUTIVE SUMMARY – RETAIL DEMAND ANALYSIS

Key Findings

- CKDI Bringelly Pty Ltd (CKDI) is a major landholder in Sydney's South West Growth Area (SWGA).
 CKDI's landholding forms part of the broader 187hectare Bringelly Precinct (subject site).
- Given fragmented land ownership within the Precinct, CKDI is leading the development of a precinct-wide master plan to enable the structured delivery of new housing and non-residential uses.
- 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 at the subject site.
- 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 double-supermarket shopping centre with a total GLA of ~14,000 sq.m. This centre would be anchored by two full-line supermarkets (~4,000 sq.m each), supported by 1,000 sq.m of mini-major floorspace (potentially a large chemist and discount variety store) and 2,500 sq.m of retail specialty floorspace (refer Table E.2 for recommended mix).
- In addition to the 11,500 sq.m of retail floorspace, we recommend a further 2,500 sq.m of non-retail floorspace be provided in the centre.

ndicative Centre Con	Table E.1		
	GLA (SQ.M)	% OF TOTAL GLA	INDICATIVE NO. OF TENANTS
Supermarket	8,000	57%	2
Mini-Major	1,000	7%	2 (e.g. chemist, discount variety store)
Retail Specialties	2,500	18%	See Table E.2
Total Retail	11,500	82%	
Non Retail	2,500	18%	10 (e.g. gyms, medical centre / suites, and local financial services)
Total Centre	14,000	100%	· · · · · ·

Source: Urbis Shopping Centre Benchmarks 2019

Indicative Centre Composition

Indicative Specialty Mix

Table E.2

Table E 1

	GLA (SQ.M)	% OF SPECIALTY GLA	INDICATIVE NO. OF TENANTS		
Food Retail	250	10%	3-5 (e.g. bakery, butcher, grocer)		
Food Catering	600	24% 4-10 (e.g. take-away, casual dir			
Apparel	350	14%	4-6		
Homewares	350	14%	3-5		
Leisure/General	500	20%	4-8 (e.g. newsagents, florist, giftshop)		
Retail Services	450	18%	6-8 (e.g. dry cleaners, hairdresser, massage, key-cutter, optometrist)		
Total Specialities	2,500	100%	25-43		

Source: Urbis Shopping Centre Benchmarks 2019

INTRODUCTION

CKDI Bringelly Pty Ltd (CKDI) is a major landholder in Sydney's South West Growth Area (SWGA). CKDI's landholding forms part of the broader 190 hectare known as the **Belmore Road Precinct** (subject site), which is, in turn, located within the South Creek West Land Release Area (SCWLRA).

As one of 14 precincts in the broader SWGA, the SCWLRA has been earmarked for the delivery of jobs and housing over the next 30+ years.

Given fragmented land ownership within the Precinct, CKDI is leading the development of a precinct-wide master plan to enable the structured delivery of new housing and non-residential uses.

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 at the subject site.

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.

RETAIL DEMAND ANALYSIS METHODOLOGY

A part of the development of any precinct-scale master plan, there is a need to analyse and assess the current and future market demand and need for both residential and non-residential uses.

This analysis is critical to ensuring that the ultimate master plan for the precinct is evidence-based and tailored to meet the specific needs of the local resident, worker and visitor communities.

This retail demand analysis for the Belmore Road Precinct has therefore been undertaken to explore the likely future retail and services requirements of the future resident, worker and visitor population at the subject site, and ensure the master plan allows for sufficient floorspace to meet these needs.

Urbis' assessment of the future demand for retail floorspace at the subject site has involved the following tasks:

- Site Overview and Strategic Context Analysis Analysed and assessed the characteristics of the subject site and surrounding area, including size and location of the site, existing and planned surrounding land uses, and planned precincts and infrastructure
- Retail Hierarchy and Supply Analysis Identified the existing and planned retail centres in the surrounding area
- Retail Trade Area Definition Defined a retail trade area to assess the market demand for retail uses at the subject site at build-out, based on the geographical and strategic planning context of the site
- Retail Spending Market Forecast Based on the forecast population of the trade area at build-out (i.e. the ultimate population of the trade area upon completion), we forecast the size of the future retail spending market of the trade area
- Demand Analysis Assessed the total quantum of retail floorspace that is likely to be required at the subject site based on the site's competitive positioning and likely achievable market share
- **Recommendations** Drawing on the subject site's supportable quantum of retail floorspace and Urbis' extensive database of successful shopping centres, we outlined an indicative centre composition and estimated the number of jobs likely to be supported by the proposed retail centre at the subject site upon completion.

1.0 SITE OVERVIEW AND STRATEGIC CONTEXT

SUBJECT SITE OVERVIEW

Key Findings

The subject site comprises a 190 hectare area known as the Belmore Road Precinct, situated in the South West Growth Area (SWGA).

The site is currently zoned RU1 Primary Production, RU4 Primary Production Small Lots and B1 Neighbourhood Centre under the *Camden Local Environment Plan 2010*. It accommodates a mix of low intensity agricultural, rural residential and retail uses.

Given fragmented land ownership within the Precinct, CKDI is leading the development of a precinct-wide master plan to enable the structured delivery of new housing and non-residential uses.

The site benefits from frontage to The Northern Road to the east and Greendale Road to the north, which will provide easy access to the future Western Sydney Airport and Aerotropolis, Leppington, and South-West Sydney.

Surrounding land uses include the planned Aerotropolis to the north, and the PGH Bricks brickworks which is situated immediately west of the subject site and expected to continue operations for at least the next 10 years.

The planned Lowes Creek Maryland Precinct is also located immediately south of the Belmore Road Precinct but is not yet under construction. Low intensity agricultural and rural residential uses are currently situated east of the subject site but, given their location within the SCWLRA, are anticipated to transition to residential uses over time.



STRATEGIC CONTEXT

Key Findings

The subject site is located within the South Creek West Land Release Area (SCWLRA). As one of 14 precincts in the broader SWGA (overleaf), the SCWLRA has been earmarked for the delivery of jobs and housing over the next 30+ years.

The SCWLRA 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 was approved in July 2021 and plans for the delivery of a Local Centre, school, 7,000 dwellings and significant open space to service an ultimate population of 22,400 residents.

The Western Sydney Airport and Aerotropolis is also currently under construction immediately north of the SCWLRA. 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 mx of land uses is planned to be situated between the Airport and SCWLRA.

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 – PLANNED PRECINCTS



Source: NSW DPE

Lowes Creek Maryland Indicative Land Use Plan Figure 1.2



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 10 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 has been proposed for this centre which is detailed overleaf.



Source: NSW DPE; Greater Sydney Commission

Existing Centres

NAME	CENTRE TYPE	RETAIL GLA (SQ.M)	DISTANCE FROM Subject site (KM)	MAJOR TENANTS
Narellan	Strategic Centre	70,000	10 km	3 x DDS 2 x Supermarkets
Carnes Hill	Local Centre	16,350	10 km	Big W Woolworths
Oran Park	Local Centre	9,800	5 km	Woolworths

Source: Urbis, PCA Shopping Centres Online

Table 2.1

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, twelve 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 that the Aerotropolis Core, as a Strategic Centre, may deliver a greater quantum of floorspace than these centres in close proximity to the subject site.

While the majority of centres in the surrounding area are still in early planning, there are a number of firm retail developments in the pipeline (refer Table 2.3) which are expected to be completed by 2025.

Two of these developments have received Development Approval and are anticipated to deliver an additional 19,050 sq.m of retail floorspace to the local area by 2024/25.

A further two developments are still in the Development Application stage but, if approved, will deliver a further ~9,800 sq.m of retail floorspace by 2024/25.

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	Not yet known	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

Source: NSW DPE, Deep End Services

Firm Retail Supply Pipeline

Table 2.3

Table 2.2

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 Application	2024
Ingleburn Road Supermarket	Leppington	4,100	Development Application	2025

21/06/2022

Source: Cordell Connect, NSW DPE, Deep End Services

PLANNED AND PROPOSED RETAIL SUPPLY

Planned and Proposed Retail Centres



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 custom. 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 the Belmore Road Precinct and Transport for NSW Travel Zone boundaries. It is defined as:

- Primary trade area comprises the entire Bringelly
 Precinct
- Secondary east trade area extends east from the primary trade area to the natural barrier of South Creek, north to Bringelly Road, and south to Oran Park
- Secondary south trade area extends south from the primary trade area to Lowes Creek, partially overlapping the Lowes Creek Maryland Precinct, and east to The Northern Road.
- Secondary west trade area extends west from the primary trade area Bringelly Creek, north to Greendale Road, and south to the secondary south trade area.

Given the planned Strategic Centre to the north and Local Centre to the south (refer Section 2), the trade area defined for the subject site reflects a relatively local catchment.



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 the Belmore Road
 Precinct
- 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 ~25,120 persons at build-out. Up to approximately 10,400 of these residents are expected to be accommodated in the primary trade area alone.

The secondary trade area is expected to reach a population of almost 14,730 persons, largely driven by the planned growth in the Lowes Creek Maryland Precinct.

We projected 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 ~\$440 million (\$2021) at build-out. The primary trade area is expected to account for over 40% of the total spending market at \$183.0 million.

Population and Retail Sper	opulation and Retail Spend Per Capita, Build-Out (2056+)				
TRADE AREA SECTOR	POPULATION	TOTAL RETAIL SPEND PER CAPITA*			
Primary	10,396**				
Secondary East	4,201				
Secondary South	6,125				
Secondary West	4,402				
Total Secondary	14,728				
Total Trade Area	25,124	\$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	\$76.6	\$108.5	\$185.1
Food Catering	\$26.4	\$37.3	\$63.7
Apparel	\$17.5	\$24.9	\$42.4
Homewares	\$14.6	\$20.7	\$35.3
Bulky Goods	\$20.5	\$29.0	\$49.5
Leisure/General	\$21.3	\$30.2	\$51.5
Retail Services	\$6.1	\$8.7	\$14.8
Total Retail	\$183.0	\$259.3	\$442.3

*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:

- 1. Projecting the **resident population** of the trade area at build-out
- 2. 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 2019) to estimate total trade area retail floorspace demand at build-out
- 4. 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.



Page 20

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 2019. 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 \$2,250 per sq.m for bulky goods up to \$11,370 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 (20-80%) followed by the secondary east and secondary west trade areas (7.5-40%). Relatively low

market shares have been adopted for the secondary south trade area (0-10%) given the proximity of the planned Lowes Creek Maryland Precinct Local Centre. Given the highly localised trade area, we have only allowed for a modest 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 ~11,950 sq.m of retail floorspace at build-out, including ~8,440 sq.m of food retail floorspace.

The majority of this floorspace (\sim 7,850 sq.m) will be required to meet the needs of primary trade area residents, while the remaining \sim 4,100 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 – Subject Site, 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	\$76.6	\$26.4	\$18.8	\$15.6	\$21.9	\$22.8	\$6.5	\$188.6
Secondary East	\$31.0	\$10.7	\$7.6	\$6.3	\$8.8	\$9.2	\$2.6	\$76.2
Secondary South	\$45.1	\$15.5	\$11.1	\$9.2	\$12.9	\$13.4	\$3.9	\$111.1
Secondary West	\$32.4	\$11.2	\$7.9	\$6.6	\$9.3	\$9.7	\$2.8	\$79.9
Total Trade Area	\$185.1	\$63.7	\$45.4	\$37.8	\$52.9	\$55.1	\$15.8	\$455.8
Average Trading Level per Sq.m Average Trading Level (\$/sq.m)	\$11,370	\$10,620	\$7,030	\$9,870	\$2,250	\$9,120	\$8,540	\$7,125
Total Floorspace Demand – Trade	e Area (sq.m)							
Primary	6,738	2,482	2,670	1,583	9,731	2,499	766	26,469
Secondary East	2,723	1,003	1,079	640	3,932	1,010	309	10,696
Secondary South	3,970	1,462	1,573	933	5,733	1,473	451	15,595
Secondary West	2,853	1,051	1,131	670	4,121	1,058	324	11,208
Total Trade Area	16,284	5,999	6,453	3,826	23,518	6,040	1,850	63,969

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	80.0%	20.0%	20.0%	20.0%	0.0%	20.0%	80.0%	29.7%
Secondary East	40.0%	7.5%	7.5%	7.5%	0.0%	7.5%	40.0%	14.0%
Secondary South	10.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%	2.8%
Secondary West	40.0%	7.5%	7.5%	7.5%	0.0%	7.5%	40.0%	14.0%
Total Trade Area	49.2%	10.8%	10.8%	10.8%	0.0%	10.8%	49.2%	17.7%
Demand from Beyond the Trad	e Area			5.	.0%			
Supportable Floorspace – Subj	ect Site (sq.m)							
Primary	5,390	496	534	317	0	500	612	7,850
Secondary East	1,089	75	81	48	0	76	124	1,493
Secondary South	397	0	0	0	0	0	45	442
Secondary West	1,141	79	85	50	0	79	130	1,564
Beyond	422	34	37	22	0	34	48	597
Supportable Floorspace	8,440	685	737	437	0	689	959	11,946

Source: Urbis Shopping Centre Benchmarks 2019; 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 accommodate a double-supermarket shopping centre. This centre would be anchored by two full-line supermarkets (~4,000 sq.m each), supported by 1,000 sq.m of mini-major floorspace (potentially a large chemist and discount variety store) and 2,500 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 850 sq.m of food tenancies (food retail and food catering), 350 sq.m of apparel, 350 sq.m of homewares, 500 sq.m of leisure/general, and 450 sq.m of retail services (e.g. hairdresser, dry cleaner, massage, key-cutter).

In addition to the 11,500 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 double-supermarket centres).

This non-retail floorspace could accommodate uses such as gyms, medical centre/suites, and local financial services (banks, accountants, etc).

	GLA (SQ.M)	% OF TOTAL GLA	INDICATIVE NO. OF TENANTS
Supermarket	8,000	57%	2
Mini-Major	1,000	7%	2 (e.g. chemist, discount variety store)
Retail Specialties	2,500	18%	See Table 4.3
Total Retail	11,500	82%	
Non Retail	2,500	18%	10 (e.g. gyms, medical centre / suites, and local financial services)
Total Centre	14,000	100%	·

Source: Urbis Shopping Centre Benchmarks 2019

Indicative Centre Composition

Indicative Specialty Mix

Table 4.3

Table 4.2

	GLA (SQ.M)	% OF SPECIALTY GLA	INDICATIVE NO. OF TENANTS
Food Retail	250	10%	3-5 (e.g. bakery, butcher, grocer)
Food Catering	600	24%	4-10 (e.g. take-away, casual dining)
Apparel	350	14%	4-6
Homewares	350	14%	3-5
Leisure/General	500	20%	4-8 (e.g. newsagents, florist, giftshop)
Retail Services	450	18%	6-8 (e.g. dry cleaners, hairdresser, massage, key-cutter, optometrist)
Total Specialities	2,500	100%	25-43

21/06/2022

Source: Urbis Shopping Centre Benchmarks 2019

PROJECTED EMPLOYMENT GENERATION

Key Findings

In addition to providing recommendations as to centre composition, we also estimated the number of jobs likely to be supported by the proposed retail centre at the subject site upon completion.

These estimates are based on industry standard floorspace per job benchmarks.

As shown in Table 4.4, a total of ~510 direct jobs are expected to be generated by the proposed centre. Approximately ~450 of these jobs are expected to be generated by the retail uses on the site with a further ~60 jobs generated by non-retail uses.

The proposed centre would therefore provide local job opportunities for residents moving into the SWGA, as well as contributing to job targets set out in the Greater Sydney Region Plan (2018).

Projected Employme	Table 4.4		
LAND USE	GLA (SQ.M)	JOB DENSITY (SQ.M/JOB)	JOBS (NO.)
Supermarket	8,000	25	320
Mini Major	1,000	30	33
Retail Specialties	2,500	25	100
Non Retail	2,500	45	56
Total Centre	14,000		509

Source: Urbis, Melbourne CLUE, PLUC



