

# AUTO MALL OPPORTUNITY

AUSTRALIA'S PREMIER AUTOMOTIVE PRECINCT



INFORMATION MEMORANDUM



**BNE**  
PROPERTY





Artist Impression

# FOREWORD



The BNE Auto Mall at Brisbane Airport is an exciting multi-purpose automotive precinct never before seen in Australia. It will bring a range of manufacturers and dealers together at a new landmark destination.

Flagship auto retailing will sit alongside experience centres, exhibition and conference facilities, regional offices, hotels, event areas and associated amenity all located around a specially designed test track. The test track is what really takes the precinct to the next level. Having the ability to test drive a new vehicle on a purpose built test track is such a unique concept and something I am genuinely excited to be a part of.

The Auto Mall will be the first venue featuring these facilities in Australia which will create a real point of difference. Having the ability to safely test drive a new vehicle in a central convenient location will take the drive experience to a new level. I have designed this track so that drivers of any competency can achieve the best driving experience. Individual vehicle owners, fleet owners, manufacturers and dealers will all enjoy the benefits from using the experience test track in a variety of ways including:

- National and international vehicle launches
- Driver training activities
- Media drive events
- Vehicle engineering, development and validation.

Brisbane Airport is the perfect location to deliver a project of this scope, scale and nature as it provides the necessary size and flexibility in an extremely central position. Being only about 10 kilometres from the CBD, the airport is seamlessly connected to major arterial road networks in all directions. Brisbane Airport is the gateway to Queensland, and offers unparalleled exposure and connectivity at a local, state and national level.

The Auto Mall vision is to deliver a world class multi-purpose automotive facility. I am proud to be associated with this unique project. I believe it presents a compelling opportunity for manufacturers, dealerships, investors and developers.

The Auto Mall will redefine how the consumer will experience their next vehicle. I encourage parties interested in sharing this vision to register their interest for this once in a generation opportunity to reshape Brisbane's fragmented automotive industry.

**Mark Skaife OAM**

Five time Australian V8 Supercar Champion  
and six time Bathurst 1000 Winner



# THE OPPORTUNITY

## BNE AUTO MALL – NOW UNDER CONSTRUCTION

On behalf of Brisbane Airport Corporation (BAC), JLL (Jones Lang LaSalle QLD Pty Ltd) has the exclusive pleasure to offer a once in a generation opportunity. The BNE Auto Mall is an exciting opportunity to be part of a world class motoring precinct, tailored to fit the automotive market of the future.

The Auto Mall concept provides a striking scope to create and be part of Australia's premier auto retailing facility, in the heart of Brisbane's multibillion dollar airport precinct. The strategically positioned prestigious site fronts both Airport and Moreton Drives, offering an unrivalled level of exposure in a truly unique location.

The 51.3ha site is envisioned to be a world class multi-purpose auto retailing facility; incorporating numerous motor vehicle dealerships, branded automotive experience centres, retail and entertainment facilities, a test track, exhibition area, hotel and associated amenity.

The state of the art facility is further enhanced by the proximity to not only the northern suburbs and Fortitude Valley, but also the Brisbane CBD which is located just 10km from the site. The property also benefits from outstanding accessibility to the Gateway Motorway, East West Arterial and AirportlinkM7 all providing direct and easy access to the Brisbane Airport precinct.

The exceptional position between Brisbane Airport's International and Domestic Terminals offers the site unsurpassable levels of exposure and presents a commanding grand entry statement to the capital of Queensland.

BAC is seeking commitment from manufacturers and dealers to engage in this world class, all-encompassing auto retailing precinct. The selected proponent/s will work exclusively with BAC to tailor the opportunity to suit their requirements. Flexible commercial parameters provide the successful proponent/s the ability to be part of a truly unique precinct.

Interested occupiers are encouraged to formally register their interest for this exceptional opportunity, never before seen in Australia, and be part of the premier Brisbane Airport precinct. For more information regarding this opportunity, please contact the exclusive marketing agents of JLL:

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*Artist Impression*



# EXECUTIVE SUMMARY

**PROPERTY**  
Site bounded by Airport and Moreton Drives and Nancy Bird Way.

**SITE AREA** 51.3ha\*

**PRECINCT** Airport Central

**ZONE/USE:**  
Mixed Use & Special Use under the Brisbane Airport Corporation Master Plan.

**EASEMENTS**  
An Energex Easement which contains a 110kv cable and substation is situated between Stages 1 and 2.

FRONTAGE	DISTANCE	DAILY TRAFFIC
Airport Drive:	1.6km*	48,934^
Moreton Drive:	1.6km*	30,656^

\*Approximate ^Average daily traffic recorded in December 2015.

DEVELOPMENT SITE LAND USE AREA	
Developable sites	24.05ha*
Motorsport precinct (including track)	12.3ha*
Open space	5.0ha*
Hotel and experience centre	0.8ha*
Road reserve	4.4ha*
Drainage	4.8ha*
TOTAL AREA	51.3ha*

**AUTO MALL CONCEPT OVERVIEW**  
The Auto Mall vision is to deliver a world class all-encompassing auto retail precinct, unlike any witnessed in Australia. Given the high profile nature of the site, the successful proponent/s will have the opportunity to create and be part of a truly one of a kind project that incorporates elements such as exhibition facilities, test track, experience centres, retail and entertainment uses, hotel and aftermarket retailers.

**LOCATION PROFILE**  
Situating in the heart of the Brisbane Airport precinct, just 10km from the Brisbane CBD, the site is prominently positioned at the domestic and international gateway to Queensland offering unsurpassable levels of exposure. The site is located between Airport and Moreton Drives; the major and only roads connecting the International and Domestic Terminals to the Gateway Motorway, AirportlinkM7 and greater Brisbane region. The position offers an unrivalled amount of exposure and access to a vast range of amenities in the immediate area surrounding the property.

Manufacturers and dealers are being sought to formally register their interest in this exciting Australian first project.

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# LOCATION OVERVIEW

## Premier Location and Unrivalled Connectivity

The premier position at the gateway to Brisbane Airport offers the ability to capitalise on the vast array of unrivalled amenities that make the airport one of Brisbane's most accessible commercial precincts. Brisbane Airport is considered a state significant hub for business and has an unsurpassable catchment area that provides an exceptional exposure profile.

Brisbane Airport is one of Australia's fastest growing airports and with the new parallel runway being operational in 2020, this will provide for a doubling in passenger capacity. This will see Brisbane accommodate over 30 million passenger movements by 2030, the same volume that Melbourne Airport accommodates today.

The highly accessible location and immediate area benefit from excellent connectivity to various road corridors of Brisbane, including direct access to major arterials; AirportlinkM7, East West Arterial, Gateway Motorway and Southern Cross Way

Further enhancing the connectivity of the airport precincts is the Airtrain which provides express services directly into the Brisbane CBD. Plans have been made to add a further Airtrain station within the airport precinct.

### AIRPORTLINKM7

The AirportlinkM7 tunnel is one of Brisbane's key arterial connections. The tunnel stretches from Bowen Hills to the East West Arterial and has approximately 47,000 vehicles passing through daily.

### EAST WEST ARTERIAL

The East West Arterial Road is the key connection from the AirportlinkM7 and the inner northern suburbs of Brisbane. The road directly connects to Airport Drive.

### SOUTHERN CROSS WAY (OLD GATEWAY MOTORWAY)

The Old Gateway Motorway is one of the main arterial connections between the Pacific Motorway in the south to the Bruce Highway in the north. With two parallel bridges across the Brisbane river, the motorway provides approximately 35,000 vehicles passing Airport Drive daily.

### OTHER ROAD INFRASTRUCTURE

- Inner City Bypass
- Gateway Motorway
- Legacy Way Tunnel
- Clem7 Tunnel
- Kingsford Smith Drive Upgrade

The above transport connections provide quick and easy access from all main residential corridors and business centres, reducing travel times to the airport and ultimately the Auto Mall.

The unrivalled location provides access to some of Brisbane's best retail and commercial amenities including DFO at Skygate, Australia TradeCoast precinct and numerous business parks.





## VIBRANT BUSINESS HUB

The Brisbane Airport precinct is already a success story in itself, with over 460 companies and 23,000 workers conducting business in the airport precinct every day. The attractiveness of the airport location has drawn a number of corporate headquarters and operations centres including Hanson Construction Materials, Miele, isseek Communications, Haymans, Christie, TOLL and DHL.

### NEW HOTEL PRECINCT: DOMESTIC TERMINAL

A new 10 level 5 Star 125 room Pullman Hotel and a new nine level 3.5 Star 225 room Ibis Hotel together with a new state of the art conference facility were completed in late 2017. The airport precinct is also supported by two retail sub precincts of Skygate and the BNE Service Centre.

### SKYGATE PRECINCT

At the entrance to Brisbane Aiport, Skygate is a vibrant retail, commercial and lifestyle precinct boasting an abundance of food, shopping and leisure. Anchored by a 24-hour Woolworths supermarket, Dan Murphy's and DFO, the precinct incorporates 160 retail, café and dining options. Skygate also offers a 4.5 Star Novotel Hotel, medical centre and Golf Central BNE, a golfing facility offering a driving range, mini golf, pro shop, coaching facilities and a full café and bar.

### BNE SERVICE CENTRE

Anchored by Shell Coles Express, the service centre is located on Great Barrier Road between Airport and Moreton Drives; directly opposite the northern alignment of the Auto Mall precinct. The centre provides a car wash, Ultra Tune service shop and several food outlets including McDonald's, Hungry Jack's, KFC, The Coffee Club and Subway.



**BAC LEASEHOLD STRUCTURE**

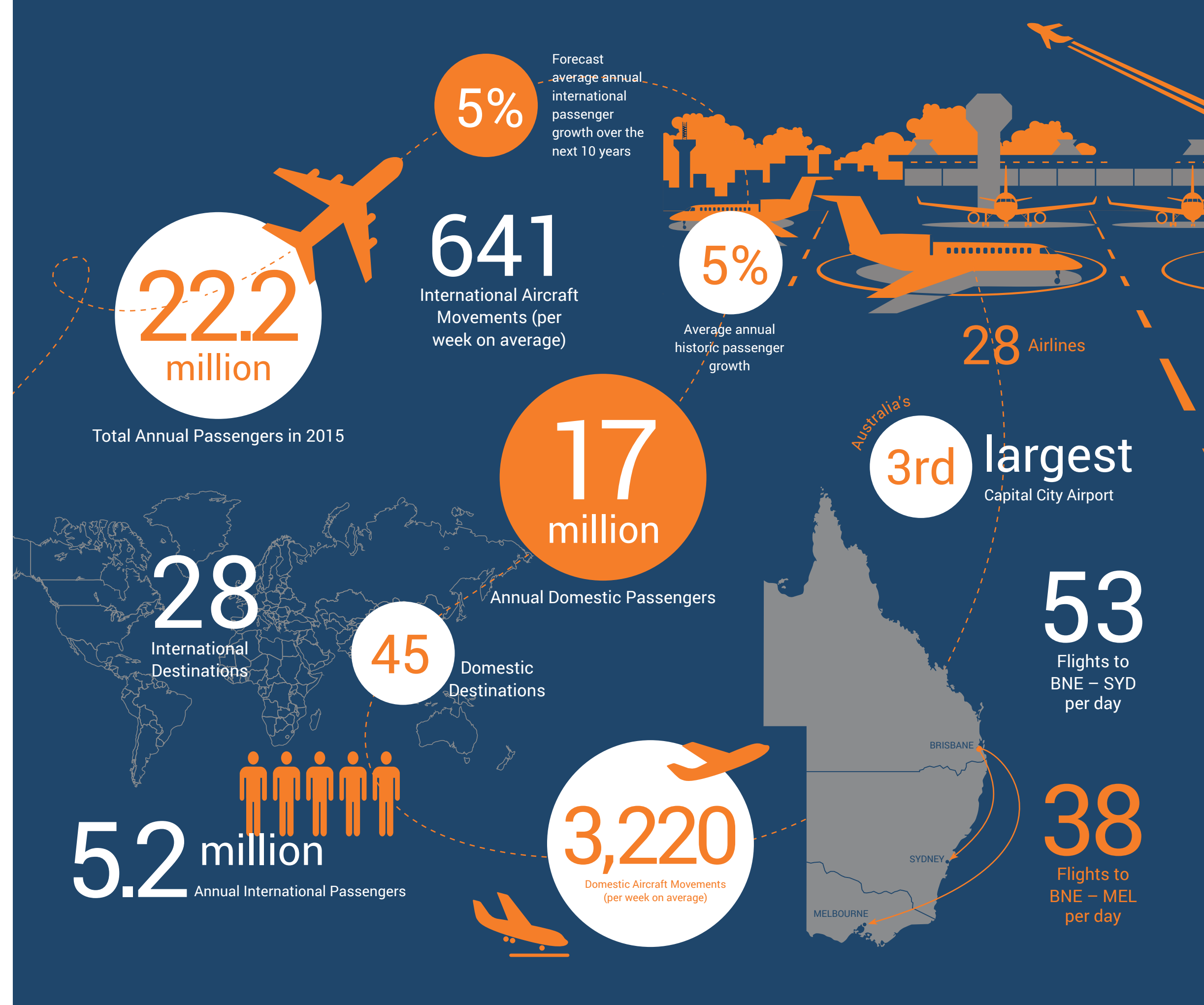
BAC is a private, non-listed Queensland company and is the operator of Brisbane Airport. BAC acquired the Brisbane Airport and associated land from the Australian Government in 1997 on a 50 year lease with an option for an additional 49 years. On the basis the 49 year option is exercised the head lease will expire in 2096. BAC has the right to exercise the option in 2037.

The BAC leasehold structure includes the following provisions:

- A tenant can secure a long term ground lease from BAC to fund and build their own development
- BNE Property also undertakes its own real estate developments via the head lease structure that BAC operates under.

**BNE PROPERTY**

BNE Property is BAC's Property Division. BNE Property is responsible for guiding sustainable property development at Brisbane Airport, within BAC's overall 2,700ha lease holding. Representing one of South-East Queensland's largest single-owner sites, BNE Property has a property investment portfolio worth approximately \$1.25 billion including retail, commercial, industrial and land developments.





# THE AUTO MALL VISION

PROPOSED USE

World class, all-encompassing multi-purpose automotive facility.

PROPOSED LAND AREA BREAKDOWN

STAGE 1 (including test track)	Total area 34.5ha*
STAGE 2	Total area 6.7ha*
STAGE 3	Total area 10.1ha*
<b>Total development area</b>	<b>51.3ha*</b>

\*Approximate

The Auto Mall vision is to deliver a world class multi-purpose auto precinct, unlike any other in Australia. Given the high profile nature of the site, the successful proponent/s will have the opportunity to be part of a truly one of a kind project that incorporates elements such as branded experience centres, regional offices, flagship dealerships, exhibition facilities, purpose built test track, hotel and aftermarket retailers.

The Auto Mall master plan has been developed in collaboration with industry leaders in the automotive sector including international architects Benoy, Mark Skaife OAM in partnership with track designers iEDM, and ML Design. This has produced a dynamic precinct design with each of the development lots providing high exposure to arterial roads and prominent visibility to the track throughout the precinct.

The initial stage of development incorporates a substantial proportion of the commercial and retail tenancies which will be supported by the test track and associated amenities. The project is proposed to quickly progress to its final stage including larger exhibition facilities with hotel and conferencing to complete Queensland’s premier vehicle test track facility.

The inner northern suburbs of Brisbane already boast an established yet fragmented automotive retailing sector, with major brands including; Audi, Mercedes-Benz, BMW, Lexus, Toyota, Mazda, Volkswagen, Volvo, Land Rover, Ford, Subaru, Honda, Ferrari, Lamborghini, Porsche and Mitsubishi between the CBD and Newstead. With increasing demand for prime inner city development sites, motor vehicle dealerships may consider alternative locations and realise untapped economic potential of these sites. The Auto Mall can accommodate the major dealerships and manufacturers in one location with unparalleled convenience and state of the art facilities including a test track.

AUSTRALIAN MOTOR VEHICLE INDUSTRY

The Australian automotive industry is undergoing unprecedented change. Rapid technology advances as well as domestic motor vehicle production ceasing and shifting to national sales and distribution businesses is bringing new challenges and change to this industry. Other transformational trends include the continued global consolidation of major brands, a strong push toward brand clustering to create a highly appealing destinational offering and an increased focus on strengthening customer brand experiences.

With a greater emphasis on complementary sales activities such as finance, insurance, servicing and parts; dealerships now more than ever require the right showroom location and environment in order to maintain their profitability.



Artist Impression



# TEST TRACK DYNAMICS

Central to the Auto Mall's unique design is a multi-purpose test track, purpose-built to accommodate various automotive industry requirements.

## PURPOSE-BUILT PRECINCT:

- High quality driving experience
- Full demonstration of vehicle capabilities
- Accredited and professionally managed environment
- Designed to suit requirements of leading manufacturers
- Track provides for maximum flexibility for customer experiences including ability to split into separate areas to be used independently or as a full length track (2.5km approx.)
- Track to contain elevation changes and cambered corners to provide dynamic and exciting experience
- Ability to brand track facilities with high profile signage and associated collateral during exclusive use events.

## INTEREST FROM AUTOMOTIVE INDUSTRY FOR:

- National and international car and motorbike launch events
- Media driving events
- Driver training facilities
- Vehicle engineering and development.

## FUNCTIONAL ELEMENTS:

- High-speed straights in a safe and controlled environment
- Skid pan
- Handling circuit
- Wet/dry component
- Off-road circuit.

## EXPERIENCE CENTRE:

- Multi-level branded experience centre
- Office space, training, meeting/ conference facilities
- Café, restaurants and bars
- Managed entertainment/function space
- Interactive displays for design, engineering and production
- Purpose built facilities to support vehicle launches and exhibitions
- Observation deck for viewing of the track.

Artist Impression



# KEY MILESTONES AND INDICATIVE USES

OCCUPIER ENGAGEMENT

Sci-Fleet Group	2017
AP Eagers	2017
Refine master plan design and precinct functionality	2018
Ongoing tenant engagement	2018

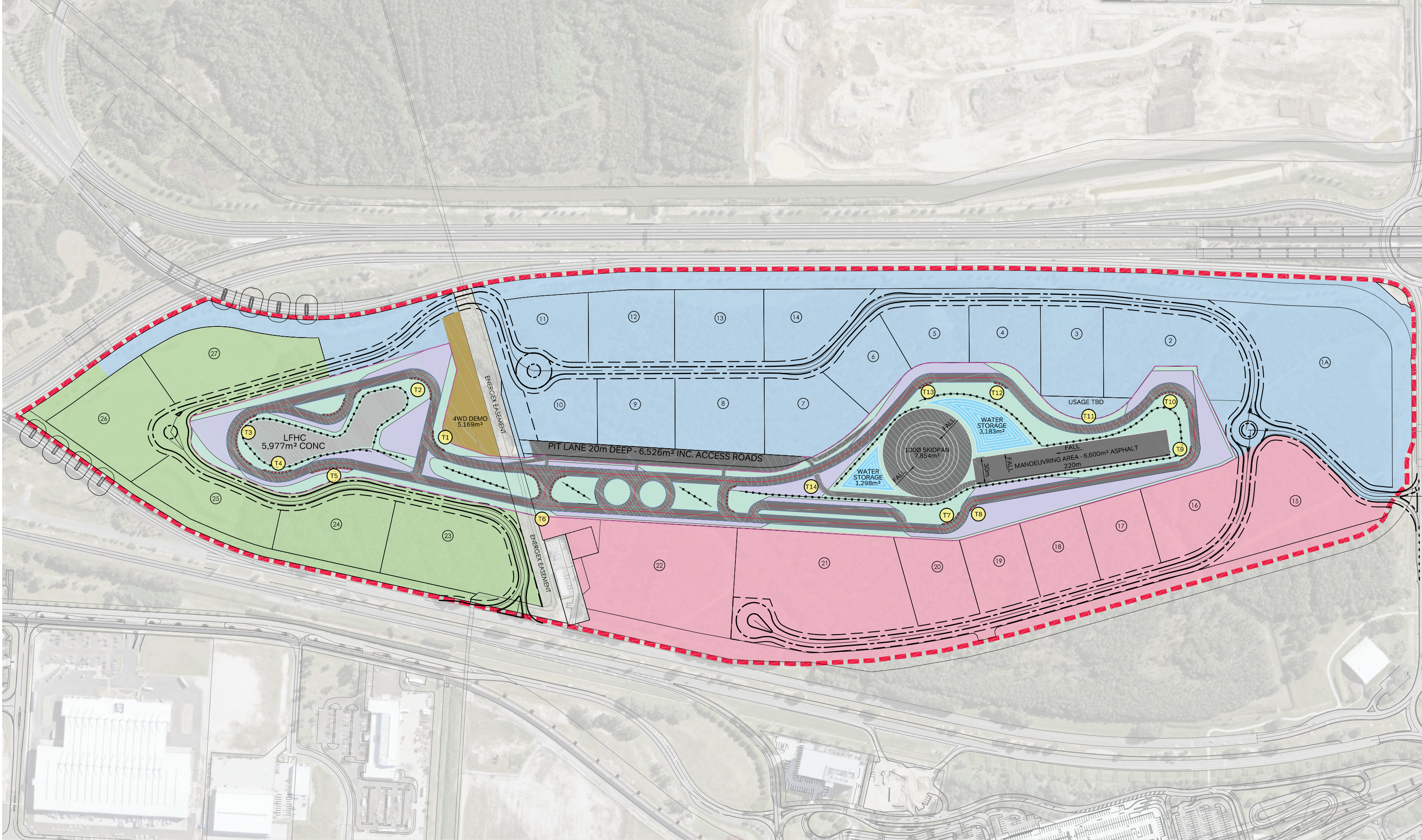
DEVELOPMENT

BAC Board approval	2017
Land development commenced	2017
Stage 1 scheduled completion	2020

LEGEND: INDICATIVE USES AND STAGES

1 - 5 Automotive Retail Dealerships	22 Performance Driving Exhibition Centre
6 - 9 Brand Experience Centres	23 - 27 Automotive Related Commercial Space
10 Multi-Brand Experience Centre and Retail Centre Precinct Headquarters and Control Centre	28 Main Entry
11 - 20 Automotive Retail Dealerships	29 Secondary Entry
21 Hotel	30 4WD Test Track
	31 Mark Skaife-Designed Test Track

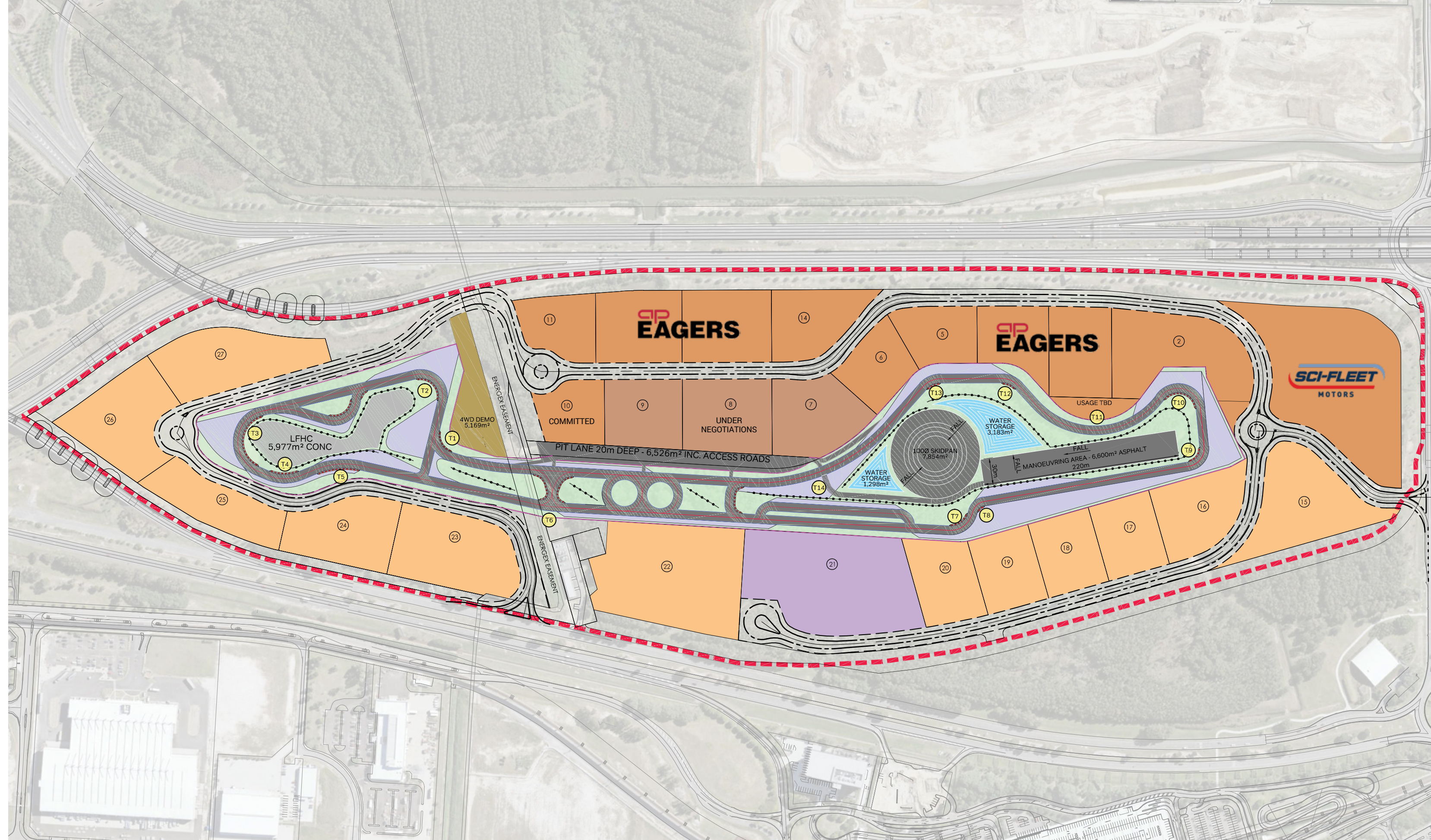
Stage 1    Stage 2    Stage 3





BAC can offer a range of options with respect to commercial terms and leasehold tenure in the Auto Mall precinct. This includes medium and long term lease arrangements to accommodate occupiers in the precinct.

BNE Auto Mall tenants have the opportunity to secure a long-term ground lease from BAC. The tenant then funds and owns built form improvements. This provides the opportunity for significant savings in upfront capital outlays compared to traditional site acquisition.







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## NEXT STEPS

JLL is seeking formal Registrations of Interest (ROI) from manufacturers and dealers. A summary of this process is provided below.

### OCCUPIERS

The Occupier Registration of Interest (ROI) process will provide the opportunity for major occupier groups to register their preferred indicative requirements for the precinct, including for built form and/or track usage.

Shortlisted groups will have the opportunity to work exclusively with BAC to tailor their requirements and develop preliminary commercial terms to best fit their operational drivers and align with the vision for this market-leading project. This collaborative partnering based approach will ensure outcomes are maximised for each occupier's brand.

A Heads of Agreement (HOA) will be formed following the initial ROI process. With limited offerings available within Stage 1, groups are encouraged to respond to secure their position in this high profile project.

Occupiers include groups interested in securing sites within the precinct for dealerships, regional offices, experience centres or retail facilities as well as groups seeking to register their interest to utilise the track facilities.

Occupiers are requested to submit their Registration of Interest specifying terms as relevant below:

#### Preferred use(s):

- Dealership – sales centre/service centre/parts
- Experience centre
- Regional office
- An outline of specific functional preferences/requirements.

#### Preference for location of pad site within the precinct and indicative site area.

#### Preference for track allocation:

- Indicative number of days per annum required
- Desired supporting amenities (catering/branding/new vehicle launch facilities)
- Day time/night time use.

All Registrations of Interest and engagement from Occupiers are to be in writing and addressed to the following:

#### Attn: Ben Koop

'BAC Auto Mall, Airport Drive – Registration of Interest'  
JLL, Level 33, 345 Queen Street  
Brisbane QLD 4000





## INFORMATION MEMORANDUM

This Information Memorandum has been prepared by Jones Lang LaSalle (QLD) Pty Limited on behalf of BAC. Its purpose is to provide information in relation to the Auto Mall investments opportunity that is available. It is produced solely as a general guide for interested parties. It does not constitute valuation advice or an offer.

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