

EG DIRECTORS



DR MICHAEL EASSON AM EXECUTIVE CHAIRMAN

BA (First Class Hons), MSc, PhD, FAICD, FRICS

Michael sustains EG's vision and strategic direction, maintaining a strong engagement with its projects.

He has extensive experience in infrastructure, funds management and development, and is currently Chair of ASFA, ActewAGL and Icon Water and an independent director of ANZ (2000 Olympic) Stadium. He was a founding director of both Macquarie Infrastructure Group and Macquarie Goodman. His past directorships include ING RE, State Super, NRMA Insurance, State Rail Authority of NSW and Sydney Metro Transport.

Michael was an Adjunct Professor at the Australian Graduate School of Management's Centre for Corporate Change and previously Vice President of the Australian Council of Trade Unions and Secretary of the NSW Labor Council.



DR SHANE GEHA MANAGING DIRECTOR, CO-FOUNDER

BE (CIVIL), GDLE; FIE AUST, PhD

Shane is the Co-Founder and Managing Director of EG Property Group. With a success rate of 98%, Shane has presided over 200 rezonings and complex DAs over the past 20 years.

Shane leads the rezoning property company in NSW with over 12 Billion dollars of successful rezoning's in the past 19 years (1999-present). At the helm of the premier rezoning company in New South Wales and Australia, with expertise in land value transformation, rezoning's have included some of Sydney and NSW's largest landuse changes in both size and value.

Shane has a long history with boards and committees at senior capacities since the age of 21 including being a founder of 28 companies and businesses. Shane also lectures at the Master of Engineering Course and Bachelor of Engineering Course at The University of Sydney.



ADAM GEHA
MANAGING DIRECTOR

BEcon (Hons) Law (Hons)

Adam is the driving force behind the vision and strategic direction of the Funds company. With a passion for team culture, Adam maintains an overall focus on recruiting, leading and training the team

As a member of the Investment Committee across all of EG's funds, Adam is responsible for key decision making on all major acquisitions and divestments. Adam oversees EG's proprietary risk management software, PRISMSTM, which is pivotal in determining and measuring risk across all transactions at EG.

Adam has over seven years experience in the investment banking industry. He advised on a number of high profile transactions for Macquarie Bank's corporate advisory and project finance divisions including Macquarie Infrastructure Group's acquisition of a portfolio of European infrastructure assets, later valued at over AU\$1.5 billion.









STAKEHOLDER ENGAGEMENT



RISK MANAGEMENT



STRATEGIC ADVICE



REZONING AND PROJECT MANAGEMENT

EG The Eternal Question

I am the basis of all wealth, the heritage of the wise, the thrifty and prudent.

I am the poor man's joy and comfort, the rich man's prize, the right hand of capital, the silent partner of many thousands of successful men.

I am the solace of the widow, the comfort of old age, the cornerstone of security against misfortune and want. I am handed down to children, through generations, as a thing of greatest worth.

I am the choicest fruit of toil. Credit respects me. Yet I am humble. I stand before every man, bidding him know me for what I am and possess me.

I grow and increase in value through countless days. Though I seem dormant, my worth increases, never failing, never ceasing, time is my aid and population heaps up my gain. Fire and the elements I defy, for they cannot destroy me.

EG The Eternal Question

My possessors learn to believe in me; invariably they become envied.

While all things wither and decay, I survive. The centuries find me younger, increasing with strength.

The thriftless speak ill of me. The charlatans of finance attack me. I am trustworthy. I am sound. Unfailingly I triumph and detractors are disproved.

Minerals and oils come from me. I am producer of food, the basis for ships and factories, the foundation of banks.

Yet I am so common that thousands, unthinking and unknowingly, pass by me.



EG A Difficult City To Plan – Natural Terrain

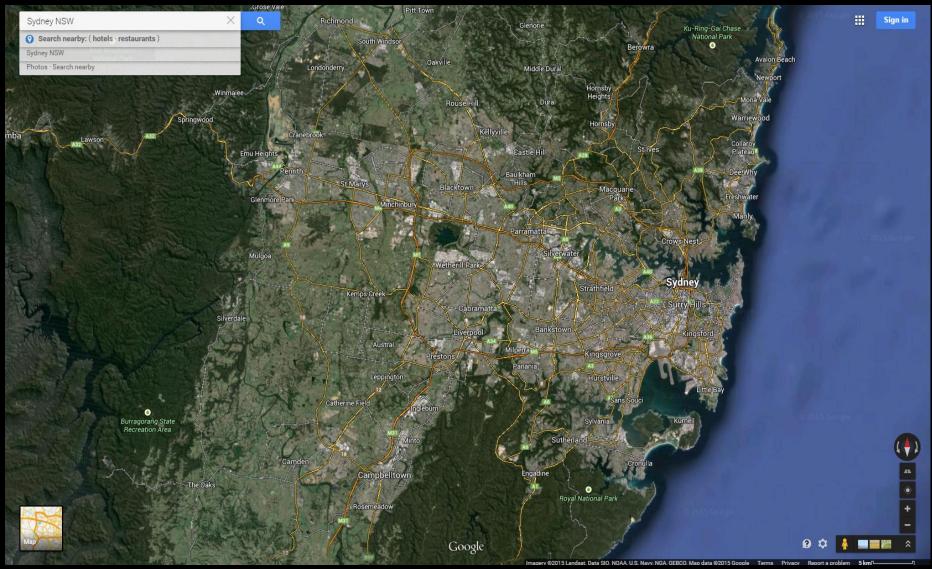


Figure 1: Aerial View of Sydney (Google Maps, 2015)

EG | A Difficult City To Plan – Where Are We Now?

Sydney currently has:

- 4.9 million people
- 1.7 million homes
- 2.2 million jobs

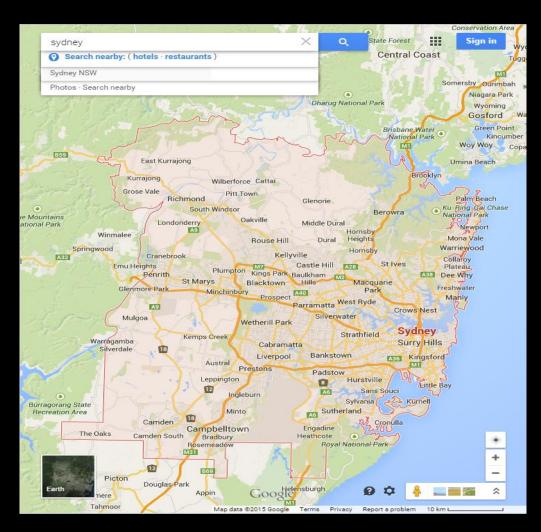


Figure 2: Map of Sydney Area (Google Maps, 2015)

EG Future Projections



Figure 3: 2011 to 2031 for NSW and Sydney in Terms of Population Household and Dwelling Projections (NSW Government, 2014)



Planning – The System And The Terrain

The Goals, according to the NSW Government Planning and Environment Authority, are:

- Goal 1: A competitively economic city
- Goal 2: A city of better housing choice
- Goal 3: A great living place with strong, healthy and well-connected communities
- Goal 4: A sustainable and resilient city

Is this reflected in our Planning System?

Architecture & Planning: The Making Of Cities

"Architecture is not about the shape, it's not even about colour, architecture is about the flow of space"

(Dr. Shane Geha, 2015)

EG | NSW Planning

- NSW Planning mix of British Planning and US zoning
- Our Planning System
 and EP & A Act (1979) –
 direct replica of Town
 and Country Planning
 Act England (1932)

- Our segregation zoning system derived from Euclid v. Amber 1926 (USA)
- Local Government Act

 (1919) is relevant to 43

 Metro Councils and 152
 Local Councils in NSW

EG | Planning – The System And The Terrain

The Sydney Urban
 Landscape governed by political and planning mechanisms



Figure 5: The Sydney City Urban Landscape (National Geographic, 2013)

EG | Planning – The System And The Terrain

- Euclidean Zoning:
 - Foundation of PlanningSystem
 - the segregation of land into specific uses dependent on its characteristics
- Segregation separate incompatible land uses for greater function and amenity

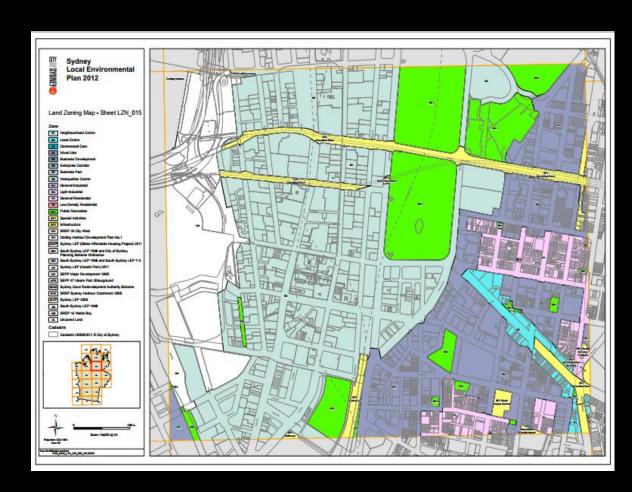


Figure 6: A Zoning Map for Sydney (City of Sydney Council, 2015)

An extract from Charles Landry's "The Art of City Making" from the Chapter titled "A Imaginary Journey":

- Imagine yourself on a journey from out of town in summertime to a big city, it could be in Europe, the U.S, Australia, China anywhere city bound.
- The signs of a city become apparent from about 30km from the once agricultural land to the now windowless, uniform aluminium industrial sheds which on occasion are brightly coloured.



- Closer to the cities these sheds become more compact, they have a more cluttered feel.
- The highway you are on now has a more urban feel, asphalt extends endlessly into the horizon. This highway is battered by numerous cars, all enroute to the city. Some of these have blacked-out windows so the driver can maintain a private world in a moving sea of metal. It is difficult to stop anywhere. The asphalt is unresponsive and dead in look and in feel.



- Instructional signs begin to escalate, telling you to slow down here, speed up there and where to veer off into the suburbs before you reach the outer ring road. And in the distance, still 15km away, shimmering against the morning sun that breaks through the clouds, a high rise building reflects a sharp shaft on sunlight.
- You get closer, structures pile up. It is getting denser the sensation of asphalt, concrete, glass, bricks, noise and smell mounts and spirals. Adverts swell, passing with greater frequency: 'Do this', 'Do that', 'Want me', 'Desire me', 'Buy me'. Your radio is on, with continued interruptions. That makes 52 exhortations to buy since you left home.



- Either way, you are now driving in a tunnel of pollution and you are beginning to smell the approaching city. The petrol vapour is warm, foul smelling, perhaps even comforting. It causes a light headed giddiness. It is the urban smell *par excellence*.
- The hard surfaces of the city intensify. You are now in a completely built up area, but the multi lane highway means you can zip along. The lane has just widened to four lanes at this point. Now you're in a secure funnel guiding you straight into town. You remember that argument with the eco-guy. You think to yourself, "I'm moving fast, what was the nonsense about induced traffic transportation that planners dread?"





The Debate: Upwards vs. Outwards?

So how should cities grow?

Strategies to meet growth projection:

- 1. Increasing density in the existing areas
- 2. Expanding the city area outwards

"Most people in Australia today have accepted that it is unsustainable to sprawl endlessly but have not come to accept density as a more sustainable city option"

(Dr Shane Geha, 2015)

EG | Sydney's Density In Comparison To London?

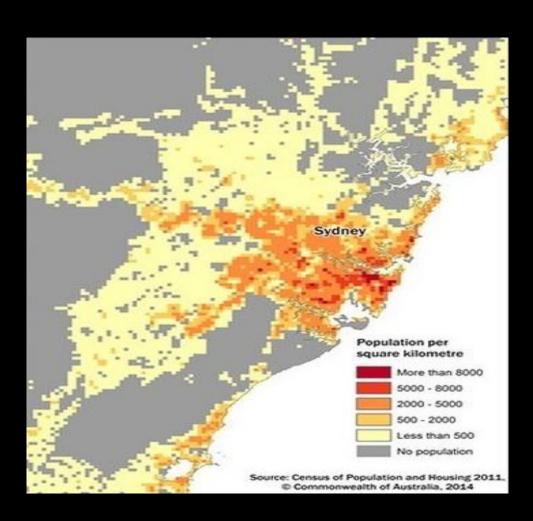


Figure 8: Sydney's Population Density (Commonwealth of Australia, 2014)

- Sydney's highest population density is 5, 000-8, 000 p/sq km.
- 93 sq km within Sydney have this density.
- London: 327 sq km with a density greater than 8, 000 p/ sq km.

EG Mix Uses And Increased Densities

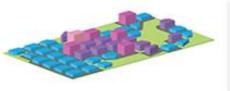
Mixed uses (flexible zoning) will allow increased densities to be achieved. These higher densities will result in:

- Better public transport patronage
- More walking journeys.

EG | More Recent Densities Around Sydney

<u>Oran Park</u>

by UrbanGrowth NSW and Greenfields Development Company



Population Density

10,000

people per square kilometre



<u>Harold</u> <u>Park</u>

by Mirvac



Population Density

24,500

people per square



<u>Erko</u>

by Leighton Properties and Lasalle Investment Management



Population Density

25,000

people per square kilometre





<u>Jacksons</u> Landing

by Lend Lease



Population Density

40,000

people per square



EG More Recent Densities Around Sydney

Crown <u>Square</u>



Population Density 60,000 people per square



by Meriton

Top Ryde

by Crown Group



Population Density 70,000

kilometre

people per square kilometre



<u>Discovery</u> **Point**

by Australand



Population Density

75,000

people per square kilometre



Central Park

by Frasers Property and Sekisui House



Population Density 100,000

people per square kilometre





EG The Little Bay Story

- Anzac Parade in Little
 Bay (southern end of
 Sydney's Eastern
 Suburbs' peninsula).
- 25 mins (4.1 km) from Sydney CBD.
- Eight existing public bus routes.



Figure 11: Little Bay (Google Maps, 2013).

EG | The Little Bay Story



- Challenges: Titles,
 Heritage, Aboriginal
 Issues, Flora and Fauna,
 Built Form, Density,
 Zoning and Delay,
 Geological and the Golf
 Course (to name a few).
- Value changed from \$34mil to \$104mil.

Figure 12: Property at Little Bay

EG How Beautiful Is Beautiful?

Extract from "The Art of City Making" by Charles Landry:

• The city is discussed in barren, eviscerated terms in technical jargon as it was lifeless, detached thing. How often do strategic plans start with the words 'beauty', 'love', 'excitement' as opposed to 'bypass', 'spatial outcome' or 'planning framework'.

EG How Beautiful Is Beautiful?

Central Park Development: 1550 Residential Apartments.



Figure 13: Central Park Development, Sydney (Central Park Sydney, 2013)

A Burwood Terrace, achieving a FSR of 3:1.



Figure 14: Burwood Terrace, Sydney (Domain, 2015)

EG | Conclusion

- Sydney is not the buildings, it is <u>us.</u>
- It is naturally beautiful.
- It has low density by world standards.



• Beautiful buildings with the height and density are the best way to house people in the next 20 years.

EG Is Sydney The Best City It Can Be?

Sydney is destined to face a great journey.

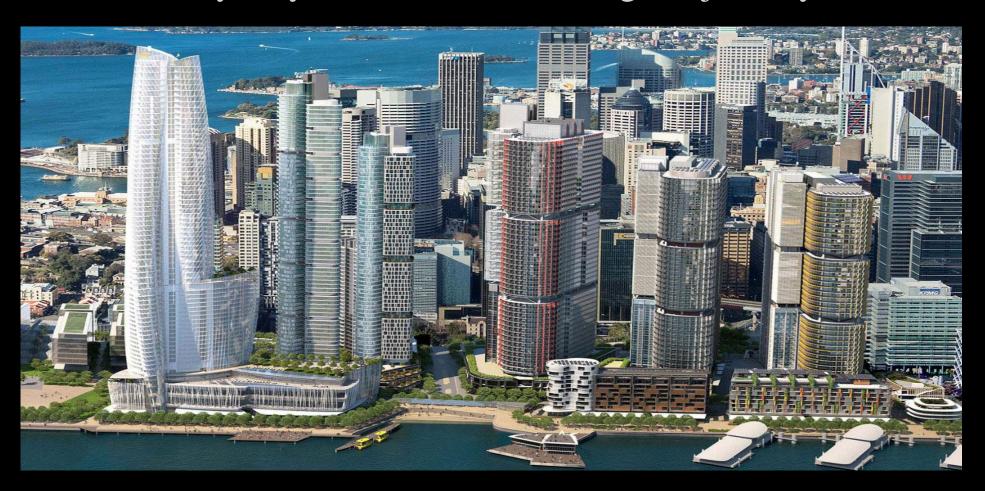


Figure 15: Barangaroo South (Barangaroo South Master Plan, 2015)