

LOOKING FOR A NEW HOME FOR YOUR BUSINESS?

Toowoomba has a rare and strong strategic location with the converging of Road, Rail and Air transport.

Located 125km from Brisbane, and within 200km of 3.4 million people, Toowoomba is identified as the third most diverse economy in Australia and is perfectly positioned for long-term prosperity. Reasons include:

- ▶ Plentiful greenfield industrial land with average land sales of approx. \$150/m² which is between \$70/m² and \$120/m² less than Yatala and Melbourne and nearly \$400/m² cheaper than land in some areas in Sydney.
- ▶ Efficiencies around major infrastructure with major transport hubs and associated services and B-Triple approved routes west of Toowoomba.
- ▶ Strong, rich agricultural heritage & land with 659 farms in the region and area for farm business totalling 159,864 ha.
- ▶ A thriving \$2.5 billion resource sector at the doorstep.
- ▶ Diversified and highly capable local businesses.
- ▶ Access to leading regional Universities and Research and Development Centres and Institutes.
- ▶ Outgoings are also highly competitive, with savings of approx. \$25/m² per annum compared with other locations. Rates average \$75/m².



Toowoomba and Surat Basin Enterprise (TSBE) and Regional Development Australia, Darling Downs and South West (RDA DDSW) commissioned a comprehensive study of why to locate your business in Toowoomba.

This summary is intended to allow potential buyers and business looking to expand or relocate their business to compare the potential costs of several locations and provide a starting point for further due diligence, site fit and preliminary land acquisition negotiations.

Industrial land rates in Toowoomba are a major contributing factor to significant savings.

GET THE JUMP ON THE COMPETITION

THE RESULTS ARE IN.

The study compared the development and operational costs of industrial facilities across 4 east coast locations, including development costs, land acquisition costs, outgoings and transport operational costs.

FACT:

Toowoomba can provide savings of between \$5M and > \$100M over 20 years (5% to 100%)

TOOWOOMBA ● YATALA

SYDNEY ●

MELBOURNE ●



FOOD MANUFACTURING

Value add meat processing facility, producing cut meats or small goods.

TOOWOOMBA

- ▶ Land Acquisition Rates \$150/m²
- ▶ Outgoings \$15/m²
- ▶ Transport cost comparison range: \$4M to \$5.7M
- ▶ NPV \$94M to \$117M

SYDNEY

- ▶ Land Acquisition \$525/m²
- ▶ Outgoings \$40/m²
- ▶ Transport cost comparison range: \$6.7M to \$9.5M
- ▶ NPV \$167M to \$205M

YATALA

- ▶ Land Acquisition \$220/m²
- ▶ Outgoings \$25/m²
- ▶ Transport cost comparison range: \$4.2M to \$6.8M
- ▶ NPV \$123M to \$150M

MELBOURNE

- ▶ Land Acquisition \$275/m²
- ▶ Outgoings \$18m²
- ▶ Transport cost comparison range: \$8M to \$18.8M
- ▶ NPV \$169M to \$261M

FACT:

Toowoomba can provide savings of between \$8M and > \$40M over 20 years (10% to 40%)

TOOWOOMBA ● YATALA

SYDNEY ●

MELBOURNE ●



HEAVY MANUFACTURING/MAINTENANCE

Servicing or building mining equipment.

TOOWOOMBA

- ▶ Land Acquisition Rates \$150/m²
- ▶ Outgoings \$15/m²
- ▶ Transport cost comparison range: \$2.5M to \$3.5M
- ▶ NPV \$70M to \$84M

SYDNEY

- ▶ Land Acquisition \$525/m²
- ▶ Outgoings \$40/m²
- ▶ Transport cost comparison range: \$2.7M to \$3.9M
- ▶ NPV \$97M to \$113M

YATALA

- ▶ Land Acquisition \$220/m²
- ▶ Outgoings \$25/m²
- ▶ Transport cost comparison range: \$4.2M to \$5.9M
- ▶ NPV \$78M to \$91M

MELBOURNE

- ▶ Land Acquisition \$275/m²
- ▶ Outgoings \$18m²
- ▶ Transport cost comparison range: \$2.8M to \$3.9M
- ▶ NPV \$98M to \$113M

FACT:

Toowoomba can provide savings of between \$3M and > \$30M over 20 years (3% to 40%)



WAREHOUSING AND LOGISTICS

Supermarket distribution centre servicing stores west of Toowoomba and into northern NSW and central QLD.

TOOWOOMBA

- ▶ Land Acquisition Rates \$150/m²
- ▶ Outgoings \$15/m²
- ▶ Transport cost comparison range: \$4.1M to \$5.8M
- ▶ NPV \$78M to \$101M

SYDNEY

- ▶ Land Acquisition \$525/m²
- ▶ Outgoings \$40/m²

YATALA

- ▶ Land Acquisition \$220/m²
- ▶ Outgoings \$25/m²
- ▶ Transport cost comparison range: \$4.2M to \$5.9M
- ▶ NPV \$104M to \$128M

MELBOURNE

- ▶ Land Acquisition \$275/m²
- ▶ Outgoings \$18/m²

TOOWOOMBA ● ● YATALA

SYDNEY ●

MELBOURNE ●

OUR NOT SO SECRET WEAPON...

A major catalyst for the increased productivity, rapid innovation and sustained growth in our region are the naturally forming clusters across:

- ▶ Well drilling and Servicing
- ▶ Ag Tech
- ▶ Food Production
- ▶ Composite Fibres Technology
- ▶ Renewable Energy
- ▶ Health
- ▶ Education
- ▶ Professional Services



THE DETAIL

Our assumptions include: Land size – 80,000m²; Building size- 30,000m²; Consumer Price Index – 3%; Discount Rate – 7.5%; Working Days – 240 days per year; One-Way Daily Transport Cost Factor; High range rate (\$1,320), Low range rate (\$936).

Net Present Value (NPV) has been calculated based on total cost of each location inclusive of land acquisition, development, outgoings and transport costs developed over a 20 year period and discounted to provide NPV for each.

RIGHT PLACE. RIGHT TIME.

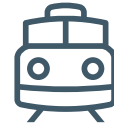
THREE MAJOR TYPES OF TRANSPORT ALL CONVERGE IN CHARLTON, JUST OUTSIDE OF TOOWOOMBA.



The Toowoomba Wellcamp Airport has regular international freight connections into Asia.



The only industrial address in south east Queensland that combines road-train access to Queensland's booming regional centres.



Direct rail access via the Western Rail line to the Port of Brisbane and the future Inland Rail connection between Brisbane and Melbourne.

SUPPORTING INFRASTRUCTURE



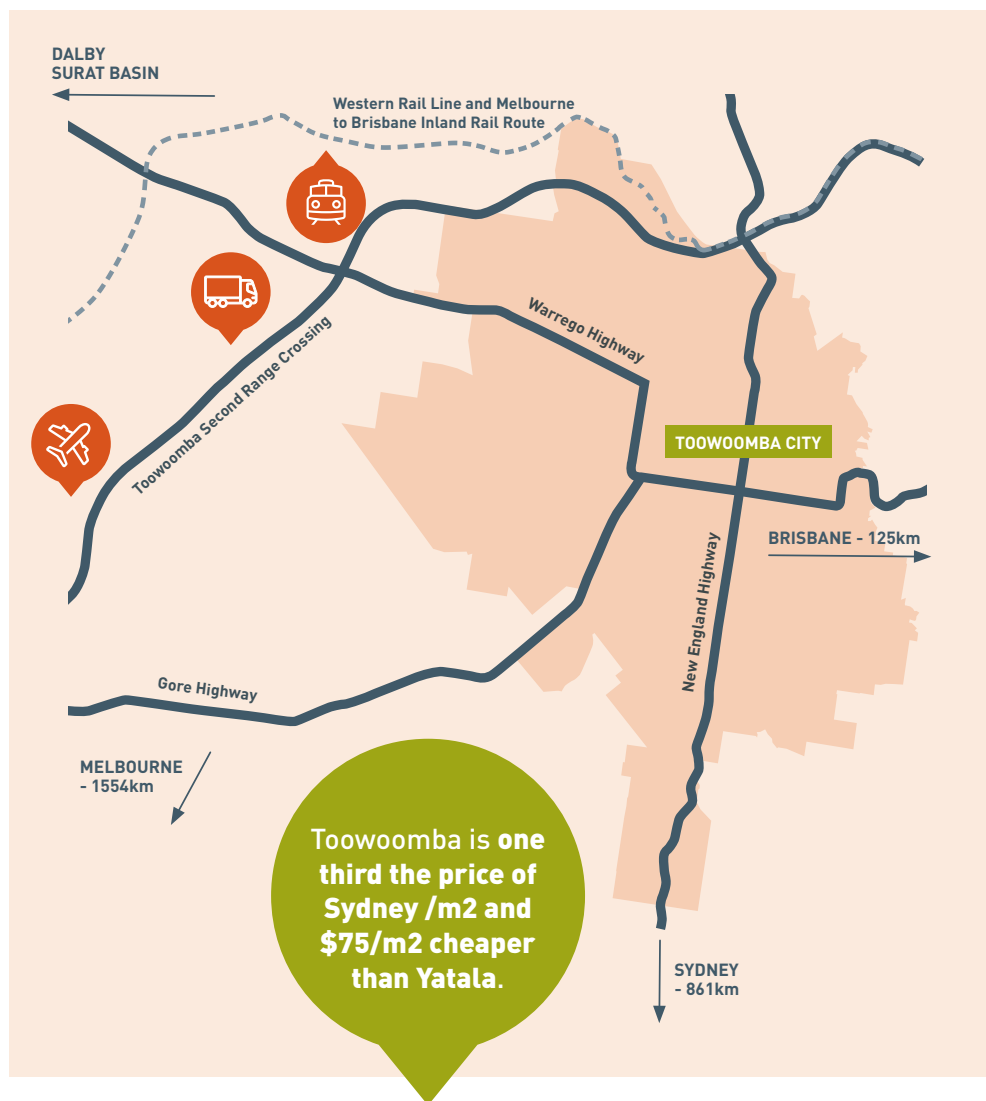
With an aviation, logistics, transport, corporate and mining services focus, Wellcamp Business Park will be Queensland's premier airport precinct.



Offers large size industrial land parcels in a prime strategic location featuring road-train access and are open for operation.



An environmentally sustainable data centre designed to scale support for corporate clients, through to governments and global technology giants.



A mixture of mature Greenfields industrial land with brownfield sites are currently available in the Toowoomba Enterprise Hub.

To obtain a full copy of the detailed report or more information please contact:

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