

urbis OUTLOOK ROBINA

A CONTEXT ON BUSINESS, CULTURE, LIFESTYLE AND RESIDENTIAL

Located in the geographic heart of Gold Coast City, Robina offers a wealth of lifestyle amenity, strong health, commercial, retail, education and sporting infrastructure as well as enormous future growth potential with population and work force predicted to double within a generation.

APRIL 2016

- A INFRASTRUCTURE**
Major road, bus and rail networks in place, established and thriving retail, health, sporting and education sectors and significant future infrastructure planned. / Pg 04
- B EMPLOYMENT**
Robina Catchment will double its share of Gold Coast City employment through to 2050. / Pg 04
- C DEMOGRAPHICS**
One of Gold Coast City's most liveable areas. Baby Boomers and Generation Y residents make up 25.6 per cent and 21.4 per cent of the population respectively, strong evidence of Robina's wide appeal to long-term residents and young professionals. / Pg 05
- D NEW APARTMENT MARKET**
Annual new apartment sales across the Coastal Fringe Precinct during 2015 recorded a 90 per cent increase over previous year. / Pg 06
- E CAPITAL CITY COMPARISON**
Gold Coast apartments are \$74,000, \$145,000 and \$345,000 more affordable than Brisbane, Melbourne and Sydney respectively, and command higher rental yield. / Pg 06



CONNECTIVITY,
WALKABILITY,
INFRASTRUCTURE
UNDERPIN
STRONG
RENTAL
MARKET

ARBOUR AVENUE, ROBINA



CBD ROBINA HAS
HIGHEST VOLUME OF
OCCUPIED OFFICE
SPACE IN GOLD
COAST CITY

THE ROCKET, ROBINA



ROBINA IS HOME TO
ROBINA TOWN
CENTRE, GOLD
COAST'S LARGEST
AND MOST
AWARDED
SHOPPING
CENTRE

ROBINA TOWN CENTRE – VOTED GOLD COAST CITY'S NUMBER ONE SHOPPING DESTINATION

1 POP 2 INF 3 EMP

Robina accommodates all three of the Urbis economics and research fundamentals that make a sustainable suburb – Population, Infrastructure and Employment.

5

9

ACCESSIBILITY & WALKABILITY



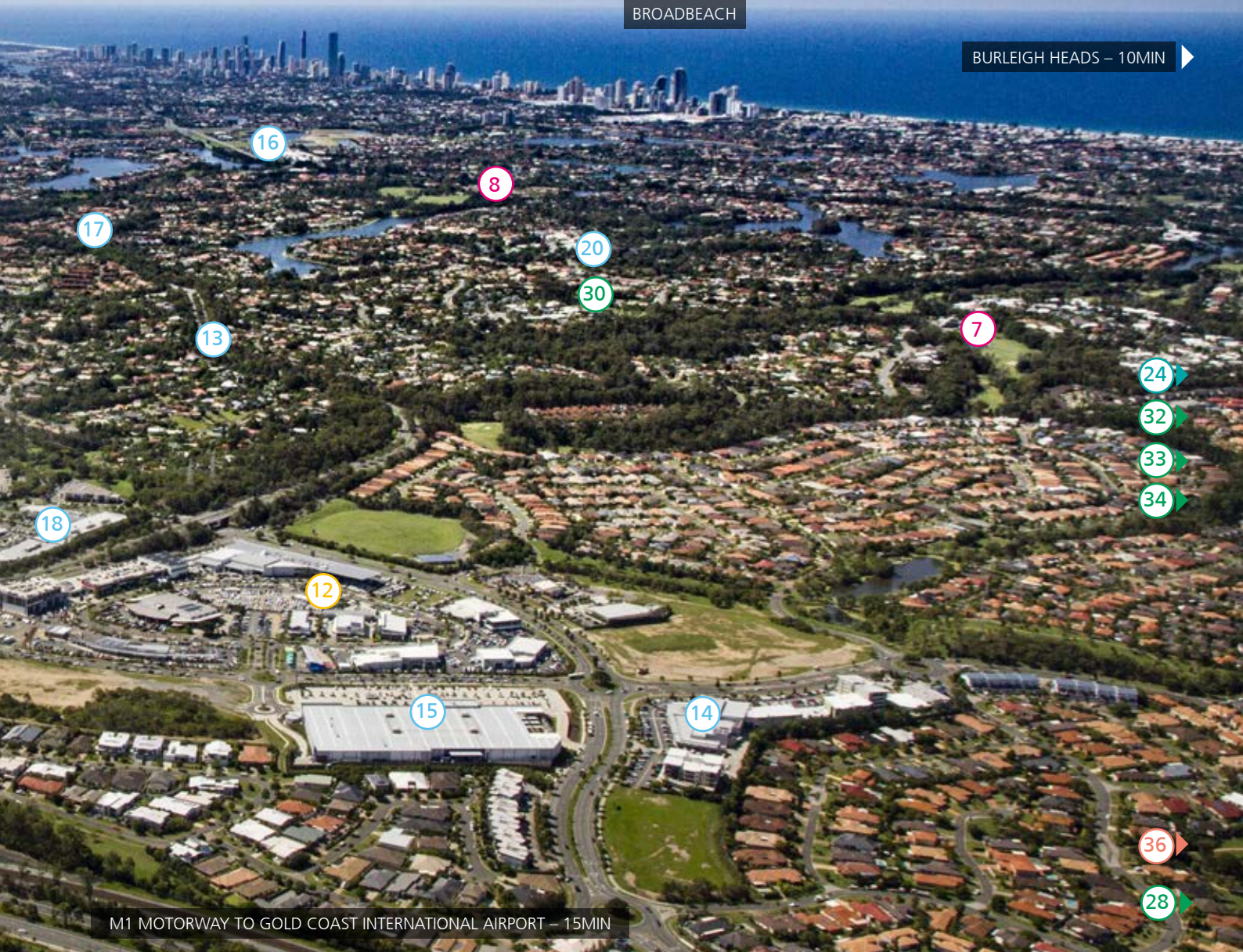
M1 MOTORWAY TO BRISBANE - 50MIN

Robina is one of the most amenity-rich areas in Gold Coast City. Along with thriving commercial, transport and retail industry sectors it also has Bond University, private schools, golf courses, heavy rail, bus interchange and CBUS Super Stadium, making living and working in Robina a desirable option.

Robina offers strong health, education and transport infrastructure with an established medical hub in the heart of Robina. The hub includes Robina Hospital, Bond University's Clinical Education & Research Centre and Institute of Health & Sport, the State-owned Robina Health Precinct and a new private hospital under construction. Alongside this wealth of health infrastructure are numerous public and private schools, including Somerset College, All Saints Anglican College and Bond University. The Robina Train Station and bus interchange is centrally located and connects Robina to Brisbane and wider Gold Coast City. The M1 motorway also provides direct connectivity for Robina to Brisbane, Gold Coast International Airport and northern New South Wales.

The combined Robina and Varsity Lakes area has the highest volume of occupied office space and is set to become the largest office precinct in Gold Coast City. Robina offers easy drive times to all areas of Gold Coast City and is easily commutable from the wider region stretching from Brisbane to Byron Bay. Robina and Varsity Lakes have an enormous workforce catchment which is tipped to produce an employment growth increase of up to 41,730 jobs by 2050. This will double the area's share of Gold Coast City's total employment. These strong employment, infrastructure and amenity fundamentals make Robina a highly desirable place in which to live and work.

The Robina / Varsity Lakes economy is forecast to grow 184 per cent from \$1.9 billion to \$5.4 billion by 2050 with the area set to become the largest contributor to Gold Coast City economy.



M1 MOTORWAY TO GOLD COAST INTERNATIONAL AIRPORT – 15MIN

Sport and Leisure

- 1 CBUS Super Stadium
- 2 Cheltenham Drive Cricket Ground
- 3 Dolphins Cricket Ground
- 4 Lakelands Golf Course
- 5 Metricon Stadium
- 6 Palmer Colonial Golf Course
- 7 Palmer Gold Coast Golf Course
- 8 Robina Common
- 9 Royal Pines Golf Course
- 10 The Glades Golf Course

Commercial

- 11 Office Precinct
- 12 Robina Automall

Retail

- 13 Cheltenham Drive Shopping Centre
- 14 Easy T Centre
- 15 Masters Home Improvement
- 16 Q Super Centre
- 17 Robina Quays Shopping Centre
- 18 Robina Super Centre
- 19 Robina Town Centre
- 20 Robina Village

Health

- 21 Robina Health Precinct
- 22 Robina Hospital
- 23 Robina Private Hospital (under construction)
- 24 Varsity Lakes Private Hospital

Education

- 25 All Saints Anglican College
- 26 Bond University Institute of Health & Sport
- 27 Bond University Clinical Education & Research Centre
- 28 Kings Christian College
- 29 Robina State High School
- 30 Robina State Primary School
- 31 Somerset College
- 32 Varsity Lakes High School
- 33 Varsity Lakes Primary School
- 34 Bond University Main Campus

Community & Transportation

- 35 Robina Library, Community Centre, Auditorium & Art Gallery
- 36 Robina Police Station
- 37 Robina Bus Interchange
- 38 Robina Train Station

INFRASTRUCTURE AND EMPLOYMENT

Strong employment growth of 74 per cent is projected for Robina over the next 20 years.

KEY INFRASTRUCTURE PROJECTS

1 RAIL EXTENSION TO COOLANGATTA \$1.2 BILLION

The Brisbane rail line was extended from Beenleigh to Helensvale in 1996 and was followed by an extension to Nerang in 1997 and Robina in 1998. The most recent stage undertaken was from Robina to Varsity lakes and was completed in 2009. The current Queensland Government's Connecting SEQ2031 infrastructure supports an additional extension which would take the line to the Gold Coast Airport.

2 PACIFIC MOTORWAY (M1) UPGRADE \$920 MILLION

Widening of the M1 to six lanes through to Coolangatta is being undertaken in sections. The entire stretch of motorway that borders Robina, from Worongary to Varsity Lakes has now been widened, with works continuing to the south.

3 SPORTING VENUES \$775 MILLION

Urbis have identified 14 projects across the Gold Coast City which will benefit from direct expenditure relating to the 2018 Gold Coast Commonwealth Games. Existing sporting venues will undergo upgrades and refurbishments and several new venues will be constructed. Four projects will be undertaken in the immediate Robina area;

CBUS STADIUM UPGRADE – Robina, \$1.2 million

ATHLETES CENTRE – Carrara, \$4.7 million

SPORT & LEISURE CENTRE – Carrara \$26.4 million

METRICON STADIUM UPGRADE – Carrara \$43.9 million

4 ROBINA TOWN CENTRE UPGRADE \$300 MILLION+

The Centre has undergone several upgrades since opening in 1996, with a major refurbishment and extension completed in 2009 at a cost of \$300 million. A \$3.5 million upgrade to Market Hall and additional car parking is underway in 2016. The Centre comprises approximately 134,000sqm of gross lettable floor area making it the Gold Coast's largest and most popular shopping centre.

5 ROBINA HOSPITAL & HEALTH PRECINCT \$365 MILLION

Robina Hospital was completed in 2000 and has undergone two expansion programs since then to provide a 364-bed facility. Services provided include 24-hour Emergency Department, general medicine, intensive care, coronary care, surgery, mental health services, renal dialysis, radiology, pathology and pharmacy. The Campus also houses the Bond University Clinical Research Centre. Alongside the Hospital is the Robina Health Precinct. This is home to a number of community health services including aged care assessment, child and youth mental health and specialist programs.

6 PRIVATE HOSPITAL \$20.5 MILLION

Australian Unity Group has commenced construction on a new private hospital situated opposite Robina Hospital. The 20,000 sq.m facility will be developed in three stages. Stage 1 will include 90-bed sub-acute hospital.

7 RESIDENTIAL DEVELOPMENT \$537 MILLION

Underway in Robina CBD.

CBD ROBINA OFFICE MARKET



5.6%
VACANCY RATE

ROBINA VARSITY LAKES OFFICE PRECINCT IS DESTINED TO BECOME THE LARGEST IN GOLD COAST CITY

Lowest rate of major Gold Coast City precincts and lower than any Australian capital city.

Prepared by Urbis, Source: PCA OMR January 2016

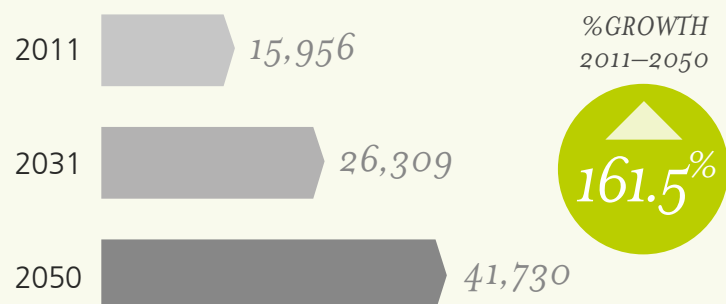
EMPLOYMENT

Employment in Robina Catchment is projected to increase by more than 73.6 per cent over 20 years, much higher than the Gold Coast City figure of 46.7 per cent. This equates to an average increase of approximately 510 new jobs per annum. Employment projections to 2050 estimate the Robina / Varsity Lakes area will record a jobs increase of 161 per cent between 2011 and 2050 to 41,730 jobs.



ROBINA VARSITY LAKES WILL DOUBLE ITS SHARE OF GOLD COAST EMPLOYMENT THROUGH TO 2050

ROBINA / VARSITY LAKES EMPLOYMENT GROWTH



Prepared by Urbis; Source: NIEIR Employment Forecast & Urbis

Higher proportion of Gen Y and Mature Age Brackets calling Robina home.

DEMOGRAPHICS ANALYSIS

POPULATION GROWTH

The Australian Bureau of Statistics (ABS) has recorded population growth across Gold Coast City of 2.9 per cent per annum between 2003 and 2013; equating to approximately 13,000 new residents per annum. Robina has recorded stronger population growth than the wider Gold Coast City with a figure of 3.4 per cent per annum over the same period. The strongest period of growth in Robina was recorded during 2003 and 2004 with 10.5 per cent and 9 per cent respectively.

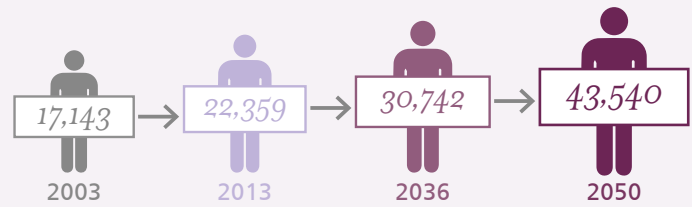
Generally population forecasts are conservative, but with the strong infrastructure already located within Robina, along with natural amenity, this bodes well for continued population growth. Through to 2036 population growth figures for Robina are forecast to grow by approximately 37.5 per cent. Latest figures to 2050 project combined Robina and Varsity Lakes area to increase by 126 per cent, to a population of more than 92,000.

AGE DISTRIBUTION

Within Robina, the age group of 20 to 24 is the standout demographic, making up 8.7 per cent of the total population. This group forms part of the Gen Y demographic which makes up 21.4 per cent of the total population of Robina. Typically the Gen Y demographic seeks out locations that provide a wealth of amenity within walking distance, connectivity to key destinations and proximity to employment opportunities. Clearly the amenity-rich lifestyle and job opportunities are attracting them to Robina.

The more mature age groups also are attracted to Robina with Baby Boomers making up 25.6 per cent of the population. This represents a slightly higher proportion than the 24.5 per cent for the wider Gold Coast LGA. The 65-plus age bracket makes up 17 per cent of the population. This also represents a higher proportion than the Gold Coast LGA which has 14.9 per cent of its population in this age group. Similar reasons as Gen Y also would attract the mature residents – amenity within walking distance, connectivity and additionally the hospitals and health care infrastructure.

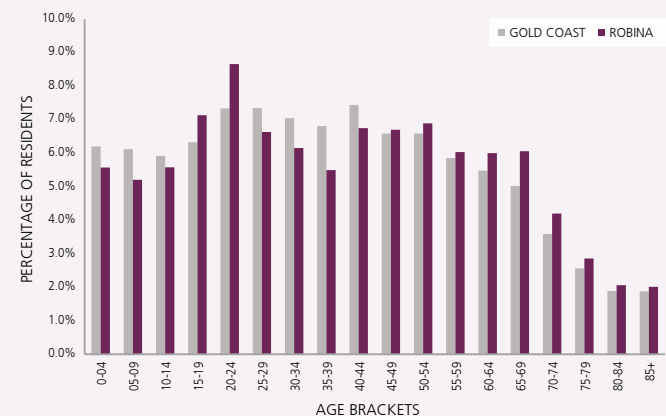
ROBINA POPULATION GROWTH 2003–2050



COMBINED ROBINA & VARSITY LAKES POPULATION IN 2050 WILL BE **92,000**

Prepared by Urbis; Source: ABS

ROBINA & GOLD COAST AGE DISTRIBUTION



Prepared by Urbis; Source: ABS

WHO LIVES IN ROBINA?

	ROBINA	GOLD COAST LGA
Separate house	73.1%	60.4%
Semi-detached, apartment, terrace house, townhouse	26.3%	18.8%
Occupied dwelling owned outright	30.4%	26.3%
Occupied dwelling owned with a mortgage	33.6%	34.6%
Employed as professionals	19.4%	17.4%
Work full-time	54.4%	56.1%

Prepared by Urbis; Source: ABS

ROBINA RESIDENTIAL MARKET ANALYSIS

A desire for an amenity-rich lifestyle and work-life balance is driving residential demand in this popular suburb, which already has strong infrastructure and cornerstone industry sectors in place.

GOLD COAST LGA APARTMENT MARKET

Gold Coast City offers one of the most diverse residential markets in Australia. It is home to a wide range of home styles with apartment, terraced homes, semi-detached and detached housing providing varied living options.

The median sale price for apartments across the Gold Coast LGA was recorded at \$372,450 over the six months to September 2015. This was on approximately 4,500 settled transactions. The median price has shown an upward trend over the last three years, growing by \$17,450 or almost 4.9 per cent.

ROBINA APARTMENT MARKET

The Robina apartment market is relatively young compared to other areas of the Gold Coast, with sales volumes of any significance only commencing around the end of 1999. Robina has followed a similar pattern to the wider City of Gold Coast with the last two years recording a significant increase in sales as confidence returns to the region and in particular to Robina.

The median price of apartments in Robina was recorded at \$442,500 for the six months ending September 2015. This is a premium of \$70,050 above the wider Gold Coast LGA figure of \$372,450. The surrounding catchment recorded a median apartment price of \$409,000 over the same period. The last three years the Robina median apartment price has increased at a faster pace than the wider Gold Coast LGA, lifting 7.9 per cent on the back of the increasing sales volumes.

CAPITAL CITY COMPARISON

A quarterly analysis of major capital cities highlights the comparable affordability of the Gold Coast City apartment market. The Gold Coast LGA had a median apartment price of \$365,000 at the end of September quarter 2015, being \$74,000, \$145,000 and \$345,000 more affordable than Brisbane, Melbourne and Sydney respectively. Over 15-years, the price gap between Gold Coast and other capital cities has widened from as much as 57.1 per cent to 94.5 per cent.

As prices in other cities escalate, the affordability of the Gold Coast is gaining attention, as growth and yield remain strong. This is promoting greater market interest and activity from local, interstate and international investors.

NEW APARTMENT MARKET

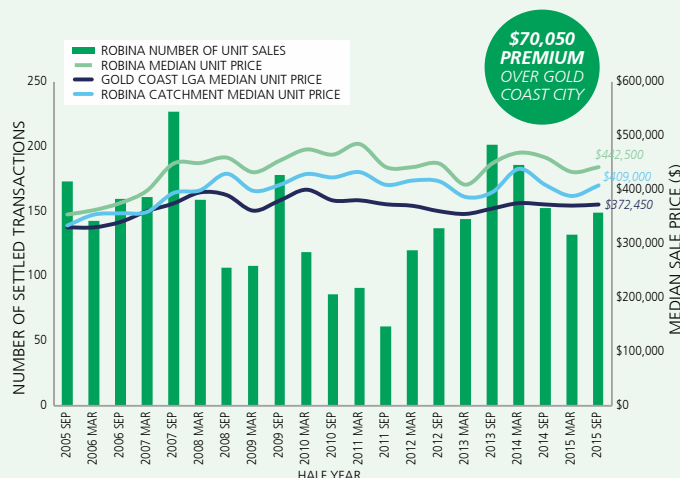
Demand for new apartment product in Robina is intensive, with no new apartment projects completed in almost six years.

The graph shows the unconditional sales of new apartments across the Coastal Fringe Precinct which includes the suburb of Robina. The most popular new apartment product across the precinct each quarter of 2015 was two-bedroom two-bathroom apartments followed by three-bedroom two-bathroom product.

The Coastal Fringe Precinct recorded strong sales activity

throughout 2015 and on one occasion recorded a higher quarterly sales rates than beachfront locations which are dominated by large high-rise projects. Annual sales across the Coastal Fringe Precinct during 2015 recorded a 90 per cent increase on figures from the previous year. Strong infrastructure and amenity and a desire for work-life balance is driving demand in this popular precinct and is confirmed by the demographic make-up of the area.

GOLD COAST LGA & ROBINA 10-YEAR APARTMENT SALES CYCLE



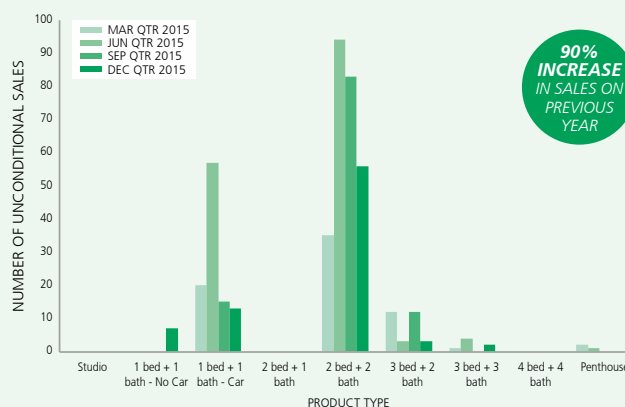
Prepared by Urbis; Source: APM Price Finder
Robina Catchment includes suburbs of Robina, Merrimac and Varsity Lakes

CAPITAL CITY MEDIAN APARTMENT COMPARISON

		SYDNEY	MELBOURNE	BRISBANE	GOLD COAST
MEDIAN UNIT SALE PRICE SEPT QTR 2015	Q3-2000	\$260,000	\$179,000	\$179,500	\$165,500
	Q3-2015	\$710,050	\$510,000	\$439,000	\$365,000
PRICE GAP VS GOLD COAST	Q3-2000 GAP	57.1%	8.2%	8.5%	
	Q3-2015 GAP	94.5%	39.7%	20.3%	

Prepared by Urbis; Source: APM Price Finder Sept Qtr 2015

NEW APARTMENT MARKET – COASTAL FRINGE PRECINCT



Prepared by Urbis; Source: Urbis Gold Coast Apartment Essentials Report Q4 2015

City of Gold Coast has the lowest residential vacancy rate across South East Queensland at just 1.1%.

ROBINA RENTAL MARKET

ROBINA NEW AND NEAR-NEW RENTAL MARKET

New and near-new apartment product incurs a weekly rental premium in comparison to mature apartment stock due to the value attached to apartments with modern fit outs and quality design. To date in 2016 there is no brand new, and very little stock of near-new apartments being offered for rent in Robina. Due to this shortage, the median weekly price has lifted as apartments are occupied quickly, particularly near-new product. Current advertised near-new two-bedroom apartments in Robina are asking rents of between \$425 and \$445 and these are in buildings which have been completed for at least five years. Three-bedroom apartments are asking weekly rents of between \$495 and \$750 (penthouse). As reported earlier, no new apartment projects have been completed in Robina in almost six years, therefore no brand new stock is being advertised for rent.

The demographic makeup of Robina is most likely under-pinning the rental market with the large Gen Y component, who prefer to live close to their place of work and enjoy surrounding amenity and infrastructure, creating the lack of supply of new and near-new apartments available for rent. Baby Boomers, who, like Gen Y, also prefer areas with substantial amenity and infrastructure, are supporting the new and near-new apartment market.

The Gold Coast LGA demonstrated a greater return on investment than Brisbane, Melbourne and Sydney with an indicative rental yield of 5.3 per cent, compared to 4.7 per cent, 4.1 per cent and 4 per cent respectively.

GENERAL RENTAL MARKET

Figures from the Residential Tenancy Authority (RTA) for the post code of 4226 (Robina and Merrimac) for the December 2015 quarter show a median weekly rent of \$420 for two-bedroom apartments and \$480 for three-bedroom apartments. Data for the same period across the wider Gold Coast area for two-bedroom apartments shows a weekly rental figure of \$380, while three-bedroom apartments are achieving \$450 per week. The Robina area is attaining higher weekly rental figures than the wider Gold Coast due to its central location and strong infrastructure and amenity. It should be noted RTA rental information covers the total market and includes new product and established and mature product.

Indicators of the desirable fundamentals that are in place within the Robina area are strong long-term rental growth which has occurred across the apartment market. Over the past five years the median weekly rental for two-bedroom apartments has recorded annual growth of 4.3 per cent, while three-bedroom apartments have achieved 4.6 per cent per annum over the same period.

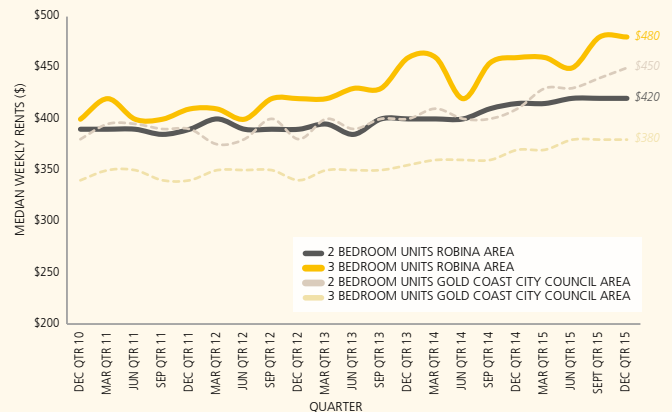
Across the Gold Coast, the residential vacancy rate has fallen to its lowest level in five years, recording a rate of 1.1 per cent at the December 2015 quarter. This is the lowest vacancy rate of other South East Queensland areas and indicates a tightening rental market as demand puts pressure on available stock, particularly in sought after areas offering strong employment and transport links.

5-YEAR MEDIAN WEEKLY RENTAL GROWTH (2010 – 2015)

	ROBINA AREA	GOLD COAST CENTRAL	GOLD COAST
TWO BED APARTMENTS	4.3%	3.7%	3.9%
THREE BED APARTMENTS	4.6%	4.5%	4.7%

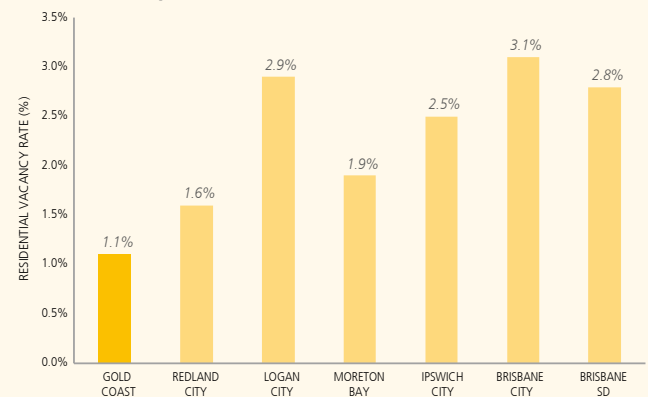
Prepared by Urbis; Source: Residential Tenancies Authority
Robina Area includes suburbs of Robina and Merrimac

5-YEAR MEDIAN WEEKLY RENTAL CYCLE (2010 – 2015)



Prepared by Urbis; Source: Residential Tenancies Authority Robina
Area includes suburbs of Robina and Merrimac

SOUTH EAST QUEENSLAND RESIDENTIAL VACANCY RATES



Prepared by Urbis; Source: REIQ

GOLD COAST VACANCY RATE

1.1% VACANCY
IN RENTAL PROPERTIES ACROSS THE GOLD COAST

Prepared by Urbis; Source: REIQ Dec Qtr 2015



urbis.com.au
AUSTRALIA • ASIA • MIDDLE EAST

Brisbane
Level 7, 123 Albert St
Brisbane QLD 4000
07 3007 3800

This publication is prepared on the instruction of Robina Projects Australia PTY LTD and is not suitable for use other than by the party to whom it is addressed. As the publication involves projections and assumptions it can be affected by a number of unforeseen variables. The forecasts and assumptions are a prediction and whilst Urbis has made every effort to ensure the forecasts and assumptions are based on reasonable information, they may be affected by assumptions that do not necessarily eventuate or by known, or unknown, risks and uncertainties. It should be noted that past performance is not necessarily a reliable indication of future performance. The information in the publication does not represent financial advice and should not be regarded as such. It has been prepared without taking into account your financial situation or investment objectives. You should consider the appropriateness of the information in regards to your current financial situation or needs. Urbis accepts no responsibility for the accuracy or completeness of any such material. The information is subject to change without notice and Urbis is under no obligation to update the information or correct any assumptions which may change over time. This study has been prepared for the sole use of Robina Projects Australia PTY LTD and is not to be relied upon by any third party without specific approval from Urbis. This publication is subject to copyright. Except as permitted under the Copyright Act 1968, no part of it may, in any form or by any means (electronic, mechanical, photocopying, recording or otherwise), be reproduced, stored in a retrievals system or transmitted without prior written permission. Enquiries should be addressed to the publishers. / EMR0449