

# Sydney Global Film Studio Landowner Guide

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## 1. Introduction

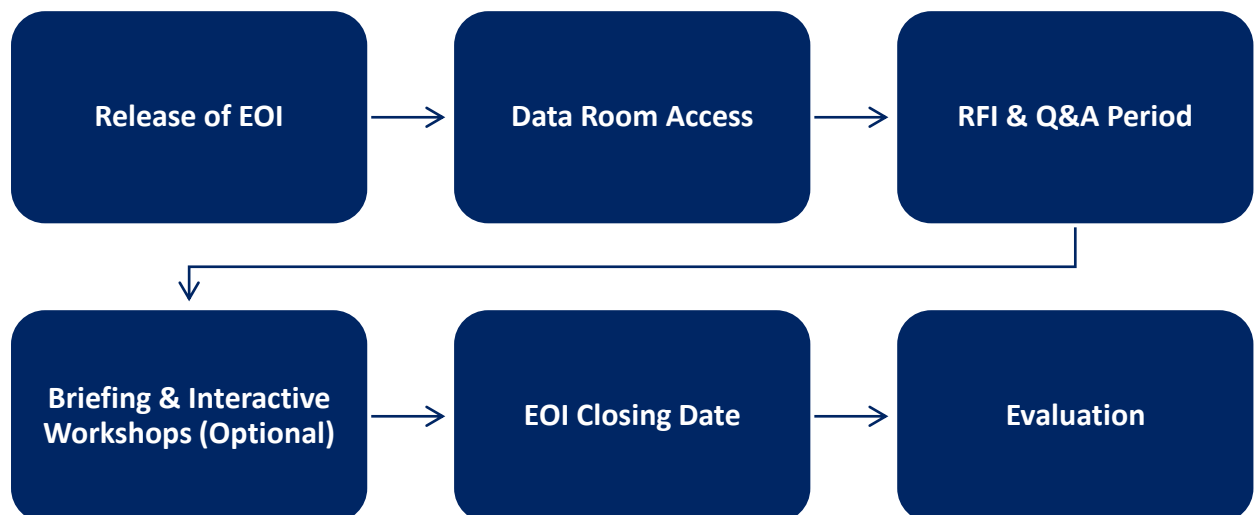
The NSW Government is pleased to invite interested parties (**Respondents**) to provide their Expressions of Interest (**EOI**) to establish a new global film studio in the Greater Sydney Area that attracts international footloose films and supports local production (the **Project**). The NSW Government, in partnership with the Department of Creative Industries, Tourism, Hospitality and Sport (**DCITHS**) and Infrastructure NSW, will lead this Project and the procurement process.

At the highest level, the NSW Government is seeking to ensure that the film studio maintains Sydney's position as the nation's leading location for Australian and international production, supporting sustainable long-term growth of the screen sector in NSW. The NSW Government has identified sites in Bungarribee, Prospect and Eastern Creek as potentially suitable for the Project but also recognises that Respondents may have sites or identify other government owned sites (**Respondent Identified Site**) they consider suitable for the Project. Respondents may reach out to private and/or Government landowners (**Landowners**) to participate in the Project by seeking consent to occupy and use the land (**Landowner Consent**) or Landowners participation as a Respondent in its consortium.

This Landowner Guide provides information on the EOI process and how Landowners may participate, including timetable, access to information, communications and protocols.

## 2. Overview of EOI Process

The NSW Government has commenced an EOI process to identify and shortlist potential private sector partners for invitation to participate in the Request for Proposal (**Rfp**) process. The EOI process is being conducted as an open market tender process and invites domestic and international respondents to submit responses to the EOI (**EOI Responses**) by completing and returning the Returnable Schedules that will be provided in the SGFS EOI Data Room (**Data Room**). Key stages for the EOI process are illustrated in the graph below.



## 3. Expectations of Landowners & Respondents

Landowners and Respondents must comply with the NSW Government Supplier Code of Conduct and NSW Government Procurement Policy Framework.

The Department is committed to conducting business to the highest standards of probity. This means acting with honesty, fairness and integrity, disclosing and managing any conflicts of interest, and

protecting confidential information. We expect Landowners, Respondents and their advisors to abide by the same standards of probity.

## 4. Landowner Participation

The Respondents will be entirely responsible for procuring occupancy rights for the Respondent Identified Site (including any alternative sites owned by the Federal, State or Local Government) and will need to provide satisfactory evidence that the Respondent Identified Site has or will have appropriate rights to occupy the site and is available and viable for the Project.

Respondents may seek Landowner Consent or for Landowners to participate in its consortium as a Respondent.

If Respondents have sought Landowner Consent from a Landowner and the Landowner wishes to gain access to further information relating to the Project, Landowners should ask the Respondent to request access to the Data Room on their behalf, in accordance with the Data Room Protocol.

If Landowners intend to participate in a consortium as a Respondent, the Landowner should register for access to the Data Room as a Respondent based on the instructions set out in Section 5 and Section 6 of this Landowner Guide.

For any Landowner enquiries in relation to this Project, Landowners should contact the Transaction Managers at the Project Email Addresses: [sgfs.procurement@infrastructure.nsw.gov.au](mailto:sgfs.procurement@infrastructure.nsw.gov.au) & [sgfs@parthenon.ey.com](mailto:sgfs@parthenon.ey.com).

## 5. Participation Requirements as a Respondent

Respondents must satisfy the minimum threshold requirements prior to being granted unrestricted access to the Data Room to obtain the EOI information.

The minimum requirements that the Respondent must meet to qualify for access to the Data Room are:

- The Respondent must hold a registered ABN or demonstrate the capability of gaining an ABN prior to submitting an EOI Response and have demonstrated experience in developing and operating a film studio of a scale similar to that contemplated for this procurement or other significant commercial infrastructure.
- Interested parties must acknowledge and agree to the Data Room Protocol.
- Interested parties must complete and submit the User Access Request Form at [https://dataroom.ansarada.com/SGFS\\_EOI\\_Data\\_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F](https://dataroom.ansarada.com/SGFS_EOI_Data_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F) which will provide limited access to the Data Room for the purposes of providing the Data Room Protocol and the Confidentiality and Process Deed Poll for each person to sign and upload to the Data Room.
- If consultants/advisers are seeking access to the virtual data room on behalf of a Respondent, the relevant Respondent must request access on their behalf.

## 6. Contacting Government Landowners

Respondents that are searching for suitable land may seek to access other government land to support a proposal. Land, other than Government Identified Sites provided in the EOI, will require landowners' consent. It is the responsibility of the Respondent to secure this approval and manage correspondence with the appropriate government agency.

Respondents and Landowners (including Government Landowners) should make contact with each other directly through appropriate channels including through the contact details provided in the NSW Government Agency directory (<https://www.service.nsw.gov.au/nswgovdirectory>) or otherwise.

For the avoidance of doubt, Transaction Managers will not facilitate conversations between Landowners and Respondents as part of this EOI process.

## 7. Key Information for Respondents

Item	Detail
<b>How will information be shared in relation to the EOI?</b>	Information relating to the EOI will be provided to Respondents via a dedicated and external data room established specifically for the Project.
<b>What is the Data Room?</b>	The Data Room provides registered Respondents a confidential space to participate in the EOI process.
<b>How do I gain access to the Data Room?</b>	<p>Respondents must register to access the Data Room at <a href="https://dataroom.ansarada.com/SGFS_EOI_Data_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F">https://dataroom.ansarada.com/SGFS_EOI_Data_Room/sign-up/A8BE159B-1BAA-4D88-A770-B0211BFE418F</a>.</p> <p>Requests will be reviewed by the Transaction Manager and access will be granted to bona fide Respondents.</p> <p>Respondents will be required to sign and return a Confidentiality and Conflict of Interest Deed and the Data Room Protocols prior to gaining access to the Data Room.</p>
<b>How are Requests for Information (RFIs) &amp; Queries managed?</b>	<p>All RFIs and Queries must be submitted by the Respondent in the Data Room.</p> <p>RFIs or Queries from Respondents raised outside the Data Room will not be considered as part of this EOI process.</p>
<b>Will Respondents have an opportunity to visit government identified sites?</b>	Respondents may be provided with an opportunity for a site visit to the government identified sites. This will be managed upon request which should be submitted by the Respondent as a Query in the Data Room.
<b>Will Respondents receive a briefing for the Project?</b>	Respondents will be invited to an initial briefing session, scheduled to occur early in the EOI process.
<b>Will Respondents have an opportunity to meet with the Project team?</b>	<p>All correspondence related to the EOI procurement process must be undertaken with the Transaction Manager.</p> <p>Respondents will be provided with an opportunity to arrange an Interactive Workshop, allowing Respondents an opportunity to clarify the requirements of the Project before lodging their EOI.</p>
<b>Who should the Respondent correspond with in relation to the EOI?</b>	<p>All correspondence related to the EOI procurement process must be undertaken with the Transaction Manager.</p> <p>For the avoidance of doubt, Respondents should not attempt to make contact or hold discussions regarding a proposal with any member of the Project team, Member of Parliament or their office, or contact landowners of the sites identified by Government outside the Data Room.</p>

Item	Detail
<b>How do I contact the Transaction Manager?</b>	All correspondence with the Transaction Manager must be addressed to the Project Email Addresses below: <a href="mailto:sgfs.procurement@infrastructure.nsw.gov.au">sgfs.procurement@infrastructure.nsw.gov.au</a> & <a href="mailto:sgfs@parthenon.ey.com">sgfs@parthenon.ey.com</a>
<b>Who is the Probity Advisor?</b>	Procure Group has been appointed as the Probity Advisor.
<b>What are the site-specific details relevant for this Project?</b>	Conforming Responses to this EOI include the requirement that the site is located within the Greater Sydney Area and is approximately 8 hectares or greater in size.  Responses that do not meet these requirements will also be evaluated as part of this EOI.

