

An aerial photograph of a residential development. In the foreground, there are several large, modern buildings with grey roofs and light-colored walls, surrounded by a parking lot with several cars. A playground with colorful equipment is visible near the buildings. The middle ground shows a large residential area with many houses, mostly with grey roofs and light-colored walls, arranged in a grid-like pattern with green lawns. In the background, a large body of water (a lake or river) stretches across the horizon under a clear sky. The overall scene is bright and sunny, suggesting a clear day.

Lakeside

- TE KAUWHATA -

**A RESIDENTIAL DEVELOPMENT
OPPORTUNITY 2026**

ABOUT KĀINGA ORA

Kāinga Ora - Homes and Communities was established to bring together the people, capabilities and resources of KiwiBuild, Housing New Zealand and HLC. The goal is to achieve a more cohesive, joined-up approach to support the Government's priorities for housing and urban development in New Zealand.

Kāinga Ora has two key roles:

- » Being a world-class public housing landlord
- » Partnering with the development community, Māori, local and central government, and others on urban development projects of all sizes

Kāinga Ora's Urban Development team is helping to provide more homes, more quickly to growth areas by managing urban regeneration projects on under-utilised Government-owned land, to deliver well-planned neighbourhoods and enable thriving communities.



ABOUT WINTON

Winton is a publicly listed developer with many large-scale projects currently in progress in New Zealand and Australia. Winton specialises in developing integrated and fully master-planned communities that are best by design, with superior building standards where no detail is overlooked.

Winton has a portfolio of circa 6,000 residential lots, dwellings, apartment units and retirement village units.

Winton is dedicated to creating more sustainable, connected and vibrant urban communities, providing a lasting legacy for generations to come.

WINTON

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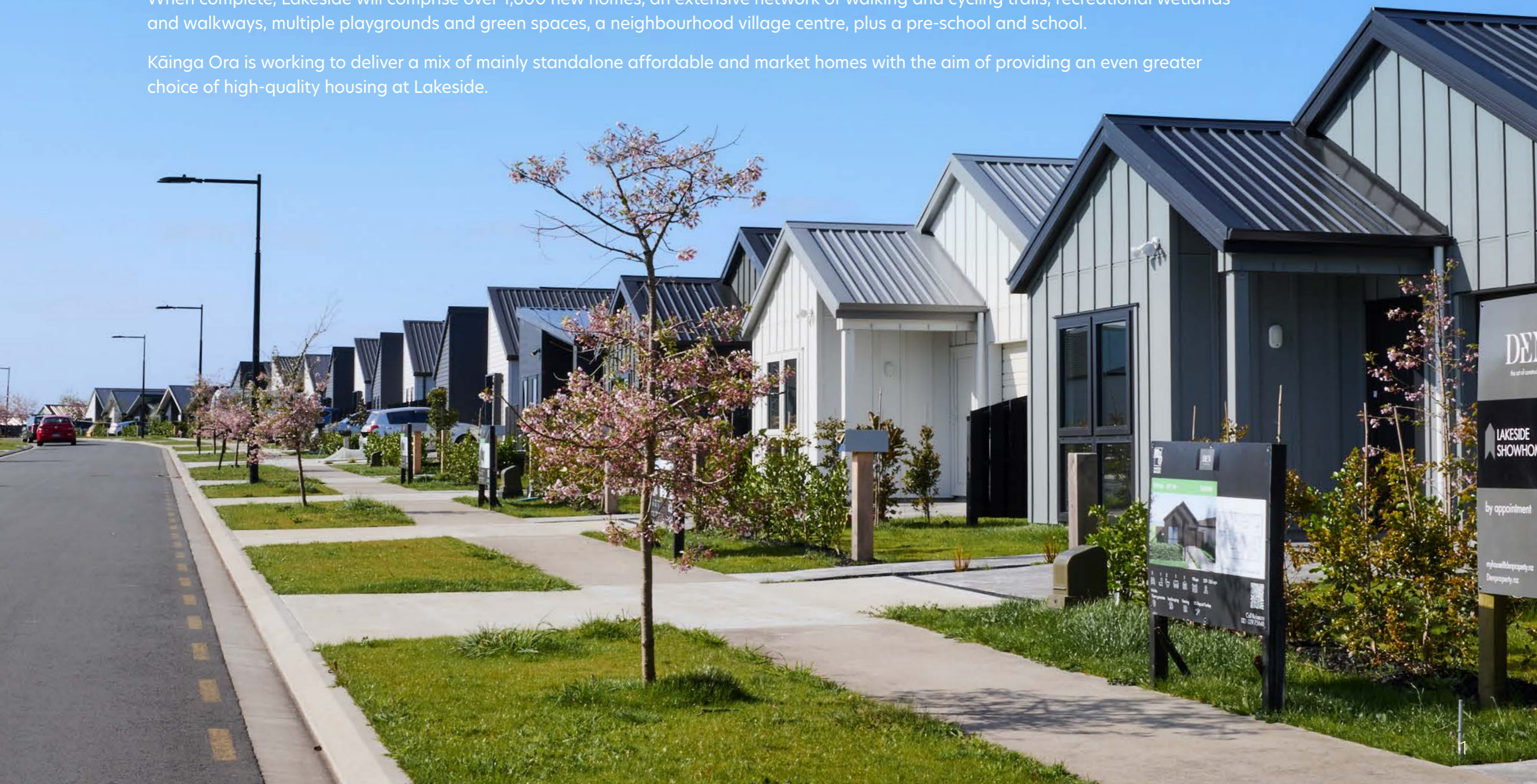
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WELCOME TO LAKESIDE

Kāinga Ora is managing the development of a new, master-planned community located an easy 20-minute drive south of the Bombay Hills in the charming village of Te Kauwhata in northern Waikato.

When complete, Lakeside will comprise over 1,600 new homes, an extensive network of walking and cycling trails, recreational wetlands and walkways, multiple playgrounds and green spaces, a neighbourhood village centre, plus a pre-school and school.

Kāinga Ora is working to deliver a mix of mainly standalone affordable and market homes with the aim of providing an even greater choice of high-quality housing at Lakeside.
















LOCATION

Lakeside is in the heart of the Waikato, halfway between Pukekohe in South Auckland and Hamilton City centre. State Highway 1 provides a straight run in either direction, north to Auckland and south to Hamilton, a trip of around 35 minutes in normal traffic. To reach the centre of Auckland takes an hour off-peak.

Lakeside is also just an hour from Waikato's iconic west coast village of Raglan and its world-famous left hand surf break, and an hour and a quarter to Pauanui on the Coromandel peninsula's east coast.

- 35 MINUTES** TO HAMILTON
- 35 MINUTES** TO PUKEKOHE
- 40 MINUTES** TO MANUKAU CITY CENTRE
- 50 MINUTES** TO MOUNT WELLINGTON
- 50 MINUTES** TO AUCKLAND AIRPORT
- 60 MINUTES** TO RAGLAN

MASTERPLAN

-  WALKWAY/ CYCLING TRAIL
-  OPEN SPACE / RECREATION AREA
-  PLANTED ECOLOGICAL AREA
-  STAGE BOUNDARY
-  PLAY AREA
-  CHILDCARE CENTRE
-  CAFE
-  GROCERIES
-  GYM
-  BARBER
-  LAKESIDE INFORMATION CENTRE



THE OFFER

Kāinga Ora is pleased to present an opportunity for builder/developer partners to purchase land in Stages 1, 2 and 3 at Lakeside. Respondents are invited to submit proposals of interest for a minimum of five or more lots described in the offer.

Summary:

- » Lots ranging in size from 225m² to 633m²
- » Supporting a yield of 162 homes
- » Typologies are to be a mix of 3-4 bedrooms plus
- » 20 percent of dwellings are to be delivered as affordable homes (see page 15 for further details)
- » Homes are to comply with the Lakeside Design Guidelines
- » Zoning is Living Zone: medium and high density
- » All sites are handed over, serviced to boundary, titled and build ready now
- » For latest pricing, contact luke.cutfield@kaingaora.govt.nz.

Further information is available in the [due diligence data room](#).



WHY LAKESIDE?

Lakeside in Te Kauwhata offers an exceptional opportunity for builders and developers seeking to deliver new homes in a high-quality, master-planned community. Nestled alongside a picturesque lake, this new neighbourhood boasts beautifully designed parks, walking tracks, and a village centre which includes a newly completed playground..

With modern lifestyles and changing ways of working, Lakeside presents an ideal location for builders and developers to deliver homes that cater to a variety of homebuyer ages and stages.

The neighbourhood has been designed to appeal to those who want more space and better value for money than they can achieve in either Auckland or Hamilton, while staying connected to Lakeside's nearest cities.





LIFESTYLE AND AMENITY

Te Kauwhata, of which Lakeside is a part, is an attractive and laidback small town. The town's focal point is Main Road, which is just a short stroll from Lakeside. Main Road has the charm of a rural village, and provides good local amenity, including a supermarket, pharmacy, vet, and a host of other shops and services.



EARLY CHILDHOOD EDUCATION & SCHOOLS

Te Kauwhata has several early childhood learning centres, an excellent primary school, Te Kauwhata Primary, as well as Te Kura o Rangiriri (full primary school) and Te Kauwhata College.



CLUBS & COMMUNITY AMENITY

The town has a new library and active clubs with good facilities, such as the Waikare Golf Club, Te Kauwhata Rugby Club, and Bowling Club.



VINEYARDS

Te Kauwhata is one of the first places in NZ to grow grapes for wine and is the home of several vineyards, including Invivo.



BEACHES, FISHING & HUNTING

Lakeside is far enough away from the hustle and bustle to hear the birdsong, while still being convenient to some of the North Island's best recreation destinations. Raglan, Coromandel Peninsula, the Hauraki Rail Trail are all under an hour's drive.



AN EASY COMMUTE TO TWO CITIES

Lakeside is within commuting distance of employment hubs in Manukau, Mount Wellington, Auckland airport and Hamilton. See page 2 for more information.



PARKS, TRAILS AND ACCESS TO NATURE



Lakeside offers more than most new neighbourhoods for those who appreciate green spaces. A total of 75 hectares of the site has been retained as reserve.

Within this, Winton's masterplan features six kilometres of walking and cycling trails, including picturesque walkways which weave through wetlands. Delivery of the trails and walkways and significant planting is ongoing. A new road and cycleway has been completed to connect Lakeside with Te Kauwhata village.

The development has provided the public with access to the banks of Lake Waikare and its surroundings for the first time. The lake offers ever-changing vistas and a habitat for abundant bird life. The Whangamarino Wetlands are part of Lakeside's backyard and home to many species of native birds, including the mātātā bird (New Zealand fernbird), which is incorporated into Lakeside's logo.

Two new playgrounds are planned for the neighbourhood in addition to the recently completed playground alongside the village centre.



THE VILLAGE CENTRE

The Village Centre forms the hub of the community and is home to a café/restaurant, grocery store, childcare centre and a two-storey office and retail building with eight individual tenancies. The centre provides excellent neighbourhood amenity alongside a newly completed playground and is a satellite to Te Kauwhata village which is a 15 minute walk away. Several tenants are open for business, and additional fit-outs are underway.

INDICATIVE TYPOLOGIES

Typologies will mainly be a mix of standalone 3- and 4-bedroom homes, with at least 20 percent of the homes being delivered as affordable homes (see following page for further details).



LAKESSIDE COLAB SERIES AFFORDABLE HOMES

In collaboration with our build partners, at least 20 percent of the homes delivered at Lakeside will be Colab Series homes. These are 3-bedroom homes with a maximum price point of \$650,000.

Lakeside Colab Series homes are a more affordable option aimed at all owner occupiers, whether first home buyers or not. Feedback from our build partners tells us that offering more affordable homes opens up a market segment not generally catered for in new developments, and therefore accelerates the sales rates that can be achieved.

The \$650,000 price point for a 3-bedroom home is being achieved by active build partners through innovative typologies and construction methods and through smaller dwellings on smaller lots, rather than through a reduction in quality. It is our expectation that lots in the 225 - 300sqm category are delivered as Colab affordable homes.

Eligibility

Colab Series homes are sold with simple eligibility criteria in place and the sales process is managed by the build partner.

Buyers:

- » Must be New Zealand permanent residents or citizens
- » Cannot put the home in the name of a Family Trust, company or nominee
- » Will agree to live in the house for a minimum of two years

The Lakeside Development team will be available to work alongside any build partner to assist with the successful delivery of the Colab Series homes.





PARTNERING AND WORKING WITH MĀORI

Kāinga Ora's mandate spans a number of projects across Aotearoa. Our development precincts are located within the tribal areas of various mana whenua groups throughout the motu. We are committed to working with Māori to support Māori urban development aspirations and Māori housing outcomes. Kāinga Ora is also committed to upholding the principles of Te Tiriti o Waitangi, including the protection of taonga Māori. We will have meaningful and early engagement with Māori about the development of this land and we invite Māori to participate in this urban development.

Mana Whenua

Definition: Mana whenua means the indigenous people (Māori) who have historic and territorial rights over land and water. It refers to iwi and hapu (Māori tribal groups) who have these rights in a defined geographical area of interest.

Mataawaka

Definition: Mataawaka means the indigenous people (Māori) who live in an area and are not within a mana whenua group.

Kāinga Ora is working with Māori o te motu, in developing an engagement approach across our development precincts to help facilitate for Māori, the implementation of environmental, social, cultural and economic outcomes.

Kāinga Ora acknowledges the authentic role of mana whenua and has formalised individual relationships with mana whenua entities. Commercial development and other opportunities will be explored through these avenues.

Kāinga Ora's special focus on Māori aspirations in relation to urban development also includes working with iwi asset holding companies and iwi subsidiaries to offer Māori opportunities to participate in urban development.

We recognise that our development precincts comprise a number of mataawaka groups and entities. It is important for Respondents to understand our commitment to working with our Treaty partners, mana whenua and mataawaka respectively and, where appropriate, commit to supporting the implementation of effective housing outcomes which reflect this approach.

Cultural innovation is important and entities that accurately capture wahi kāinga, multi-generational living, matauranga Māori, kaupapa Māori and tikanga Māori design principles are encouraged to respond.

Opportunities for Māori

Kāinga Ora is committed to working with mana whenua and mataawaka entities to address Māori housing needs. We seek your support in defining effective pathways for the delivery of housing developments to achieve successful Māori housing outcomes. We, therefore, welcome Māori entities and their partners to partner with us to achieve these outcomes.

For more information on Māori Housing Opportunities please contact amos.kamo@kaingaora.govt.nz.

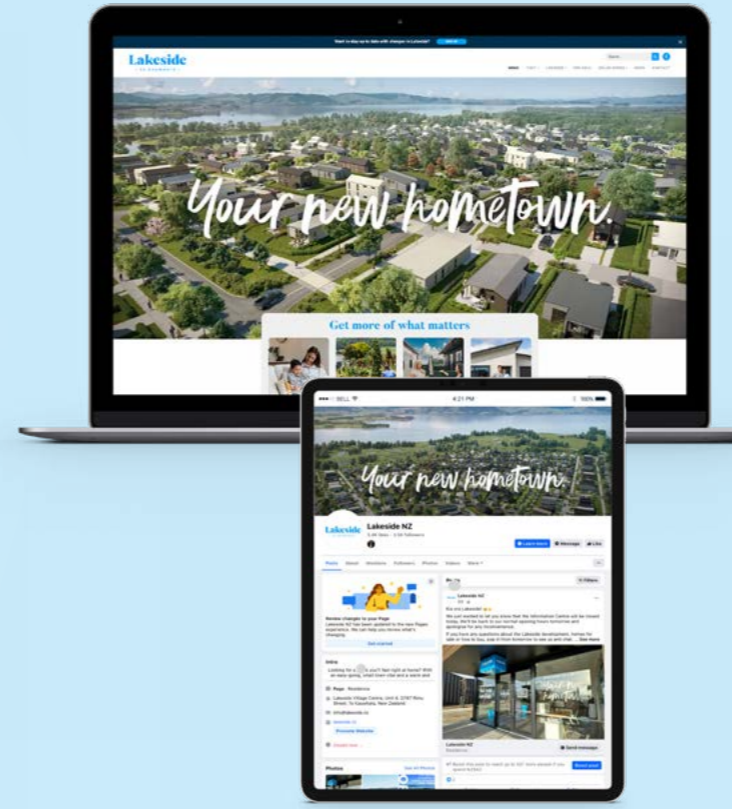
MARKETING SUPPORT FOR BUILDER/DEVELOPER PARTNERS

The Kāinga Ora urban development team will provide extensive communications and marketing support to builder and developer partners working within Lakeside Development. As part of our land sales, our build partners contribute towards the funds Kāinga Ora spends on marketing the Lakeside Development.




Product Marketing

Kāinga Ora promotes homes for sale via press ads in NZ Herald Homes and editorial/advertorial content in the wider print and broadcast media and through social media channels such as Facebook. We run regular digital campaigns online with a targeted call to action, e.g. a visit to the developer's display suite.



Place-based Marketing

Kāinga Ora focuses marketing efforts on place first and product second. The scale of our developments gives us considerable impact across all forms of media, including editorial and advertising in traditional print, broadcast media and online channels. Lakeside has its own website (**lakeside.nz**) and ongoing press and online advertising support. We run regular digital campaigns with targeted calls to action.



Information Centre

Lakeside has a dedicated Information Centre for prospective residents located in the Village Centre on the corner of Scott Road and Rimu Street. It provides up to date information about the development and showcases the types of homes that are available for sale and how to buy them. The Info Centre is open Wednesday to Sunday, 10am - 4pm.

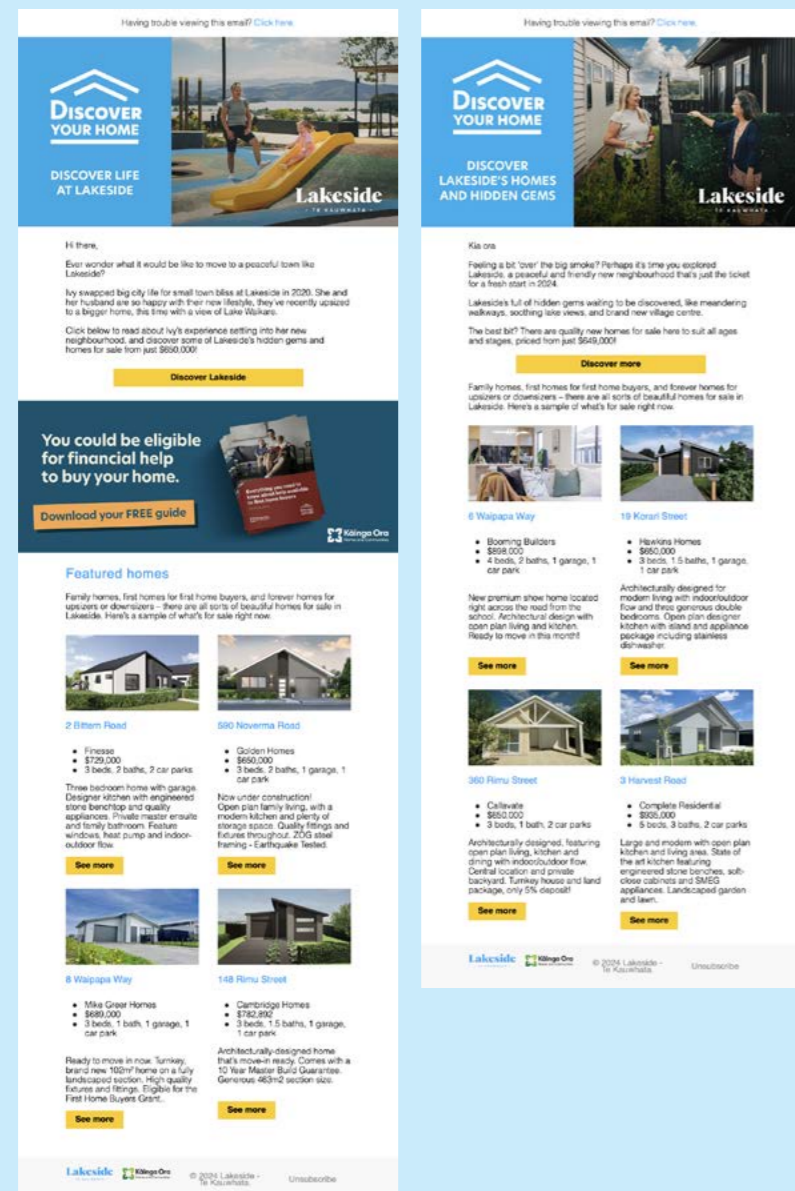
CASE STUDY: DISCOVER YOUR HOME

Kāinga Ora runs individual development and/or integrated sales campaigns promoting all of our large scale projects. The recent integrated sales campaign, Discover your Home, ran for eight weeks and aimed to promote Lakeside, Te Kauwhata as a desirable place to live.

Through real-life buyer stories and engaging pieces on local amenity, we engaged audiences and showed them how others are navigating the journey of home ownership at Lakeside. The campaign channelled 1,814 prospective homebuyers to our builder partners' websites. A total of 32 home sales were achieved during the campaign period.

eDMs

An eDM was sent to the OneRoof and Lakeside Development databases.



Media Channels

Facebook, Google Display Network, TradeMe Property, RealEstate.co.nz, OneRoof (display ads and eDM), radio, NZ Herald Homes, Seasons magazine and two eDMs.

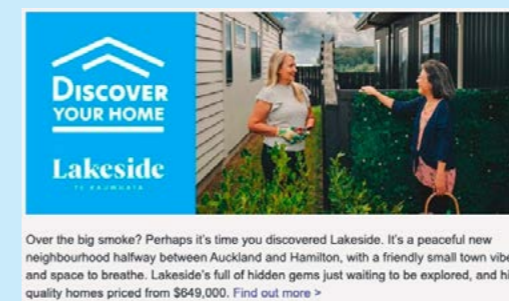
Facebook



Press Ad



Digital ads – Google, TradeMe, RealEstate.co.nz & OneRoof



Radio



HOW TO RESPOND

Respondents are asked to prepare their submission to become a build partner as per the requirements of the Response Form, available for download with the due diligence documents at: lakeside-im.co.nz/lakeside-im-stage-1-and-2

There is a large amount of information available online to inform your submission and we invite you to study that which is relevant to the lots you are interested in. We look forward to receiving your submission, and we encourage you to be thorough in your response.

Track record and experience weighting: 20%

Please identify and include information on **three projects** that you have underway or completed in the past 3 to 5 years that demonstrate the successful delivery of quality projects with similar typologies in the proposal. Please include for each example: renders or elevation/architectural plans, mix of typologies, bedroom mix, price points.

Design and programme weighting: 20%

- a. Example architectural precedent images taking into consideration the Lakeside vision and the requirements of the masterplan and design guidelines.
- b. Please provide a detailed programme for the build out of proposed lots that you are tendering on. Including staging, design phases, resource and building consents, construction periods, marketing and sales.

Land price and commercial terms weighting: 50%

For each tranche of lots, please include your land purchase price, payment terms and your ability to deliver affordable homes (%) and any purchaser conditions.

It is expected that any lots in the 225 - 300sqm range will be delivered as Colab affordable homes.

Partnering and working with Māori weighting: 10%

- a. Provide a statement of your understanding of the role of Mana Whenua and Māori in relation to urban development and how this is reflected in your proposal;
- b. Provide two examples where you have relevant experience of engagement with Maori in terms of urban development;
- c. Demonstrate your current and/or proposed approach in growing the capability and capacity of Maori (skills and employment) in delivering urban development;
- d. Demonstrate your current and/or proposed approach in incorporating cultural innovations and alternative housing model(s) to capture and deliver wahi kainga, multi-generational living, mātauranga Māori, and kaupapa Māori and tikanga Māori design principles
- e. Does your business have Maori shareholders, formal Joint Venture partnerships, or Māori Directors? If so, please provide details.

Contact

Questions in relation to the IM and response must be made directly to: **landsales.UDD@kaingaora.govt.nz**

Submission

Respondents are to email their proposals on or before the closing date to: **landsales.UDD@kaingaora.govt.nz**

GENERAL POLICIES DISCLAIMER

1. Publication: Neither the whole nor any part of this report or any reference to it may be included in any published document, circular or statement without prior written approval of Kāinga Ora in its sole discretion.
2. Information: Information has generally been obtained from a search of records and examination of documents, or by enquiry. Where information has been supplied to us by another party, this information is believed to be reliable, but we accept no responsibility if this should prove not to be so.
3. It is intended that this document provide general information in summary form. The contents do not constitute advice and should not be relied upon as such. Specialist advice should be sought in all matters. All information must be checked and verified by any person receiving or acting upon these particulars and no warranty is given or representations made in respect of such information as to the correctness or sufficiency of such information.
4. This document does not form part of any contract in respect of the sale of the subject property.
5. Title Boundaries: We have made no survey of the property and assume no responsibility in connection with such matters. It is assumed that all improvements are within the title boundaries.
6. No undertaking is made that the property complies with the legislative requirements including the Building Act 2004, Health and Safety at Work Act 2005, Resource Management Act 1991 and related regulations.
7. All plans and maps are indicative only.

The material contained in this document has been prepared in good faith by the vendor, solely for the information of potential purchasers to assist them in deciding whether they are interested in the potential development land in Lakeside. The information does not form part of any offer or contract and is intended as a guide only. You should not rely on any material contained in the document but should make independent investigations to satisfy yourselves as to the accuracy of any material. The vendor does not make any representations or warranties as to the accuracy of the material and does not assume any liability for negligence or otherwise in connection with any material contained in this document. The vendor reserves the right, in its sole discretion, to postpone or cancel the proposed sale of the land described and to modify or add any terms and conditions to the proposed contract or other material associated with the proposed sale, which may be made available to a potential purchaser.

CONDITIONS

Kāinga Ora reserves the right to:

1. Reject all or any IM response and not award and not accept the highest-priced, or any, response;
2. Call and/or re-advertise for IM responses or revisit any prior IM process;
3. Waive any irregularities or informalities in the process;
4. Amend the closing date, the acceptance date, or any other date in the IM document;
5. Amend this IM and any associated documents by the issuance of a written Notice to Respondents Tenders (NTRT) notice;
6. Seek clarification of any IM response;
7. Suspend or cancel (in whole or in part) this process;
8. Consider or reject any alternative response;
9. Deal separately with any of the divisible elements of any response, unless the relevant response specifically states that those elements must be taken collectively;
10. Enter into discussions and/or negotiations with any submitter at any time, and upon any terms and conditions, before or after acceptance of any response;
11. Conduct a financial check on any respondent submitting a response;
12. Meet with any respondent before and/or after the IM process closes and prior to the award of any contract.

Kāinga Ora will not be bound to give any reasons for decisions made as a result of this IM or as an outcome of the IM evaluations.

Lakeside

- T E K A U W H A T A -