#### **Group Legal**

Level 25, 133 Castlereagh Street **T** (02) 9035-3236 SYDNEY NSW 2000 **F** (02) 8988-3236

www.stockland.com.au



GPO Box 998 SYDNEY NSW 1041



26 September 2008

The General Manager Adjudication Branch Australian Competition and Consumer Commission PO Box 1199 CANBERRA ACT 2602

Dear Sir/Madam

# NOTIFICATION OF EXCLUSIVE DEALING LODGED BY STOCKLAND DEVELOPMENT (SUB 5) DEVELOPMENT PTY LIMITED

#### Please find enclosed:

- Form G Notification of Exclusive Dealing for Applicant Stockland Development (Sub5) Pty Limited; and
- Form G Notification of Exclusive Dealing for Applicant Stockland Development (Sub3) Pty Limited; and
- Form G Notification of Exclusive Dealing for Applicant Stockland (Boardwalk Sub2) Pty Limited; and
- Form G Notification of Exclusive Dealing for Applicant Stockland Bells Creek Pty Limited; and
- 4 x cheque in the sum of \$100 made payable to Australian Competition and Consumer Commission representing the prescribed fee for each notification.

The notifications relate to the following residential estates:

Company	Development
Stockland Development (Sub5) Pty Limited	Freshwater Griffin, QLD
Stockland Development (Sub3) Pty Limited	Hundred Hills Murwillumbah, QLD





Company	Development
Stockland (Boardwalk Sub 2) Pty Limited	The Boardwalk Mount Coolum, QLD
Stockland Bells Creek Pty Limited	Caloundra Downs Northem NSW

Yours faithfully

Victoria Edge Legal Counsel

# Commonwealth of Australia Trade Practices Act 1974 — subsection 93 (1)

### NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Trade Practices Act 1974*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

## 1. Applicant

### (a) Name of person giving notice:

N 93607 Stockland Development (Sub5) Pty Limited (ACN 126 825 509) of Level 25, 133 Castlereagh Street, Sydney ("Stockland (Sub5)")

(b) Short description of business carried on by that person:

Stockland (Sub5) provides residential housing development services, other housing products and the marketing and sale of house and land packages for residential and investment purposes.

(c) Address in Australia for service of documents on that person:

C/- Stockland Development (Sub5) Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention: Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

#### 2. Notified arrangement

(a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

The goods and services to be supplied in the future by Stockland (Sub5), being residential housing development services and the marketing and sale of house and land packages for residential and investment purposes throughout Australia and related services.

The goods and services are associated with the land that Stockland (Sub5) purchases and develops as residential housing estates. Stockland (Sub5) then markets residential lots within the housing estates.

Stockland (Sub5) proposes to supply residential lots to customers or give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers on condition that the customer acquires services from a specified builder or from one of a group of specified builders.

Stockland (Sub5) proposes to refuse to supply selected residential lots to customers or refuse to give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers for the reason that the customer has not acquired, or has not agreed to acquire, services from a specified builder or from one of a group of specified builders.

# Reason why the benefit to the public from the proposed conduct will outweigh any detriment to the public from the proposed conduct:

Stockland (Sub5) considers that a number of benefits arise out of the proposed conduct.

The proposed conduct will stimulate price competition in sectors of the housing market. By having a pre-determined range of designs on offer for a part of each land estate, economies of scale can be generated by each nominated builder with the benefit of potential cost reductions to consumers.

Further, the benefits which Stockland (Sub5) proposes to offer to consumers, which will in many cases involve a discount off the amount payable by the customer on settlement, will stimulate competition amongst builders and developers and in residential real estate markets.

The proposed conduct will also provide benefits to customers in relation to the suitability of home designs for the property and the area. The builders nominated by Stockland (Sub5) will be required to prepare a suite of designs approved by Stockland (Sub5) which are suitable for the land types in each residential estate. The initial design approval process will ensure that dwellings are appropriate for the size of the allotments, thereby improving the quality of residential development.

Purchasers will be able to assess the range of designs offered by the relevant nominated builder(s) for their chosen allotment and then select their preferred dwelling design. The package of land and dwellings will reduce transaction costs for customers, who might otherwise have to spend time and money assessing alternative individual proposals from a variety of vendors.

Since nominated builders will have a degree of assurance of receiving a reasonable volume of building work, the establishment of display dwelling(s) on the housing estates becomes feasible. These display dwellings showcase some of the designs available from the nominated builders and allow the builders to promote their services to other customers, who may not wish to purchase a property on one of Stockland (Sub5)'s developments.

The proposed conduct will also provide a degree of comfort to customers that neighbouring residential lots will not be developed using an architectural style that is not sympathetic to the architectural style of the estate.

The proposed conduct will assist customers to locate a reputable builder who will have expertise in building homes on the types of lots offered in Stockland (Sub5)'s housing estates. This is because Stockland (Sub5) selects builders against the following criteria:

- strong professional integrity;
- strong balance sheet enabling them to carry out the required building works;
- substantial evidence of building quality homes;
- evidence that a number of houses can be started on time and completed in the required construction time frame;
- experience in building innovative housing products using contemporary design elements;
- sound understanding of best practice residential design principles; and
- strong understanding of energy efficient and sustainable design principles and evidence that these principles have been incorporated into current designs.

- other nominated builders in the particular housing estate;
- any other builder supplying building services in respect of lots in parts of a particular Stockland (Sub5) housing estate which are not affected by the conduct;
- house and land packages being offered in surrounding developments; and
- existing residential housing in surrounding areas.

For all the reasons set out above, the proposed conduct will increase competition in all relevant markets and will give rise to a net benefit to the public.

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3.	Persons, or classes of persons, affected or likely to be affected by the notified conduct			
(a)	Class or classes of persons to which the conduct relates:  Members of the public who acquire a residential lot in a Stockland (Sub5) housing estate.			
<b>(b)</b>	Number of those persons:			
	(i) .	At present time:		
		Nil		
	(ii)	Estimated within the next year:		
		More than 50		
(c)	Where number of persons stated in item 3 (b) (i) is less than 50, the names and addresses:			
	Not app	plicable		
4.	Name and address of person authorised by the person giving this noti provide additional information in relation to this notice.			
	Level 25 133 Castle Sydney N Attention:	ereagh Street ISW 2000 Phillip Hepburn – General Counsel and Company Secretary (02) 9035 2686 (02) 8988 2686		
Dated.	12 Se.	1 kmber 2008		
(Signa	ture) Paulu	alf of the applicant  Wy My  P 1426UA		
(Full N	Name)			

Stockland Choup

General Counsel

(Organisation)

(Position in Organisation)

## Commonwealth of Australia Trade Practices Act 1974 — subsection 93 (1)

#### NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the Trade Practices Act 1974, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

#### 1. **Applicant**

#### (a) Name of person giving notice:

N93608

Stockland Development (Sub3) Pty Limited (ACN 126 597 653) of Level 25, 133 Castlereagh Street, Sydney ("Stockland (Sub3)")

Short description of business carried on by that person: (b)

> Stockland (Sub3) provides residential housing development services, other housing products and the marketing and sale of house and land packages for residential and investment purposes.

#### (c) Address in Australia for service of documents on that person:

C/- Stockland Development (Sub3) Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention: Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

#### 2. Notified arrangement

#### Description of the goods or services in relation to the supply or (a) acquisition of which this notice relates:

The goods and services to be supplied in the future by Stockland (Sub3), being residential housing development services and the marketing and sale of house and land packages for residential and investment purposes throughout Australia and related services.

The goods and services are associated with the land that Stockland (Sub3) purchases and develops as residential housing estates. Stockland (Sub3) then markets residential lots within the housing estates.

Stockland (Sub3) proposes to supply residential lots to customers or give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers on condition that the customer acquires services from a specified builder or from one of a group of specified builders.

Stockland (Sub3) proposes to refuse to supply selected residential lots to customers or refuse to give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers for the reason that the customer has not acquired, or has not agreed to acquire, services from a specified builder or from one of a group of specified builders.

# Reason why the benefit to the public from the proposed conduct will outweigh any detriment to the public from the proposed conduct:

Stockland (Sub3) considers that a number of benefits arise out of the proposed conduct.

The proposed conduct will stimulate price competition in sectors of the housing market. By having a pre-determined range of designs on offer for a part of each land estate, economies of scale can be generated by each nominated builder with the benefit of potential cost reductions to consumers.

Further, the benefits which Stockland (Sub3) proposes to offer to consumers, which will in many cases involve a discount off the amount payable by the customer on settlement, will stimulate competition amongst builders and developers and in residential real estate markets.

The proposed conduct will also provide benefits to customers in relation to the suitability of home designs for the property and the area. The builders nominated by Stockland (Sub3) will be required to prepare a suite of designs approved by Stockland (Sub3) which are suitable for the land types in each residential estate. The initial design approval process will ensure that dwellings are appropriate for the size of the allotments, thereby improving the quality of residential development.

Purchasers will be able to assess the range of designs offered by the relevant nominated builder(s) for their chosen allotment and then select their preferred dwelling design. The package of land and dwellings will reduce transaction costs for customers, who might otherwise have to spend time and money assessing alternative individual proposals from a variety of vendors.

Since nominated builders will have a degree of assurance of receiving a reasonable volume of building work, the establishment of display dwelling(s) on the housing estates becomes feasible. These display dwellings showcase some of the designs available from the nominated builders and allow the builders to promote their services to other customers, who may not wish to purchase a property on one of Stockland (Sub3)'s developments.

The proposed conduct will also provide a degree of comfort to customers that neighbouring residential lots will not be developed using an architectural style that is not sympathetic to the architectural style of the estate.

The proposed conduct will assist customers to locate a reputable builder who will have expertise in building homes on the types of lots offered in Stockland (Sub3)'s housing estates. This is because Stockland (Sub3) selects builders against the following criteria:

- strong professional integrity;
- strong balance sheet enabling them to carry out the required building works;
- substantial evidence of building quality homes;
- evidence that a number of houses can be started on time and completed in the required construction time frame;
- experience in building innovative housing products using contemporary design elements;
- sound understanding of best practice residential design principles;
   and
- strong understanding of energy efficient and sustainable design principles and evidence that these principles have been incorporated into current designs.

- other nominated builders in the particular housing estate;
- any other builder supplying building services in respect of lots in parts of a particular Stockland (Sub3) housing estate which are not affected by the conduct;
- house and land packages being offered in surrounding developments; and
- existing residential housing in surrounding areas.

For all the reasons set out above, the proposed conduct will increase competition in all relevant markets and will give rise to a net benefit to the public.

- 3. Persons, or classes of persons, affected or likely to be affected by the notified conduct
  - (a) Class or classes of persons to which the conduct relates:

Members of the public who acquire a residential lot in a Stockland (Sub3) housing estate.

- (b) Number of those persons:
  - (i) At present time:

Nil

(ii) Estimated within the next year:

More than 50

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Not applicable

4. Name and address of person authorised by the person giving this notice to provide additional information in relation to this notice.

C/- Stockland Development (Sub3) Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention:

Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

Dated 12 September 2008
Signed by/on behalf of the applicant  Pally Mys.
(Signature)
Phulip Hepbun (Full Name)
Stock land Cooup (Organisation)
(Position in Organisation)

Commonwealth of Australia Trade Practices Act 1974 — subsection 93 (1)

### NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the Trade Practices Act 1974, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

#### 1. **Applicant**

#### Name of person giving notice: (a)

N93609

Stockland (Boardwalk Sub2) Pty Limited (ACN 126 042 555) of Level 25, 133 Castlereagh Street, Sydney ("Stockland (Boardwalk Sub2)")

Short description of business carried on by that person: **(b)** 

Stockland (Boardwalk Sub2) provides residential housing development services, other housing products and the marketing and sale of house and land packages for residential and investment purposes.

(c) Address in Australia for service of documents on that person:

C/- Stockland (Boardwalk Sub2) Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention: Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

#### 2. Notified arrangement

Description of the goods or services in relation to the supply or (a) acquisition of which this notice relates:

The goods and services to be supplied in the future by Stockland (Boardwalk Sub2), being residential housing development services and the marketing and sale of house and land packages for residential and investment purposes throughout Australia and related services.

The goods and services are associated with the land that Stockland (Boardwalk Sub2) purchases and develops as residential housing estates. Stockland (Boardwalk Sub2) then markets residential lots within the housing estates.

Stockland (Boardwalk Sub2) proposes to supply residential lots to customers or give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers on condition that the customer acquires services from a specified builder or from one of a group of specified builders.

Stockland (Boardwalk Sub2) proposes to refuse to supply selected residential lots to customers or refuse to give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers for the reason that the customer has not acquired, or has not agreed to acquire, services from a specified builder or from one of a group of specified builders.

# Reason why the benefit to the public from the proposed conduct will outweigh any detriment to the public from the proposed conduct:

Stockland (Boardwalk Sub2) considers that a number of benefits arise out of the proposed conduct.

The proposed conduct will stimulate price competition in sectors of the housing market. By having a pre-determined range of designs on offer for a part of each land estate, economies of scale can be generated by each nominated builder with the benefit of potential cost reductions to consumers.

Further, the benefits which Stockland (Boardwalk Sub2) proposes to offer to consumers, which will in many cases involve a discount off the amount payable by the customer on settlement, will stimulate competition amongst builders and developers and in residential real estate markets.

The proposed conduct will also provide benefits to customers in relation to the suitability of home designs for the property and the area. The builders nominated by Stockland (Boardwalk Sub2) will be required to prepare a suite of designs approved by Stockland (Boardwalk Sub2) which are suitable for the land types in each residential estate. The initial design approval process will ensure that dwellings are appropriate for the size of the allotments, thereby improving the quality of residential development.

Purchasers will be able to assess the range of designs offered by the relevant nominated builder(s) for their chosen allotment and then select their preferred dwelling design. The package of land and dwellings will reduce transaction costs for customers, who might otherwise have to spend time and money assessing alternative individual proposals from a variety of vendors.

Since nominated builders will have a degree of assurance of receiving a reasonable volume of building work, the establishment of display dwelling(s) on the housing estates becomes feasible. These display dwellings showcase some of the designs available from the nominated builders and allow the builders to promote their services to other customers, who may not wish to purchase a property on one of Stockland (Boardwalk Sub2)'s developments.

The proposed conduct will also provide a degree of comfort to customers that neighbouring residential lots will not be developed using an architectural style that is not sympathetic to the architectural style of the estate.

The proposed conduct will assist customers to locate a reputable builder who will have expertise in building homes on the types of lots offered in Stockland (Boardwalk Sub2)'s housing estates. This is because Stockland (Boardwalk Sub2) selects builders against the following criteria:

- strong professional integrity;
- strong balance sheet enabling them to carry out the required building works;
- substantial evidence of building quality homes;
- evidence that a number of houses can be started on time and completed in the required construction time frame;
- experience in building innovative housing products using contemporary design elements;
- sound understanding of best practice residential design principles; and
- strong understanding of energy efficient and sustainable design principles and evidence that these principles have been incorporated into current designs.

- other nominated builders in the particular housing estate;
- any other builder supplying building services in respect of lots in parts of a particular Stockland (Boardwalk Sub2) housing estate which are not affected by the conduct;
- house and land packages being offered in surrounding developments; and
- existing residential housing in surrounding areas.

For all the reasons set out above, the proposed conduct will increase competition in all relevant markets and will give rise to a net benefit to the public.

- 3. Persons, or classes of persons, affected or likely to be affected by the notified conduct
  - (a) Class or classes of persons to which the conduct relates:

Members of the public who acquire a residential lot in a Stockland (Boardwalk Sub2) housing estate.

- (b) Number of those persons:
  - (i) At present time:

Nil

(ii) Estimated within the next year:

More than 50

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Not applicable

4. Name and address of person authorised by the person giving this notice to provide additional information in relation to this notice.

C/- Stockland (Boardwalk Sub2) Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention:

Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

Dated 12 September 2008
Signed by/on behalf of the applicant
Puy Mfl-
(Signature)
Pruce Hepburn (Full Name)
(Organisation)
(Position in Organisation)

## Commonwealth of Australia Trade Practices Act 1974 — subsection 93 (1)

#### NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the Trade Practices Act 1974, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

#### **Applicant** 1.

Name of person giving notice: (a)

N93610

Stockland Bells Creek Pty Limited (ACN 126 699 546) of Level 25, 133 Castlereagh Street, Sydney ("Stockland Bells Creek")

**(b)** Short description of business carried on by that person:

> Stockland Bells Creek provides residential housing development services, other housing products and the marketing and sale of house and land packages for residential and investment purposes.

Address in Australia for service of documents on that person: (c)

C/- Stockland Bells Creek Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention: Phillip Hepburn – General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

#### 2. Notified arrangement

Description of the goods or services in relation to the supply or (a) acquisition of which this notice relates:

The goods and services to be supplied in the future by Stockland Bells Creek, being residential housing development services and the marketing and sale of house and land packages for residential and investment purposes throughout Australia and related services.

The goods and services are associated with the land that Stockland Bells Creek purchases and develops as residential housing estates. Stockland Bells Creek then markets residential lots within the housing estates.

Stockland Bells Creek proposes to supply residential lots to customers or give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers on condition that the customer acquires services from a specified builder or from one of a group of specified builders.

Stockland Bells Creek proposes to refuse to supply selected residential lots to customers or refuse to give or allow a discount, allowance, rebate or credit in respect of selected residential lots to customers for the reason that the customer has not acquired, or has not agreed to acquire, services from a specified builder or from one of a group of specified builders.

# Reason why the benefit to the public from the proposed conduct will outweigh any detriment to the public from the proposed conduct:

Stockland Bells Creek considers that a number of benefits arise out of the proposed conduct.

The proposed conduct will stimulate price competition in sectors of the housing market. By having a pre-determined range of designs on offer for a part of each land estate, economies of scale can be generated by each nominated builder with the benefit of potential cost reductions to consumers.

Further, the benefits which Stockland Bells Creek proposes to offer to consumers, which will in many cases involve a discount off the amount payable by the customer on settlement, will stimulate competition amongst builders and developers and in residential real estate markets.

The proposed conduct will also provide benefits to customers in relation to the suitability of home designs for the property and the area. The builders nominated by Stockland Bells Creek will be required to prepare a suite of designs approved by Stockland Bells Creek which are suitable for the land types in each residential estate. The initial design approval process will ensure that dwellings are appropriate for the size of the allotments, thereby improving the quality of residential development.

Purchasers will be able to assess the range of designs offered by the relevant nominated builder(s) for their chosen allotment and then select their preferred dwelling design. The package of land and dwellings will reduce transaction costs for customers, who might otherwise have to spend time and money assessing alternative individual proposals from a variety of vendors.

Since nominated builders will have a degree of assurance of receiving a reasonable volume of building work, the establishment of display dwelling(s) on the housing estates becomes feasible. These display dwellings showcase some of the designs available from the nominated builders and allow the builders to promote their services to other customers, who may not wish to purchase a property on one of Stockland Bells Creek's developments.

The proposed conduct will also provide a degree of comfort to customers that neighbouring residential lots will not be developed using an architectural style that is not sympathetic to the architectural style of the estate.

The proposed conduct will assist customers to locate a reputable builder who will have expertise in building homes on the types of lots offered in Stockland Bells Creek's housing estates. This is because Stockland Bells Creek selects builders against the following criteria:

- strong professional integrity;
- strong balance sheet enabling them to carry out the required building works;
- substantial evidence of building quality homes;
- evidence that a number of houses can be started on time and completed in the required construction time frame;
- experience in building innovative housing products using contemporary design elements;
- sound understanding of best practice residential design principles;
- strong understanding of energy efficient and sustainable design principles and evidence that these principles have been incorporated into current designs.

- other nominated builders in the particular housing estate;
- any other builder supplying building services in respect of lots in parts of a particular Stockland Bells Creek housing estate which are not affected by the conduct;
- house and land packages being offered in surrounding developments; and
- existing residential housing in surrounding areas.

For all the reasons set out above, the proposed conduct will increase competition in all relevant markets and will give rise to a net benefit to the public.

- 3. Persons, or classes of persons, affected or likely to be affected by the notified conduct
  - (a) Class or classes of persons to which the conduct relates:

Members of the public who acquire a residential lot in a Stockland Bells Creek housing estate.

- (b) Number of those persons:
  - (i) At present time:

Nil

(ii) Estimated within the next year:

More than 50

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

Not applicable

4. Name and address of person authorised by the person giving this notice to provide additional information in relation to this notice.

C/- Stockland Bells Creek Pty Limited

Level 25

133 Castlereagh Street

Sydney NSW 2000

Attention:

Phillip Hepburn - General Counsel and Company Secretary

Phone:

(02) 9035 2686

Fax:

(02) 8988 2686

Dated 12 September 2008
Signed by/on behalf of the applicant
sky of -
(Signature)
Phulip Hephun (Full Name)
(Organisation)
(Position in Organisation)