

 City of Ryde

Macquarie Park

Sydney, Australia

**AUSTRALIA'S ORIGINAL
INNOVATION DISTRICT**

Innovation investment
at a global scale

**Advanced
Technologies
Prospectus**





Mayor's Message



With Macquarie Park on track to become one of the largest commercial precincts in Australia by 2030, we are embarking on our most ambitious journey to date as City of Ryde transforms into a global hub for innovation, research and development.

The City of Ryde is already home to a diverse and talented workforce, world-class tertiary and vocational education providers and research centres, and a thriving cultural and recreational scene. The combination of high-quality digital infrastructure, thought leadership and collaboration between business, academia and government enables us to constantly innovate for the future.

Investing in the advanced technology sector has the potential to transform our community in a myriad of ways. It creates new job opportunities for our wider community, especially those with science, technology, engineering, and mathematics backgrounds. It also spurs innovation and creativity, attracting the best and brightest minds to our City.

Attracting more investment into the technology sector is crucial for the growth of Macquarie Park and the wider City of Ryde. As Mayor of the City of Ryde, I am committed to working with our community, collaborators and local and international partners to secure this investment and remain competitive and at the forefront of innovation.

*Cllr Sarkis Yedelian OAM
City of Ryde Mayor*

Chief Executive Officer Message



Macquarie Park is Australia's original innovation district. With its strategic location, diverse economy and population, skilled workforce, connectivity and amenities, it stands apart as a place to do business, and is an ideal choice for pioneering technology-driven companies to set up shop.

We have a clear path for how to support those who are eager to partner with us to help us grow further and prosper well into the future.

We are committed to reducing the costs and risks associated with doing business in our City and through our business concierge service we will provide a single point of contact to help your organisation succeed in Macquarie Park. Our staff will provide the practical support needed to establish and grow businesses in our City.

We are working hard to reduce the regulatory burden by creating greater certainty and awareness, working with our partners in government and industry to achieve this across the three tiers of government.

I am confident that our collaborative approach will create a win-win situation for all of our stakeholders, benefiting our City and our partners.

Together, we can create an even more vibrant and prosperous City.

A handwritten signature in black ink that reads "Wayne Rylands". The signature is fluid and cursive.

Wayne Rylands
City of Ryde Chief Executive Officer

Why Macquarie Park?



Strategic location

Macquarie Park is located in close proximity to Sydney's Central Business District and is easily accessible via public transport, including trains, buses and the Sydney Metro Northwest. It is also situated near major arterial roads, including the M2 and Lane Cove Tunnel, providing access to other parts of the city including international gateways.

The average time it takes to travel from Macquarie Park to the following locations by car:

Sydney CBD - 25 minutes
Sydney Airport - 35 minutes
Western Sydney Airport - 45 minutes



Business and Innovation

Macquarie Park is home to a diverse range of businesses, including global technology companies. This has created a dynamic business and innovation ecosystem, attracting both established and start-up companies to the area.



Highly skilled workforce

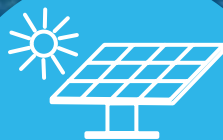
Macquarie Park is home to one of Australia's top 10 universities - Macquarie University. Macquarie University is a global leader in synthetic biology and has helped Macquarie Park become a hub for research and development through academic and industry partnerships.

Multiple vocational education institutions and other world leading universities are also within a short commute, helping Macquarie University create a pipeline of talent for businesses in Macquarie Park.



Amenities and lifestyle

Macquarie Park offers a high quality of life, with a range of parks, recreational facilities, retail and dining options. The area is also home to Macquarie Centre, one of the largest shopping centres in Sydney, and boasts a range of residential options, including apartments and houses.



Sustainability

Macquarie Park has a strong focus on sustainability, with several initiatives in place to reduce the area's carbon footprint. Commercial developments continue to push the envelope for sustainability and energy efficiency through construction and final built form.



Inter-regional connectivity

Macquarie Park is the closest commercial precinct of scale to the Hunter and Central Coast regions of NSW. With a population exceeding 1 million people, these regions are at the heart of the Australia's renewable energy transition. Macquarie Park is less than two hours from the Port of Newcastle – where plans are underway to deliver one of Australia's first hydrogen hubs.

Overall, Macquarie Park offers a range of advantages, including a strategic location, a dynamic business and innovation ecosystem, a highly skilled workforce, a high quality of life, and a pipeline of talent. These factors have helped to establish Macquarie Park as a thriving and globally competitive destination to attract businesses, residents and visitors alike.



How we will support your investment into Macquarie Park:

City of Ryde
Economic
Development
Concierge

...leveraging the City's culture, talent, industry, location, and its built and natural assets to support the City's long-term prosperity beyond the next century.

2023 will see the City of Ryde take a more strategic and contemporary approach to economic development within the region. Local, national and international stakeholders will see the City of Ryde become even more responsive to the larger and more complex issues that affect growth and investment in the City.

Site identification and development

Macquarie Park and the surrounding region has a variety of sites available for businesses to move into or for redevelopment to deliver a bespoke facility. In addition to understanding these sites, we have an extensive network of developers, architects, and collaborators working within Macquarie Park who are eager to explore how they can support new businesses moving into the City. Council can also help collaborators navigate various Government-approval processes.

Networking and familiarisation visits

The City of Ryde's dedicated team will help investors and businesses navigate Government red tape, provide guidance on grants and incentives, facilitating cross-industry networking, and providing other assistance where appropriate.

The concierge model also extends to international engagement and government relations. Working with international delegations, trade missions, trade committees, and government agencies, the City of Ryde will curate bespoke tours to ensure visitors to the City feel welcomed and informed about what the City has to offer in relation to economic investment and trade opportunities. We can facilitate tours of Macquarie Park, engagement with Macquarie University, and help you engage with other like-minded businesses operating within Macquarie Park.

Our strategic focus is to attract new investment into the City, particularly Macquarie Park, while also supporting economic growth for existing businesses. We will take a solutions-focussed, forward-thinking approach towards facilitating economic outcomes for the City. To support investment and growth, we will work with a diverse range of government, business, industry and community partners to:

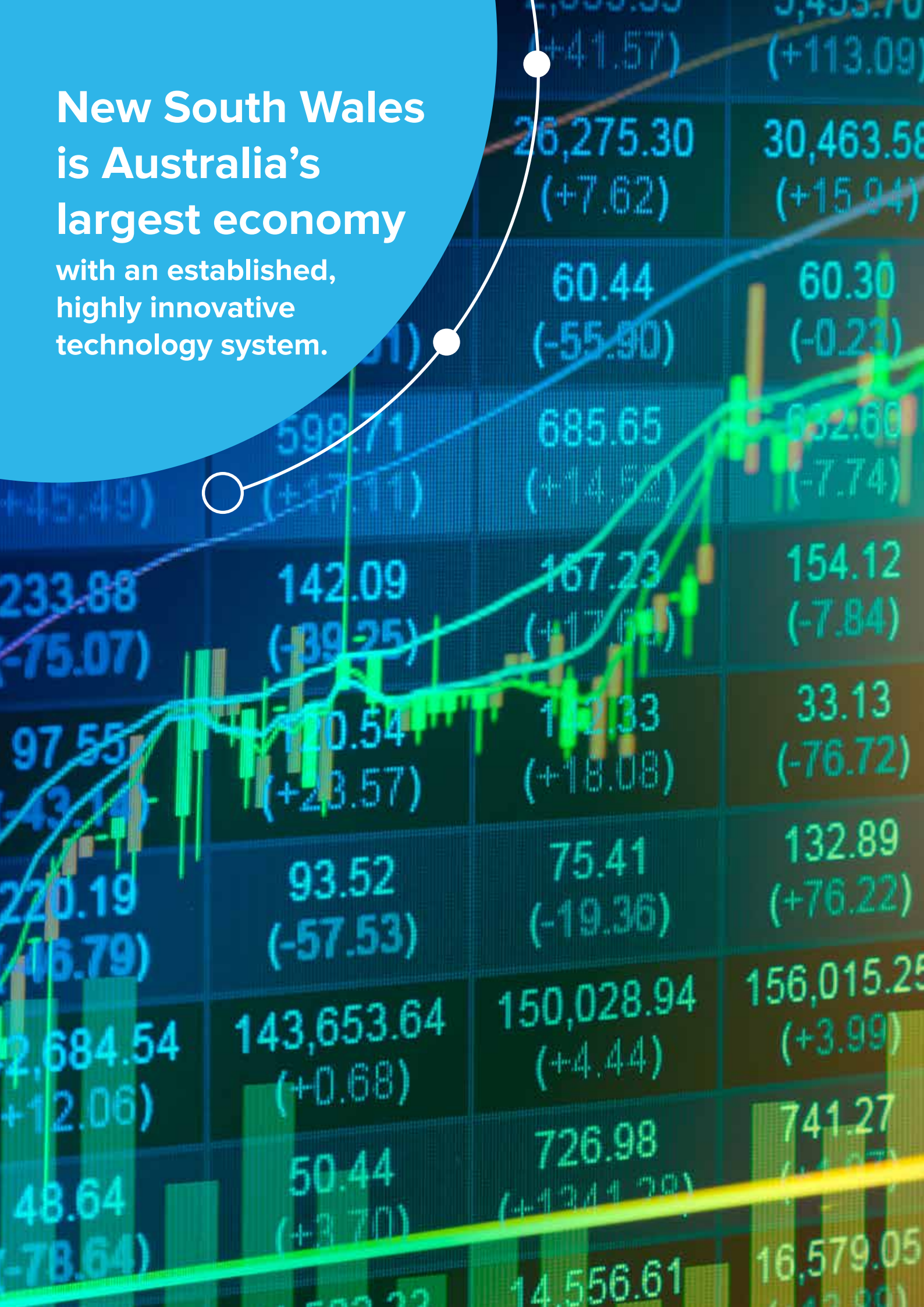
- Reduce the risks of doing business in the City of Ryde
- Reduce the costs of doing business in the City of Ryde, and
- Create opportunities for economic activity and growth in the City of Ryde.

We will do this at a nationally significant scale, leveraging the City's culture, talent, industry, location, and its built and natural assets to support the City's long-term prosperity beyond the next century.

To deliver on our economic development objectives, the City of Ryde will implement a 'concierge' model for its economic development activities. Complementing the work of Government agencies such as Investment NSW and Austrade, the City of Ryde will seek to be a stakeholder's first point of contact when doing business in the City. Importantly, the City of Ryde's concierge approach will ensure that the team takes a concerted effort to listen to the needs of businesses and investors. We will share this feedback transparently across Council and other levels of Government, working to address and resolve issues wherever possible and practicable to do so.

New South Wales is Australia's largest economy

with an established,
highly innovative
technology system.



Australia



13th
largest economy
in the world

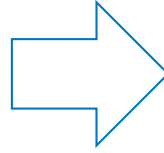


25.9m
population



16
free trade
agreements (FTAS)

New South Wales



31%
share of national output



2,000
active startups



314,000
technology workforce
(more than any other state)

The NSW economy is larger than Singapore, Malaysia or Hong Kong

Sydney



#1
Top-ranked startup
ecosystem in the
southern hemisphere



9th
most attractive city in
the world for digital
experts

Macquarie Park



2nd
largest commercial
district in NSW, on track
to become fourth largest
Australia-wide by 2030



10%
of the world's top 100
companies (Australian
Headquarters) located here.
Australia's original innovation
district, home to
Macquarie University

An exciting time
to be in
Macquarie Park,
Sydney,
Australia



Australian
Hearing Hub



MACQUARIE
University

Macquarie Park is home to
10 percent of the world's
top 100 companies

Located within the City of Ryde Local Government Area, Macquarie Park is Sydney's premier innovation district – built on the foundations of a combined education and employment campus, sprawling across nearly 7km² of high-quality built and natural environments.

Macquarie Park is currently the largest non-CBD office market in Australia and is well on track to becoming Australia's fourth-largest commercial precinct by 2030. When compared to other commercial precincts across Australia, Macquarie Park has distinct advantages in the major economic functions of:

- **Education** – Macquarie University is one of Australia's top-ranking research institutions and has one of the highest-ranked MBA programs in Australia.
- **Research and development** – Many businesses and institutions operating within Macquarie Park invest in research, including in partnership with Macquarie University. Other researchers include companies such as Abbott Australasia and AC Nielsen Research.
- **Knowledge intensive sectors** – Significant clusters of pharmaceutical, media, technology, and telecommunications sectors.
- **Health services** – Macquarie University Hospital (Australia's first and only fully integrated academic health sciences centre) is located within the Macquarie Park Precinct.

Building on these major economic functions and the talent of local workers, Macquarie Park is home to a significant number of business clusters, including:

- **Medical and pharmaceutical** (AstraZeneca, Biogen, Cochlear, Johnson & Johnson, Abbott, Sanofi)
- **Media, technology, and telecommunications** (Dell, Schneider Electric, Meridian IT Australia, Optus, Ericsson, Foxtel, Australian Radio Network, Macquarie Park Data Centre)
- **Digital** (Canon, Fujitsu, Konica Minolta, Schneider Electric, Phillips, Panasonic, etc)
- **Transport and logistics** (Transport for NSW, Hyundai, Volvo, Kia, CHEP, etc)
- **Advanced manufacturing and technology** (3M, BAE systems, Boc Ltd, Memjet, Ecolab Australia, Proctor & Gamble Australia, etc)
- **Other** (Hasbro, Arbonne cosmetics, Aristocrat, Raytheon Australia, Relyon Australia, etc)

Macquarie Park has a higher concentration of employment in professional, scientific, and technical services, as well as education and training, compared to the Sydney average.

Macquarie Park is the number one postcode for intellectual property registrations in Australia. Furthermore, Macquarie University operates two incubators, supporting the establishment of new start-up businesses operating across a wide range of industries.

Growing the technology landscape in NSW

Approximately 43 percent of people living in Greater Sydney and approximately 56 percent of people living in the City of Ryde hold a Diploma, Advanced Diploma, Bachelor's Degree or higher.

Ryde's got talent!

NSW has a large pool of technology talent, and it's growing. As home to almost a third of Australia's population, NSW hosts the largest number of STEM graduates and technology workers

Approximately 43 percent of people living in Greater Sydney and approximately 56 percent of people living in the City of Ryde local government area hold a Diploma, Advanced Diploma, Bachelor's Degree or higher.

Sydney is particularly attractive for digital workers, ranking ninth in a global study of digital experts' willingness to relocate for work. Sydney's diversity of workplace options, high-quality working spaces, and quality of life put Sydney ahead of San Francisco and Toronto in this survey.

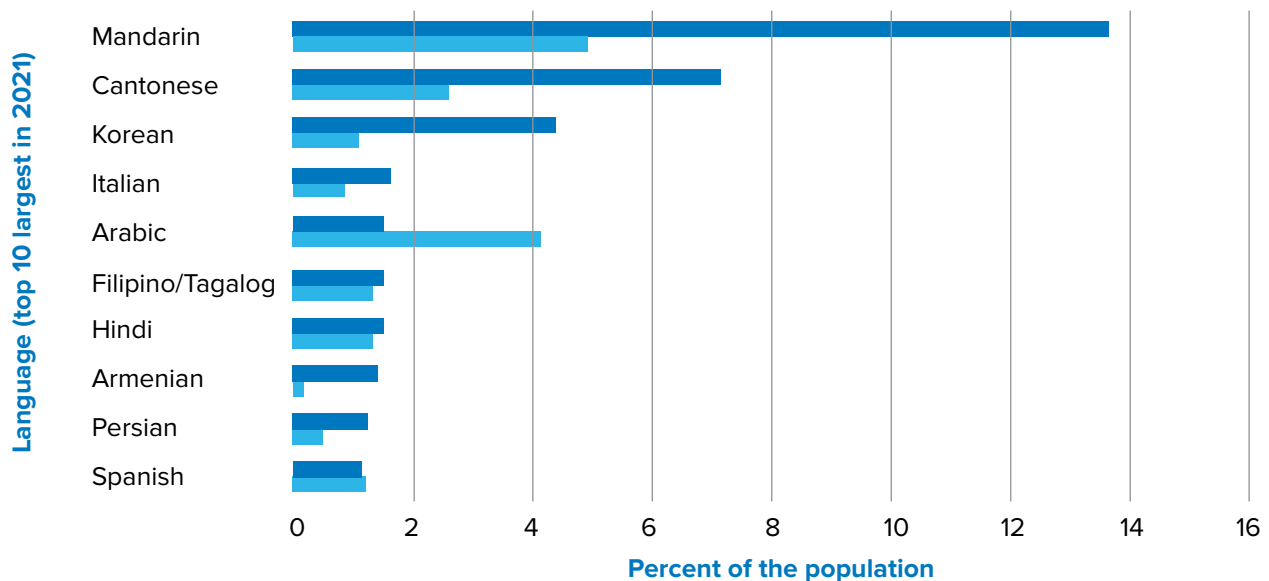
We are well educated and diverse. There are over 275 languages spoken in NSW, with 78 different languages spoken in the City of Ryde. Nearly 50 percent of the population of the City of Ryde speak a language other than English at home.

According to the 2021 Census:

- Over 433,000 (15.4 percent) of people working in Greater Sydney were employed in the professional, scientific, and technical services and information media and telecommunications industries.
- Over 27,000 (25.4 percent) of people working in the City of Ryde were employed in the professional, scientific, and technical services and information media and telecommunications industries.

Language spoken at home, 2021

City of Ryde Greater Sydney



Source: Australian Bureau of Statistics, Census of Population and Housing, 2021 (Usual residence data).
Compiled and presented in profile .id by .id (informed decisions)

We are educating for the future

Education institutions across NSW are delivering an ongoing pipeline of skilled technology workers. NSW is home to six of the world's top 200 universities, with Macquarie University in Macquarie Park ranked 10th in Australia and 175th in the world (Times Higher Education World University Rankings, 2023), offering over 700 different undergraduate and postgraduate qualifications across a variety of disciplines.

Australia's leading vocational education and training provider, TAFE NSW, has industry-qualified and experienced teachers bringing up-to-date, real-world skills directly to the classroom.

TAFE NSW offers flexible learning options, including part-time and full-time education, online and face-to-face learning. The City of Ryde supports two TAFE NSW campuses:

- TAFE NSW Ryde – an internationally renowned specialist training centre for hospitality, tourism, horticulture and environmental management.
- TAFE NSW Meadowbank, which has recently been transformed into a technology-focused campus and sits alongside a new high school to form the *Meadowbank Education and Employment Precinct*.

The transformed TAFE NSW Meadowbank features:

- A new Multi-Trades and Digital Technology Hub, to provide a unique industry innovation and collaboration space, transforming training delivery to be more digitally interactive and industry-focussed
- Improved campus access to the Meadowbank Railway Station
- An Institute of Applied Technology-Digital – a new tertiary education offering from the NSW Government where the Institute partners with universities and industry to provide a revolutionary new way to learn, bringing the latest thinking and trends to life. Foundation partners include Microsoft, University of Technology Sydney, TAFE NSW, and Macquarie University.

Investing in world-class research

NSW's highly reputable universities are home to world-renowned research in an array of fields. Macquarie University is globally recognised for its research, with 100 percent of its research rated at world standard or above. Additionally, five of Macquarie University's researchers are in the top one percent of the world's scientific authors.

Australia's national science agency, the Commonwealth Scientific and Industrial Research Organisation (CSIRO), also has a strong presence across NSW, including existing relationships with Macquarie University and other businesses operating in Macquarie Park.

**Australia's first-of-its-kind
\$96 million RNA research and pilot
manufacturing facility will be built
at Macquarie University and
operated by Myeloid Therapeutics.**



**Macquarie University is
globally recognised for its
research, with 100 percent
of its research rated at
world standard or above.**

Existing and diverse infrastructure

The NSW Government is actively investing in the intellectual and physical infrastructure that will strengthen NSW's position as a technology hub in the Asia Pacific.

Macquarie Park, which has an extensive public transport network (including metro rail) connecting workers, businesses, and residents across Greater Sydney and regional NSW, is home to over 1 million m² of commercial space and capacity to grow to nearly 3.6 million m² of commercial space by 2065.

An analysis by the Property Council of Australia of Central Business District (CBD) and Non-CBD vacancy rates across Australia in July 2022 identified Macquarie Park as having the fifth-lowest vacancy rate of 10.42 percent, outperforming the CBDs of every other State in Australia.

Macquarie Park's performance can be linked to a combination of factors including access to Macquarie University and high-volume rapid transit through the Northwest Metro rail line. Additionally, Macquarie Park's A-Grade and B-Grade buildings continue to offer more affordable rents than other CBD and non-CBD markets in Greater Sydney as demonstrated in the table below.

Net rental price per square metre per annum

Suburb	Premium Grade	A-Grade	B-Grade
Sydney CBD [^]	\$1,005 - \$1,525	\$870 - \$1,325	\$675 - \$1,035
North Sydney	\$950 - \$1,200	\$750 - \$850	\$675 - \$775
Parramatta	\$620 - \$650	\$500 - \$600	\$425 - \$500
St Leonards	N/A*	\$660 - \$750	\$500 - \$600
Chatswood	N/A*	\$625 - \$725	\$500 - \$550
Macquarie Park	N/A*	\$450 - \$480	\$360 - \$400
North Ryde	N/A*	\$360 - \$420	\$300 - \$360
Lane Cove West	N/A*	N/A**	\$290 - \$320

Table 3 - Net rents m²/pa (July 2022)

* No Premium stock in this market

** No A-Grade stock in this market

[^] As of September 2022



Macquarie Park is home to over 1 million m² of commercial space and capacity to grow to nearly 3.6 million m² of commercial space by 2065.

Fintech

Sydney is Australia's financial capital, home to its financial services industry and the first major financial market to open each day.

Sydney's financial capabilities have been built around the nation's \$2.3 trillion superannuation (pension) fund savings pool. It is home to 80 percent of foreign banks operating in Australia, eight of the nation's largest fund managers and most of its financial services regulators.

Financial technology (FinTech) firms which began and grew in Sydney, such as Afterpay, ZipCo, and Brighte, benefit from a dynamic fintech ecosystem. Australia's supportive environment for fintech includes the Australian Securities & Investments Commission's Enhanced Regulatory Sandbox, making it easier for businesses to test the market, and opportunities to participate in Asia-Pacific market expansion programs.

Macquarie Park has a growing presence of fintechs, some of which have come through Macquarie University's incubator programs.

Australia



5th
largest pension
savings pool in
the world



\$10
trillion-dollar*
financial services industry



14%
of our fintechs
have raised over
\$100 million



24%
of Australian
fintechs have
female founders

New South Wales



60%
of Australian
fintech startups
based here



#11
Sydney's ranking
as a global fintech
hub



Cyber Security

About 40 percent of the cyber security businesses based in NSW are foreign providers seeking to harness the State's 10,000-strong cyber security workforce.

NSW is building its talent base by encouraging school students to enter the sector, building the skills of higher education students, and subsidising cyber businesses hiring students.

With annual revenue in the cyber security sector forecast to hit \$6 billion by 2026, the NSW Government has created a cyber hub to accelerate the sector's growth. Its programs include an accelerator in residence initiative, open to international applicants and designed to attract new participants to NSW.

Seven of NSW's 11 public universities have dedicated cyber research capabilities, including Macquarie University. They are nurturing talent and building the knowledge needed to ensure NSW stays at the forefront of the ever-evolving cyber threat.

Macquarie Park has a growing presence of businesses involved in cyber security, including Meridian Group International, which operates across 50 global offices in nine different countries, and growing local businesses such as Hubify Limited.

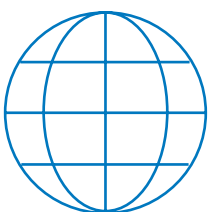
Australia



8th
on Global
Cyber Safety
Index, ranking
lowest risk from
cybercrime



\$7.6bn
forecast cyber
security spending
in 2024

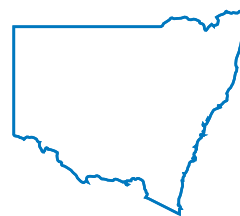


43%
of cyber security
businesses export
globally

New South Wales



40%
of Australia's
cyber workforce
live in NSW



200+
cyber security
businesses are
based here



\$240m
to boost NSW
Government's
cyber security
resilience

Film and television production

NSW is Australia's leading screen production state for feature films and TV dramas.

Competitive financial incentives include lucrative rebates for post-production, digital and visual effects production (PDV). NSW's diverse locations, experienced crews, world-class facilities and enviable lifestyle are also major attractions for Australian and international producers and directors.

NSW's long and continued investment in the film industry has enabled strong digital capability in PDV and computer-generated imaging (CGI). Sydney is home to world leading digital creative studios such as Animal Logic and Industrial Light and Magic, opened with support from the NSW Government.

Sydney is also home to the southern hemisphere's largest end-to-end production facility. This will be complemented by Pacific Bay Resort Studios & Village, on the Mid-North Coast of NSW, Australia's first fully integrated feature-film production and post-production complex. Merging advanced virtual studios and sound stages with accommodation and lifestyle facilities, the complex is strategically positioned between Sydney and Byron Bay.

In addition to educational opportunities at Macquarie University, Macquarie Park has many connections to the film industry, ranging from small local film makers through to companies with a global presence. Creatives are welcome at Macquarie Park, with companies such as Foxtel and the Australian Radio Network headquartered in the area.

Other companies operating in Macquarie Park include Fujifilm, whose FUJINON Cine Lenses have been used in movie and television production sites around the world for their advanced scene depicting capability.

Australia



\$226m
game development studios' annual revenue



\$30bn
creative industries' annual economic contribution



82%
of game development income generated from offshore markets and investment

New South Wales



70%
of Australia's total creative industry exports



42%
of creative industry jobs based here

Home to almost half of Australia's post-production industry



Quantum computing and artificial intelligence

NSW's quantum ecosystem is globally significant, with capabilities across the quantum stack.

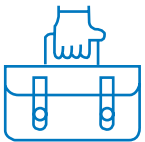
Among the local start-ups attracting significant interest and venture capital investment into NSW are firmware producer Q-CTRL; Silicon Quantum Computing, which is developing a 10-qubit prototype quantum integrated processor; nanomaterials producer LuciGem; and high-resolution spectrograph producer Redback Systems.

These firms are a result of the innovation from Sydney's universities, where quantum research and development are a key strength. Four NSW universities with leading quantum technology expertise have formed the Sydney Quantum Academy: University of Sydney, University of NSW, University of Technology Sydney, and Macquarie University, with Macquarie University being home to the Data Science Lab and the Centre for Applied Artificial Intelligence – a world-leading research centre in artificial intelligence (AI) and process automation.

Australian businesses are big consumers of AI, with 89 percent of large businesses using this technology. The workforce is strong, with 470,000 people working in the top-10 AI relevant occupations, including software programming and development. NSW employs more than two-fifths of Australia's software and application programmers. The State has a strong local cluster of AI businesses, similar in scale to Berlin and close to those of Singapore and Toronto.

The data and digital specialist arm of Australia's national science agency, CSIRO's Data61, holds one of the world's largest collections of research and development expertise in AI and data science. It also hosts the new National AI Centre, part of Australia's Artificial Intelligence Action Plan. Data61 has 14 sites in NSW, including in Macquarie Park.

Australia's 2040 quantum potential



16,000
jobs



\$4bn
annual revenue

New South Wales



50%
of Australian Universities
with world-leading
quantum science
capabilities based here



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More information



www.ryde.nsw.gov.au/invest



Or contact the City of Ryde Economic Development Concierge:



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 **City of Ryde**



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at your doorstep