



**Icon Co PTY (NZ) Limited**

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27 September 2021

To Whom it May Concern,

## **RE: ŌMĀHU – PARTNERING & BROADER OUTCOMES STRATEGY**

We write to confirm Icon's strong support for Centauri Management Limited's (**Centauri**) Ōmāhu development in Auckland.

Our involvement in the project began in early 2020. We have since worked in close collaboration with Centauri and the wider project team, providing design, buildability and cost advice throughout the project's evolution. Our early work together is comparatively unique in the New Zealand development and construction industry. This was purposeful in order to risk manage as far as possible the extraordinary circumstances presented by Covid-19 to identify and address development, commercial, programme and buildability matters so that Ōmāhu could be designed and delivered to the high quality standard originally conceptualised.

The Ōmāhu team (developer, designers, advisors and Icon) have a strong combined track record of delivering market leading residential developments in New Zealand and further afield; with strong established working relationships between team members. The project will be transformational for Great South Road and the surrounding area; injecting life and vibrancy.

### **1. About Icon**

Icon is a specialist 'design and construct' (**D&C**) builder with extensive multi-sector experience throughout Australasia. We are wholly owned by the Kajima Corporation of Japan who are one of the world's largest construction providers with 2020 revenues in excess of \$30B.

Icon commenced operations in New Zealand in 2017 off the back of our flagship project, The Pacifica; a 57 storey luxury apartment development in Auckland's CBD. Icon and Kajima only enter new markets where we can provide a clear point of difference and establish a long-term presence. Our NZ market strategy is to focus on exceptional delivery of a small number of large and complex D&C projects.

Though Icon maintains a diverse workbook we have a particular expertise in large scale residential construction. In Q1 2021 we successfully completed our first two residential projects in Auckland, and we are on track to complete our third project in December.

### **2. Partnership Approach**

A partnership approach through structured Early Contractor Involvement (**ECI**) and 'pre-construction' processes has been fundamental to the delivery success of all our NZ projects. Under such early engagement models we work closely with clients and design teams to collaboratively interrogate design, improve buildability, de-risk construction and develop value enhancing solutions.

Similarly, Centauri recognised that this kind of collaborative working approach was critical to the success of Ōmāhu, and sought Icon's input from design inception.

Centauri and Icon have a strong working relationship founded on compatible cultures and a shared entrepreneurial spirit. The powerful combination of shared values, complementary technical expertise, and the partnership approach will ensure a procurement strategy that will set Ōmāhu up for successful delivery, and builds on the structures and systems of our highly successful Pacifica project.

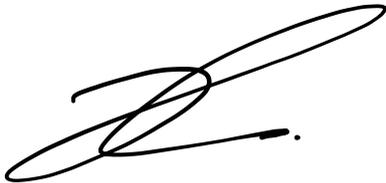
### 3. Broader Outcomes

Icon is committed to integrating ‘broader outcomes’ into our construction deliveries to provide tangible benefits for the communities we operate within. Set out below is an outline of initiatives that are readily achievable for Ōmāhu. This list is not exhaustive, but rather a starting point for discussion and collaboration with the project team and stakeholders to crystallise project goals and aspirations.

Outcome	Proposed Initiatives
<b>Supplier Diversity</b>	<ul style="list-style-type: none"> <li>– Icon has an established partnership with Amotai – a supplier diversity organisation that specialise in connecting Icon to Māori and Pacifica businesses.</li> <li>– Develop a project specific supplier diversity plan and list of pre-qualified subcontractors and suppliers.</li> <li>– Provide the identified subcontractors and suppliers opportunities to tender the project and proactively work with them to reduce barriers to participation.</li> <li>– Commitment to subcontract 4-7.5% of the net trade cost of the Contract Price to Māori, Pasifika and/or Social Enterprise businesses</li> </ul>
<b>Employment Opportunities</b>	<p><b>Employment:</b></p> <ul style="list-style-type: none"> <li>– Ōmāhu is a large project and will generate employment of approximately 250 – 280 FTE people onsite annually.</li> <li>– In addition, similar numbers of personnel from the project’s supply chain (eg 200 FTE people per year) located off-site but nonetheless critical to Ōmāhu’s construction will be employed in disciplines relating to materials manufacturing and supply, design, planning, environmental, ecological, and geotechnical assessment, monitoring and reporting</li> </ul> <p><b>Apprentices:</b></p> <ul style="list-style-type: none"> <li>– Commitment of 24 apprentices, cadets and/or trainees engaged on the Project via the subcontractor supply chain.</li> <li>– Target 50% being engaged from ‘priority groups’ including but not limited to Māori, Pasifika, women and the long term unemployed.</li> <li>– Engage specialist support via Icon’s established relationship with CBD Jobs &amp; Skills Hub.</li> <li>– Implement a project specific Apprenticeship Plan.</li> </ul> <p><b>Graduates:</b></p> <ul style="list-style-type: none"> <li>– 4 graduates committed to the project via Icon’s established graduate programme including for example:                             <ul style="list-style-type: none"> <li>○ Structure Graduate</li> <li>○ Façade Graduate</li> <li>○ Fit out Graduate</li> <li>○ Quantity Surveying Graduate</li> </ul> </li> </ul>
<b>Mental Health &amp; Wellness Strategy</b>	<ul style="list-style-type: none"> <li>– Site Accreditation with Mates in Construction</li> <li>– Participate in annual R U OK day (Australian initiative)</li> </ul>

	<ul style="list-style-type: none"><li>– Nutrition education and support including:<ul style="list-style-type: none"><li>○ Establishing a site canteen with good quality, healthy food</li><li>○ No vending machines on site</li><li>○ Healthier food options for site BBQs</li><li>○ Food vouchers and YMCA memberships as rewards to Health and Safety excellence</li></ul></li></ul>
<b>Community Outcomes</b>	<ul style="list-style-type: none"><li>– Icon has an established ‘Community 2 Day’ programme whereby staff are given 2 days each year to volunteer in the community.</li><li>– Site Walks for relevant architecture and engineering tertiary education classes.</li><li>– Development of initiatives for community engagement in the project (ie “name the cranes” competition, local artist design for site hoardings and fences, promotion of local businesses etc)</li></ul>
<b>Sustainability Management</b>	<ul style="list-style-type: none"><li>– Target 80% diversion of waste to landfill.</li><li>– Prioritise use of electrically powered plant and equipment from temporary transformers in lieu of diesel generators.</li></ul>

Yours sincerely,



**Dan Boshier**

New Business Manager

**Icon Co PTY (NZ) Limited**

Cc – Jim Castiglioni, Centauri Management Limited