



9 December 2022

Hemi Toia

Chief Executive

Koata Limited

137 Vickerman Street, Port Nelson

Nelson 7010

**Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -
Assignment to Hāpai Development LP**

Tēnā koe Hemi,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Ngāti Koata and Te Tauihu iwi more broadly. As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we need to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Tauihu iwi and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Te Tauihu iwi and the Crown, so mana-to-mana principles remain paramount.



But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Ngāti Koata and Hāpai, as follows:

- The mana-to-mana relationship rests with Te Taihū iwi;
- All project branding and cultural expression will be directed by Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with Ngāti Koata expectations / aspirations;
- Ngāti Koata will invest via Hāpai into the project – and will also generate a free carry for the unique value created;
- Te Taihū iwi will be afforded the same opportunity to invest, or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Ngāti Koata for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Te Taihū iwi, led project. A cultural advisory panel will be established to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

Letters of support will be secured from other Te Taihū iwi on the same terms as above.

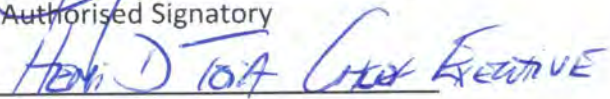


Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Koata Limited to partner with Hāpai as per the Partnership Structure presented above.

Koata Limited



Authorised Signatory


Print Name

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

Ngā mihi, nā



Brett Ellison

Investment Manager

Hāpai Development Property LP



9 December 2022

Tony Healey

Chair, Te Hoiere Asset Holding Company

192 Rutherford Street,

Nelson, 7010

Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -

Assignment to Hāpai Development LP

Tēnā koe Tony,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Te Ātiawa o Te Waka-a-Māui (Te Ātiawa) and Te Tauihu iwi more broadly. As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we are seeking to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Tauihu iwi (via Rangitāne Investments Ltd.) and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Te Tauihu iwi and the Crown, so mana-to-mana principles remain paramount.



But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Ngāti Kuia and Hāpai, as follows:

- The mana-to-mana relationship rests with Te Taihū iwi;
- All project branding and cultural expression will be directed by Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with iwi expectations / aspirations;
- Ngāti Kuia can invest via Hāpai into the project and will also generate a free carry for the unique value created; and
- All Te Taihū iwi will be afforded the same opportunity to invest, or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Ngāti Kuia for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Te Taihū iwi, led project. A cultural advisory panel will be established to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

Letters of support will be secured from other Te Taihū iwi in the coming weeks on the same terms as above.

Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Ngāti Kuia and Te Hoiere Asset Holding Company to partner with Hāpai as per the Partnership Structure presented above.



Ngāti Kuia / Te Hoiere Asset
Holding Company

Anthony Healey
Authorised Signatory

Anthony Healey
Print Name

Chairman

THAHC.

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

10/1/22

Ngā mihi, nā

Brett Ellison

Investment Manager

Hāpai Development Property LP



18 August 2022

John Charleton

Chief Investment Officer

Te Rūnanga o Ngāti Rārua

56 Vickerman Street,

Whakatū

Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -

Assignment to Hāpai Development LP

Tēnā koe John,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Te Rūnanga o Ngāti Rārua (Ngāti Rārua) and Te Taihū iwi more broadly. As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we need to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Taihū iwi and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Te Taihū iwi and the Crown, so mana-to-mana principles remain paramount.



But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Ngāti Rārua and Hāpai, as follows:

- The mana-to-mana relationship rests with Te Taihū iwi;
- All project branding and cultural expression will be directed by Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with Te Rūnanga o Ngāti Rārua expectations / aspirations;
- Ngāti Rārua will invest via Hāpai into the project – and will also generate a free carry for the unique value created;
- Te Taihū iwi will be afforded the same opportunity to invest, or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Ngāti Rārua for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Te Taihū iwi, led project. A cultural advisory panel will be established to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

Letters of support will be secured from other Te Taihū iwi in the coming weeks on the same terms as above.



Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Te Rūnanga o Ngāti Rārua to partner with Hāpai as per the Partnership Structure presented above.

Te Rūnanga o Ngāti Rārua

Authorised Signatory

John Charleton - under delegated authority provided 19/08/2022

Print Name

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

Ngā mihi, nā

Brett Ellison

Investment Manager

Hāpai Development Property LP



28 July 2022

Hemi Sundgren

Te Pouwhakahaere, General Manager

Ngāti Tama Ki Te Waipounamu Trust

PO Box 914

Nelson 7040

Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -

Assignment to Hāpai Development LP

Tēnā koe Hemi,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Ngāti Tama Ki Te Waipounamu (Ngāti Tama). As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), we need to document our agreement to a partnership approach to the Wairau Housing Project to continue to advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Rūnanga a Rangitāne o Wairau (Rangitāne) and Hāpai Property Development LP (Hāpai) are in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Te Tauhiu iwi and the Crown, so mana-to-mana principles remain paramount.

But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Ngāti Tama and Hāpai, as follows:

- The mana-to-mana relationship rests with Rangitāne, and Te Tauhiu iwi;
- All project branding and cultural expression will be directed by Rangitāne and Te Tauhiu iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;



- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with iwi expectations / aspirations;
- Ngāti Tama will invest via Hāpai into the project – and will also generate a free carry for the unique value created;
- All Te Taihū iwi will be afforded the same opportunity to invest (via Hāpai), or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Ngāti Tama for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

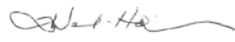
The project will continue to be presented clearly as a Rangitāne, and Te Taihū iwi, led project. A cultural advisory panel will be established, and chaired by Rangitāne, to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

Letters of support will be secured from other Te Taihū iwi in the coming weeks on the same terms as above.

Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Ngāti Tama to partner with Hāpai as per the Partnership Structure presented above.

Tama Asset Holding Company Ltd.


WAARI, GEOFFREY
WARD-HOLMES

Authorised Signatory

Waari Ward Holmes

Print Name

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.



Ngā mihi, nā

A handwritten signature in black ink, consisting of a series of loops and a long horizontal stroke extending to the right.

Brett Ellison

Investment Manager

Hāpai Development Property LP



21 July 2022

Leigh MacDonald

Board Chairperson (Kaiwhakahaere)

Rangitāne Investments Limited

2 Main Street, Blenheim

**Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -
Assignment to Hāpai Development LP**

Tēnā koe Leigh,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Rangitāne Investments Limited (Rangitāne). As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we need to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Rangitāne and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on the Treaty partnership between Rangitāne, and Te Tauhiu iwi, and the Crown, so mana-to-mana principles remain paramount.



But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Rangitāne and Hāpai, as follows:

- The mana-to-mana relationship rests with Rangitāne, and Te Taihū iwi;
- All project branding and cultural expression will be directed by Rangitāne and Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established between Rangitāne and Hāpai to ensure alignment in values and the project is advanced in line with Rangitāne expectations / aspirations;
- Rangitāne will invest via Hāpai into the project – and will also generate a free carry for the unique value created;
- Te Taihū iwi will be afforded the same opportunity to invest (via Hāpai), or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Rangitāne for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Rangitāne, and Te Taihū iwi, led project. A cultural advisory panel will be established, and chaired by Rangitāne, to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

The General Manager for Rangitāne will also sit on the Project Control Group with Hāpai, and support project specific discussions with the Crown.

Letters of support will be secured from other Te Taihū iwi in the coming weeks on the same terms as above but reiterating the leadership role of Rangitāne.



Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Rangitāne to partner with Hāpai as per the Partnership Structure presented above.

Rangitāne Investments Limited

A handwritten signature in blue ink, reading "Leigh MacDonald".

Authorised Signatory

Leigh MacDonald, Chairperson

Print Name

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

Ngā mihi, nā

A handwritten signature in black ink, appearing to be "Brett Ellison".

Brett Ellison

Investment Manager

Hāpai Development Property LP

Cc: Corey Hebberd, Kaiwhakahaere Matua, Rangitāne o Wairau Group



12 December 2022

Justin Carter

Te Ātiawa o Te Waka-a-Māui

Chief Executive / Pouwhakahaere

PO Box 340

Picton, 7250

**Development Opportunity: 46 and 48 Hospital Road, Witherlea, Blenheim -
Assignment to Hāpai Development LP**

Tēnā koe Justin,

Introduction

The proposed housing development at 46 and 48 Hospital Road, Witherlea, Blenheim (Wairau Housing Project) is an excellent opportunity to deliver meaningful commercial and cultural outcomes for Te Ātiawa o Te Waka-a-Māui (Te Ātiawa) and Te Tauihu iwi more broadly. As the project is now at an advanced stage and the formal tender process has commenced with the Ministry of Housing and Urban Development (HUD), then we are seeking to document our agreement to a partnership approach to the Wairau Housing Project to continue advance with confidence, and to deliver on the expectations of both the Crown and iwi members. This letter sets out our discussions and agreed commitments to date.

As a collective, Te Tauihu iwi (via Rangitāne Investments Ltd.) and Hāpai Property Development LP (Hāpai) is in advanced discussions with HUD for the Wairau Housing Project. These discussions have now reached a stage requesting a formal tender response, which requires a response from a developer entity with a track record of experience and capability across similar housing projects. Notwithstanding, the exclusivity in our position is based on



the Treaty partnership between Te Taihū iwi and the Crown, so mana-to-mana principles remain paramount.

But in recognition of the need to present the developer entity for the Crown it is opportune to confirm the agreement between Te Ātiawa and Hāpai, as follows:

- The mana-to-mana relationship rests with Te Taihū iwi;
- All project branding and cultural expression will be directed by Te Taihū iwi;
- Hāpai are mandated as the developer entity – providing capital, development management expertise, and wider partnerships across the construction sector as appropriate;
- Key Performance Indicators (KPIs) will be established with Hāpai to ensure alignment in values and the project is advanced in line with iwi expectations / aspirations;
- Te Ātiawa can invest via Hāpai into the project and will also generate a free carry for the unique value created; and
- All Te Taihū iwi will be afforded the same opportunity to invest, or they may choose to just participate via Ka Uruora to support whānau housing outcomes. Alternately, some Te Taihū iwi may choose not to participate.

Assignment to Developer Entity

This letter is intended to confirm the approval of Te Ātiawa for Hāpai to act as the Developer Entity. This mandate only applies to the Wairau Housing Project, enabling Hāpai to engage directly with the Crown with respect to the procurement, negotiations of the development agreement, and the future development of the Wairau Housing Project.

The project will continue to be presented clearly as a Te Taihū iwi, led project. A cultural advisory panel will be established to lead cultural interpretation and expression into design, naming, and branding. Hāpai will project manage this group and ensure processes and key personnel are resourced effectively to undertake this work.

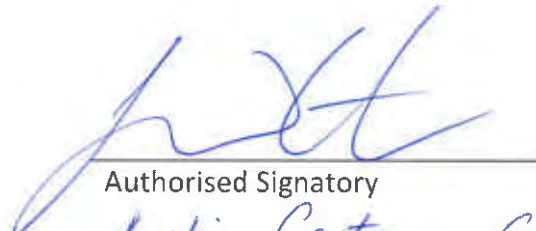
Letters of support will be secured from other Te Taihū iwi in the coming weeks on the same terms as above.



Confirmation

We need to formalise this approach to advance the tender process with the Crown. I request that a mandated representative sign this letter to confirm the intention of Te Ātiawa o Te Waka-a-Māui to partner with Hāpai as per the Partnership Structure presented above.

Te Ātiawa o Te Waka-a-Māui



Authorised Signatory
Justin Carter - Chief Executive

Print Name
10 Jan 2023

As noted, there is some urgency to formalise our agreement to advance the tender process with the Crown, and to advance a housing project of this scale in the current market.

Ngā mihi, nā



Brett Ellison

Investment Manager

Hāpai Development Property LP