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**Contact** Fiona Towers

T [REDACTED]  
[REDACTED]

25 November 2024

Ms Kiersten Fishburn  
Secretary  
Department of Planning, Housing and Infrastructure  
Locked Bag 5022  
Parramatta NSW 2124

via email

Dear Kiersten

### **IPART's review of rents for telecommunication towers on Crown land**

Thank you for organising an extension for the time for our current review of rents for telecommunication towers on Crown land. The Tribunal has decided to release a revised draft report for consultation.

On 16 October 2024 Ms Melanie Hawyes wrote to IPART providing a market intelligence report by siteXcell commissioned by Crown Lands, Department of Planning Housing and Infrastructure reviewing co-user agreements in the private communications market. We published this report and Ms Hawyes' accompanying letter on our website on 23 October 2024.

It has been brought to our attention that Total Site Solutions Pty Ltd, trading as siteXcell, has an interest in the review of rents for communications sites on Crown land. We understand that siteXcell is fully owned by Everest Infrastructure ANZ Pty Ltd, a lease aggregator that is active in the rental market for communication sites. We further understand that siteXcell shares 4 company directors with Everest Infrastructure.

Several industry members have raised concerns that siteXcell's report has been presented as a market intelligence report without disclosing siteXcell's connection to Everest Infrastructure. One industry member, Indara, has also raised a number of specific questions about siteXcell's engagement. We have indicated to Indara that we do not know the answer to their questions, and that we would bring Indara's concerns to your attention for consideration. We intend to publish Indara's attached email on our website.

My office is working to arrange a short meeting with you (via teams) later this week, to discuss this matter.

Yours sincerely,

[REDACTED] 25/11/2024  
X [REDACTED]  
Signed by [REDACTED]

Carmel Donnelly PSM  
Chair