



# Expression of Interest

**Bulk Storage Facility  
Portland, Victoria**

**June 2026**

# NATRIO

Responses due: **Wednesday 10th June 2026, 4pm AEST**

## NATRIO

### Occupier overview

[Natrio](#) is a global leader in the sourcing, distribution and logistics of high-volume dry chemicals, delivering fully integrated supply chain solutions to major industrial, manufacturing, agriculture, and mining sectors.

Headquartered in Melbourne, Australia, the company has established a reputation for reliability, scale, and end-to-end capability, supporting customers in complex and mission-critical supply chains worldwide.

Natrio's origins date back over four decades, with early operations commencing in Brazil before expanding internationally. Today, Natrio has evolved from a specialist commodity trader into a diversified global logistics and supply chain provider, with a growing footprint across multiple continents. APAC is a core growth region for Natrio and represents one of its most strategic divisions.

A defining strength of the business is its position as the world's largest distributor of natural soda ash, in partnership with major global producer ANSAC (now WE Soda), underpinning its leadership in a critical industrial input sector.

Natrio is a privately held company, founded and led by a group of co-founders and senior executives with deep industry experience.

Natrio delivers end-to-end supply chain solutions, structured around three core pillars:

- Sourcing – Global procurement of essential chemical inputs through an established supplier network
- Storage & Handling – Warehousing, bulk handling infrastructure, and packaging solutions
- Transport & Logistics – Integrated freight forwarding (sea, air, road), intermodal transport and distribution

Operationally, Natrio manages large-scale logistics activity, including thousands of container movements annually and high-frequency daily deliveries, demonstrating both scale and operational intensity.



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ACN: 638 506 340 TM Insight Operations Pty Limited Trading as TMX Transform

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## Requirement overview

### The Facility:

The proposed facility is required to accommodate the growing demands of Natrio's existing customer base and new customer acquisitions.

Natrio have a mandate to transition operations into a purpose-built facility to optimise their bulk handling operations, improve customer experience and team satisfaction including enhanced OH&S requirements.

Facility Description	
<b>General</b>	<ul style="list-style-type: none"><li>• A-Grade bulk handling warehouse facility</li><li>• General internal clearances of 12m</li><li>• Multi chamber areas</li><li>• On-site weighbridge</li><li>• Associated hardstand to accommodate required vehicle movements (including B-doubles)</li><li>• Operations office and team member amenities</li></ul>
Key Areas	
<b>Land area</b>	~25,000 – 30,000 sqm
<b>Warehouse</b>	~13,000 – 15,000 sqm
<b>Office</b>	~400 – 600 sqm
Building Specifications & Concept Plans	
<b>Design Brief</b>	Design brief and final concept development plans will be provided to shortlisted developers in Phase 2 of the process
Broad facility requirements	
<b>Vehicle access</b>	A-Double, Super B-Double, B-Double, Semi, Heavy Rigid Trucks & Vans
<b>Car parking</b>	For ~50 vehicles
<b>Lease Commencement</b>	No later than Q1 2028

## The Investment

### Land:

Natrio own the subject site and will provide this to the shortlisted developers. Additional sites will not be considered.

### Leaseback Terms:

Natrio will offer the following key lease back terms:

<b>Initial Lease Term</b>	10 years
<b>Option Terms</b>	3 x 5 years
<b>Rent Reviews</b>	3.0%
<b>Bank Guarantee</b>	9 months gross rent
<b>Other</b>	All other final lease terms are subject to negotiation

## The Process

### Phase 1 – Expressions of Interest (EOI)

Interested developers, investors, landlords are invited to submit their indication of interest to participate in the Tender for the requirement.

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EOI responses should include:

1. Developer company overview
2. Track record of industrial projects (including experience in regional locations)
3. Builder model (internal, tender, preferred partner, etc)
4. Project financing overview (high level funding source)
5. Indication of market yield range required to execute the requirement

### Phase 2 – Tender

Shortlisted parties from the Phase 1 EOI will then be provided:

- Specific site (Natrio owned)
- Land rate
- Final concept plans
- Design Brief
- Conditions of Tender

Tender responses are to include:

- Leasing proposal
- Technical responses to Design Brief
- Opportunities for value management

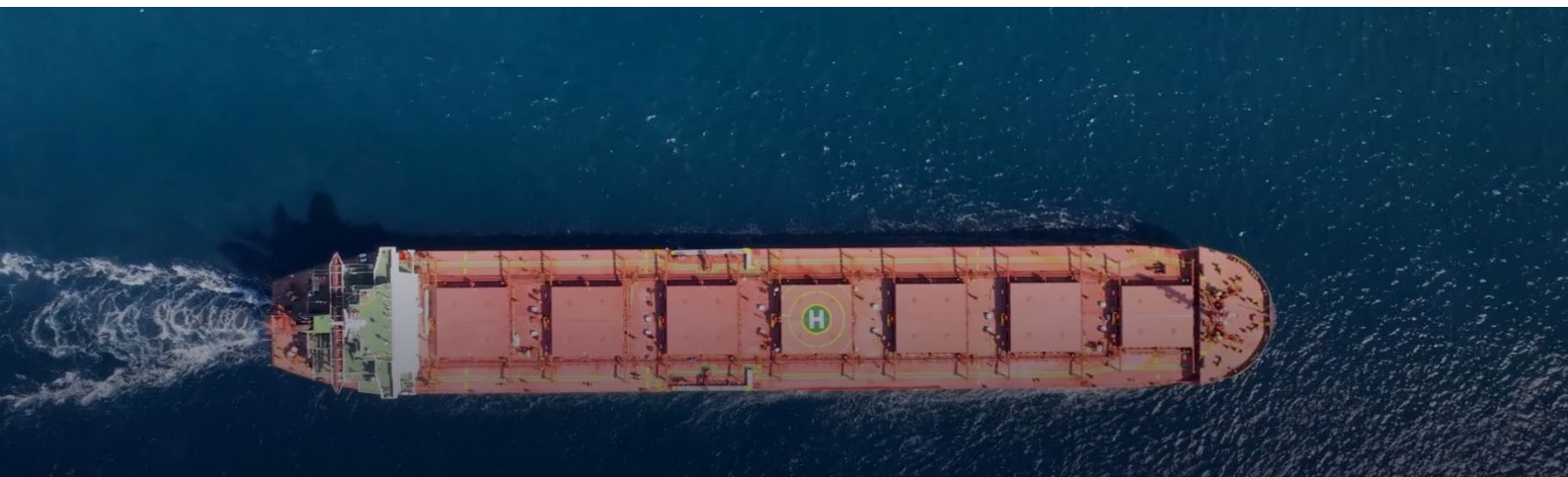
**Response time will be 5 weeks from issue of tender**

## Contact Details

Submissions, together with any queries during the EOI Phase, are to be addressed to:

Daniel Kelly                                      daniel.kelly@tmxtransform.com                                      0477 888 081

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# TMX

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