

OUR CAPABILITIES

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WHO WE ARE

Since inception in 2003, Urbex has been creating innovative living environments that set new benchmarks in urban design and community creation.

Urbex is an innovator in residential and commercial development, undertaking wholly owned projects and joint ventures in developments of varying scale and size.

Harnessing leading talent in project structuring, planning, management, delivery and marketing, Urbex delivers excellence in the creation of new communities to meet the lifestyle needs of Australians today and into the future.

With projects under development throughout Australia, and a strong track record in property development in Brisbane, Townsville, Cairns, Darwin, Sydney and Melbourne, Urbex aspires to spread our development portfolio by creating new communities across the country.

Our focus is on achieving best practice in project development, environmentally sensitive design, community integration and development management.





BMD GROUP

Urbex is a BMD Group company. BMD consists of five 100% owned businesses, engaged in engineering design, construction, land development and landscaping for clients and partners in the urban development, transport infrastructure and resources and energy sectors.

The BMD Group ensures Urbex is provided with the necessary finance and human resources to pursue developments across Australia.

Other businesses within the BMD Group including, BMD Urban, JMac Constructions and Empower Engineers and Project Managers add substantial and diverse expertise in the civil design and construction of residential developments. Urbex draws on the skills and capability from across all business units, and introduces these into our development solutions.

OUR PROJECTS AND JOINT VENTURES



LEGEND

- Current/proposed
- Completed

OUR PROJECTS AND JOINT VENTURES *(continued)*

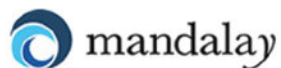


Capestone

Mango Hill, Queensland

Capestone is a benchmark for stylish, spacious and tranquil lakeside living in Brisbane's north, just 40 minutes from the CBD. Developed over 21 stages, the vision for the 230 hectare site has been to create a premium master planned community that will provide homes for more than 1,500 households in the thriving growth corridor.

-  **APPROX. LOTS:** 1,500
-  **END VALUE:** \$230 MILLION
-  **LAND AREA:** 230 HECTARES
-  **UNDERTAKING:** URBEX



Mandalay

Beveridge, Victoria

Mandalay is an idyllic urban getaway with an ideal blend of metropolitan sophistication and sweeping landscapes, located 40 minutes from Melbourne's CBD. 40% of the development is dedicated to an expansive network of open spaces, including an 18 hole golf course.

-  **APPROX. LOTS:** 2000+
-  **END VALUE:** \$500 MILLION
-  **LAND AREA:** 150 HECTARES
-  **UNDERTAKING:** URBEX AND NEWLAND



MINNIPPI

Minnippi

Cannon Hill, Queensland

Located only 11 kilometres from the Brisbane CBD, Minnippi at Cannon Hill offers a flawless blend of residential homesites nestled amongst over 90 hectares of open space, environmental habitat, parkland and a future 18 hole public golf course.

-  **APPROX. LOTS:** 123
-  **END VALUE:** \$80 MILLION
-  **LAND AREA:** 90 HECTARES
-  **UNDERTAKING:** URBEX AND BRISBANE CITY COUNCIL



Kalynda Chase

Townsville, Queensland

Kalynda Chase has become one of Townsville's most sought-after communities. The project has been designed so that every street in the neighbourhood has access to open space and parkland, with 20% of the development allocated to open space. With the integration of the Townsville Regional Tennis Centre and Bounce by Pat Rafter, Kalynda Chase promotes a fun, healthy and more balanced lifestyle.

🏠 **APPROX. LOTS:** 1,700

💰 **END VALUE:** \$250 MILLION

📏 **LAND AREA:** 161.3 HECTARES

🔍 **UNDERTAKING:** URBEX AND THE LANCINI GROUP



Zuccoli

Palmerston, Northern Territory

Zuccoli Village is the initial stage of the new Darwin suburb of Zuccoli. The masterplanned community site has key development principles of water sensitive urban design, walkable neighbourhoods, built form product diversity and provision of affordable housing to first home buyers. Zuccoli Village offers immediate access to vibrant and exciting playgrounds, bushland walking trails and bike paths, as well as the Zuccoli Plaza.

🏠 **APPROX. LOTS:** 800

💰 **END VALUE:** \$185 MILLION

📏 **LAND AREA:** 100 HECTARES

🔍 **UNDERTAKING:** URBEX AND THE LAND DEVELOPMENT CORPORATION



Awards and Achievements

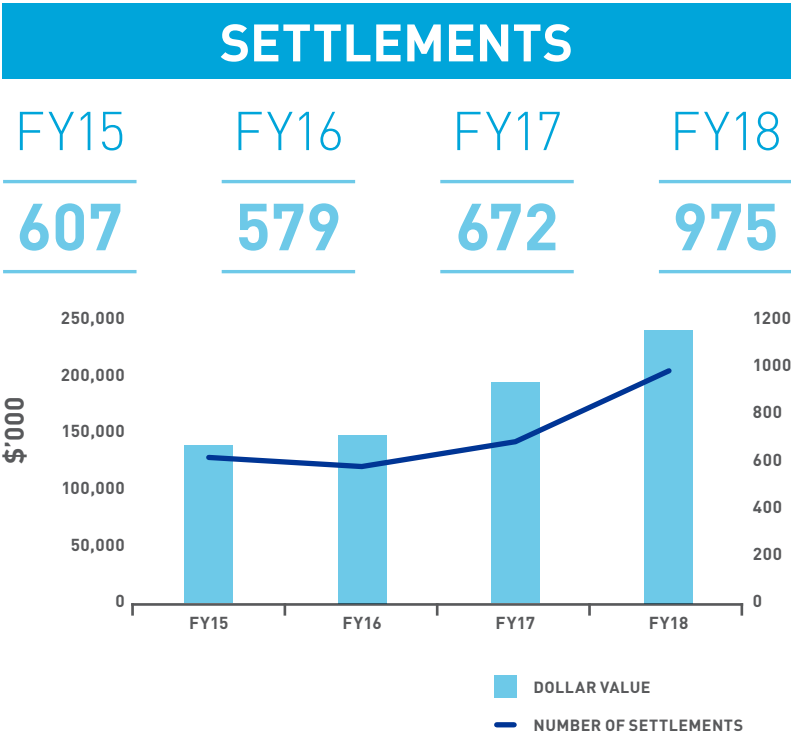
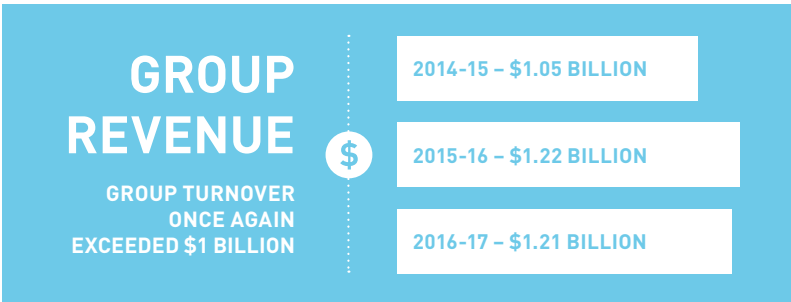
Urbex takes pride in delivering communities with contemporary knowledge and innovation. Urbex has been recognised with the following awards:

- Minnipi was awarded the 2017 Civil Contractors Federation (CCF) Queensland Branch Category 4 Earth Award (project valued \$10 million to \$30 million). Urbex were extremely proud to be recognised along with BMD Urban, JMac and Empower, with BMD's vertically integrated business model key to delivering the residential precincts stages 2, 3 and 4.
- Zuccoli won the 2016 Master Planned Development Award for Excellence at the Urban Development Institute of Australia Northern Territory Gala Awards. This is a true reflection of the team's ability to set new benchmarks in urban design and community creation.
- Aspley Isle won the 2008 Small Residential Subdivision Award for Excellence at the Urban Development Institute of Australia Queensland Gala Awards.

OUR FINANCIAL CAPACITY

The private ownership of the BMD Group facilitates a speed of decision making that when coupled with financial strength and capability, provides outcomes of the highest possible mutual benefit.

Our strong balance sheet demonstrates the continued growth and large asset base of Urbex and the BMD Group. Our previous and current projects demonstrate our financial capacity and corporate credibility with major joint venture partners.



OUR VISION

Our strategy is simple: value our people, collaborate with our partners and continue to deliver exceptional developments with sustainable outcomes through expertise and knowledge sharing.

Urbex creates thriving and sustainable communities through our committed approach to understanding the future aspirations and lifestyle needs of each resident.

Within an increasingly challenging and competitive marketplace and buyer demand for inner city living, Urbex continues to demonstrate that the right product, price and location is integral to our success.

It is with careful urban planning and a high regard for the environment that Urbex creates vibrant and liveable communities for today and for the future.

The overarching principles that are core to our approach are:

1

The delivery of development solutions which capitalise on individual site characteristics and strengths, and products which fits and reflects that market, rather than a corporate brand or image.

2

A commitment to new and market-leading planning, development and housing initiatives.

4

No conflict with any home building interests.

3

A dedicated 'national-with-local' management team drawing on a wealth of knowledge gained from leadership and operational roles on national award winning projects.

5

A strong track record in builder team structures, management and development initiatives.

6

An opportunity to establish a fully-integrated construction and development platform involving the BMD Group's other subsidiaries in engineering design and construction, to deliver high priority production and cost savings through an open and transparent value management approach.

OUR TEAM

Harnessing leading talent in project structuring, planning, management, delivery and marketing, Urbex typically assembles development management teams from a combination of national and local managers.

We find this combination works best for producing landmark developments and optimum performance results. Over time, members of our management team have been at the forefront of joint venturing, notably with Commonwealth and State Government authorities, as well as large corporate entities. In both current and past roles, Urbex staff have played pivotal roles in the negotiation, structuring, direction, project and financial control of joint ventures.

Each member of the Urbex senior management team is widely experienced within the industry and has the knowledge and proactive approach to deliver outstanding developments.

Integrity and professionalism remain at the forefront of operations and our management team is dedicated to ensuring this is evident across every facet of the business. Importantly, Urbex has the capacity to draw on resources from the BMD Group's broader talent pool comprising over 1,700 persons of varying professional capabilities and experiences, including undertaking the civil design and construction of projects for clients of other major developments.



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Peter Sherrie
General Manager – Urbex



Craig Covacich
General Manager – Urbex Realty



Gary Ingram
General Manager – Property Investment



Alex Woolcock
Business Development Manager

SKILLS AND ATTRIBUTES

Urbex has developed a strong operating platform, which is supported by a healthy balance sheet, profitable core business and a committed and determined team.

Our key areas of expertise include:

Planning and product development	<ul style="list-style-type: none"> • Master planning • Urban design • Community management • Housing product design and development
Development management	<ul style="list-style-type: none"> • Project management and delivery • Builder team assembly and management
Marketing and sales	<ul style="list-style-type: none"> • Strategic marketing and communications • Sales marketing • Public relations management
Construction and design	<ul style="list-style-type: none"> • Civil construction • Construction management / contract administration • Safety and environmental management • Engineering design
Finance	<ul style="list-style-type: none"> • Financial feasibility and analysis • Funds sourcing • Financial management • Project accounting • Value management

OUR APPROACH



Project Delivery

In the project delivery phase, we tailor a management structure to the specific needs of each project. We finalise our approach with input (as required) from relevant agencies, Council, joint venture partners and consultants.

In all residential developments Urbex draws on its expertise in the following areas:

- Design of high quality master planned communities based on sustainable subdivision housing designs.
- Implementation of the latest environmental engineering principles and practices.
- Application of product development skills to develop a mix of housing types including moderate income housing.
- Establishment of a sound project delivery platform using the skills of a highly experienced management team.
- Consultation and negotiation skills to deliver a project which is supported by the site neighbours and the wider community.
- Assembly and management of a carefully selected builder team to deliver agreed built form objectives.
- Delivery of a diverse range of products to meet market trends and the implementation of sophisticated sales and marketing initiatives to achieve sales rates and revenue targets.
- Practical and coordinated construction management.





Typical Attributes

Site-specific solutions

We pride ourselves on delivering development solutions which respond to and capitalise on each site's characteristics and strength. In all cases Urbex seeks to develop product which fits and reflects the market.

Key to this approach are up front investment in product development and specifically tailored masterplans which are derived from a comprehensive market review and analysis.

Builder platforms

Independent of any home building arm, Urbex staff have over time developed solid credentials in planning, managing and delivering successful multi-level builder platforms.

Our approach always focuses on creating the best built-form solutions in precincts as part of the total project imaging effort.

Sales process

Urbex has developed a propriety process for its sales and marketing services which successfully delivers its strategic vision and business objectives. Urbex's dedicated national and local sales and marketing professionals have a strong track record in delivering sophisticated sales and marketing techniques that maximise product diversity, revenue, market absorption rates and consumer experiences.



Consumer Experience

Urbex understands the significance of managing each and every customer's experience, from initial enquiry through to becoming a new community member.

Underpinning our normal approach are the installation of:

- Proven data base management practices for monitoring customer progress and more broadly, disconcerting customer feedback trends and expectations.
- A 'one stop shop' sales and marketing experience requiring, amongst other things, development and house and land sale information.

OUR **APPROACH** *(continued)*



Affordable Housing

Urbex tracks closely with housing affordability initiatives. No single measure provides an effective solution to the current home ownership and rental pressures and a multi-faced approach (combining both product and financial solutions) is preferred, capitalising on demand and supply side initiatives such as:

- Collaborative work with selected builders on lower cost, and hence lower price point housing.



Sustainable Delivery and Design

Urbex's commitment to and practice of sustainable development is demonstrated in our projects. Our teams are dedicated to continually improving environmental performance across communities we work in.



Risk Management

Urbex adopts a responsible and professional approach to all its business operations and joint ventures.

Key to our risk management approach is:

- Development and site specific solutions founded on strong market testing and analysis.
- Establishment of sound working relationships with authorities and all project stakeholders.
- Integration of BMD's construction and engineering design arms to deliver higher priority production and cost savings.
- A highly experienced and capable senior development management team.





Corporate Social Responsibility

All businesses in the BMD Group are committed to supporting the communities in which we operate. We work in partnership with Indigenous and non-Indigenous organisations who embody our values to achieve long lasting benefits in areas including health and wellbeing, arts and culture, job creation, environment, and social and community development.

Our continued focus is on equal opportunities and increasing our commitment to Indigenous engagement across the Group to create a diverse workforce. Our policies, plans, initiatives and training programs support our commitment to provide equal opportunities, along with the establishment of a Reconciliation Action Plan in 2017.

Urbex has been a proud major partner of the Darwin Buffaloes Football Club since 2013. The Buffaloes compete in the Northern Territory Australian Football League, and offer opportunities for girls, boys, women and men to be involved in community events through AFL.

To date, the Buffaloes proudly hold 23 premierships wins over their 100 year history.



Urbex's sponsorship has assisted the club in expanding to twelve teams and maintaining an active involvement in the local community, particularly with Indigenous youth.

**Head office**

1 Sandpiper Avenue
Port of Brisbane
QLD 4178

For more information and office
addresses please see our website
www.urbex.com.au

OUR CONTACTS**Peter Sherrie**

General Manager
Urbex

e peter.sherrie@urbex.com.au
p 07 3893 7000

Craig Covacich

General Manager
Urbex Realty

e craig.covacich@urbex.com.au
p 07 3893 7000

Alex Woolcock

Business Development Manager
Urbex

e alex.woolcock@urbex.com.au
p 07 3893 7000