



OUR CAPABILITY 2025

POWERING FUTURES,
CREATING LEGACIES.

 **URBEX**



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OUR OWNERSHIP

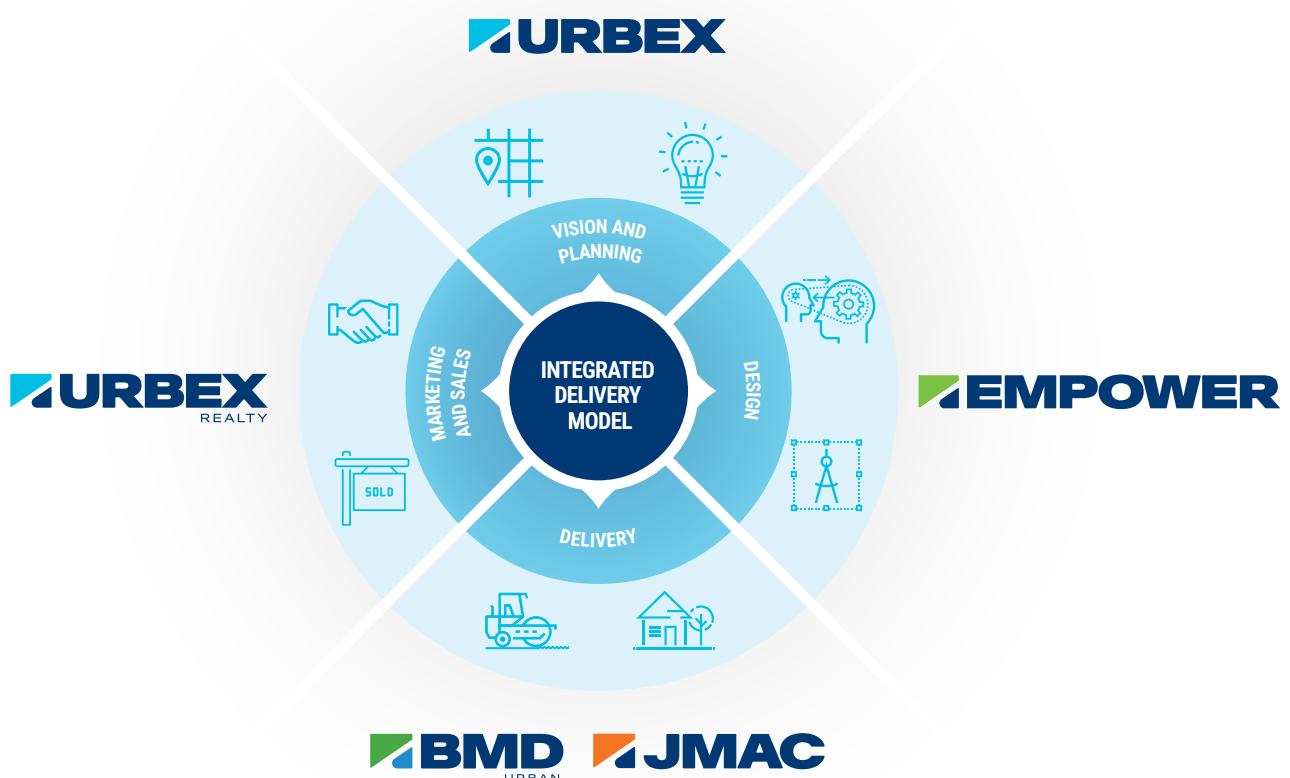
URBEX IS A WHOLLY OWNED COMPANY OF THE BMD GROUP.

BMD is Australia's leading integrated engineering, construction and urban development business, with foundations built on the family values that underpin our unique, collaborative approach.

Driven by a purpose of powering futures and creating enduring legacies through a commitment to collaboration, BMD is delivering infrastructure solutions that connect and transform communities.

With a proud history beginning in Australia in 1979, BMD now employs 2,300 people throughout Australia, the Philippines and United Kingdom. BMD's success provides Urbex with the capability, financial backing and people resources to pursue developments across Australia.

The BMD Group's vertically integrated business model allows Urbex to draw on the skills and capability of the business to introduce into our development solutions. Our ability to coordinate planning, project management, design, construction, landscaping, marketing and sales results in faster delivery timeframes, cost reductions and a high-quality finish.





THE BMD GROUP





BMD Constructions delivers complex infrastructure projects with expertise across diverse sectors including defence, water and wastewater, transport, ports, aviation and renewable energy.



BMD Urban supports our private and government clients through the provision of civil and building works for land development and associated infrastructure.



JMac is a landscape and building contractor specialising in residential, commercial, industrial, sporting facilities, public infrastructure, environmental rehabilitation and long-term care and maintenance.



Urbex is an innovator in residential and commercial development, delivering excellence in the creation of new communities.



Empower is a specialist design, engineering, project management and consultancy business delivering solutions to the property and infrastructure sectors.



Niepe is a leading civil structures subcontractor with a reputation for delivering quality civil concrete structures for infrastructure projects.

The BMD Group brings together a unique portfolio of specialist engineering, construction and urban development companies to provide standalone or integrated solutions for our clients, partners and communities. We collaborate to deliver infrastructure solutions that connect and transform communities.

THAT'S THE POWER OF BMD.

POWERING FUTURES, CREATING LEGACIES

**AS A 100% AUSTRALIAN FAMILY-OWNED
AND VALUES-BASED COMPANY, OUR PEOPLE
BRING A CULTURE OF COLLABORATION,
INTEGRITY AND CARE THAT SETS US APART.**

As a BMD Group company, Urbex's team is made up of a group of talented people who allow us to deliver for our clients and communities, and to embark on exciting new growth opportunities. Each and every person in our business continues to rise to new challenges with strength, commitment and loyalty.

We are committed to achieving positive outcomes, powering futures and creating legacies for our clients, partners and communities.

WE ARE FAMILY.

WE ARE EMPOWERED.

WE ARE COLLABORATIVE.

WE ARE DRIVEN.





OUR BUSINESS

Who we are —————

URBEX IS A MAJOR FORCE IN THE NATIONAL DEVELOPMENT MARKET, AND AN INNOVATOR IN RESIDENTIAL AND COMMERCIAL DEVELOPMENT, DELIVERING BEST PRACTICE IN PROJECT STRUCTURING, PLANNING, MANAGEMENT, DELIVERY AND MARKETING.

We undertake development projects in sole ownership, joint venture and consortium partnerships, of varying scale and size. Urbex manages the entire process from securing land and approvals, and creating masterplans through to sales, marketing and managing the consumer experience.

With multiple projects currently under development throughout Australia, and a strong track record in property development, Urbex has bold ambitions to continue a growth trajectory and spread our development portfolio by creating new and unique communities.



CREATING NEW COMMUNITIES

WHAT WE DO

URBEX DELIVERS EXCELLENCE IN THE CREATION OF NEW COMMUNITIES TO MEET THE LIFESTYLE NEEDS OF AUSTRALIANS TODAY AND INTO THE FUTURE.

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

Our expertise covers a holistic approach to development across the following services:

COMMUNITY CREATION
DEVELOPMENT MANAGEMENT
ACQUISITION MANAGEMENT
FINANCIAL REPORTING AND ACCOUNTING
PROJECT SALES
MARKETING AND EVENTS
RISK MANAGEMENT
STAKEHOLDER RELATIONS

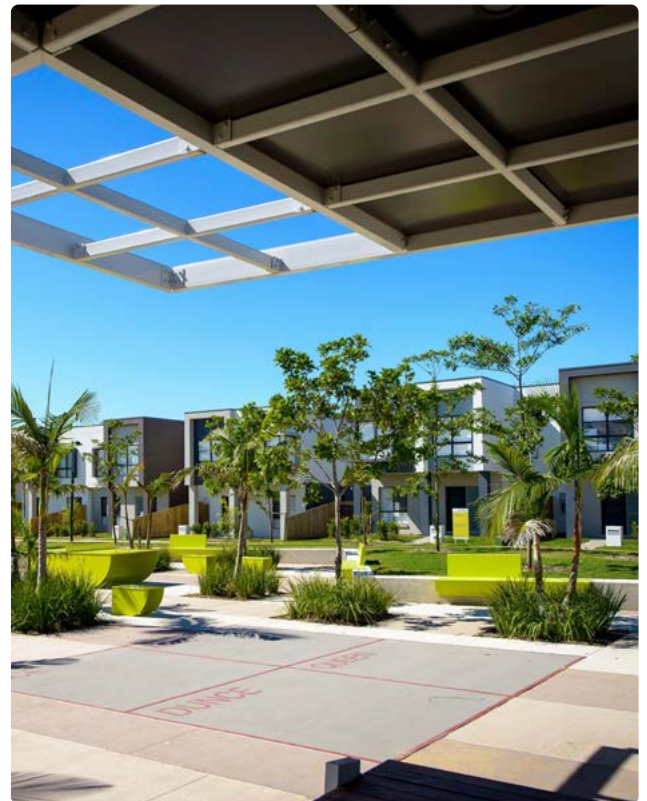
Urbex has further capability to utilise our service expertise, providing flexibility for tailoring solutions to fit specific project requirements.



Urbex Realty is our national property agency established in 2003 and specialises in mid to large residential communities. With dedicated national and local sales and marketing professionals, we have a strong track record in delivering sophisticated sales and marketing techniques that maximise product diversity, revenue, market absorption rates and consumer experiences.



Urbex Living, a national above ground development division of Urbex, specialises in low to medium density and detached housing solutions. Inspired by planning for people, our highly motivated team unite over a combined five decades of specialist experience to deliver innovative design, shaped by sustainability and community to create places where people live and meet.



Urbex Invest offers professional residential investment solutions within our national residential development portfolio across Australia. Our national team of experts and building partners identify, analyse and coordinate fixed price turn-key house and land packages that are rent ready upon completion, and inclusive of professional forecast investment analysis.



OUR VISION

IT IS WITH CAREFUL URBAN PLANNING AND A HIGH REGARD FOR THE ENVIRONMENT THAT WE CREATE VIBRANT AND LIVEABLE COMMUNITIES FOR TODAY AND FOR THE FUTURE.

The overarching principles that are core to our approach are:

01

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

02

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

03

A committed 'national-with-local' management team that has a wealth of knowledge and experience from leadership to operational roles on projects that have won national industry awards.

04

No conflict with any home building interests.

05

A successful history of initiating builder team structures, managing projects and development initiatives.

06

To deliver high priority production and cost savings through an open and transparent value management approach.



OUR STRATEGY

FOUNDATION OF OUR FUTURE

The continued development of our capability and capacity to operate as a self-sustaining business will serve as the cornerstone of our future strategies. Our growth plans include:

- ▶ master planned projects over 500 allotments in growth areas on a Development Management Agreement basis
- ▶ short-term projects (two to three years) of 100 to 300 allotments in our own right
- ▶ strategic opportunities with private equity partners in ownership structures, similar to master planned communities.

PEOPLE, PROCESS AND PERFORMANCE

Through strategic recruitment, we harness leading talent in project structuring, planning, management, delivery, marketing and sales.

As our business continues to grow, we secure new resources that bring complimentary skillsets to assist in positioning Urbex for the future. Our diverse and highly talented team are committed to delivering excellence in urban communities across Australia.

We continue to do everything possible to support our people towards achieving success. Resilience through the implementation of our business strategy and its pillars of people, process and performance empowers our people to embed our family orientated values in all that we do and contribute to our point of difference.





OUR SUCCESS

AWARDS AND ACHIEVEMENTS

Urbex's reputation as an industry leader in property development, and setting new benchmarks in urban design and community creation, is demonstrated through our history of excellence and record of industry awards.

2002

EDENBROOKE ESTATE

BRISBANE QLD
UDIA Queensland
Environmental Excellence
Awards for Excellence

EDENBROOKE ESTATE

BRISBANE QLD
Australian Institute of Landscape Architects
Landscape Excellence Award

2003

SPRINGTHORPE

MELBOURNE VIC
UDIA Victoria
Residential Development & Urban Renewal
Awards for Excellence

2004

SPRINGTHORPE

MELBOURNE VIC
UDIA Victoria
Master Planned Development & Environmental Excellence

EDENBROOKE ESTATE

BRISBANE QLD
Excellence in Residential Construction Award

2008

ASPLEY ISLE

TOWNSVILLE QLD
UDIA Queensland
Small Residential Subdivision Award for Excellence

2016

ZUCCOLI VILLAGE

DARWIN NT
UDIA Northern Territory
Master Planned Development Award for Excellence

2017

● **MINNIPPI**
BRISBANE QLD
Civil Contractors
Federation Queensland
Branch
Category 4 Earth Awards

2018

● **ZUCCOLI VILLAGE**
DARWIN NT
UDIA Northern Territory
Environmental
Excellence
Award for Excellence

● **MINNIPPI**
BRISBANE QLD
UDIA Queensland
Environmental
Excellence
Award for Excellence

2019

● **MANDALAY**
MELBOURNE VIC
UDIA Victoria
Master Planned
Community Award for
Excellence

2023

● **MINNIPPI**
BRISBANE QLD
UDIA Queensland
Residential Sub-Division
Award for Excellence

2024

● **ZUCCOLI VILLAGE**
DARWIN NT
UDIA Northern Territory
Social & Community
Infrastructure Award for
Excellence
UDIA Northern Territory
Overall Best Project
of the Year Award for
Excellence

● **CAPESTONE**
BRISBANE QLD
UDIA Queensland
Master Planned
Community
Award for Excellence
UDIA Queensland Park
and Recreation Award
for Excellence

OUR PROJECTS

URBEX IS PROUD TO BE OPERATING ACROSS MULTIPLE STATES AROUND AUSTRALIA WITH AN END VALUE OF \$2.251 BILLION.

1 ENCLAVE, EARLVILLE
Cairns, Far North Queensland
60 lots

2 SOMERS & HERVEY, RASSMUSSEN
Townsville, North Queensland
790 lots
THE RESERVE, BOHLE PLAINS
Townsville, North Queensland
221 lots

3 DUNES HARBOUR BEACH, HARBOUR BEACH
Mackay, North Queensland
552 lots

4 HILLSIDE, MOOLOOLAH VALLEY
Sunshine Coast, Queensland
142 lots

5 ARC ON THE POINT, VICTORIA POINT
Redland City, Queensland
295 lots
CAPESTONE, MANGO HILL
Brisbane North, Queensland
1957 lots

THE WELLINGTON COLLECTION, MANLY

Brisbane East, Queensland
6 Apartments and 2 Townhomes

CHAPEL HILL

Brisbane Inner West, Queensland
9 lots

6 MANDALAY, BEVERIDGE
Victoria, Melbourne
2,133 lots

7 ZUCCOLI VILLAGE, PALMERSTON
Darwin, Northern Territory
815 lots
THE HEIGHTS, DURACK
Darwin, Northern Territory
423 lots

8,647 LOTS UNDER DEVELOPMENT
ACROSS AUSTRALIA

8 RESIDENCES
UNDER CONSTRUCTION



URBEX

INDUSTRY LEADER,
AWARD-WINNING EXCELLENCE



PROJECT OVERVIEW

To learn more about our projects click the link to view the [Urbex Project Fact Sheets](#).

| PROJECT | LOCATION | TYPE | LOTS | LAND AREA | VALUE | UNDERTAKING |
|-----------------------------------|----------------------------------|--------------------------|------|-----------|-----------------|--|
| SOUTH EAST QUEENSLAND | | | | | | |
| Hillside | Mooloolah Valley, Sunshine Coast | Residential Subdivision | 142 | 56 ha | \$64.7 million | Urbex |
| Capestone | Mango Hill, Brisbane | Master Planned Community | 1957 | 230 ha | \$541.9 million | Urbex |
| Arc on the Point | Victoria Point, Brisbane | Residential Subdivision | 295 | 22.7 ha | \$145.4 million | Urbex |
| The Wellington Collection | Manly, Brisbane | Low Density Residences | 8 | - | \$21.9 million | Urbex - Development Manager |
| Chapel Hill | Brymer Street, Chapel Hill | Residential Subdivision | 9 | 1.0 ha | \$11.5 million | Urbex |
| NORTH QUEENSLAND | | | | | | |
| Kalynda Chase/ The Reserve | Bohle Plains, Townsville | Master Planned Community | 1480 | 161.3 ha | \$235.3 million | Urbex and The Lancini Group |
| Somers & Hervey | Rasmussen, Townsville | Master Planned Community | 790 | 80.3 ha | \$159.2 million | Urbex |
| Enclave | Earlville, Cairns | Residential Subdivision | 60 | 5.4 ha | \$14.6 million | Urbex |
| Dunes | Harbour Beach, Mackay | Master Planned Community | 552 | 59.5 ha | \$158.7 million | Urbex |
| NORTHERN TERRITORY | | | | | | |
| Zuccoli Village | Palmerston, Darwin | Master Planned Community | 815 | 96.0 ha | \$202.9 million | Urbex and Land Development Corporation |
| The Heights | Durack, Darwin | Master Planned Community | 423 | 50.4 ha | \$127.3 million | Urbex |
| VICTORIA | | | | | | |
| Mandalay | Beveridge, Melbourne | Master Planned Community | 2133 | 152.6 ha | \$568 million | Urbex and Newlands Group |

OUR FINANCIAL CAPABILITY



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.

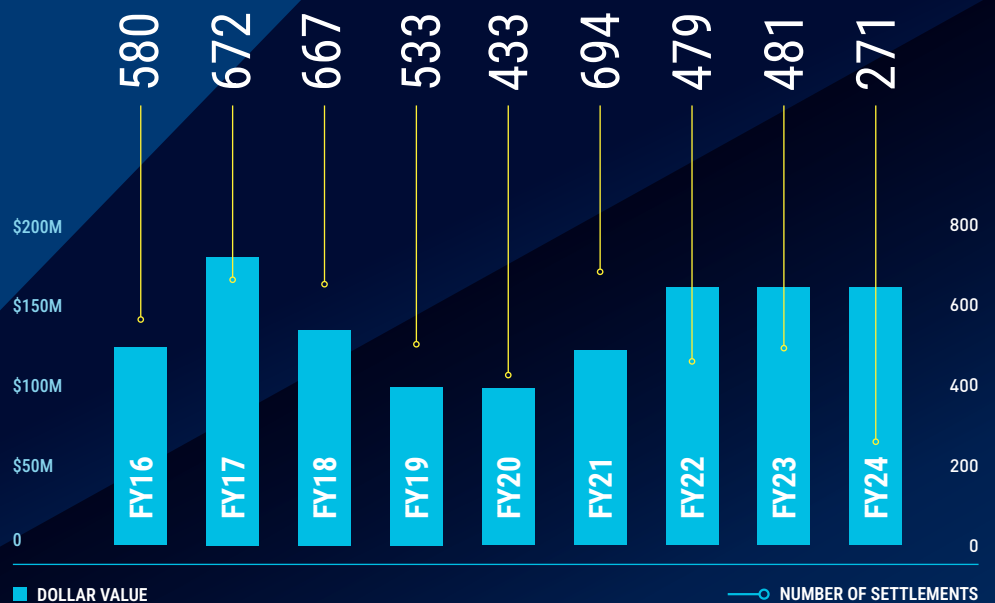
Through the following process, Urbex has the means, ability, and experience to further enhance our financial capability to manage project performance and reporting:

- financial structuring and funding approach
- experience in raising funding and developing structures
- financial management through practical development.



GROUP REVENUE EXCEEDED

| | |
|---------|----------------|
| 2023-24 | \$2.30 BILLION |
| 2022-23 | \$2.03 BILLION |
| 2021-22 | \$1.64 BILLION |
| 2020-21 | \$1.46 BILLION |
| 2019-20 | \$1.45 BILLION |
| 2018-19 | \$1.31 BILLION |
| 2017-18 | \$1.38 BILLION |



SETTLEMENTS

OUR TEAM

HARNESSING LEADING TALENT IN PROJECT STRUCTURING, PLANNING, MANAGEMENT, DELIVERY AND MARKETING, URBEX HAS THE RESOURCES TO CREATE INNOVATIVE LIVING ENVIRONMENTS THAT SET NEW BENCHMARKS IN URBAN DESIGN AND COMMUNITY CREATION.

Urbex typically assembles development management teams from a combination of national and local managers.

We find that this combination of experience within our team 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 positions, our staff have pivotal roles in the negotiation, structuring, direction, project management and financial control of joint ventures.

Each member of the Urbex 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.

What makes us different is our capacity to draw on resources from the BMD Group's talent pool. The BMD Group comprises over 2,300 people of varying professional capabilities and experiences, including leaders delivering the civil design and construction of projects for clients of other major developments.



CARL BRUHN
General Manager | Urbex



CRAIG COVACICH
General Manager | Urbex Realty



DAVID KOP
Finance Manager | Urbex



GEOFF BURN
Operations Director | Urbex



NIC GILBERT
National Acquisitions Manager | Urbex



NIELEN BROWN
Acquisitions Manager | Urbex



LORI KERSTEN
Marketing Manager | Urbex Realty



DAVID ARGENT
Project Director | Urbex



KASSI PICKEN
Project Director | Urbex



BRENDAN HANNAN
Project Director | Urbex



DARCY MODINA
Senior Development Manager | Urbex

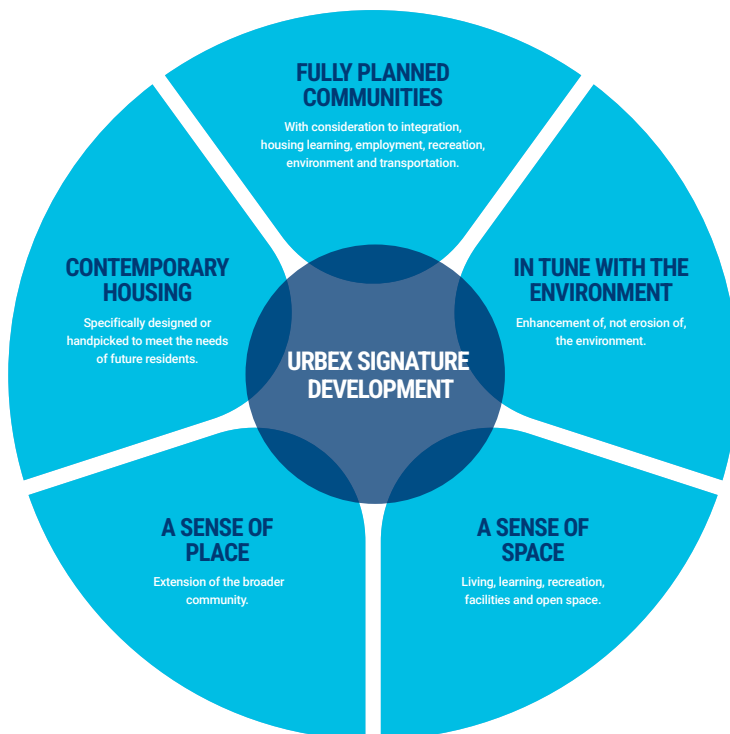
OUR EXPERIENCE

| SKILLS MATRIX | | | AREA OF EXPERTISE | | | | | | | | | | SELECTED PROJECT EXPERIENCE | | | | |
|----------------|-----------------------------------|----------------|--|--------------------------------------|-------------------------|--------------------------------|---------------------------|----------------------------------|---------------------------|--------------------------------|---------------------------------|----------------------------------|--|-----------------------------|--------------------------------|----------------------------|------------------------------|
| | | | Development Management & Joint Venture Reporting | Master Plans, Rezoning, Urban Design | Builder Team Management | Demonstration Village Delivery | Project Sales & Marketing | Community Planning & Development | Sustainability Strategies | Engineering & Project Delivery | Capital Raising & Debt Advisory | Financial Reporting & Accounting | Risk Management & Corporate Governance | Zuccoli Village, Darwin, NT | Kalynda Chase, Townsville, QLD | Capestone, Mango Hill, QLD | Minissippi, Cannon Hill, QLD |
| NAME | POSITION | RESPONSIBILITY | | | | | | | | | | | | | | | |
| CARL BRUHN | General Manager | National | • | • | • | • | • | • | • | • | • | • | • | • | • | • | • |
| CRAIG COVACICH | General Manager Sales & Marketing | National | • | • | • | • | • | • | • | • | • | • | • | • | • | • | • |
| GEOFF BURN | Operations Director | National | • | • | • | | | • | • | • | • | • | | • | • | • | |
| NIC GILBERT | National Acquisitions Manager | National | • | • | | | | • | | | | • | | | | | |
| DAVID KOP | Finance Manager | National | • | | | | | | | • | • | • | • | • | • | • | |
| NIELEN BROWN | Acquisitions Manager | National | | | | | | • | | • | • | • | | | | | |
| LORI KERSTEN | Marketing Manager | National | | | | | • | | | | | | • | • | • | • | • |
| DAVID ARGENT | Project Director | Local | • | • | • | • | • | • | • | • | • | • | • | • | • | • | • |
| KASSI PICKEN | Project Director | Local | • | • | • | | • | • | • | • | | • | • | | | | |
| BRENDAN HANNAN | Project Director | Local | • | • | • | | • | • | | • | • | • | | | | | |
| DARCY MODINA | Senior Development Manager | Local | • | • | • | | • | • | | • | | • | | | • | • | |



OUR DELIVERY MANAGEMENT APPROACH

KEY PILLARS THAT COMBINE TO CREATE A SIGNATURE URBEX DEVELOPMENT



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.

PLANNING / DELIVERY PHASE

In all residential developments, Urbex draws on our 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 building 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.



SALES PROCESS

Urbex Realty has developed a propriety process for our sales and marketing services which successfully delivers our strategic vision and business objectives. Our dedicated professionals have a strong track record of achieving sophisticated sales and marketing techniques that deliver product diversity, maximise revenue and market absorption rates, and deliver a superior consumer experience.

CONSUMER EXPERIENCE

Urbex understands the significance of managing our customer's experience, from initial enquiry through to becoming a resident in the communities we create.

Underpinning our approach is the adoption of:

- ▶ proven best practice consumer experience management
- ▶ a 'one stop shop' sales and marketing experience offering residential land, housing and commercial leasing.

Buyers invited to enjoy all that comes with living in a well-connected community, including markets, family events and much more.



CORPORATE SOCIAL RESPONSIBILITY

THE BMD GROUP OF COMPANIES ARE COMMITTED TO SUPPORTING THE COMMUNITIES IN WHICH WE OPERATE.

Our community and charity support programs are designed to make a tangible difference through active engagement and meaningful contributions.

We partner with local organisations and charities to address pressing social issues and support community development. Our initiatives include volunteering, fundraising, and providing in-kind support.

By investing in local projects and supporting charitable causes, we strive to create a positive and lasting impact that reflects our core values and dedication to social responsibility across the areas of diversity, inclusion and reconciliation.

Urbex has been a proud partner of the Darwin Buffaloes Football Club since 2013. The Buffaloes compete in the Northern Territory Australian Football League (AFL), and offer opportunities for individuals to be involved in community events through AFL. To date, the Buffaloes proudly hold 23 premiership wins over their more than 100-year history.



Squirrel Glider habitat doubled at Minnippi



Two Environmental Excellence Award wins in 2018 for Zuccoli Village and Minnippi



“


“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.”

JOHN PATERSON
DARWIN BUFFALOES FOOTBALL CLUB

An aerial photograph of a coastal development. On the left, a sandy beach meets the ocean with gentle waves. A wide strip of green vegetation, possibly a dune or park area, runs parallel to the beach. To the right of the greenery, there is a cluster of white buildings, some with blue roofs, and a parking lot. A road with a roundabout is visible on the right side of the image. The overall scene depicts a well-planned community integrated with natural coastal features.

URBEX EXCELS
IN COMMUNITY
CREATION





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