



Welcome to SpinksCo

Our family-owned property company is founded upon the mutual trust and respect of our long-term client relationships. At the heart of our company is our “can do” approach that has been our trademark since the establishment of SpinksCo in 2009.

Both our divisions, SpinksCo Commercial and SpinksCo Residential, recognise that to build lasting relationships you need to go above and beyond client expectations and provide exceptional service.

Our guiding principle at SpinksCo Commercial is this: understand what is important to a client and deliver it. We have found that taking the time to listen to our clients and to build a relationship with them allows us to add real value while providing best practice outcomes.

On the following pages, the value of our service is documented in terms of the positive change it brings to our clients’ businesses, their customers and their communities throughout Brisbane and regional Australia. In turn, our service continues to build the mutual trust and respect of our long-term client relationships.

A handwritten signature in black ink, appearing to read "Martin Spinks".

Martin Spinks
Director, SpinksCo Commercial

Our journey to date



Bell Street, Chinchilla

Retail

Purchased 2009

Developed 2011

Sold 2016 \$20,055,000



146 Baroona Road, Rosalie Village

Office/Retail

Purchased 2010

Developed 2012

Holding Value \$5,400,000



Agars Street, Rosalie Village

Office

Purchased 2011

Developed 2017

Holding Value \$3,200,000

2009 — 2010 — 2011 — 2012 — 2013



Price Street, Nerang

Office

Purchased 2009

Developed 2011

Sold 2013 \$1,950,000



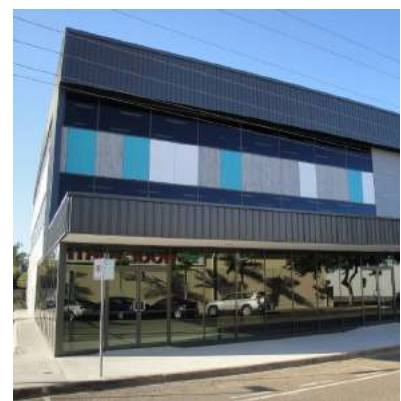
Runic Street, Bardon

Retail

Purchased 2010

Developed 2017

Sold 2017 \$1,450,000



Herbert Street, Gladstone

Office/Retail

Purchased 2011

Developed 2014

Holding Value \$7,850,000



Clarinda Street, Parkes

Retail Stage

Purchased 2014

Developed 2015

Holding Value \$14,000,000



Main Street, Samford Village

Retail

Purchased 2016

Developed 2016

Holding Value \$5,000,000

2014 — 2015 — 2016 — 2017 — 2018



Emmerson Street, Chinchilla

Industrial

Purchased 2012

Developed 2014

Holding Value \$1,000,000



166 Baroona Road, Rosalie

Office/Retail

Purchased 2015

Developed 2017

Holding Value \$9,000,000



Bruce Highway, Benaraby

Truck Stop

Purchased 2016

Developed 2017

Holding Value \$11,115,000

Sold 2021 \$8,600,000

2019 — 2020 — 2021 — 2022 — 2023



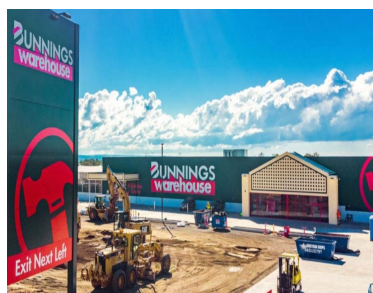
The Esplanade, Maroochydore

Retail

Purchased 2019

Developed 2019

Sold 2020 \$2,700,000



Warrego Highway, Plainland

Industrial Joint Venture Land

Purchased 2019 Developed

2021

Sold 2021 \$22,200,000

What We Do

We specialise in the investment and development of commercial opportunities throughout Brisbane and regional Australia while delivering exceptional service to build lasting client relationships.

Our client portfolio includes the Queensland Government and some of Australia's top 50 ASX companies such as Coles, Vita Group, Bunnings, Bupa Dental, SNAP Fitness and Caltex .



Deliver Exceptional Service

- Overcome challenges by going above and beyond the usual service
- Enhance collaboration by being approachable
- Provide clarity by being straightforward
- Add value by learning what's important and what's needed
- Build trust by delivering well considered and well constructed assets





Develop

- Deliver new assets for clients
- Reconfigure existing assets
- Create client specific requirements

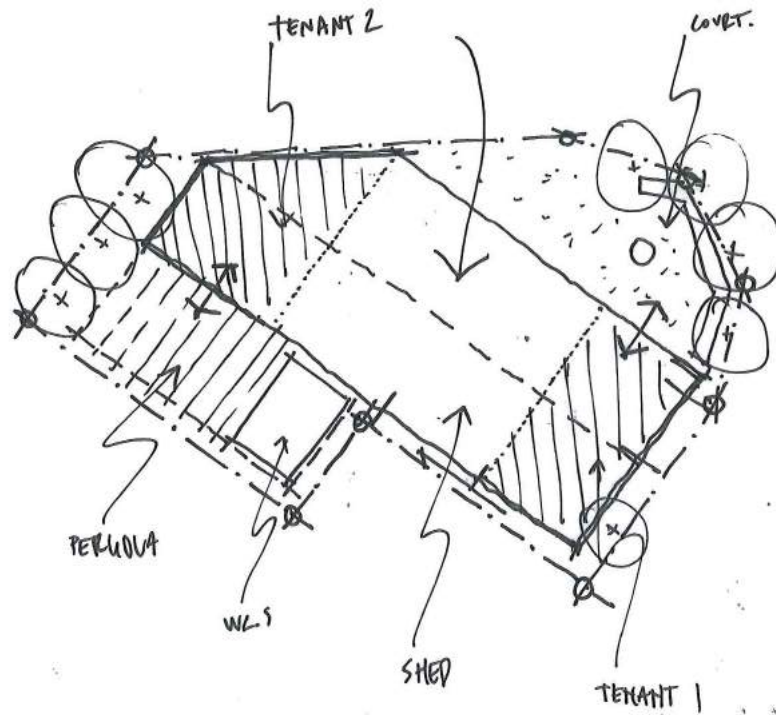


Invest

- Invest in commercial assets
- Fine-tune performance of existing assets
- Improve asset operation for existing clients



How We Deliver



- Regenerating our regional communities
- Understanding what is important to our clients
- Respecting our city and surrounds

These values are showcased in the following three case studies.



Regenerating our regional communities.

Working together with leading national retailers and local councils to help deliver positive change to regional centres is important to us.

We believe we need to develop opportunities in communities where we can make a significant contribution.





Case Study One:

Parkes Arbour, Parkes

When considering our approach to the major upgrade of Parkes Arbour Shopping Centre, we noticed the parking situation. Customers were finding street parks and walking through back alleys to get to Parkes Arbour rather than using the 200 bay basement parking.

We saw an opportunity to make the parking safer and easier. We demolished the existing row of income producing shops on our adjoining site on Clarinda Street and created a spacious car park and promenade for customers of Parkes Arbour.

The car park has space for 290 cars with greatly improved access points for customers to enter and exit the shopping centre more safely and easily. To soften the landscape, ornamental pear trees were planted throughout the car park. The trees also created an arbour and the sense of a Town Square.

Our clients, Coles and Liquorland, report an increase in trading since the addition of the Clarinda Street car park and promenade.

Understanding what is important to our clients.

Understanding what is important to our clients and how they operate is the starting point for every project. The next stages involve finding ways to deliver what is important while using our initiative to add value and enhance their trading environment. Inspired thinking and wisdom gleaned from 50 years of industry experience collectively are essential throughout these stages.

Case Study Two:

Caltex Benaraby, Gladstone

Our client, the Caltex Service Station on the Bruce Highway at Benaraby, had the space to refuel cars but not trucks. The site opposite our client had potential to offer a refuelling station and respite to truck drivers and the travelling public.

We developed a large Caltex Highway Service Centre providing a Caltex Truck and Car Refuelling Station, parking for 70 cars, a convenient food store, a small supermarket and three drive-through restaurants for travellers who need to keep moving. Caltex reports the Caltex Highway Service Centre has been trading very well since its opening.

To honour the fishing heritage of Benaraby that continues to this day, we commissioned an artist to create a public art sculpture entitled It Was This Big featuring a large barramundi. The sculpture has become an iconic landmark for passing motorists and has put Benaraby on the map as the gateway to barramundi fishing and to newly created recreational fishing zones in the region.



"It was this big"

Respecting our city and surrounds.

Respecting the story of our city and surrounds often involves retaining the character of older buildings and infusing them with the capacity to meet today's requirements. This can involve re-zoning, improving infrastructure to the facilities, and carefully blending old character with new design to deliver contemporary and desirable spaces.



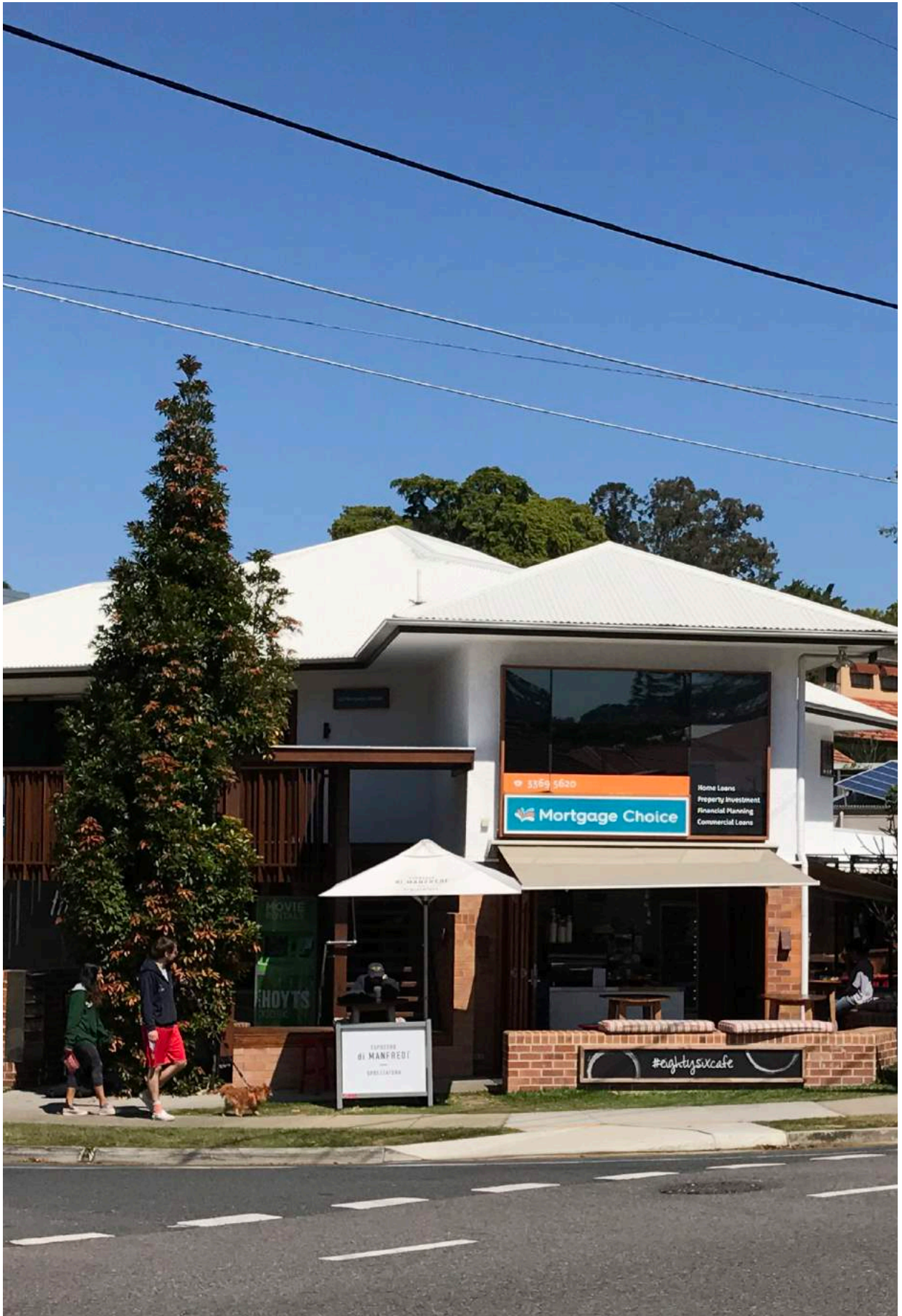
Case Study Three:

146 Baroona Road, Rosalie Village

The site on the corner of Bayswater Street and Baroona Road had been derelict for a number of years. As it was located at the gateway to vibrant Rosalie Village, we wanted to add to the village's boutique appeal while providing a strong statement in keeping with the area's historic "tin and timber" building style.

Our approach was to refurbish and extend the existing building to create an outdoor pavilion area, internal courtyard garden and restaurant. Rezoning of the area was challenging. However we negotiated with council to overcome the challenges and have the site successfully rezoned.

For Rosalie Village, the derelict site has become an attractive restaurant popular with locals as well as customers from further afield. The indoor/outdoor space is a renowned landmark in the village that reflects our sunny lifestyle and the Queenslanders and workers' cottages that grace the area. Designed by Shane Thompson Architects, the development won the AIA QLD Chapter state award for best small project.



Who We Are



Martin Spinks
Director

My roots are in country Queensland, which fuels my special interest in regional centres throughout Australia. After 30 years in the property development industry, starting at CBRE Commercial, advancing to Consolidated Properties and now leading my own company, I have been involved in the development and leasing of over \$600 million worth of projects. This is my time to give back. Developing the right opportunities benefits businesses, regenerates communities and expands economies.



Darren Lockyer
Property Partner

Architecture has always interested me. I appreciate well-designed buildings and older buildings that "honour their history". I did an 18-month stint as an apprentice carpenter in Roma where I grew up, and would have been happy as a builder, before turning to professional rugby league. I love working on projects with integrity and I am proud to be working alongside the talented team of architects, builders and developers at SpinksCo who bring these projects to reality.



Hayley Mcleod
Property Manager/Project Co-ordinator

For over 20 years I have worked across a number of industries, which has equipped me with a varied and diverse skill set. While currently working in commercial property I am continually utilizing my marketing, communication, and public relations skills. I am also an avid property investor and have several home renovation projects that I have delivered on time and on budget.

I am passionate about property and love working for a company that values quality architecture and its tenants.

B. Business/B. Creative Industries, Cert IV in Property Services, QLD Owner Builder Licensed



Katie Wessling
Accountant

While working in business services within accounting firms, I completed the Chartered Accountants program. In 2011, after eight years experience in the industry, I chose to leave the consulting field and to get hands on with SpinksCo. Every day I am grateful for being part of a team that navigates its way through challenging projects with a "can do" attitude.

B. Comm. (Accounting),
Chartered Accountant

We have laid a foundation for the future

The last ten years

- Asset portfolio increased at a rate of approximately \$5 million per annum
- Asset portfolio grew from \$17 million to \$60 million
- Number of assets increased from 1 asset to 10 assets
- Organic growth facilitated by JV partners and Mezzanine Equity
- Retained 90% ownership of assets
- Built strong relationships with blue chip clients
- Established a small nimble team outsourcing professional services
- Established our new offices in our own building in Rosalie Village



The next ten years

- Maintain strong relationships with our existing clients
- Create new relationships with a focus on blue chip clients
- Deliver the assets our clients need to successfully perform their business
- Grow SpinksCo asset portfolio at projections based on the last eight years
- Develop a project funding model to create opportunities across alternative investor and funding groups
- Increase our range of skills and services by growing the SpinksCo team



Investment locations and areas of interest

Brisbane and South East Queensland

As one of the fastest growing areas in Australia, this region continues to attract people with its enviable lifestyle and affordable housing.

Regional and North Queensland

Queensland's unique tropical and outback areas are jewels in our tourism crown attracting more international visitors every year.

Regional NSW

Emerging industries are providing opportunities throughout the state, with the Hunter region now the largest regional economy in Australia.

Australia is Local

We can help you wherever your business goes.



Thank you to our clients who make our business possible



Queensland Government



THE REJECT SHOP



coles

BUNNINGS



LIQUORLAND



