

## **NOTICE OF FILING**

### **Details of Filing**

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File Title: BCI MEDIA GROUP PTY LTD ACN 098 928 959 v CORELOGIC  
AUSTRALIA PTY LTD ACN 149 251 267 & ORS  
Registry: NEW SOUTH WALES REGISTRY - FEDERAL COURT OF AUSTRALIA

Registrar

### **Important Information**

This Notice has been inserted as the first page of the document which has been accepted for electronic filing. It is now taken to be part of that document for the purposes of the proceeding in the Court and contains important information for all parties to that proceeding. It must be included in the document served on each of those parties.

The date of the filing of the document is determined pursuant to the Court's Rules.

Form 59  
Rule 29.02(1)

## Affidavit

No. NSD 285 of 2021

Federal Court of Australia  
District Registry: New South Wales  
Division: General

**BCI MEDIA GROUP PTY LTD (ACN 098 928 959)**

Applicant

**CORELOGIC AUSTRALIA PTY LTD (ACN 149 251 267) and others**

Respondents

Affidavit of: **Simba Nikurawu**  
Address: Level 20, No.1 Martin Pl, Sydney NSW 2000  
Occupation: Investment Digital Product Manager  
Date: 17 October 2025

I, Simba Nikurawu, of Level 20, No.1 Martin Place, Sydney, in the state of New South Wales, say on oath:

### Background

1. I am an investment digital product manager in the employ of Charter Hall. I am no longer in the employ of the second respondent.
2. I was employed by the second respondent, RP Data from November 2016 to January 2022 in the following roles:
  - (a) from November 2016 to September 2018 I was head of data acquisition in the research team;
  - (b) from September 2018 to July 2019 I was a senior product manager of Cordell Connect;

Simba Nikurawu  
Deponent

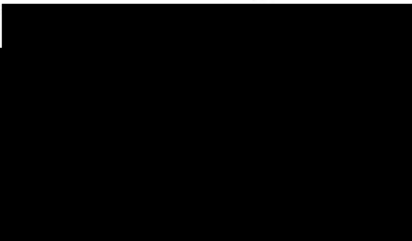
elwattsel  
Solicitor

Filed on behalf of (name & role of party)	<u>The First to Fourth Respondents</u>
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[Version 3 form approved 02/05/2019]

(c) from July 2019 to February 2022 I was head of product solutions.

### Process and Use of Comparison Reports

3. After assuming responsibilities from Ms Irene Gardner, who was originally responsible for producing comparison reports, I was tasked with producing comparison reports by analysing project volumes and categories and subsequently distributing them internally to the sales team.
4. The comparison reports were documents that contained volume counts of projects or project categories in Cordell Connect and LeadManager. 
5. It was not intended for the sales teams to distribute comparison reports themselves in customer interactions. The comparison reports were primarily created and solely intended to support sales conversations particularly those when BCI sales staff claimed their dataset was vastly better than Cordell.
6. I understand the relevant period in these proceedings is from 2016 to 2020. Despite the use of the comparative reports in sales conversations, sales outcomes did not show any improvements during the relevant period, which I attribute to broader market factors beyond the reports themselves.
7. Despite the consistent creation and internal distribution of comparison reports, sales figures declined with a significant loss of revenue to BCI.

### Rationale Behind Comparison Reports

8. The creation of comparison reports was influenced by ongoing feedback from the sales team, who expressed concern regarding BCI's claimed data superiority. The reports were developed to provide factual rebuttals to the representations and to enhance sales team confidence when engaging with customers. When a concern was raised by the sales team the research team would undertake the following steps to address the concern:
  - (a) verify whether the project in question was already contained within our internal database. In the majority of cases the project was present but either recorded under an alternative name, categorised differently or included as part of a broader project entry. This internal verification ensured that no external data sources were accessed or referenced during the review process;

*Simba Nikurawu*

Deponent

*M. Kutz*

Solicitor

(b) in the rare event that a project was genuinely missing, the subsequent step involved a detailed internal review to identify the cause of the omission. Under no circumstances did the research team copy, extract, ingest, or otherwise obtain information from LeadManager or any external database. The researchers did not have access to LeadManager. All Cordell Connect data was acquired solely through the research team's independent market research activities, including direct engagement with industry contacts such as architects, builders and developers. This process ensured that all information within our database originated exclusively from our own verified sources.

9. Customer feedback frequently initiated these reviews, [REDACTED]. [REDACTED]. The sales team would raise this with the research team. The research team would respond by showing that the project was already in the database under another name or by explaining legitimate differences between the two datasets.
10. In doing this the team would share project IDs (unique reference numbers for projects) or explanations to clarify things. This process was meant to keep everything transparent and trustworthy for both the sales team (who communicated with customers) and the customers themselves.

#### Screenshots of LeadManager

11. When the comparative reports were prepared on a monthly basis, the data from LeadManager was exported in Excel format. [REDACTED]. [REDACTED]. For example, **Exhibit SN-1** shows a screenshot of LeadManager's project data (in Excel format) for Keilor Road, whereby:
- (a) LeadManager lists the project at the "Builder Appointed" stage;
  - (b) BCI only records the building surveyor and designer with no builder listed;
  - (c) the project is at "Contract Let" in Cordell with working drawings in progress and approvals pending;
  - (d) the builder had not actually been appointed despite LeadManager's designation.
12. [REDACTED]  
[REDACTED]

*Simba Nikurawu*

Deponent

*M. Waited*

Solicitor

13. [Redacted]

14. Screenshots were taken of the Excel export and shared internally to show that Cordell Connect's data was reliable and superior, not to copy or use LeadManager's data in Cordell Connect.

**BCI's Allegations**

15. I am aware that BCI alleges that RP Data copied its data from LeadManager. I categorically deny that the research team, during the relevant period, engaged in such practice. They could not practically as the researchers had no access to BCI. The research team relied solely on its own established sources and market relationships, like contacting architects or builders directly to obtain any missing information.

16. The process for addressing missing projects involved thorough internal checks and, when necessary, additional independent research. [Redacted]

Sworn by the deponent  
at Sydney  
in  
on 17 October 2025  
Before me:

)  
)  
) Simba Nikurawu  
) Signature of deponent  
)

*Morgan-Lee Walford*

Signature of witness Morgan-Lee Walford  
Solicitor  
Solicitor Mills Oakley

This document was signed in counterpart and witnessed over audio visual link in accordance with section 14G of the *Electronic Transactions Act 2000* (NSW)

Deponent \_\_\_\_\_

Solicitor \_\_\_\_\_