



## **UBM is building the most sustainable hotel in Amsterdam**

Documents for the press conference on 18 February 2016. UBM CEO Mag. Karl Bier and UBM Netherlands CEO Ton Fransoo are direct contacts.

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Together with the local developer Aedes Real Estate UBM is building a new Hyatt Regency Hotel in Amsterdam in Sarphatistraat on the Singelgracht Canal. The construction works began in 2014 and will be completed by the end of 2016. The estimated total project costs amount to approximately 60 million Euros. The Amsterdam architects Frits van Dongen and Patrick Koschuch are responsible for planning. Hyatt Regency Hotel is already the second hotel development of UBM in the Netherlands next to the Crown Plaza Amsterdam South.

In the segment of hotel developments Amsterdam counts as a highly profitable market. For years now tourism is undergoing a strong upward trend. Also in 2015, the number of overnight stays further increased. From January to October, an enhancement of 3.2% was recorded. The main impulses for this growth, an increase of 4.3%, were driven by foreign guests.

With the Hyatt Regency UBM is not only building a 5-star high class hotel, but also the most sustainable hotel in town. The 2015 in advance awarded BREEAM Excellent Certificate obtains 74% of the highest sustainability score that has ever been awarded for a hotel property in the Netherlands. With high-quality insulation system, groundwater heat exchanger for heating and cooling, energy-efficient LED lighting, sophisticated energy management system, overgrown facade parts for climate compensation and many other tools, the project sets new standards in terms of energy efficiency, sustainability and environmental compatibility in Amsterdam.

The 16,000 sqm large development of the Hyatt Regency with 211 rooms and suites seems to be realized on the the last big downtown plot. Due to the prime location in the historic center, the requirements for the construction are relatively sophisticated. In order to maintain and protect the ensemble of the street and surrounding area parts of the facade were maintained. The extra effort will pay off because cautious hotel developments are known to be very popular with guests. The property has 38 parking spaces, which is already a sensation in the groundwater flooded downtown. Even a luxury hotel can be sustainable.

The new hotel in Amsterdam is, even before completion, regarded as an outstanding real estate development. For UBM however, the project is business as usual. "The consideration of environmental, energy and social aspects is standard for us," says CEO Karl Bier. "Long before certifications have become trend, we have begun to develop sustainable real estate".

Overall, in the growing investment market, the over long years neglected asset class hotel becomes now increasingly important. Thus, in 2015 the transaction volume in the global hotel market increased by almost half to \$ 85 billion. Around \$ 29 billion of which was attributable to Europe, the Middle East and Africa. This trend is having a very positive impact on the development business of UBM. In addition, the operational business is outstanding. In 2015 UBM increased its consolidated revenue from hotel business by more than 15% from 78 to 90 million euros. "Due to this very positive development, we will focalize the asset class hotel even more in the future."

With a development performance of 43 hotels with almost 9,000 rooms in the last 20 years UBM Development AG is one of the leading hotel developers in Europe. The project pipeline currently comprises 12 additional hotels: Amsterdam, Berlin, Gdansk, Frankfurt, Hamburg, Mainz, Munich, Vienna and Warsaw. In addition, UBM is joint owner or operator of 17 hotels with approximately 3,800 rooms.



Either with the asset class hotel, office or residential, UBM covers the entire value chain from dedication and planning permission, marketing and construction management to sales. The focus is on the markets Austria, Germany and Poland. Developments in the Czech Republic, the Netherlands and France diversify the risk. The high degree of diversification is a stable basis for sustainable solid growth and allows a balanced risk sharing.

Since its establishment in 1873 the company is listed on the Vienna Stock Exchange. After 142 years in the auction market, the stock was included in the Standard Market Continuous segment of the Vienna Stock Exchange in April 2015. In the medium term UBM aspires to note in the Prime Market.