



VON DER HEYDEN GROUP

Over 25 years in Europe



GROUND BREAKING CEREMONY

Press Conference

July 1, 2016

HOTEL DEVELOPMENT PROJECT

'IBB HOTEL DŁUGI TARG'
IN GDAŃSK

Location:	Długi Targ 14-16, heart of the Old Town in Gdańsk
Estimated investment budget:	Euro 11 million
Total area:	4.500 m ²
End of Construction:	late summer 2017
Investor and Developer:	Długi Targ Sp. z o.o. (Von der Heyden Group, Adam Trybusz)
Project Manager:	Probuild Sp. z o.o.
Architect:	Biuro Projektów 'Architectonica' S.A.
General Contractor:	Allcon Budownictwo Sp. z o.o. sp. k.
Interior Design:	TOYA Design Sp. z o.o.
Financing Bank:	Alior Bank S.A.
Hotel Operator:	IBB Hotel Collection

'DŁUGI TARG' HOTEL DEVELOPMENT PROJECT DESCRIPTION:

The **'Długi Targ' development project** (estimated development budget: Euro 11 million) is based on **refurbishment and conversion of three historical semidetached city houses into a unique 90 room hotel with a total area of app. 4.500 m2.**

With history of over 1000 years, Gdańsk is one of the oldest, one of the most dynamic, most popular tourist destinations in Poland. Together with Gdynia and Sopot, Gdańsk forms a conurbation of over 1.2 million inhabitants. Gdańsk, as the capital of the Pomerania Province is also an important academic and business centre in the country.

'Długi Targ' Hotel Development Project is a unique property acquired by Von der Heyden Group in a complex tender from Bank Millennium S.A. some years back and is located in the most attractive part in the heart of Gdańsk, at the corner of historical Długi Targ Boulevard and Mieszczanska Street, almost opposite to the Neptun's Statute and the Dwór Artusa Building.

A complex tender for a General Contractor for construction works has been won **by the locally based, renowned company, Allcon Sp. z o.o. sp. k.** and the construction agreement was signed in April 2016. The chosen architect for the 'Długi Targ' Project is also a locally based company **'Architectonica' S.A.** and the interior design is made by **'TOYA Design' Sp. z o.o.** from Poznań. The Project Manger is **'Probuild' Sp. z o.o.** The financing Bank **for the Project is Alior Bank S.A.**

The initial concept of Von der Heyden Group was to create a top 5* refined boutique hotel, however, due to changing market environment, the initial idea responded the local market needs and an efficient and trendy 3* Superior hotel will be created. The building will also have prime retail space on the ground floor. The characteristics of the external façade will be preserved, however at the same time, the interiors will be modern and full of innovative solutions.

The IBB Hotel Długi Targ in Gdańsk will be opened in late summer 2017 and will be managed by IBB Hotel Collection (IBBHC). In Poland, IBBHC successfully operates two renowned 4* hotels: IBB Grand Hotel Lublinianka in Lublin and IBB Andersia Hotel in Poznań, both enjoying the best results in terms of REVPAR and occupancy. IBBHC operates as well two 4* hotels and two 3* hotels in Germany, as well as three hotels in Spain: one 5* hotel, one 4* hotel and one 3* hotel (more info about IBBHC: <http://www.ibbhotels.com>).



'DŁUGI TARG' HOTEL DEVELOPMENT PROJECT DESCRIPTION:



In the new hotel in Gdańsk, guests will have 90 rooms and comfortable apartments at their disposal located on five above-ground storeys. The hotel will offer business facilities such as free in-room internet and business corners with a computer/printer for a public use. The hotel will also be focused on touristic groups with a drive-in access for busses, being the only hotel in the area with such a convenience. The venue will also offer retail lease and exquisite boutiques.

The city of Gdańsk will offer unforgettable memories and numerous events like e.g. St. Dominic's Fair that is held in Długi Targ Boulevard, it's the oldest dated from the 13th century, the most famous, and one of the largest open air events in Europe that attracts about 6.5 mln guests to Gdańsk every summer.

'Długi Targ' Hotel Project will be the first development project of Von der Heyden Group in Gdańsk and the Group is actively observing the local market for further opportunities there.

'DŁUGI TARG' HOTEL DEVELOPMENT PROJECT PARTICIPANTS:

Information from Participants

Project Manager:

PROBUILD Sp. z o.o. Creating space requires knowledge, experience, ability to cooperate, time and courage, as well as responsibility. The result becomes an inherent part of city structure and influences not only the quality of space, but above all, the quality of the residents' lives.



Probuild has been present on the real estate market since 1993 and has continually broadened the scope of its services. For twenty-three years the company has participated in many projects, often of pioneering nature, as a project manager, substitute investor, contract engineer, investment advisor up to independent investor. Our achievements are visible in many Polish cities.

The development of the Plac Andersa Square in the very heart of Poznań, created together with international developer Von der Heyden Group, involves 58,000 m² of – already existing – leasable area that provides about 7,000 jobs, with the possibility of further extension of the project up to the total area of about 100,000 m². Also, the participation in the construction of the Liberty Corner office building in the centre of Warsaw, and finally, Probuild's original residential project – Osiedle Odkrywców in Wrocław.

Hotel Długi Targ currently under construction in Gdańsk is an investment of Von der Heyden Group and Adam Trybusz with the participation of Probuild, worked out and designed on the basis of experience and knowledge of team of top-class specialists, who effectively and responsibly realize our projects, ensuring high quality of both architecture and workmanship. All with vision and passion!

www.probuild.pl

General Contractor:

ALLCON BUDOWNICTWO Sp. z o.o. sp. k. is a Pomeranian company specializing in general contracting in 'design and build' type contracts and 'turn-key' projects. During 25 years on the market, the company has completed dozens of projects for Polish and foreign investors. Allcon Budownictwo is a proud holder of a number of Certificates, issued among others by Det Norske Veritas (presently DNV GL Group), an independent international certification body. Certificates confirm compliance with the requirements of standards of quality management (ISO 9001: 2008) and environmental management (ISO 14001: 2004)



www.allcon.pl

'DŁUGI TARG' HOTEL DEVELOPMENT PROJECT PARTICIPANTS:

Information from Participants

Architect:

ARCHITECTONICA DESIGN OFFICE JSC has been founded in 1993 and currently is a team of qualified architects based in Sopot. We design mainly office & industry, but whenever restrain ourselves from other interesting topics in fields of housing or public healthcare. Total designed volume of our projects has recently exceeded 1 000 000 m³ and our realizations can be found in almost every voivodship in Poland.



www.architectonica.eu

Interior Design:

TOYA DESIGN Sp. z o.o. is a creative design-architectural office. Toya has won a number of architectural contests. Among others Toya Design has designed new space of Centrum Kultury Zamek in Poznań and Archaeological Reserve Genius Loci at Ostrów Tumski. Toya Design creates architecture standards for retail space, exposition centers, banks, offices, restaurants and shops. The axis of TOYA activities is the design.



*Structure, place, sign acquire meaningful shape.
Man moves in a space designed "from within",
which he can experience, learn and understand.*

www.toya-design.com.pl

Financing Bank:

ALIOR BANK S.A.



is one of the most dynamically developing banks in Poland. With PLN 42 billion assets at the end of 2015, it was the 11th largest bank in Poland. More than 6,500 employees and the fourth largest banking distribution network of 830 outlets ensure efficient service of nearly 3.1 million clients, including over 130,000 businesses. Moreover, selected Alior Bank products and services are offered at 583 T-Mobile outlets as a part of a strategic partnership, as well as at 70 Tesco stores. Alior Bank has been included in the WIG20 index for the largest and most liquid companies listed on the Warsaw Stock Exchange since 2014.

www.aliorbank.pl

IBB Hotel Collection (IBBHC):

IBB Hotel Collection (www.ibbhotels.com) currently successfully operates two renowned 4* hotels in Poland (IBB Andersia Hotel**** in Poznań and IBB Grand Hotel Lublinianka**** in Lublin) enjoying the best results in terms of REVPAR and occupancy, two 4* hotels (IBB Hotel Passau City Centre****, IBB Hotel Ingelheim**** to be opened in summer 2017) and two 3* hotels in Germany (IBB Hotel Passau Süd***, IBB Blue Hotel Berlin Airport***), as well as three hotels in Spain: one 5* hotel (highly exclusive boutique villa Cugó Gran***** on the island of Menorca), one 4* hotel (IBB Recoletos Coco Salamanca****) and one 3* hotel (IBB Blue Hotel Paradis Blau***). The Group plans its further development in Poland, Germany and Spain and other countries in Europe, concentrating mainly on city business hotels, but not only.

In 2017, the IBBHC is planning **two new openings: IBB Hotel Długi Targ***superior in the historical centre of Gdańsk and IBB Blue Hotel Ingelheim****** in the heart of Ingelheim that is busily being finished now.

IBBHC has developed a loyalty programme for their clients, in the first phase available in Polish hotels.

IBB Hotel Collection though itself a relatively young but at the same time dynamic Group, enjoys the support and trust of Von der Heyden Group (VDHG), an international investor and developer present on the European market for over 25 years now. This joined long-term experience and track-record, deep knowledge of the market and trust of national and international financial institutions, is a guarantee for a professional approach to business and results.

Numerous prestigious awards have proved the recognition on the market for both: development of unique buildings by the VDHG and top quality hotel services granted by the operator.

www.ibbhotels.com



IBB

HOTEL COLLECTION

Von der Heyden Group

- Von der Heyden Group, (VDHG) founded in 1989 by Sven von der Heyden, is a niche player on the European Real Estate Market and has been successfully developing Class A Office buildings and Hotels in always top central and strategic locations in cities, such as: Warsaw, Munich, Poznań and Lublin. The Group is commonly known for its high-end finishes and quality, and at all times achieved record prices for its award winning projects, when sold.
- VDHG currently has offices and representations in: Warsaw, Poznań, Lublin, Berlin, Munich, Malta, Madrid and Menorca. The group has gathered as well plenty of experience in other cities such as New York, Atlanta, London, Dresden and Leipzig.
- VDHG employs directly or indirectly about 300 people in 26 subsidiaries. The company is managed by a group of experienced, well reputed managers both at the level of the holding and at the subsidiaries.
- Since 1989, a volume of investment of around Euro 350 million has been achieved in Poland, Germany and Spain. There are plans to invest further 200 million during the next 3 years, including equity and debt.
- With over 25 year sound experience and continuing successful presence on international markets, VDHG enjoys the trust of international financial institutions, funds and big market players, as well as embassies, governmental institutions and cities. The Group has strengthened itself during difficult years of the financial crisis, which is also a sign of a well-managed set of companies.
- In 2014, the Group successfully leased to prestigious Tenants its Andersia Business Centre in Poznań, where a selective approach with respect to the quality of its tenants and meticulous strategy was being followed in a disciplined way. Andersia Business Centre was sold to Polski Holding Nieruchomości S.A. in 2015.
- **Main goals for 2016 and 2017 are:**
 1. development of 'Długi Targ' Hotel Project in Gdańsk and successful continuation of hotel management as IBB Hotel Collection;
 2. developing Euro 154 million Hotel – and office scheme in the prosperous city of Munich, Germany, a flagship development in the hometown of the founder of the Von der Heyden Group, Sven von der Heyden;
 3. working on the 4th and last phase on Plac Andersa in Poznań;
 4. VDHG is currently pursuing advanced negotiations regarding the operation of a boutique hotel in the capital city of Valletta.

Contact for Media:

Mrs Kinga Koninska

Head of PR and Marketing

Von der Heyden Group

Ufficio Primo

ul. Wspólna 62, 00-684 Warsaw, Poland

tel. +48 22 32 32 300

koninska@vdhgroup.com

www.vdhgroup.com