

hotel.



office.



residential.



25

UNION-BAUMATERIALIEN-GESELLSCHAFT.

25

Nr. 29.576—29.600

**CERTIFICAT.**

5% ZINSEN BEZALT  
VOM 1. MÄRZ BIS 31. DEZEMBER 1873

Gegen dieses Certificat wird dem Ueberbringer ein

**INTERIMS-SCHEIN**

auf

**FÜNFUNDZWANZIG ACTIEN**

der

**UNION-BAUMATERIALIEN-GESELLSCHAFT**

jede über

**Zweihundert 200 Gulden Ö. W.**

mit 40% = 80 Gulden Einzahlung per Actie an einem später kundzumachenden Termine ausgefolgt werden.

WIEN, 1. März 1873.

Union-Baumaterialien-Gesellschaft.

Controllirt:

25

25

# **145 years. we develop values.**

Long before “sustainable value creation” became a buzzword, it was already an integral component of the way we think and act. To be precise, it goes back to the founding of our company in March 1873 and its first listing on the Vienna Stock Exchange, which followed just a month later. After all, our roots as a leading Austrian brick maker are just as strongly influenced by this as our commitment today as a European real estate developer.

# six eras.

## 1873–1898

UBM was founded on 3 March 1873 under the name “Union-Baumaterialien-Gesellschaft”. Its focus in the early years was on purchasing and operating brickworks and stone quarries. UBM was first listed on the Vienna Stock Exchange as early as 10 April 1873. Even though the global economic crisis served as a far from ideal backdrop, the company committed to expansion and acquired numerous new brickworks in the 1880s. This entrepreneurial savvy paid off and UBM soon grew into the monarchy’s second-largest brick-making operation.

## 1899–1924

At the start of the 20th century UBM held 30% of the Vienna brick market. This strong market position not only made UBM an attractive prospect for suppliers, it also caught the eye of PORR, a rapidly growing construction company. PORR wanted to achieve greater independence in its supply of construction materials and purchased shares in “Union-Baumaterialien-Gesellschaft”. An inflation rate of over 100% at the start of the 1920s necessitated a broadening of the business model. As land was practically unscathed by inflation-related depreciation, several housing associations were founded in cooperation with the General Austrian Building Society in 1921.

## 1925–1950

At the end of the 1920s UBM and PORR formed a consortium in recognition of their joint activities on the Parisian real estate market. The 1920s drew to a close amid a global economic crisis which also affected Austria. However, thanks to its timely focus on real estate, UBM was able to withstand the severe turbulence prevailing at the time.

# one success story.

## 1951–1990

In the meantime, UBM had broadly left behind the original business focus of “Union-Baumaterialien-Gesellschaft” and repositioned itself on the market. In the 1950s the company’s focus on project development in Austria and Vienna became ever more pronounced. The economy benefited from the heightened new optimism, while the real estate sector was a particular beneficiary of the economic recovery.

## 1991–2015

The 1990s were a time of great political change. With the fall of the Iron Curtain, many Austrian companies recognised and exploited the potential of Eastern Europe, as did UBM. The market entry into the Czech Republic and Poland took place in 1992/1993, with UBM undertaking activities in Germany, France and the Netherlands just a few years later. What’s more, changes were underway in the UBM ownership structure. Klaus Ortner bought his first shares in UBM in 2000. The entry of the Strauss Group in 2014 led to the syndicate of the industrialists Ortner and Strauss. This syndicate purchased a majority stake in PORR and spun off the real estate activities from the construction business, whereby the development companies were merged. A capital increase was carried out in spring 2015 and led to free-float shareholders accounting for 60%. PORR’s stake fell below 1% and no longer exists today.

## 2016–2018

There were a great deal of changes in terms of personnel and strategy in these dynamic years. In 2016 Thomas G. Winkler was named as the new CEO/CFO. The UBM share moved to the prime market segment of the Vienna Stock Exchange. One year later, the streamlined, functional Management Board consisted of Thomas G. Winkler as CEO, Martin Löcker as COO and Patric Thate as CFO. In 2018 UBM celebrates its 145th corporate anniversary and 145-year listing on the Vienna Stock Exchange. And the company continues to look ahead: UBM is rebranding in line with the new motto “one goal.one team.one company”. In future the subsidiaries Münchner Grund from Germany, the Austrian Strauss & Partner, and all other subsidiaries will operate under a single brand: UBM Development.

**one brand.**



**UBM Development AG**  
**UBM Development Deutschland**  
**UBM Development Österreich**  
**UBM Development Polska**  
**UBM Development Czechia**  
**UBM Development Netherlands**  
**UBM Development Slovakia**  
**UBM Development Hungary**  
**UBM Development Romania**  
**UBM Development Bulgaria**

# one company.

## who we are.

- UBM is the leading hotel developer in Europe
- Our three core markets are **Germany, Austria and Poland**
- We focus on our three asset classes **Hotel, Office and Residential**

## stock exchange.

- UBM shares are listed on the prime market of the **Vienna Stock Exchange**, ensuring maximum transparency
- A syndicate of the industrialists **Ortner and Strauss** is the core shareholder with approx. 39%
- The top management (Executive Committee) has invested **€5m in UBM shares**
- Share options enable the Executive Committee to participate in **5% of future value creation**

## league.

- UBM has around **760 employees**; 305 work in Development and around 455 in the Hotel Business
- UBM develops hotels with **over 500 rooms**, residential buildings with **more than 500 apartments**, and offices with **project volumes of around €200m**
- We cover the **entire development value chain in-house**

## size.

- Development pipeline: **€1.8 bn**
- Portfolio value: **€1.1 bn**
- Total assets: **€1.1 bn**
- Equity: **€412.4m**

all figures as of 30.6.2018







## **no. 1 in europe. we develop stars.**

Many travellers are our guests without realising it. As a developer, we are number one in Europe; as a leaseholder we are a reliable partner. This is how we develop hotels that appeal to international operators and investors - and provide a warm welcome for people from all over the world.

# 50 hotels in 25 years.

- UBM has developed over 50 hotels in Europe in the last 25 years (with more than 10,000 rooms)
- There are currently twelve hotels in the development pipeline (with over 3,200 rooms)
- Via UBM Hotels, UBM is the leaseholder of 14 hotels, thereby taking on the role between the owner and operator (“sandwich model”)

Amber Baltic Miedzzydroje | 1993  
Grand Hotel Bohemia Prague | 1993  
Sheraton Warsaw | 1996  
Ramada Graz | 2000  
Andel's Prague | 2002  
Le Palais Prague | 2002  
Radisson Blu Wroclaw | 2002  
Intercontinental Warsaw | 2003  
Radisson Blu Krakow | 2003  
Boarding House Prague | 2004  
Dream Castle Paris | 2004  
Holiday Inn Munich Schwabing | 2005  
Angelo Prague | 2006  
Cube Savognin | 2006  
Andel's Krakow | 2007  
Magic Circus Paris | 2007  
Holiday Inn Munich Leuchtenbergring | 2008

Angelo Pilsen | 2008  
Hotel am Spittelberg | 2008  
Park Inn Linz | 2009  
Aldiana Cubhotel Bad Mitterndorf | 2009  
Andel's Berlin | 2009  
Andel's Lodz | 2009  
Angelo Airport Bucharest | 2009  
Angelo Ekaterinenburg | 2009  
Grimming Spa Hotel | 2009  
Kempinski Das Tirol Jochberg | 2009  
Park Inn Krakow | 2009  
Angelo Katowice | 2010  
A&O Hotel and Hostel Graz | 2011  
Crowne Plaza Amsterdam South | 2011  
Crowne Plaza St. Petersburg Airport | 2011  
Tivoli Ramada Innsbruck | 2011  
Holiday Inn Munich Westpark | 2012

Austria Trend Hotel Doppio | 2012  
Holiday Inn Alexander Parkside Berlin | 2012  
Holiday Inn Express Warsaw City Center | 2012  
Hostel Alexander Parkside Berlin | 2012  
Indigo Alexander Parkside Berlin | 2012  
Wine & Spa Hotel Loisium Southern Styria | 2012  
Kempinski Palais Hansen | 2013  
StarInn Hotel am Storchengrund | 2013  
Holiday Inn Frankfurt Alte Oper | 2015  
Holiday Inn Express Munich City West | 2016  
Holiday Inn Gateway Gardens Frankfurt | 2016  
Holiday Inn Express Berlin Alexanderplatz | 2017  
Hyatt Regency Amsterdam | 2017  
QBC Ibis Vienna | 2017  
QBC Novotel Vienna | 2017  
Holiday Inn Warsaw City Centre | 2017  
Holiday Inn Munich Leuchtenbergring | 2018

# strong partners.



# best references.



**A Warsaw landmark**  
Intercontinental, Warsaw  
Rooms: 414



**Five stars in the Alps**  
Kempinski Das Tirol, Jochberg  
Rooms: 144



**Splendour in Vienna**  
Kempinski Palais Hansen, Vienna  
Rooms: 151



**Luxury in Amsterdam**  
Hyatt Regency, Amsterdam  
Rooms: 211



**Most modern in class**  
Holiday Inn Leuchtenbergring,  
Munich | Rooms: 279



**600 rooms in Vienna**  
Novotel/Ibis at the central  
station, Vienna | Rooms: 577



**City hotel**  
Holiday Inn Alte Oper, Frankfurt  
Rooms: 249



**High quality design**  
Holiday Inn City Center,  
Warsaw | Rooms: 256

# hotels under development.



**Holiday Inn Gdansk City Centre, Gdansk**  
Rooms: 240



**Holiday Inn & Super 8, Hamburg**  
Double hotel | Rooms: 592



**Kneuterdijk, The Hague**  
Rooms: 210



**Sugar Palace, Prague**  
Rooms: 175



**Zollhafen, Mainz**  
Rooms: 216

**Moskauer Straße, Düsseldorf**  
Rooms: 445

**Mlynska, Katowice**  
Rooms: 260

**Central Tower, Berlin**  
Double hotel | Rooms: 561



Note: Selection of Projects





Zalando Headquarters, Berlin



## **new worlds of work. we develop outlooks.**

With high quality and attractive layouts, our modern office worlds offer valuable inspiration for many people. Thus we also regard ourselves as a developer of opportunities and sustainable corporate success. A success we gladly share.

# best references.



**City quarter in Vienna**  
Quartier Belvedere Central,  
Vienna | LS: 60,607 m<sup>2</sup>



**200,000 m<sup>2</sup> in Vienna**  
EURO PLAZA, Vienna  
LS: 212,000 m<sup>2</sup>



**Lighthouse-Project**  
Leuchtenbergring, Munich  
LS: 13,300 m<sup>2</sup>



**Popular neighbourhood**  
Arena Boulevard, Berlin  
LS: 8,210 m<sup>2</sup>



**Poland's largest business park**  
Poleczki Park, Warsaw  
LS: 140,000 m<sup>2</sup>



**City quarter in Prague**  
Andel City, Prague  
LS: 108,255 m<sup>2</sup>



**In the heart of Wrocław**  
Pegaz, Wrocław  
LS: 20,900 m<sup>2</sup>



**Landmark in Krakow**  
Kotlarska, Krakow  
LS: 11,000 m<sup>2</sup>

LS = lettable space

# offices under development.



**Office Provider, Vienna**  
LS: 18,400 m<sup>2</sup>



**QBC 1, Vienna**  
LS: 8,300 m<sup>2</sup>



**Zalando Headquarters, Berlin**  
LS: 41,150 m<sup>2</sup>



**QBC 2, Vienna**  
LS: 27,700 m<sup>2</sup>



LS = lettable space





Rosenhügel, Vienna

## **new living spaces. we develop homes.**

For people who value quality, functionality and sustainability. People who see their living space as room to create. For themselves and their environment. People who think holistically and pay attention to detail. Just like we do.



# best references.



**Like in the movies**  
Rosenhügel, Vienna  
Apartments: 205



**Beside Belvedere**  
QBC 6.1, Vienna  
Apartments: 140



**Rooms with a view**  
MySky, Vienna  
Apartments: 128



**Architectural icon**  
Sternbrauerei, Salzburg  
Apartments: 100



**The other centre**  
Hohenzollerndamm, Berlin  
Apartments: 136



**Urban flair**  
Inselstraße, Berlin  
Apartments: 100



**Living in greenery**  
Parkstadt Schwabing, Munich  
Apartments: 160



**Centrally located**  
Central Living, Frankfurt  
Apartments: 100



# apartments under development.



**QBC 6.2, Vienna**  
Apartments: 131



**Storchengrund, Vienna**  
Apartments: 82



**The Brick, Hamburg**  
Apartments: 101



**immergrün, Berlin**  
Apartments: 501



**Hafensinsel V, Mainz**  
Apartments: 50



**Riedenburgkaserne, Salzburg**  
Apartments: 63

**Neuhouse, Berlin**  
Apartments: 75

**Neugraf, Prague**  
Apartments: 177

**Waterkant, Mainz**  
Apartments: 82

**Anders Wohnen, Munich**  
Apartments: 463



Note: Selection of Projects

# 2016/2017 certificates.



DGNB Platin

**Twin Yards,**  
Munich, DE (2016)<sup>1</sup>

**EURO PLAZA 6,**  
Vienna, AT (2016)<sup>2</sup>

**QBC 5,**  
Vienna, AT (2017)<sup>1</sup>

**Hafenallee Super 8,**  
Mainz, DE (2016)<sup>3</sup>

**QBC 1+2,**  
Vienna, AT (2017)<sup>2</sup>

**QBC 3,**  
Vienna, AT (2016)<sup>1</sup>

**QBC 4,**  
Vienna, AT (2016)<sup>1</sup>

**Holiday Inn Express  
Am Hirschgarten,**  
Munich, DE (2017)<sup>1</sup>



DGNB Gold

**Arena Boulevard,**  
Berlin, DE (2016)<sup>1</sup>

**Trikot Office,**  
Munich, DE (2016)<sup>1</sup>

**Campus Zalando BT A,**  
Berlin, DE (2016)<sup>2</sup>

**Campus Zalando BT B,**  
Berlin, DE (2016)<sup>2</sup>

**Holiday Inn EiffestraÙe,**  
Hamburg, DE (2016)<sup>2</sup>

**Super 8 EiffestraÙe,**  
Hamburg, DE (2016)<sup>2</sup>

**Holiday Inn  
Gateway Gardens,**  
Frankfurt, DE (2017)<sup>1</sup>

**Holiday Inn Express  
KlosterstraÙe,**  
Berlin, DE (2017)<sup>1</sup>

**MySky,**  
Vienna, AT (2016)<sup>3</sup>

**QBC 6.1,**  
Vienna, AT (2016)<sup>3</sup>

**QBC 6.2,**  
Vienna, AT (2016)<sup>3</sup>



LEED Platin

**Arena Boulevard,**  
Berlin, DE (2016)<sup>1</sup>



**Hyatt Regency,**  
Amsterdam, NL (2017)<sup>1</sup>



LEED Gold

**Poleczki Business Park  
Gebäude B2+B3,**  
Warsaw, PL (2016)<sup>1</sup>

**Pegaz Times II,**  
Wroclaw, PL (2017)<sup>1</sup>

**Kotlarska 11 Büro,**  
Krakow, PL (2017)<sup>1</sup>

**Holiday Inn  
Gateway Gardens,**  
Frankfurt, DE (2017)<sup>1</sup>

**Leuchtenbergring,**  
Munich, DE (2016)<sup>3</sup>

**MySky,** Vienna, AT (2016)<sup>3</sup>

**QBC 1-5,** Vienna, AT (2016)<sup>3</sup>

**Holiday Inn  
Warschau City Centre,**  
Warsaw, PL (2016)<sup>3</sup>

**Poleczki Business Park  
Gebäude C2+D**  
Warsaw, PL (2016)<sup>1</sup>

**Mogilska Büro,**  
Krakow, PL (2016)<sup>3</sup>

**Hotel,** Gdansk, PL (2016)<sup>3</sup>

<sup>1</sup> Certified | <sup>2</sup> Preliminary certification | <sup>3</sup> Certification pending

## **sustainable thinking. we develop futures.**

From urban planning and project development through to construction, technical building services and facility management, we take a holistic approach with a view that extends far beyond completion day. And our target group includes the next generations. After all, we are ultimately shaping their future environment as well.

ivonne abraham. jasmin albayrak. michael amann. anna amanowicz-kluszczynska. iwona ambrozinska. nicolae antonescu. eva aue. anne autenrieb. christoph ax. michal bachlinski. ingrid bacovsky-kletzer. mariusz banasiak. magdalena banasiak. mischel baric. arend baron von stackelberg. andrea bauer. mattis baumhöfner. gerald beck. florian becker. susann benz. christian berger. helmut berghöfer. birgit bernsteiner. franz biermayer. pawel biernacki. marcin blaszczyk. celina bogucka. roman borchers. robert bosch. alexandra brandauer. axel brück. iveta brunatova. christina buchegger. monika buczak. anke butzer. nikola cechova. sigrid chavez-kohlenberg. dorota chwastek. slawomir ciechanowicz. anamaria costache. nicole dallinger. christine de filippi. adrian diaconescu. michaela dickinger. tudor dimofte. frau ke dirksen. anke duchow. josip dumeric. radim durchan. bartosz dyda. margarethe eberl. roman ehrentraut. bernhard eichmann. petr elias. peter ellmerer. brigitt eših. julia euteneuer. mihai corneliu farca. andreas feige. laura feusch. mirko fiedler. bartosz figat. marta fijalkowska. gabriela flagl. peter fleischmann. tomasz frackiewicz. ton fransoo. hans-peter frey. michael fromm. christian fütterer. helmut gaadt. jana garbe. diego garcia-esteban. ernst gassner. lilia gebert. jasko gegic. frank gehner. michal gertner. frank gläsel. colin godbold. nadica gotic. florian grafen. andreas grassl. petr graulich. stefan gruber. sabine gusel. anja hädicke. ermina halilagic. constanze hallgato. agnieszka harasimiuk. oliver hartl. maria hausenblas. sven heidersbach. maria heim jutta. stefanie joy heredia. eva-maria herrnleben. andreas herz. ewald hiebler. carsten hille. thomas hinrichsen. wolfgang hirschbichler. maximilian hirschvogel. sven hoffmann. serena holoubek. tomasz holubowski. jeannette horst. verena horvath. alexandra horvath. olga hroudova. werner huber. claus hühnlein. andrzej hyjek. iwona hyjek. violeta ichim. milena ioveva. andreas jambor. joanna jez. irina jirasek. 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kirsten wolany. carina wolf. stefan würrer. sahir yakoub. andreas zangenfeind. peter zecher. erwin zeller. jan zemanek. aleksandra zieba. nicole zimmermann. justin rolf zinke. michal zwierz. thomas zwölfer.

**the brains behind ...**

## executive committee.



**Gerald Beck**  
MD Austria



**Christian Berger**  
MD Germany



**Franz Biermayer**  
Treasury & Finance



**Ernst Gassner**  
MD Austria



**Rolf Hübner**  
MD UBM Hotels



**Martin Löcker**  
COO



**Ralf Mikolasch**  
Legal & Compliance



**Peter Oberhuber**  
MD Poland



**Andrea Rochelt**  
Project Acquisition



**Udo Sauter**  
MD Germany





**Claus Stadler**  
Executive Manager



**Patric Thate**  
CFO



**Anna Vay**  
Inv. Relations & PR



**Sebastian Vetter**  
MD Poland



**Bertold Wild**  
Chairman MD Germany



**Thomas G. Winkler**  
CEO



**Peter Wöckinger**  
Technology



**Andreas Zangenfeind**  
Transactions



**Erwin Zeller**  
Controlling



**Jan Zemanek**  
MD Czech Republic

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