

# UBS Real Estate Advisory

## *Development & Restructuring References*




# Track Record – UBS Real Estate Advisory

## Development and sale of a luxury hotel and residences project in Davos, Switzerland

STILLI PARK AG


**Sale of the development project**  
**"Davos InterContinental Resort & Spa"**



to

**CREDIT SUISSE**  
Asset Management Funds

Advisor and Placement Agent of the Seller:


 **UBS**  
Real Estate Advisory

December 2010



<b>Transaction type</b>	Project development and sale
<b>Seller</b>	Stilli Park AG
<b>Buyer</b>	Credit Suisse Asset Management Funds
<b>Property type</b>	Luxury hotel and residences
<b>Location</b>	Davos
<b>Challenges</b>	<ul style="list-style-type: none"><li>• Re-zoning with popular vote</li><li>• Greenfield resort project at a leisure destination</li><li>• Economic environment / financial crisis</li><li>• Limited investor base</li></ul>
<b>Role of Real Estate Advisory</b>	<ul style="list-style-type: none"><li>• Retention of adequate hotel consultant</li><li>• Operator selection (InterContinental, IHG)</li><li>• Strategic advisory on project development and financing structure</li><li>• Establishment of indicative financing terms for construction and operating phase</li><li>• Identification of investors</li></ul>

# Track Record – UBS Real Estate Advisory


## Sale of a development site for residential properties




**Sale of a development site for residential properties**



to



Advisor and Placement Agent of the Seller:



Real Estate Advisory

December 2008

### Transaction type

Sale of a development site

### Seller

MDC Max Daetwyler AG

### Buyer

BVK Personalvorsorge des Kantons Zürich

### Property type

Development site for residential properties with a temporary commercial usage

### Location

St. Gallen

### Challenges

- Project development
- Development plan
- Rental contracts options
- Limited number of investors

### Role of Real Estate Advisory

- Execution Vendor Due Diligence
- Support in potentiality analysis
- Development of transaction structure
- Execution of limited investors auction
- Leading negotiations and placement