

**Project management**

**Client Representation**

**Controlling / Capex**

**Project steering**

**contract Management**

**Technical Due Diligence**

**quality Management**

**risk Management**

**crisis management**

**feasibility studies**

## NEW FEDERAL CHANCELLERY, Berlin

<b>Service(s)</b>	Project Management
<b>Project data</b>	
<b>Project Timeframe</b>	1996
<b>Plot size</b>	ca. 44.000 m <sup>2</sup>
<b>GFA</b>	ca. 40.000 m <sup>2</sup>
<b>Investment Volume</b>	€ 265 M
<b>Consultant(s)</b>	Carsten Grauel für Viterra
<b>Client</b>	Client Federal Republik of Germany represented by Bundes-Baugesellschaft-Berlin



After the reunification of West and East Germany, in terms of relocation of headquarters of German government to Berlin has been held a competition for the construction of new Chancellors Office. The office Axel Schultes with Charlotte Frank won this competition.



The building includes both the representation areas for official visits and international conferences (NATO Hall) as well as office spaces for about 450 employees.

The activities included the following services:



- Building an organizational structure for project management
- Tendering of the specialized design services, consisting of structural design, M&E, buildings, facade design, architectural acoustics, room acoustics
- Consultation with the client and the user about the service program and the definition of interfaces
- Evaluation of tenders of the specialized planning and preparation of a procurement proposal
- Participation in the award of planning services
- Implementation and management of planning meetings

## MELIA BERLIN, Friedrichstrasse, Berlin - Germany

<b>Service(s)</b>	Representative of the owner - Proxy / Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2002 - 2007
<b>GFA</b>	27.500 m <sup>2</sup>
<b>Building Volume</b>	97.500m <sup>3</sup>
<b>Investment Volume</b>	€ 82 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	Grundstücksverwaltungsgesellschaft Am Weidendamm Berlin-Mitte mbH



The project company GVG has planned and realized for their lease holder, the Sol Melia Group from Spain, a new 4 star superior hotel including the FF&E, with 356 standard rooms and 8 suites, a ball room with 850m<sup>2</sup>, a banquet area with 450m<sup>2</sup> and three restaurants.

Core themes of the project management services have been:

- Negotiation and conclusion of a lease contract according German law (contractual language: English - term of lease: 25 years)
- Negotiation of all necessary contract adoptions
- Setting up the project budget, negotiating the loan agreements, coordination of accounting and of the taxes
- Selection and appointment of the entire planning team
- Choice of the procurement route (General Contract - lump sum price / GMP for FF&E), Selection of the bidders, Contractual negotiations and contract conclusion, participation in GMP process
- Approvals for all planning results
- Control and conclusion of all contracts with neighbors, successful implementation of litigation against neighbors
- Control of the tenant, acceptance and handover to the tenant
- Participation in the sale of the corporate shares to a Trust

## 4 STAR SCANDIC HOTEL, Berlin, Germany

<b>Service(s)</b>	Controlling
<b>Project Data</b>	
<b>Project Timeframe</b>	2008 - 2010
<b>GFA</b>	34.300 m <sup>2</sup>
<b>Number of Rooms</b>	563
<b>Investment Volume</b>	€ 110 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	SNS Property Finance



The Danish real estate developer Schaumann Properties A/S is going to build a new hotel with 575 rooms located at Potsdamer Platz in Berlin for Scandic. With the new 4 star hotel in the German capital Scandic, the leading operator in the Nordic countries marks the first serious step on international growth strategy.



The hotel is only one part of a larger development scheme in the middle between a residential and an office part.

SNS, GC's client is financing the hotel project.

GC was appointed to perform monthly site inspections and to provide progress reports in the construction phase for the bank.

As basis for the risk assessment the reports documents the current state of the realization including a photo documentation in comparison with the project goals for:

- Budget
- Schedule
- Quality

In case of any identified deviations GC proposes target-aimed actions or countermeasures to SNS.



## Extension of a Shopping Mall, Kiew, Ukraine

<b>Service(s)</b>	Project Management / Project Development
<b>Project Data</b>	
<b>Project Timeframe</b>	2008 - 2012
<b>GFA</b>	20.000 m <sup>2</sup>
<b>Building Volume</b>	85.500m <sup>3</sup>
<b>Investment Volume</b>	\$ 35 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	Meyer Bergman Ltd.



Meyer Bergman Group London is owner of an existing shopping mall located directly at a main motorway in Kiew. The mall is surrounded by residential blocks, an underground station and a main bus station. It is planed and currently under negotiation to round of the plot including the relocation of an existing supermarket. In 2008 a crisis management was needed. Due to the financial crisis some of the tenants were not longer able to pay their full rent. For three months we gave our input in negotiations with tenants. The rent roll was stabilized..



Core themes of the project management services have been:

- Advise of the customer for the main project goals
- Complement of the project team
- Negotiation of contracts with the planers
- Preparing a overall schedule
- Developmentkalkulation/ Feasibilitystudie
- Development calculation/ Feasibilitystudy
- Negotiation with the adjacent landowner
- Clarification of building restrictions

During the next steps the standard project management work will be implemented..

## 75 Villas at CAP VERMELL, Mallorca, Islas Baleares

<b>Services(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2005 – 2006 and 2009 - 2011
<b>GFA</b>	45.000 m <sup>2</sup>
<b>Residential Area</b>	37.500 m <sup>2</sup>
<b>Investment Volume</b>	€ 93 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	CV Residences & Development SLU



The project consists of 75 luxury villas ranging in size from 350 to 1500m<sup>2</sup> which are to be built in several stages. The villas will be located along a ridge between a golf course and the sea in the pristine landscapes of the Northeast end of the island.

The project management activities included the following services:

- Negotiation and conclusion of necessary agreements for the planning team - final design and building permit application
- Completion of the planning team for the first phase of construction
- Setting up the project budget for the first construction phase
- Implementation of regular meetings with the planning team and the client
- Participation in the choice of the procurement procedure
- Quality controlling of planning
- Quality controlling of construction
- Crisis management



## Shopping Mall, Bonn, Germany

<b>Service(s)</b>	Project management/ Project development / Crisis management
<b>Project Data</b>	
<b>Project Timeframe</b>	2009 - 2012
<b>GFA</b>	16.000 m <sup>2</sup>
<b>Subterranean</b>	5.700 m <sup>2</sup>
<b>Investment Volume</b>	€ 75 M
<b>Client</b>	Maximilian Center Bonn GmbH & Co. KG (GDG)



The Maximilian Center Bonn GmbH & Co.KG purchased an existing building from the 1970s in the area of the main train station in Bonn. Part of the complex is an underground passage which serves as a connection between the central bus station and the main train station, including the subway service.

The existing building is to be leveled and replaced with a new construction. The underground passage will be renovated to be used as retail space.

In the context of project optimisation, Grauel Consultants placed special importance on the practicality of the work to be performed which led, among other things, to a change in the demolition plans. Additionally, the new construction was optimized to increase the lettable area footage and to lower the total construction costs without a loss of quality.

The necessary reports were produced in agreement with all parties involved in the planning and were then presented to the client as a basis for the final decision-making.

GC has the ongoing responsibility to prepare for and execute the awarding of a general contractor and to advise the builders through the complete permitting process.



## LUISEN CARREE Berlin (Wohnen), Hannoversche Str., Berlin

<b>Service(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	1996 - 1998
<b>GFA</b>	6.500 m <sup>2</sup>
<b>Living Space</b>	4.900 m <sup>2</sup>
<bapartments< b=""></bapartments<>	65
<b>Investment Volume</b>	€ 14 M
<b>Consultant(s)</b>	Carsten Grauel für Viterra
<b>Client</b>	Viterra Development GmbH



Planning and Construction of a residential building adjacent to an uncovered ancient brook and the Berlin Charité. The condominiums have sizes ranging from 55m<sup>2</sup> to 150m<sup>2</sup> and were sold one by one.

The project management activities included the following services:

- Purchase of all portions of the plots.
- Coordination of more than six municipal authorities involved in the building application/permission process.
- Negotiations and signing of necessary agreements for the planning team.
- Coordination of an art concept.
- Selecting the procurement concept and bidders, appointment of the general contractor.
- Uncovering an ancient brook.
- Control of marketing - sale of flats to investors and owners.



## AKADEMIE DER KÜNSTE, Pariser Platz, Berlin

<b>Service(s)</b>	Crisis / Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2003 - 2005
<b>GFA</b>	15.300 m <sup>2</sup>
<b>Building Volume</b>	ca. 58.500 m <sup>2</sup>
<b>Investment Volume</b>	€ 56 M (crisis management approx. € 25 M)
<b>Consultant(s)</b>	Matthias Beyer für ARCADIS HOMOLA AG
<b>Client</b>	City of Berlin, represented by the department for urban development



The “Akademie der Künste” - Academy of arts - returned with their new building after almost 70 years to their historical location at Pariser Platz. It was built according the design by Günther Behnisch and Manfred Sabatke with Werner Durth from the year 1994. The concept has integrated the only remaining parts of the otherwise destroyed building, the historical halls.

When starting the services the project was in a totally critical state. Construction work had been ceased completely by the general contractor after notice of termination by both parties. In the upcoming autumn the facades and roof constructions were uncompleted and therefore not waterproof. Press reported about massif mold contamination in the prospective archives in the lower levels of the building. The principal, a project company, turned out to be more and more incapable of adequate action.

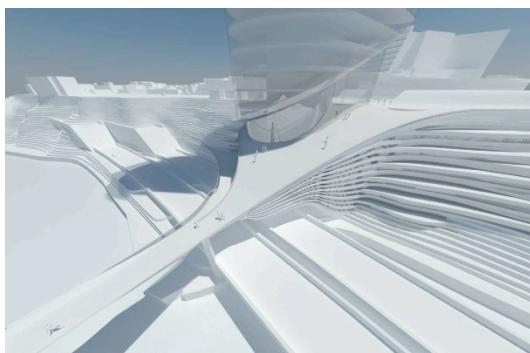
Core themes of the crisis management have been:



- Urgent measures to finalize façade and roof constructions and start mold decontamination
- Situational analysis (Costs, Time, Quality)
- Restructuring the project organization after the department for urban development has assumed the function of the principal
- Assisting the application process for additional budget resources
- Remedy of planning defects in close coordination with the client and the prospective user
- Individual placing according public procurement law

## superior 4 -star ABANO GATE, Tbilisi, Georgia

<b>Service(s)</b>	Representative of the owner Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2008 - 2010
<b>Plot Size</b>	4.000 m <sup>2</sup>
<b>GFA</b>	ca. 40.000 m <sup>2</sup>
<b>Investment Volume</b>	\$ 75 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	CBR Capital Ltd.



The development company CBR Capital plans the new construction of a 4-star hotel on the banks of the Kura river in the Georgian capital of Tbilisi. The site is located directly on the river bank of the Kura river.

The scope of service provided for the developer CBR Capital Ltd. started with the predevelopment and the following points:

- Coordination of the local branch of the developer in Tbilisi
- Advising the branch in all technical cases and in involving surveyors and other specialists
- First negotiations with hotel operators
- Contractual management
- Negotiation with the authorities on a zoning plan and the requested permits
- Generating a master schedule
- Steering of planning process
- Generating an own expertise on the local hotel market
- Monthly reporting

## 4-star Hotel Am Spittelmarkt, Berlin

<b>Service(s)</b>	Project Management / Consulting
<b>Project Data</b>	
<b>Project Timeframe</b>	2008 - 2012
<b>GFA</b>	16.500 m <sup>2</sup>
<b>Number of Rooms</b>	250
<b>Investment Volume</b>	€ 30 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	Lagrande Projektentwicklung GmbH



The client plans to build a 4-star hotel on a lot at Spittelmarkt in Berlin Mitte.

Grauel Consultants was contracted to provide the necessary management services at the end of 2008 while the project was still in its development phase.

Phase 1 of the project (Development) focused on the following tasks:

- Location analysis with the creation of a hotel assessment by a hotel consultant.
- Preparation measures - for example, surveying, property and land assessment with investigation of previous construction.
- Signing of necessary neighborhood agreements
- Completion of an architect selection process with invited architects
- Pre-planning / feasibility study
- Creation of a preliminary construction request to address single issues relevant to the planning
- Operator selection process - negotiation and signing of a lease agreement

## 5-star sup. All suites Hotel, CAP VERMELL, Mallorca, Islas Baleares

<b>Service(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2005 - 2006
<b>GFA</b>	36.000 m <sup>2</sup>
<b>Number of Rooms</b>	144
<b>Investment Volume</b>	€ 65 M
<b>Consultant(s)</b>	Carsten Grauel
<b>Client</b>	Proyectos y Promociones Cap Vermell



The project company plans the development of a luxury hotel embedded in a pristine landscape as one part of a much larger project that includes 75 villas. The development is located on a mountain ridge in the north-east area of the island situated between a golf course and the sea.

The project management activities included the following services:

- Negotiation and conclusion of necessary agreements for the planning team - preliminary design phase
- Consultation for the room program
- Setting up the project budget
- Implementation of regular meetings with the planning team and the owner
- Quality controlling of planning
- Summarize the planning results in a final report for the client

## LUISEN CARREE Berlin new Offices, Robert-Koch-Platz, Berlin

<b>Service(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	1996 - 1998
<b>GFA</b>	22.500 m <sup>2</sup>
<b>Office Space</b>	17.600 m <sup>2</sup>
<b>Investment Volume</b>	€ 60 M
<b>Consultant(s)</b>	Carsten Grauel für Viterra
<b>Client</b>	Viterra Development GmbH



Construction of a new office complex at a historic place in Berlin on a total of 6 plots adjacent to the Berlin Charité. The office spaces have been rented individually and the whole building has been sold to a private investor.

The activities included the following services:

- Purchase of Land plots and legal division of site.
- Coordination of more than ten municipal authorities involved in the building application/permission process.
- Controlling and completion of all urban planning agreements neighbourhood treaties.
- Selection and appointment of the entire planning team.
- Selecting the procurement concept and bidders, Contract conclusion with general contractor.
- Uncovering of an ancient brook, including a historic Stone Arch Bridge.
- Controlling of the sale of the building to a private investor.

## ZOLLERNHOF, Unter den Linden, Berlin - Germany

<b>Service(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	1994 - 2000
<b>GFA</b>	32.000 m <sup>2</sup>
<b>Subterranean GFA</b>	11.200 m <sup>2</sup>
<b>Investment Volume</b>	€ 300 M
<b>Consultant(s)</b>	Matthias Beyer für Viterra
<b>Client</b>	Bauherrengemeinschaft Zollernhof (ZDF und VEBA)



The „Zollernhof“ was designed by the Berlin architect Thomas Baumann containing the studio complex for the ZDF (second channel of German television broadcasting) and a representative office of VEBA AG.

The building complex consists of a protected historical building at the famous boulevard “Unter den Linden” and a new U-shaped building with eleven floors surrounding a glass roof topped courtyard. To fulfill the room schedule five levels had to be built underground where two of the three smaller studios are located. The large Studio 1 with approximately 300 m<sup>2</sup> is located at the entrance level.

As almost 60% of the former protected building had to be demolished the project start was characterized by time-consuming negotiations with the authorities to get the required approvals and permits.

The making of the building pit with an excavating depth of more than 20 m and a ground water level only 3,5 meter below the surface of the site was later on a technical challenge for the construction company.

It is unnecessary to emphasize that the interior fittings and technical infrastructure for the ZDF required intensive management.

The project management consisted of a complete package of traditional services focusing on:

- Cost, time, quality and organizational management

## VIKTORIA QUARTIER, Berlin - Germany

<b>Service(s)</b>	Project Management / head of project
<b>Project Data</b>	
<b>Project Timeframe</b>	1999 - 2002
<b>Plot Size</b>	ca. 50.000 m <sup>2</sup>
<b>GFA</b>	70.000 m <sup>2</sup>
<b>Investment Volume</b>	€ 190 M
<b>Consultant(s)</b>	Carsten Grauel für Viterra
<b>Client</b>	Viktoria Quartier Entwicklungsgesellschaft mbH & Co KG (joint venture Deutsche Bank und Viterra)



The project entailed the development of an approximately 50,000 m<sup>2</sup> complex at the foot of the hill after which the Kreuzberg area of Berlin is named.

According to the master plan of the American architect Fredrick Fisher the area should become a new inner-city quarter with various types of residential premises, a few business units, an underground car park for 650 vehicles and a mainly subterranean museum. The existing buildings were renovated into lofts with additional storeys added in some cases. The new residential buildings included townhouses, apartment buildings and again lofts. Part of the old buildings were planned to become a commercial leisure park with spa, restaurant and event space.



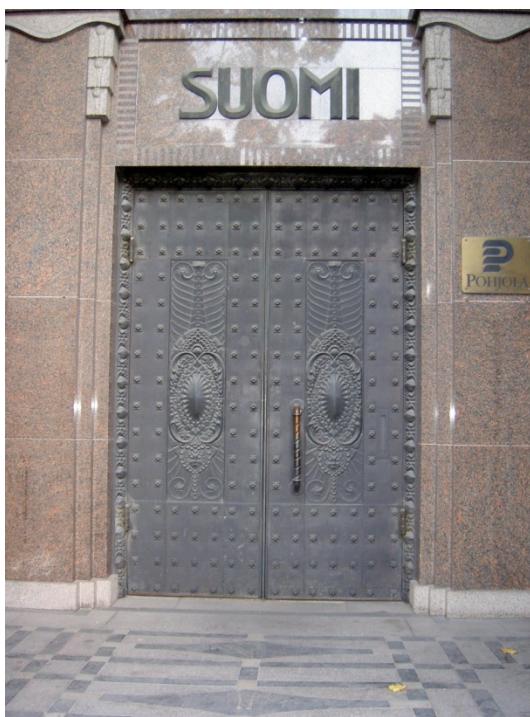
Core themes of the project management services have been:

- Acquisition and take-over of the old brewery complex
- Implementation of an international urban design competition
- Demolition of not usable newer building, preservation of the historic buildings
- Coordination of a legally binding land-use plan
- Negotiation and conclusion of an urban development contract
- Commissioning and coordination of seven international architects from Los Angeles, Paris, Basel, Vienna, Frankfurt, Berlin
- Coordination of the permit application process
- Management of legal issues (land register, purchase agreements etc.)
- Control of marketing



## Office Complex, „Suomi“, Helsinki, Finnland

<b>Service(s)</b>	Consulting
<b>Project Data</b>	
<b>Project Timeframe</b>	2008
<b>GFA</b>	12.350 m <sup>2</sup>
<b>Consultant(s)</b>	Carsten Grauel und Matthias Beyer
<b>Client</b>	TMW Pramerica Property Investment GmbH



The project is located in the heart of Finland's capital Helsinki. It consists of two listed buildings from the years 1911 and 1938. The renovation process was estimated to take six months beginning in January 2008.

After the client had determined

- significant delays,
- increasing construction costs and
- ineffective marketing

ToBuild Management was asked to analyze the project, propose suggestions for improvements and countermeasures such as

- improvement of the planning concept according international standards
- propose cost savings
- analyze optimization potential for the marketing concept

and to finally summarize the results in a final report.

Two site visits including meetings with the asset managers and the planning team have been organized by TBM.

The final report has already been delivered to the client. Clarification with the client is currently in process.

## R42 DEVELOPMENT, Tbilisi, Georgia

<b>Service(s)</b>	Representative of the owner Project Management
<b>Project data</b>	
<b>Project Timeframe</b>	2007 - 2008
<b>Plot Size</b>	4.000 m <sup>2</sup>
<b>GFA</b>	35.000 m <sup>2</sup>
<b>Investment Volume</b>	\$ 52 M
<b>Consultant(s)</b>	Carsten Grauel and Matthias Beyer
<b>Client</b>	CBR Capital Ltd.



The planned retail and office building is located in the direct heart of the Georgian capital Tbilisi at the rose revolution square. The front part is a protected building, the back side part will be new constructed with a larger garage under a public square.

The scope of service provided for the developer CBR Capital Ltd. started with the predevelopment and the following points:

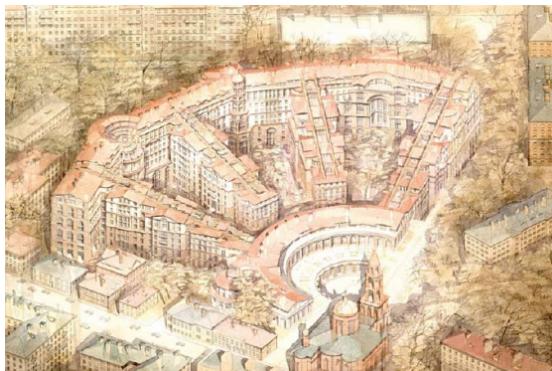
- Coordination of the local branch of the developer in Tbilisi
- Advising the branch in all technical cases and in involving surveyors and other specialists
- Completion of the planning team in Georgia and Germany
- Contract management
- Installing of a web based document management system for the whole project team (Georgia and Germany)
- Generating a master schedule and a planning schedule – controlling the schedule
- Steering of planning process
- Preparing the necessary documents for a loan agreement and negotiating them with the bank
- Coordination and controlling of a research study of the local market (JLL)
- Monthly reporting

## Residential Complex "Italian Quarter", Moscow, Russian Federation

<b>Service(s)</b>	Project Management
<b>Project Data</b>	
<b>Project Timeframe</b>	2007 - 2009
<b>GFA</b>	100.500 m <sup>2</sup>
<b>Building Volume</b>	335.500m <sup>3</sup>
<b>Investitionsvolumen</b>	\$ 330 M
<b>Bearbeiter</b>	Carsten Grauel
<b>Auftraggeber</b>	Insigma Group of Companies



The Insigma Group erected a residential and retail complex in the city center of Moscow, near the Garden Ring, consisting of 245 condominiums, 16,000 m<sup>2</sup> of retail space, a spa and 600 parking lots.



The services rendered focused on the following tasks:

- Advising the client about revisions to the project
- Complementing the project team
- Contract negotiations with the project team over changes and extensions
- Planning optimizations for both the flat layouts and the entire project
- Creation and review of a contract award process, including comparing tender procedure for a general contractor versus package tender, also as cost plus fee contracts
- Contract negotiations with construction firms
- Inclusion of a local real estate agent in the marketing process
- Creation of an interface plan for the hand over to the future user



## 3-star Aldea Novum, Berlin

<b>Service(s)</b>	Project Management, Construction Management
<b>Project data</b>	
<b>Project Timeframe</b>	2010 - 2012
<b>GFA</b>	2.500 m <sup>2</sup> Renovation of the basement
<b>Number of Rooms</b>	11 later extension
<b>Investment volume</b>	€ 1 M
<b>Consultant(s)</b>	Carsten Grauel, Julia Grauel
<b>Client</b>	SAG Schöneberger Immobilien AG



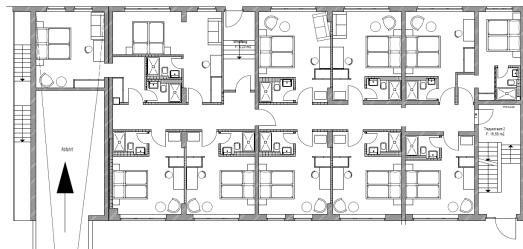
In 2002 apartment building at the corner Bülowstraße 19-22 Frobenstraße was converted into a hotel. Over the last years since 2002 Berlin's hotel market has steadily improved. The hotel's favorable location offers a very good connection to the public transport system and road network. Additionally, the Aldea Hotel offers rooms towards the calm and sheltered courtyard and despite its central location can be seen as a place to retreat to.

The entrusted project included the redevelopment and modernization of the underground car park as well as overseeing the extension of further 11 rooms.

The redevelopment of the car park brought a challenging and far advanced process of carbonization, which affected the concrete structure. The concrete covering had to be removed until the reinforcement bars were exposed. The iron then had to be treated. Afterwards, a stronger jetcrete covering was installed in order to prevent damages in the following years.

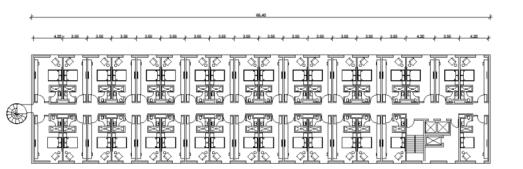
During the expansion of the 11 rooms on the first floor an emphasis was put on ensuring the smooth running of everyday processes within the hotel.

The client is SAG Schöneberger Immobilien AG.



## 4-star Holiday Inn, Böblingen

<b>Service(s)</b>	Project Development
<b>Project data</b>	
<b>Project Timeframe</b>	2010 - 2013
<b>GFA</b>	7.300 m <sup>2</sup>
<b>Number of Rooms</b>	166
<b>Investment volume</b>	€ 13 M
<b>Consultant(s)</b>	Carsten Grauel, Gerson Grauel
<b>Client</b>	MIB Technologie-Park Böblingen GmbH



Böblingen, a medium sized city with 50.000 people, is located in the south west of Stuttgart. The city of Sindelfingen finds itself in the immediate surroundings in the north of Böblingen.

Due to its prime location and favorable connection to the road network, the MIB Technologie-Park is an attractive site for the establishment of business projects.

Grauel Consultants, highly regarded with a longstanding wealth of knowledge and experience, developed and planned the Holiday Inn Hotel.

During this process the site was optimized by the development of all ground floor and layout plans. In order to utilise optimal space, the layout had been devised through the early stages of planning.

The client is the MIB Technologie-Park Böblingen GmbH.

Grauel Consultants (GC) has been contracted to the project development advisory services, the preliminary draft and the application for the preliminary building permit.