**Press Release of 27 October 2021**

**The Vlčie hrdlo Business Park in Bratislava is changing its owner. The developer CONTERA has purchased it from the Natland investment group**

**The Vlčie hrdlo Business Park in Bratislava, which offers the lease of warehouse spaces, offices and halls, has a new owner. The Czech developer CONTERA has purchased it from the Natland investment group, which had managed the former brownfield with an area of 33,420 m2 since 2020. It wants to continue in modernisation and revitalisation of the premises and create the so-called small business units concept there.**

*“The newly purchased premises in Bratislava offer a great potential for development. We are planning to newly replace the older buildings and significantly renovate the existing ones. However, we do not want to bring a higher traffic load to an important area in the wider Bratislava centre, so we will focus on building smaller units in the spirit of modern urban logistics”,* says Svetozár Rohoň, CONTERA Senior Asset Manager.

The developer has acquired this office-warehouse park in the Bratislava centre near the R7 highway from the Natland investment group. It was added to its portfolio in 2020, and the group has managed to transform it from an inefficiently managed premises into the Vlčie hrdlo Business Park within 18 months. The technical infrastructure underwent a massive investment, the revenues increased by a quarter and the rent collection rate reached 100%.

*“With CONTERA, the Vlčie hrdlo Business Park acquires a strong new owner with know-how and years of experience, one who will continue to develop the location and the entire complex and build on our work and strategic visions”*, said Maroš Dragúň, the Natland Group County Manager for Slovakia.

The Vlčie hrdlo Business Park, with a total area of 33,420 m2, is a former brownfield on which the oldest buildings originated in the mid-20th century. *“We consider brownfield revitalisation one of the basic components of our company know-how. We therefore appreciate that we can also work with such an area in Bratislava and look forward to transforming Vlčie hrdlo into a modern business park of the highest standard”,* says Dušan Kastl, CONTERA partner and chief executive officer.

The company intends to implement so-called small business units, or compact units combining a showroom, office and warehouse, which can primarily be used by small and medium-sized companies into all of its logistics parks. The Bratislava CONTERA branch, which currently has six employees, will also find its new offices at Vlčie hrdlo Business Park. A complete rebranding will be simultaneously carried out.

*“The transaction between the Natland Group and CONTERA proceeded very professionally and smoothly”,* added Maroš Dragúň from Natland. AK Glatzová & Co., ASB and the 108 Agency cooperated on it and provided service. The property yield segment remains a very important and interesting feature for Natland, and new investment opportunities are currently emerging for the group in this area.

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***CONTERA***

*Founded in 2009, CONTERA owns and operates industrial parks in prime locations in the Czech Republic (Brno, Ostrava, Prague, Teplice) and Slovakia (Bratislava, Prešov). Contera's portfolio provides clients with leasing opportunities and built-to-suit solutions. The Company specialises in renovation and revitalisation of unused premises (brownfields) in locations with good infrastructure whilst emphasising harmony between its parks and the surrounding environment. The portfolio includes approximately 508,000 m2 of existing properties and 164,000 m2 of planned industrial properties. In 2019, CONTERA established a joint venture with TPG Real Estate Partners, a specialised property investment platform owned by the global TPG company. CONTERA entered the Slovak market in the same year.*

***Natland*** *The Natland investment group is an active investor and developer operating on the Czech and Slovak markets. It invests in medium-sized companies and profitable real estate, builds residential as well as polyfunctional buildings. It is an expert in the crisis management of companies that find themselves in trouble and also provides specialised financial services. Natland, established by Tomáš Raška in 2002, currently comprises three further partners: Karel Týc, David Manych and Jan Sečkářová.*