Motti Gruzman, CEO Excelion Development Company

Experience

Tourman Ltd

Started off my career as a Logistics manager at Tourman Ltd, a tour operator for the Jewish Orthodox traveler. During my 4 years at Tourman, I was promoted to general hotel manager. During the Hotel Manager's tenure, the hotel bookings have had an average growth of 13.5% a year.

Independent real-estate Entrepreneur

Started acquiring properties in Belgium for myself and close family and friends. Used own capital to buy the properties and bank loan for renovations. Refinanced 80% of market value after completion of project. Several examples of capital growth:

1. Chatelet:

Purchase Price: 80.000eur Renovations: 170.000Eur Total Cost: 250.000Eur Expert's Value: 380.000Eur

2. Gosselies:

Purchase: 150.000eur Renovations: 130.000eur Total Cost: 280.000Eur Expert's Value: 435.000Eur

3. Jumet:

Purchase: 235.000eur Renovation: 255.000eur Total costs: 490.000eur Expert's Value: 750.000eur

4. Tournai:

Purchase: 225.000eur Renovation: 265.000eur Total costs: 490.000eur Expert's Value: 650.000eur

5. Hornu:

Purchase: 155.000eur Renovation: 450.000eur Total costs: 605.000eur Expert's Value: 950.000eur

6. Marche en Famenne:

Purchase: 435.000eur Renovation: 1.655.000eur Total costs: 2.090.000eur Expert's Value: 3.200.000eur

Currently in portfolio 13 apartment buildings of various sizes, all rented out.



Renobelg gvc

In 2009 opened a development company called Renobelg, a constructing company for my growing real estate business. Using my own renovation company, gives me a better handle on the renovating process and evaluating new potential projects thus minimizing unnecessary expenses and maximizing profit.

This later was closed and we opened a development company that is owned and managed by Excelion's CPO Eli Gruzman. Company is called Renoglobal Bvba.







Nadlan Portal Byba

Building on the success in my private real estate portfolio, I took on a partner and started on bigger real estate projects in Belgium.

I. Vielsalm: Purchased property in 2013, created 8 unit divisions, renovated and sold in 2014

- II. Hotton: Purchased property in 2013 created unit 8 divisions, renovated and sold7 out of the 8 units
- III. Daussois: created unit divisions, renovated and sold all 6 units
- IV. Malmedy: Purchased in 2015 and created 10 units, renovated and sold all 10 units.

DSG Immo

Opportunities have risen in France and my partner and I decided to invest in there as well. DSG Immo became our Nadlan Portal for the French market.

- I. Lohr: 2014: After renovations, we sold all 11 units
- II. Sarrebourg: 2013: bought a property, converted into 5 units and sold all of them
- III. Sedan: 2013: Bought an 18room hotel, transformed into 6 flats and sold
- IV. Longwy: 2014 After renovations, we sold all units.









Renoglobal Byba

To help us facilitate the various projects we conduct in Europe and to use our own resources in the Belgian market, we have created Renoglobal. Over the last few years, Renoglobal has renovated and sold several residential units in several locations in Belgium:

1. rue du commerce 37, montignies sur Sambre, Belgium:

Purchase Price137,650 €Costs renovation322,350 €Total project costs460,000 €Total value600,000 €

2. Rue de lodelinsart 270, Montignies Sur sambre:

Purchase Price 397,100 €
Costs renovation 167,900 €
Total project costs 565,000 €
Total Value 700,000 €

3. chausse de ransart 50-52, Gilly:

Purchase Price 92,300 €
Costs renovation 120,500 €
Total project costs 212,800 €
Total Value 297,000 €

4. Place de lhotel de ville, Chatelet:

Purchase Price 177,100 €
Costs renovation 260,000 €
Total project costs 437,100 €
Total Value 550,000 €

5. Gasstraat 98, Antwerpen:

Purchase Price 595,000 €
Costs renovation 204,670 €
Total project costs 799,670 €

6. Lange kongostraat 76-78, Antwerpen:

Purchase Price 950,000 €
Costs renovation 225,446 €
Total project costs 1,175,446 €

7. Zandstraat 87-89, Turnhout:

Purchase Price 1,185,000 €

Costs renovation 368,834 €

Total project costs 1,553,834 €

Total Value 1,980,000 €

BDS Portal

The main reason for this company is for the project we are currently doing in Andorra. We are transforming a 4000 sq. m. office building into luxury condominiums, as well as commercial space in the center of Andorra.

Project of 12million Euros Turnover Renovation completed, currently in sales.





TCI Hotels Gmbh,

a 67 apart-hotel in the Austrian Alps and are starting the renovations after the winter season of 2017.

Project of 15million euros Turnover

Waiting for permits. Expected construction late 2022.





ST MARTIN gmbh,

a 56 apart-hotel in the Austrian Alps under construction with completion for winter season of 2017.

project of 9million euros turnover.

75% of development achieved. Delivery expected early 2023.





Goutroux Holding byba

a Greenland development of 180units in Charleroi, Belgium, permits approved, construction will start in January 2018

project size: 33million euros.

last stage of construction phase 1:40houses. Delivery expectation early 2023.





Excelion ag,

A development of 48 appartments in the charming alpine resort Leukerbad Project size: 12million CHF.

Delivery expected Q4 2022





Upcoming Projects

- 1. Bulgaria: 33units aparthotel, renovating and keep in portfolio. Pre agreement signed March 2022. Completion expected mid 2023.
- 2. Switzerland: 40units renovating and keep in portfolio Pre agreement signed March 2022. Permits expected late 2023, Development end expected mid 2025.
- 3. Greece: Development of 4 old apart hotels into 4* hotels with 256 units



