



INVEST  
GLASGOW

H O T E L

P R O S P E C T U S



## WELCOME TO GLASGOW

As one of Europe's most vibrant and dynamic destinations, Glasgow is bursting with life, energy, passion and personality - home to world-class museums, galleries and visitor attractions; diverse neighbourhoods; unrivalled bars and restaurants and the UK's best cultural offer.

Glasgow is Scotland's largest city, as well as the nation's cultural, creative and economic powerhouse. Its fully rounded economy generates travellers for commerce, leisure, conventions and events year round. The city is a first-choice destination for more than two million tourists every year. Alongside this, Glasgow's reputation as a vibrant, culturally-rich destination with an unrivalled visitor experience and world-class customer service ensures that hotels enjoy year round high occupancy.

Glasgow's modern, diversified economy has strengths in a variety of sectors including finance and business services, digital technology, creative economy, engineering and advanced manufacturing, higher and further education, low carbon/circular economy, life sciences, tourism and major events.

Glasgow is the UK's third largest financial centre and ranks in the top 70 in the world. It is home to some of the biggest names in global business and finance such as Barclays Wealth, JP Morgan, Morgan Stanley and Clydesdale Bank (Virgin Money), who are all significantly growing their workforce and investing in new state-of-the-art Grade A offices in the city centre.

The city has long been a pioneer in the life sciences sector and home to international leaders in precision medicine, medical technology, clinical and translational medicine and pharmaceutical services.

An impressive range of industry leading companies have chosen to locate their business in Glasgow, including Jacobs Engineering, Fraunhofer Gesellschaft, ScottishPower, Lockheed Martin, ReproCELL Europe Ltd, Dell and Hewlett Packard. As a result, corporate business travellers represent nearly one third of hotel room occupancy in Glasgow.

### HOME TO GLOBAL HOTEL BRANDS

Glasgow's reputation as a tourism, convention and events centre is well founded. A host of world-class hotels can be found in the city. These include *Kimpton Blythswood Square*, *Hilton*, *Marriott*, both *Radisson BLU* and *RED*, *Crowne Plaza*, *Hotel du Vin*, *citizenM*, *Malmaison* and *Dakota Deluxe*.

### WORLD CLASS BUSINESS TOURISM

Glasgow has the capacity and credibility to welcome more conference delegates than every other Scottish city combined, making it a premier European business tourism destination. During the 2018/19 financial year, Glasgow secured 600 new conferences for future years through to 2024. This will bring an additional 141,000 business tourists to the city and contribute an estimated £134 (€158) million to the local economy over the next four years. The number of international associations choosing Glasgow annually as their conference destination has risen 54% from 43 to 66 between April 2012 and March 2018.

### THE GATEWAY TO SCOTLAND

Glasgow's Tourism and Visitor Plan sets out a clear direction for continuing to build the city's global profile as a must-visit tourism destination. Positioning Glasgow as a cultural powerhouse and the 'Gateway to Scotland' is at the heart of the plan, which aims to deliver an economic boost of £771 (€910) million visitor spend in the city by 2023.

### ROOM FOR ALL

There are nearly 12,000 rooms in the city, with an average occupancy rate of 79.1% (STR Global 2019). With a range of exciting new developments, recently opened or planned, from hotel brands including *Adagio*, *Bloc*, *Clayton*, *Courtyard by Marriott*, *Gotham*, *ibis Styles*, *Maldron*, *Innside by Melia*, *Motel One*, *Moxy*, *Native*, *Radisson RED*, *Rogue City*, *Sandman* and *YOTEL*. In 2018 Glasgow added nearly 1,000 hotel rooms to its accommodation stock and 2020 will see approximately a further 1,000 new rooms opening in the city. However, it is anticipated that more hotel rooms are required to meet current and future demand in the city.

# THERE HAS NEVER BEEN A BETTER TIME TO INVEST IN GLASGOW

Glasgow's profile as a top international tourism destination has gone from strength to strength. Business tourism, world-class retail, major attractions and global events are all driving demand for additional hotel rooms. The city is now globally recognised as a first-choice destination and was ranked among the world's top 10 cities for 2019, with travel industry bible *Time Out* magazine naming the city number one for both friendliness and affordability.

**Ranked 6th**  
in the UK for FDI,  
outside London



**Over £17 (€20) billion**  
capital investment  
since 2011



**#1**  
**Best Large European  
City for FDI Strategy  
2020/21** (FDI Magazine)



**2.3 million tourists** Generating  
£662 (€781) million (2018)



**5th Best  
Sporting City**  
in the World and European  
Capital of Sport for 2023



**Top in  
the UK for  
retail spend**  
outside of London's West End (£4.2  
[€5] billion spend) (HDH 2017)



**4th  
in the world**  
for sustainable  
business tourism  
(Global Destination  
Sustainability Index 2019)



**UK's first UNESCO  
City of Music**  
hosting 130 music  
events every week



**Time Out magazine  
named Glasgow one of  
the world's best cities  
for 2019** and number one  
for both friendliness and  
affordability. Ranked alongside  
New York,  
Melbourne  
and Chicago.



Most European  
destinations are within  
**2 hours of Glasgow**,  
offering short journey  
times and low cost travel



**New direct routes  
for 2018/19** include  
Frankfurt, Düsseldorf and  
Krakow, opening Glasgow  
up to even more visitors



**2019 hotel  
occupancy is  
at 79.1%**  
with RevPAR at £56.33  
(€66.47) and ADR at  
£71.25 (€84.08)



**First-choice host  
for major international events  
and conferences.** Confirmed  
business until 2024 and bidding  
for business up to 2029



Number 10 in  
**Big Seven  
Travel's 50  
friendliest cities**  
in the world list in 2019



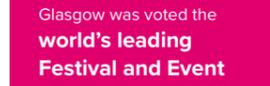
Glasgow's night-time  
economy is worth over  
**£2 (€2.36) billion** and  
provides over **16,000  
jobs** (2016)



The SSE Hydro was ranked  
**first in the global Billboard  
Chart Top 10 Venues Index  
2018** and is **second in  
Pollstar's Top 200 global  
arenas list for worldwide  
ticket sales 2019**



Glasgow was voted the  
**world's leading  
Festival and Event  
destination in 2019**,  
ahead of Singapore,  
Rio de Janeiro,  
London,  
Cape Town  
and Dubai



**The  
New York  
Times**  
**Number ten** in the  
New York Times' top 52  
places to go in 2018



# WHY GLASGOW?

## 10 KEY REASONS



### 1. GLASGOW'S POPULATION IS GROWING AND URBANISING

Population growth is on a strong upward curve. The share of people living in and around the city centre continues to increase driven by the demands of a vibrant younger workforce and a growing appetite for city centre living. Glasgow is a genuine metropolis and borrows scale from its wider (Central Belt) region, home to 3.5 million people and one of the 20 largest urban regions in Europe.



### 2. GLASGOW'S SKILLS AND TALENT BASE IS ON THE UP

Glasgow is now a city of applied knowledge. By European and global standards, a very high share of the city's workforce has achieved a high level of education and qualification. The talent base is also boosted by the globally impressive number of international students that call Glasgow home, particularly in essential business disciplines such as finance, engineering and life sciences.



### 3. GLASGOW'S JOBS BASE AND ECONOMY HAVE GROWN AND DIVERSIFIED

Glasgow has been through a very clear cycle of growth and diversification, strongly growing its jobs base, halving its unemployment rate, and honing strengths in high productivity sectors such as finance and business services and creative industries, transforming the entire city region into a very powerful economic engine. This trend is forecast to continue, with the Glasgow City Region expected to secure nearly half of all new Scottish jobs over the next decade.



### 4. GLASGOW: A MATURE INVESTMENT PROPOSITION AND AN ESTABLISHED BUSINESS HUB

Glasgow is an established destination for corporate and real estate investment. The city's maturing status as a preferred location for FTSE 100 and AIM listed companies, and a national leader in insurance, shipbuilding and whisky production, is helping to attract a range of investors and businesses of all sizes. With a large International finance and business services sector still expanding, and development underway for three new innovation districts, Glasgow is witnessing an unprecedented range of investment activity across all real estate sectors.



### 5. GLASGOW IS RENEWING ITS CAPACITY FOR INNOVATION AND INGENUITY

A runner-up for the European Capital of Innovation Award, Glasgow has developed strong commercial edges in nanotech, health and life sciences, digital media, energy and advanced manufacturing, is a global capital of the space and satellite industry, and is a UK leader for FinTech education and meetups. The city's overall innovation and start-up eco-system is now improving faster than most major European cities due to its pipeline of new innovation districts, improved networking, and policies to strengthen entrepreneurship.



### 6. GLASGOW'S UNIVERSITIES AND COLLEGES EXCEL, SERVE BUSINESS AND FUEL INNOVATION

Glasgow is the only city in the UK outside of London to have 2 universities ranking in the top 40 nationally. City universities and colleges achieve global reach and resonance, are re-connecting the city with its DNA of creativity, engineering and design. Alongside world-leading research capabilities, Glasgow's universities also generate high levels of industry collaboration, research council funding, company spin-outs and student satisfaction.



### 7. GLASGOW'S TRANSPORT, DIGITAL AND ENERGY INFRASTRUCTURE PROVIDES SCALE AND REACH

Glasgow has the scale and capacity of infrastructure to access much wider markets and also achieve regional resilience. An important node in the European airport network, Glasgow's international air connectivity is very high by global standards. The cluster of national renewable energy groups in the Glasgow City Region makes it a global leader in green energy sources. Glasgow is also a gateway city, home to the UK's 2nd busiest non-London railway station, and also an adopter with the highest long-range Internet of Things (IoT) coverage and 3G/4G signal strength among UK core cities.



### 8. GLASGOW IS A DESTINATION AND TRUSTED HOST FOR EVENTS AND EXPERIENCES

Glasgow is internationally recognised as a destination in its own right because of its hospitality, retail appeal, and ability to host high-level meetings and events. The city is a proficient and creative year-round host of large-scale conventions, accommodating significant increases in tourist visits and growing demand for cultural experiences. The Glasgow Convention Bureau was named the UK's Best Convention Bureau for a world-record 13th year in a row at the influential Meetings and Incentive Travel (M&I) Awards in 2019.



### 9. GLASGOW FITS THE LIFESTYLE PREFERENCES OF THE NEW, NEXT AND ESTABLISHED GENERATIONS

Glasgow has achieved significant increases in the city's appeal to millennial and career-age talent in recent years. Disposable income, efficient infrastructure and levels of openness, social cohesion and inclusivity are important differentiators for Glasgow. The friendly Glaswegian spirit, excellent work-life balance and high levels of affordability mean that Glasgow is increasingly seen not only as a place to "get on the property ladder", but also a "place to call home", and a place to return to.



### 10. GLASGOW'S INHERITED ASSETS, AND ITS TRACK RECORD ON SUSTAINABILITY, MAKE IT A SAFE BET FOR THE FUTURE

Glasgow's early adoption of sustainable policy in various industries, and its leadership on climate and environmental agendas, has firmly established it as a city that leads by example when it comes to environmental friendliness and sustainability. Glasgow is the first city outside of London to introduce a low-emission zone, the first to introduce an electric bus fleet to its airport car parks, and is the first European convention bureau to receive a Green Tourism award. Glasgow's greenness and renewable energy credentials are set to grow even further as a result of huge investment in the region's Green Network.

# BUSINESS TOURISM

**Glasgow is the conference capital of Scotland, with the capacity to host more conferences and welcome more delegates than Scotland's six other cities combined.**

In May 2019, reflecting Glasgow's position as a global conference city, the International Congress and Conventions Association (ICCA) reported that Glasgow attracted more international delegates in 2018 than major competitors including the likes of Zurich, New York, Las Vegas and Johannesburg and held more international conferences than Frankfurt, Basel, Strasbourg, Los Angeles, Moscow and The Hague.

Conference delegates spend significantly more than short break tourists and are high yield individuals. A quarter of all delegates (25%) are from outwith the UK and contribute to hotel RevPAR growth.

Conference activity in the city is led by the Glasgow Convention Bureau at Glasgow Life working with a range of city and national partners, from VisitScotland, the SEC and NHS Greater Glasgow and Clyde to Glasgow's academic sector and the wider business community including Glasgow Chamber of Commerce,

Greater Glasgow Hotels Association, Glasgow Restaurant Association, Glasgow Taxis, and ScotRail.

In the 2018/19 financial year, Glasgow won 600 new international and UK conferences through to 2024 worth £134 (€156) million.

A key component of Glasgow's success is the growing strength of the city's Conference Ambassador Programme - the first of its type in the UK, which is celebrating its 30th anniversary in 2020. Managed by Glasgow Convention Bureau, it supports in excess of 1,600 influential active ambassadors - drawn from the city's academic, scientific, medical and business communities - enabling them to persuade their own sectors and associations to host a conference in Glasgow. In 2018/19, the programme contributed 54% of all conference business won by Glasgow compared to 30% five years ago.

## MAJOR CONFERENCE BUSINESS FORTHCOMING INCLUDES:

- 2020 Forum of European Neuroscience Societies
- 2020 Scientific Meeting of the European & International Society of Hypertension
- 2020 Association for Medical Education in Europe Annual Conference
- 2020 COP26 UN Conference on Climate Change
- 2021 European College of Sport Science Annual Congress
- 2022 World Congress of Basic and Clinical Pharmacology
- 2024 World Endodontic Congress

Glasgow has been named the UK's Best Convention Bureau for a record-breaking **13 consecutive years at the prestigious M&IT Awards (2007-2019)**



Glasgow will host the world's largest meeting on climate change action, the **26th UN Climate Change Conference (COP26)** in November 2020. This super-conference will attract over **30,000 international delegates, observers and media.**



## SCOTTISH EVENT CAMPUS (SEC) AND THE SSE HYDRO

**The Scottish Event Campus (SEC) is an economic driver for Scotland with the campus generating £460 (€540) million net additional expenditure in the Glasgow area for 2018/19. Future plans to expand the SEC will ensure additional economic benefit across the city in terms of spend on hotels, restaurants, retail and employment creation.**

The opening of The SSE Hydro on the SEC in 2013 has further boosted the city's major event and conference credentials. With a seated capacity of 12,000 and a total capacity of 14,300, The SSE Hydro hosts around 140 events every year (from national and international music mega stars to global entertainment, sporting events and exhibitions) and has the potential to inject £131 (€155) million annually into Glasgow's economy.

The SSE Hydro is currently ranked second in Pollstar's Top 200 global arenas list for worldwide ticket sales in 2019

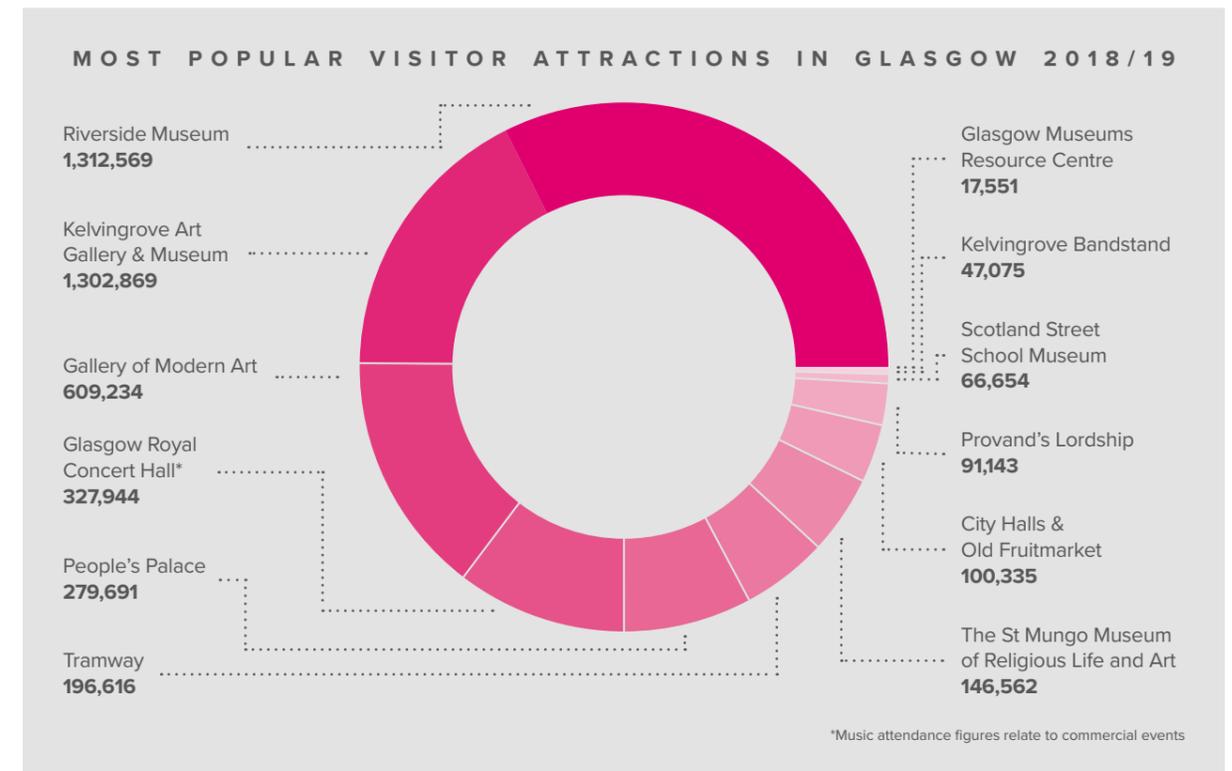
and was number one in the global Billboard Chart Top 10 Venues Index 2018 - reinforcing its reputation as one of the top arenas in the world today.

Since opening over six years ago, The SSE Hydro has welcomed more than 6.7 million visitors to 810 events and looking ahead with strong conference years predicted for 2020/21 and beyond, increased visitors to the SEC need to be accommodated. The development of two hotels on site is currently underway which will bring over 500 additional hotel bedrooms in 2020.

# MAJOR ATTRACTIONS AND GLOBAL EVENTS



Glasgow is home to more than 20 outstanding galleries and exhibition spaces around the city, many of which are free to visit. These spaces have some of the finest collections in the world showcasing the city's rich and diverse cultural heritage.



Glasgow has a fantastic year round calendar of events with something for everyone. From annual festival favourites to world-class theatre, dance, music, sport, visual arts, family fun and more.

## ESTIMATED ATTENDANCES AT MAJOR EVENTS IN GLASGOW IN 2019

Celtic Connections	130,000	
Merchant City Festival	75,000	
Whyte & Mackay Glasgow International Comedy Festival	71,000	
Glasgow Fireworks	50,000	
Guinness Pro 14 Final	47,000	
Glasgow Film Festival	44,000	
Glasgow Mela	41,000	
Piping Live! Glasgow International Piping Festival	33,000	
World Pipe Band Championships	29,500	
Bank of Scotland Great Scottish Run	23,000	
OVO Energy Tour of Britain	20,000	
Aye Write!	16,000	
Glasgow Christmas Lights Switch on	13,000	
Clydebuilt	12,500	
All Scotland Championships in Irish Dancing	10,500	
Resonate: Total Gaming	6,000	
HSBC Let's Ride	6,000	
BBC Proms in the Park	6,000	

## 2020 MAJOR EVENTS

- Celtic Connections
- Monte Carlo Rallye
- Müller Indoor Grand Prix
- SPAR British Athletics Indoor Championships
- Glasgow Film Festival
- Whyte & Mackay Glasgow International Comedy Festival
- LGT World Men's Curling Championships
- Glasgow International Festival of Visual Art
- UEFA Euro 2020
- Glasgow Mela
- Merchant City Festival
- TRNSMT Festival
- HSBC Let's Ride
- World Pipe Band Championships
- Piping Live! Glasgow International Piping Festival
- BBC Proms in the Park
- Clydebuilt Festival
- Bank of Scotland Great Scottish Run
- All Scotland Championships in Irish Dancing
- Glasgow Fireworks

## FUTURE MAJOR EVENTS

- UCI Cycling World Championships 2023
- World Irish Dance Championships 2024

# SPORTS CITY

Glasgow's rise as one of the world's top sporting destinations has been secured thanks to the city's strategic investment in world-class facilities, its international major events programme, and its commitment both to increasing participation and leaving a lasting legacy for future generations.

The city has succeeded in its bid to be named the European Capital of Sport in 2023; marking the first time that any destination has won the title twice. Glasgow beat off strong competition from the Italian city Genoa to secure it, with 2023 celebrating 20 years since Glasgow first gained the coveted accolade in 2003. And since 2003, the city's global sporting reputation has grown exponentially, having hosted a series of world-class events across a portfolio of outstanding venues.

Glasgow has also maintained its place as one of the world's top five Ultimate Sports Cities, alongside London, New York, Auckland and Melbourne, within SportBusiness International's prestigious bi-annual 2018 global rankings.

Additionally, Glasgow was named in those rankings as the world's Best Small City for hosting sporting events and was nominated in further categories including Best Marketing/Branding, Best Venues and Best Legacy. The Best Small City Category is for cities with a population of less than 1.3m - Glasgow's population is less than half of that, at around 600,000; demonstrating that the city continues to punch above its weight on the international sporting stage.

Since hosting the Commonwealth Games in 2014, Glasgow has welcomed the World Gymnastics Championships in 2015; the World Badminton Championships in 2017; the inaugural 2018 European Championships in partnership with Berlin; and the European Athletics Indoor Championships and European Short Course Swimming Championships, both in 2019. Looking ahead, Glasgow will host the World Men's Curling Championship in 2020 and is one of the 13 city hosts for UEFA's EURO 2020 football championships.

Glasgow's unrivalled credentials have also helped the city to secure the inaugural UCI World Cycling Championships in 2023, the first time that all 13 recognised cycling disciplines have been brought together in one unprecedented event.

The city will continue to hold regular gymnastics, cycling and swimming championships and mass participation sport events, such as the Great Scottish Run.



## CLYDE GATEWAY

Located just five minutes by train from the centre of Glasgow, in an area benefiting from massive investment associated with the 2014 Commonwealth Games, lies Clyde Gateway. This emerging leisure destination is home to the outstanding sporting facilities of the Emirates Arena and Sir Chris Hoy Velodrome.

Clyde Gateway offers a range of potential investment opportunities for the hotel sector which includes a proposed hotel complex at Celtic Football Club's 60,000 seat stadium in the Arena District.

Accessibility by road and rail is already proving a major draw to investors. Three railway stations with six trains per hour link Clyde Gateway to Glasgow city centre and the Scottish Event Campus. The area also benefits from three motorway junctions and the new Clyde Gateway road serving the Arena District. A host of new office, industrial and residential developments have taken advantage of this accessibility with others currently on site.



**£2 (€2.36) billion**  
of investment in Commonwealth  
Games-related infrastructure

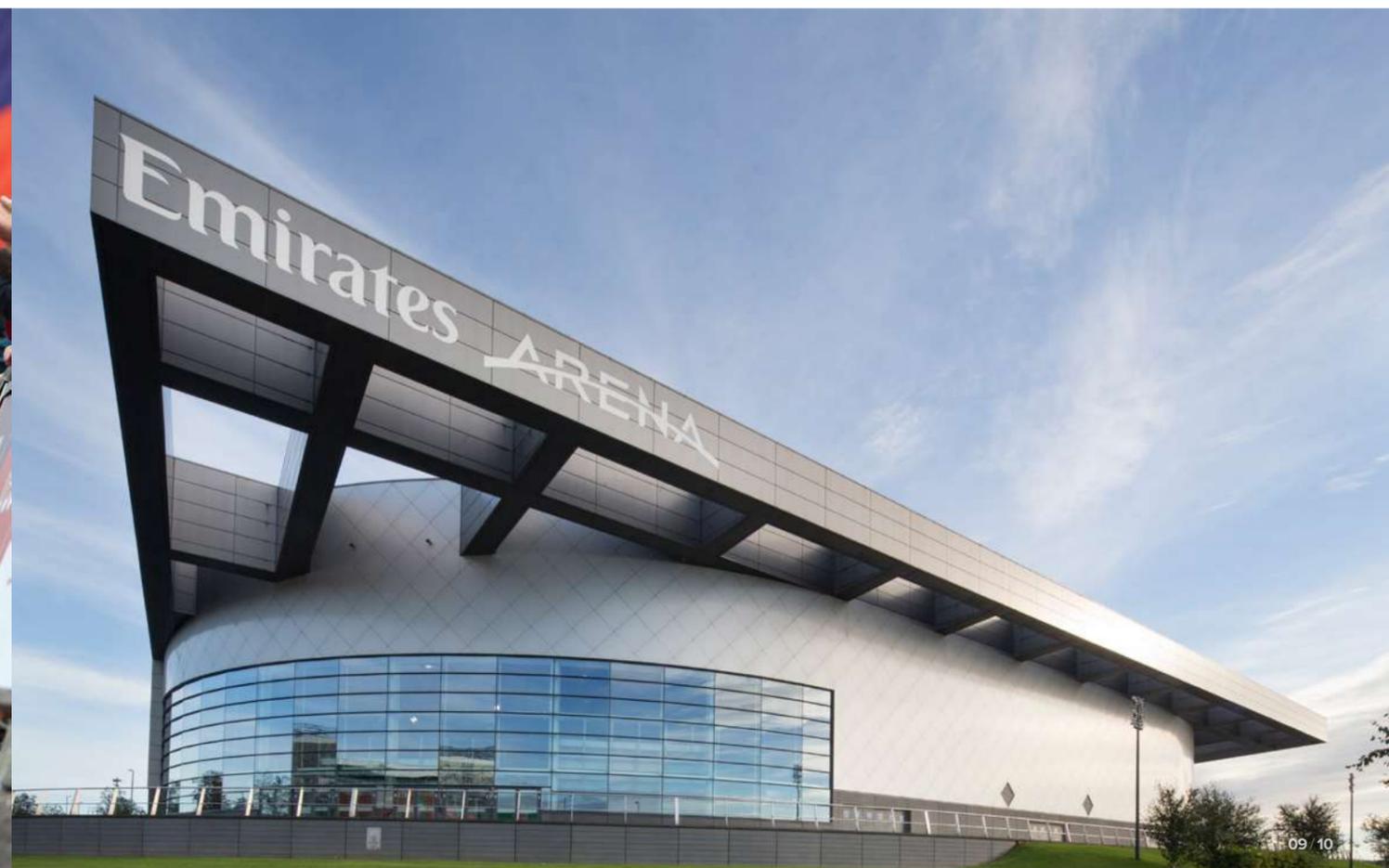


**5th Best**  
Sporting City in the World

**European Capital  
of Sport** in 2023



**The world's  
Best Small City**  
for hosting sporting events



# SCALE OF OPPORTUNITY

## POPULATION



In 2018 Glasgow attracted 2.3 million international and domestic tourists, generating £662 (€781) million for the local economy. Glasgow's key international visitor markets are the USA, Australia, France, Germany and Canada.

Source: National Records of Scotland

## WHY PEOPLE VISIT... AND RETURN

Glasgow is ranked as the number one UK retail destination for spend outside of London's West End. Over half a million square metres of retail space can be found in the city, with prime and super prime shopping to be had within one square mile in the city centre, known as the Style Mile. Buchanan Street, Glasgow's premier shopping street, is the busiest high street in the UK, after London, with an annual footfall of 52.7 million people. Annually Glasgow generates £4.2 (€5) billion retail spend and £763 (€900) million GVA.

## SKILLED WORKFORCE

In fact, more people work in tourism in Glasgow than any other Scottish city. 30,000 people work in Glasgow's tourism industry, representing 14.5% of the total tourism related workforce in Scotland. In addition, over 130,000 students are looking for work whilst they study in the city and more than 7,000 of these are studying hospitality, leisure and tourism related courses.



**Glasgow is the 5th most visited UK city by international tourists and ranks ahead of Liverpool, Bristol, Cambridge, Oxford, Brighton, Bath, Leeds, Cardiff, Inverness and York.**

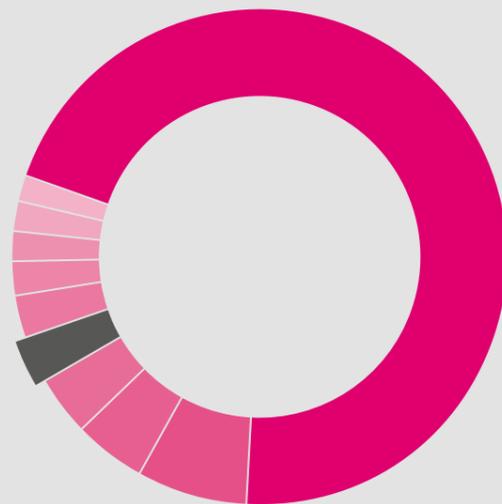
- In 2018, the majority of international tourists to Glasgow cited holidaying (57%) as the reason for their trip, while almost a quarter visited friends and relatives (24%) and 15% were business travellers.
- In 2018, international tourists stayed for 4.8 million nights while UK visitors stayed for 3.4 million nights. On average, international visitors stay for 5.7 nights whilst UK visitors stay for 2.3 nights.

The number of nights spent in Glasgow by overseas visitors has **grown by 150% since 2012**



## TOP 10 UK DESTINATIONS FOR OVERSEAS VISITORS

RANKING / CITY	VISITS
01 / LONDON	19.090 million
02 / EDINBURGH	2.362 million
03 / MANCHESTER	1.408 million
04 / BIRMINGHAM	1.100 million
05 / <b>GLASGOW</b>	<b>837,000</b>
06 / LIVERPOOL	803,000
07 / BRISTOL	598,000
08 / CAMBRIDGE	547,000
09 / OXFORD	526,000
10 / BRIGHTON/HOVE	459,000



Office for National Statistics: International Passenger Survey (IPS) 2018

## Glasgow's top 5 international visitor markets by spend and visits (2018)

By Spend		(£m)	(€m)	By Visits (000s)		
01	USA	65.88	77.09	01	USA	153
02	Italy	37.52	43.91	02	Germany	108
03	Germany	30.18	35.32	03	Australia	66
04	Canada	23.42	27.41	04	Netherlands	51
05	Australia	22.04	25.79	05	Canada	50

SOURCE: International Passenger Survey - based on sample sizes >30

# GLASGOW'S VIBRANT HOTEL MARKET

## OVERVIEW

Glasgow's robust hotel market includes almost 11,800 rooms within the Glasgow City boundary with 18 hotels in the city centre offering over 150 bedrooms. New supply since 2015 has added 16 hotels bringing an additional 1,730 rooms, including in 2019 the opening of the Travelodge Glasgow Govan.

The total bedrooms delivered in 2020 could reach record levels, with approximately 1,000 bedrooms expected to be delivered this year, reflecting the cyclical nature of development.

From a high base, Glasgow faced a stern challenge to grow Hotel Occupancy and Average Daily Rates (ADR) following a very successful trading year in 2018. Coupled with a rise in quality hotels. This combination led to overall hotel demand of 79.1%. ADR and RevPAR finished the year at £71.25 (€84.08) and £56.33 (€66.47) respectively. Of note was the Luxury subset, which returned a robust performance against the prior year.

There are also a number of pipeline projects planned throughout the city bringing new brand arrivals such as Adagio, Bloc, Clayton, Courtyard by Marriott, Gotham, Inside by Melia, Maldron, Rogue City, Sandman and YOTEL.



“ Looking forward to this year we expect to see more stock coming to market across all grades of accommodation but primarily driven by demand for the budget and four-star segments. Demand for these assets in Glasgow will be underpinned by the operational performance resulting from the growth of the staycation market, as well as the continued growth in international tourist numbers. ”

Steven Fyfe, Associate Director, Hotels, Savills

## KEY STATISTICS - 2019 AVERAGES



OCCUPANCY  
**79.1%**



AVERAGE DAILY RATE  
**£71.25 (€84.08)**



REVPAR  
**£56.33 (€66.47)**

## RECENT NEW OPENINGS

Hotel	Grade	Bedrooms	Date
Travelodge Glasgow Govan	Ltd Service	60	Mar 19
Moxy Merchant City	3-star	180	Nov 18
Native Glasgow	ApartHotel	64	Oct 18
Motel One	3-star	374	Sep 18
ibis Styles Glasgow Centre West	3-star	137	Sep 18
Radisson RED	4-star	174	Apr 18
PointA Hotel Glasgow	Ltd Service	122	Feb 17
Hampton by Hilton Glasgow	3-star	88	May 16
Travelodge Glasgow Queen Street	Ltd Service	171	Apr 16
Dakota Deluxe Glasgow	4-star	83	Apr 16

## LATEST HOTEL SALES TRANSACTIONS

Hotel	Grade	Bedrooms	Date
Crowne Plaza Glasgow	4-star	283	Dec-19
Hilton Garden Inn	4-star	164	Dec-19
Travelodge Glasgow Govan	Ltd Service	60	Mar 19
Hallmark Hotel	3-star	141	Feb 19
Radisson BLU	4-star	247	Oct 18
Hotel Indigo	4-star	95	Oct 18
Kimpton Blythswood Square	5-star	100	May 18
Grand Central	4-star	230	May 18
GoGlasgow Urban	3-star	117	May 18
Mercure City Centre	3-star	91	Jan 18
Premier Inn St Enoch (forward funding)	3-star	247	Dec 17
Jurys Inn (Jamaica Street)	3-star	321	Dec 17
Premier Inn (Sauchiehall Street)	3-star	210	Nov 17
Glasgow Pond Hotel (now Leonardo Hotel)	3-star	137	Jul 17
Travelodge Glasgow Central	Budget	95	Oct 16
Travelodge Glasgow Paisley Road	Budget	75	Oct 16

# 2020 PIPELINE

## YOTEL (CITY CENTRE)

The new YOTEL Glasgow will see the opening of YOTEL's second hotel in Scotland and fifth in the UK in Q2 2020. Located in a prime city centre location opposite Glasgow's Central Station, the new YOTEL Glasgow will see the Westergate building on Argyle Street transformed into a 256-room hotel that will be equipped with YOTEL's unique design and technology-driven hospitality offering. The hotel will also feature Glasgow's first destination rooftop bar complete with bowling alley.

**256 rooms**



## PREMIER INN (ST ENOCH)

A new seven storey 249-room Premier Inn hotel will open in mid-2020. The new development is regarded as a major regeneration for the area between St Enoch Square and the River Clyde. Located on Howard Street/Dixon Street, the hotel will feature Scotland's first Bar and Block Steakhouse alongside another retail unit.

**249 rooms**



## MOXY GLASGOW (SEC)

A new 243 room Moxy hotel is scheduled to open at the Scottish Events Campus (SEC) in summer 2020. The 8 floors of bedrooms are located above the contemporary ground lobby which boasts a state-of-the-art video wall and 24/7 food and beverage offering. "Plug and Meet" gathering areas provide ergonomic seating, a smart service and top-notch technology. Super-fast free Wi-Fi is available throughout the hotel. The SEC is home to the SSE Hydro (concert venue), SEC Armadillo (auditorium) and SEC Centre (exhibition and event halls).

**243 rooms**



## COURTYARD GLASGOW (SEC)

The Scottish Events Campus (SEC) will also be home to a new 216 room Courtyard by Marriott hotel which is scheduled to open in summer 2020. Its state-of-the-art lobby will provide flexibility and choices for guests. The rooms are designed with comfort and convenience in mind, making them utterly suitable for the modern traveler. A focal point at the Courtyard will be GÅRD Taste Scandinavian, the hotel's restaurant, as well as flexible spaces to work or relax. The hotel also offers a well-equipped fitness centre.

**216 rooms**



# SHORT BREAKS

The world's leading publications and websites have consistently ranked Glasgow as a must-visit city for some years now and recognise that the city is a progressive, exciting and dynamic place that consistently delivers a world-class tourism and visitor experience.

Most recently, Glasgow was recognised by Time Out magazine as one of the world's top 10 cities for 2019 and named number one for both friendliness and affordability. Other leading publications which have ranked Glasgow as a top city to visit include Rough Guides, Condé Nast Traveller, Lonely Planet, National Geographic Traveller, the New York Times, The Guardian and Wanderlust.

## THE GLOBAL TOURISM MARKET IS FIERCELY COMPETITIVE, BUT THERE'S NO SHORTAGE OF COMPELLING REASONS TO VISIT GLASGOW

### A SHOPPING MECCA

With more than half a million square metres of retail floor space, Glasgow is the UK's largest and most successful shopping location for spend outside of London. The city is home to an abundance of luxury outlets while independent retail is vibrant and continues to grow in variety and scale. With an annual footfall of 52.7 million, Buchanan Street is the second busiest retail thoroughfare in the UK after Oxford Street in London.

### FOOD & DRINK

Glasgow boasts a diverse, innovative and constantly evolving culinary scene. Home to some of the most exciting chefs and restaurateurs in Scotland – Glasgow is a city packed full of talented people with an award-winning food and drink sector to suit all tastes and budgets. Glasgow's location on Scotland's west coast also offers an abundant source of the best local produce in the world.

### WORLD-CLASS CULTURE

Home to the Royal Scottish National Orchestra, National Theatre of Scotland, BBC Scottish Symphony Orchestra, Scottish Opera and Scottish Ballet, and an internationally acclaimed reputation in contemporary art, design and music. Bookings for cultural experiences in Glasgow in 2018 have increased by nearly 150% compared to the previous year.

### A CENTRE OF EXCELLENCE FOR VISUAL ARTS

Eight Turner Prize winners, and 11 nominees have lived, trained or worked in the city in recent years. Due to the city's track record of success at the event, it was chosen to host the Turner Prize Awards in 2015. Additionally, Glasgow International is Scotland's largest bi-annual festival of contemporary visual art and will once again take centre stage in the city this year, having been named by Time Out magazine at number 17 in its list of the 40 most exciting things to see in the world in 2020.

### A UNESCO CITY OF MUSIC

As the UK's first and Scotland's only UNESCO City of Music, Glasgow is home to the most immersive music experience in the world and visitors from across the globe regularly cite music as a reason for coming to Glasgow. Glasgow music events and festivals, including the likes of TRNSMT and Summer Sessions, helped to generate more than £431 (€509) million for the Scottish economy in 2018, and supported 4,300 jobs. Scotland saw the strongest

*“Consistently voted one of the friendliest cities in the world, Glasgow makes Scotland proud with its attitude towards strangers and tourists. Its warm and welcoming community adds a real buzz to the city, making it an overwhelmingly popular city break destination.”*

*In 2019, Big Seven Travel included Glasgow in the top 10 of its 50 friendliest cities in the world list and also named the city as the 5th friendliest in Europe*

growth in music tourism across the UK, rising from 800,000 visitors in 2017 to 1.1 million in 2018; an increase of 38%.

### EUROPE'S FINEST CIVIC ART COLLECTIONS

Two of the finest civic art collections in Europe can be found in Glasgow, at the Burrell Collection and Kelvingrove Art Gallery and Museum. The Burrell Collection is currently being transformed through an exciting £66 (€78) million refurbishment and will re-open to the public in spring 2021.

### WORLD-CLASS EDUCATION FACILITIES

The city region is home to six higher education institutions and six super colleges, which attract over 185,000 students and their families to Glasgow, from some 140 countries, each year.

### URBAN ADVENTURE

The options are endless for urban adventure in Glasgow. Try snowboarding at Glasgow Ski and Snowboarding Centre, kayaking and riverboarding at Pinkston Paddlesports Centre, wakeboarding at Glasgow Wake Park, BMX biking at Knightswood BMX Centre or take on a real mountain bike experience in one of the city's numerous country parks.

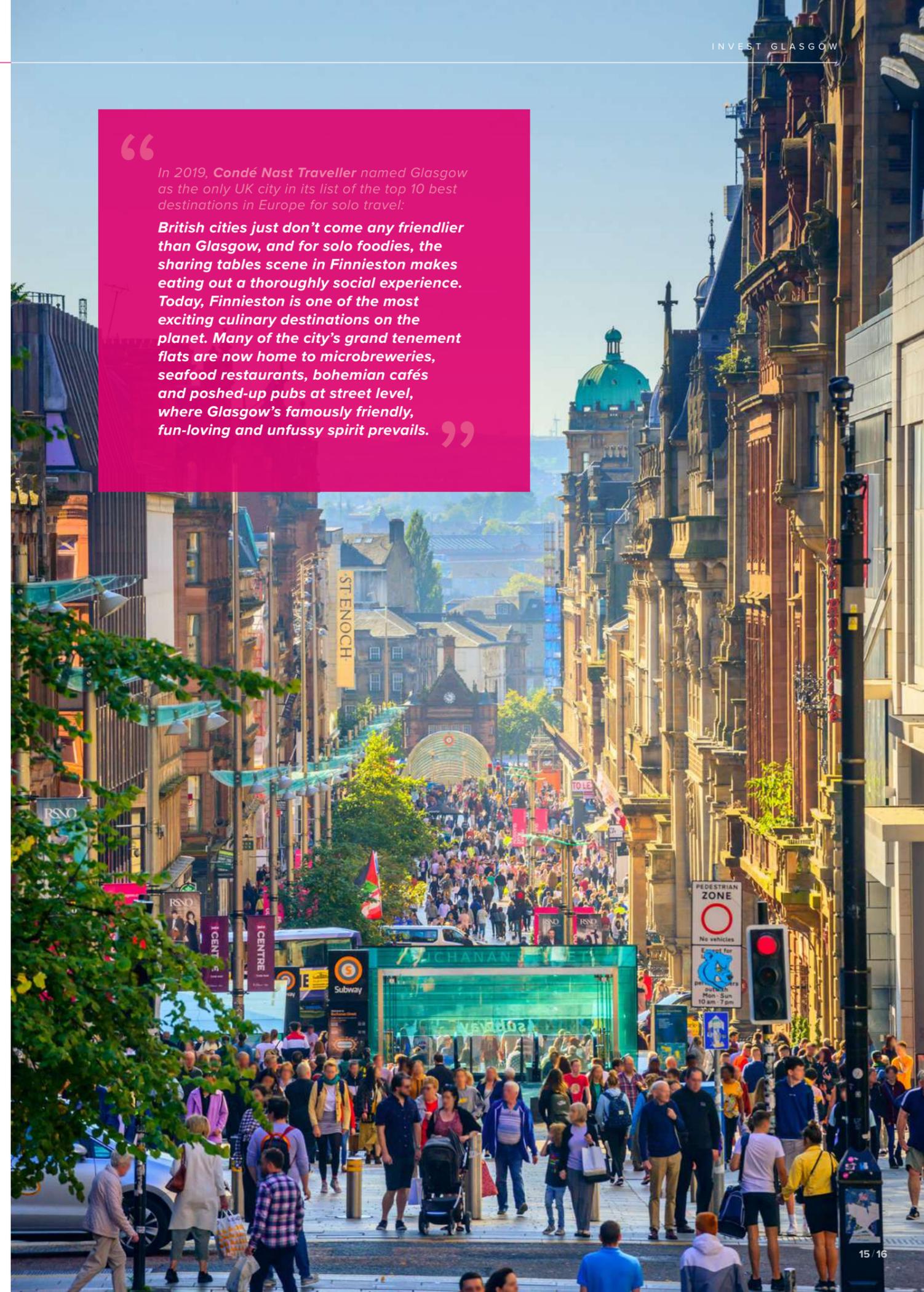
### GREAT NATURAL BEAUTY

The archipelago of the Clyde Coast and Islands and the Highlands' stunning scenery is on the city's doorstep, just 45 minutes away. Glasgow's close proximity to Scotland's great outdoors offers an impressive range of activities including access to world-class championship golf courses including Royal Troon and Turnberry, as well as, hill walking, watersports, sailing, treetop adventures, cycling and mountain climbing.

“

*In 2019, Condé Nast Traveller named Glasgow as the only UK city in its list of the top 10 best destinations in Europe for solo travel:*

*British cities just don't come any friendlier than Glasgow, and for solo foodies, the sharing tables scene in Finnieston makes eating out a thoroughly social experience. Today, Finnieston is one of the most exciting culinary destinations on the planet. Many of the city's grand tenement flats are now home to microbreweries, seafood restaurants, bohemian cafés and poshed-up pubs at street level, where Glasgow's famously friendly, fun-loving and unfussy spirit prevails.*”

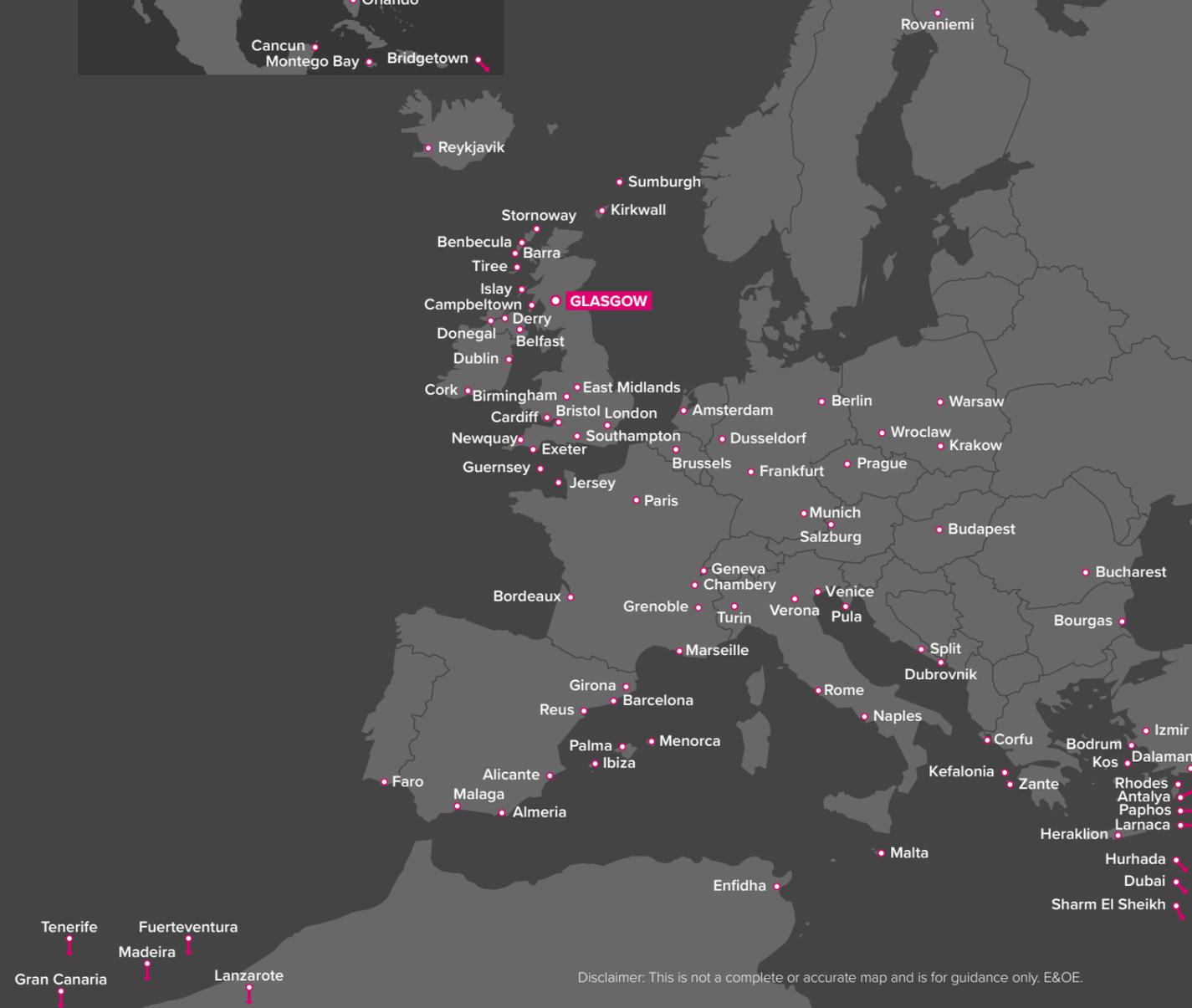
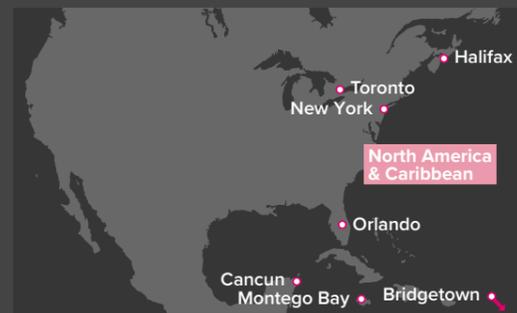


# STRATEGIC INTERNATIONAL LOCATION

Located on the River Clyde in west-central Scotland, Glasgow sits at the centre of Scotland's only metropolitan region. With a population of 1.8 million the Glasgow City Region is a key driver for both the Scottish and the UK economies. As a result, Glasgow benefits from a well-developed transportation network that ensures excellent access and connectivity.

From Glasgow it is easy to do business in the UK, Europe and beyond.

## INTERNATIONAL CONNECTIONS FROM GLASGOW AIRPORT



Disclaimer: This is not a complete or accurate map and is for guidance only. E&OE.



### AIRPORT CONNECTIONS TO GLASGOW

- 15 MINS** *Glasgow Airport*  
Shuttle bus from the airport direct to the city centre every 10 mins. Taxis are always available.
- 45 MINS** *Glasgow Prestwick*  
Direct trains every 30 mins to city centre.
- 1 HOUR** *Edinburgh International*  
A shuttle bus departs from Buchanan Bus Station to and from Edinburgh International Airport every 30 mins. Frequent bus/train link to Glasgow city centre every 15 mins.

### Glasgow ranks 2nd in Europe

#2

among cities of similar size for the strength of local and international transport connectivity and accessibility.

## AIR

Glasgow Airport is Scotland's principal long-haul airport as well as the main freight airport. Located approximately 9 miles west of the city centre substantial recent investment has added new routes and improved facilities while there are further plans for infrastructure investment.

- 150+ destinations worldwide (from Glasgow, Edinburgh and Prestwick)
- Direct flights to North America, Europe, Asia and the Middle East
- 200+ flights daily
- One hour flying time and 324+ weekly flights to/from London
- Most European destinations are within a 2 hour flight
- 8.8 million passengers annually
- New routes include Frankfurt, Venice, Pula and Sharm el Sheikh
- Glasgow Prestwick Airport and Edinburgh International Airport are both within 1 hour from Glasgow city centre

## LOCAL TRANSPORT NETWORKS

Glasgow is an easy city to find your way around. Built on a grid system, it's compact to navigate, either on foot or by public transport.

### RAIL

Glasgow is served by two main railway stations, Central Station and Queen Street Station, and has the largest suburban rail network outside of London. Regular connections to London and major English and Scottish cities makes travel throughout the UK simple.

- Central Station - 33 million passengers per year and the main commuter hub
- Queen Street Station - £120 (€141.6) million improvement programme
- 20+ trains per day to London
- 8 trains per hour to Edinburgh

London	4 HOURS 10 MINS
Manchester	3 HOURS 30 MINS
Edinburgh	50 MINS

(AVERAGE TRAVEL TIMES)

### ROAD

Scotland's trunk road and motorway network connects its cities, towns, airports and ports enabling the movement of people, goods and services. The roads are well maintained and, in general, the traffic density is lighter than other parts of the UK. Glasgow is served by four motorway systems which efficiently link the Glasgow City Region and beyond.

Edinburgh	1 HOUR 5 MINS
Manchester	3 HOURS 30 MINS
Birmingham	4 HOURS 30 MINS
London	7 HOURS 20 MINS

(AVERAGE TRAVEL TIMES)

### BUS

- Buchanan Bus Station is undergoing a £580,000 (€684,400) refurbishment
- SPT manage 4 bus stations serving 16 million passengers per year
- 170+ bus services connect Glasgow, the city region and beyond

### SUBWAY

- £300 (€354) million refurbishment underway
- 15 stations
- Runs every 4 mins at peak times
- 13.2 million passengers (2018/19)

# AWARD WINNING CITY

## TOP LARGE EUROPEAN CITY FOR FDI STRATEGY 2020/21

Glasgow has achieved an outstanding set of results in the prestigious fDi Intelligence 'European Cities of the Future Awards 2020/21'. Beating off competition from over 300 cities, Glasgow took first place in the Best Large City for FDI Strategy, reclaiming the title previously won in 2014/15. In the Large Cities categories, Glasgow was awarded:

7th place overall Best Large City;  
4th Best Large City for Business Friendliness; and 7th Best Large City for Connectivity.



## ONE OF THE WORLD'S BEST PERFORMING FINANCIAL CENTRES

The Global Financial Centres Index (Sep 2019) has ranked Glasgow in the Top 70 of the world's best performing financial centres (out of 104).

Glasgow has the third most important financial centre in the UK and has its own dedicated International Financial Services District.



## THE WORLD'S LEADING FESTIVAL AND EVENT DESTINATION

Glasgow has been voted the world's Leading Festival and Event Destination 2019 at the 26th annual World Travel Awards; recognised as the most prestigious honours programme in global travel and tourism. Having been awarded the European title in June 2019, the city beat off strong competition from Singapore; Rio de Janeiro; London; Cape Town and previous double-winner Dubai to receive the coveted world accolade in November 2019. The prize is voted for by consumers and travel and tourism professionals around the world who recognised the city's commitment to excellence and the array of world-class major sporting and cultural events which Glasgow has hosted in recent years.

## TOP UK CITY FOR RETAIL OUTSIDE LONDON

Glasgow is one of the UK's largest and most successful shopping locations. After London's West End, it is the first UK city for retail by comparison spend (tourists, workers and residents) (HDH 2017).



## TOP TEN GLOBAL CITY OF THE FUTURE 2018/19

The city has also been ranked as a Top Ten Large Global City overall in 2018/19 by fDi Intelligence. As a further endorsement of the city's appeal, Glasgow ranked 3rd for Business Friendliness, 4th for Human Capital and Lifestyle, and 6th for Connectivity.



## THE UK'S TOP CULTURAL AND CREATIVE CITY

Glasgow has been named the UK's top cultural and creative city by the European Commission, ahead of London, Bristol, Brighton and Manchester. The EU Cultural and Creative Cities Monitor 2019 also ranked Glasgow as Europe's leader for 'openness, tolerance and trust'.

## EUROPEAN CAPITAL OF SPORT 2023

Glasgow has succeeded in its bid to be named the European Capital of Sport in 2023 - becoming the first destination to win the coveted title twice and marking 20 years since the city first gained the accolade in 2003. Winning the title adds yet another impressive jewel to Glasgow's sporting crown.

## ONE OF THE WORLD'S TOP SPORTING CITIES AND NO. 1 CITY FOR SPORT LEGACY

Glasgow has maintained its place as one of the world's top five Ultimate Sports Cities, alongside London, New York, Auckland and Melbourne, within SportBusiness International's prestigious bi-annual 2018 global rankings.

This year, Glasgow will host the 2020 LGT World Men's Curling Championship and four football matches as part of UEFA EURO 2020. And in 2023, Glasgow will again be on the global sporting stage when the city hosts the inaugural UCI Cycling World Championships - an unprecedented event bringing together 13 UCI World Championships across different cycling disciplines for the first time ever.



## TRIPADVISOR TOP 10 CITY IN THE WORLD

In 2018, Glasgow was rated as one of the top 10 'most excellent' cities in the world by TripAdvisor, reflecting the city's percentage of restaurants, hotels and attractions in possession of a TripAdvisor Certificate of Excellence awarded for consistently high levels of customer service and strong online reviews.

TripsAdvisor said: "Our Certificate of Excellence is given to accommodation providers, restaurants, visitor attractions and experiences that deliver outstanding customer service and consistently achieve strong online reviews. Through our 'Most Excellent' list, we're delighted to reveal that Glasgow is one of our best-performing destinations globally where travellers will encounter excellent businesses and service."



## UK'S BEST CONVENTION BUREAU 13 YEARS RUNNING

The Glasgow Convention Bureau at Glasgow Life was named the UK's Best Convention Bureau for a record 13th time in 2019. At the influential Meetings & Incentive Travel (M&IT) Awards, held in London, Glasgow beat off strong competition from across the UK to become the first organisation to collect the top prize on 13 occasions and over consecutive years.



Best UK Convention Bureau  
13 YEARS RUNNING

## SSE HYDRO AMONG THE WORLD'S TOP ARENAS

The SSE Hydro was ranked first in the global Billboard Chart Top 10 Venues Index (Mid-Sized Venues) 2018 ahead of Hallenstadion in Zurich, the Mercedes-Benz Arena in Berlin and Brisbane Entertainment Centre, Australia as well as being ranked second in Pollstar's Top 200 global arenas list for worldwide ticket sales 2019 ahead of the O2 Arena in London and the Ziggo Dome in Amsterdam. Only New York's Madison Square Garden sold more tickets in 2019 than the SSE Hydro, reinforcing its reputation as one of the top arenas in the world today.



## 1ST EVER UK CONVENTION BUREAU TO RECEIVE A GREEN TOURISM AWARD

Green Tourism, the world's largest certification programme of its kind, assesses businesses globally on their green credentials. In 2017, Glasgow Convention Bureau became the first convention bureau in the UK to be given an award; receiving a silver grading for demonstrating a progressive approach and commitment to sustainability.



## 4TH IN THE WORLD FOR SUSTAINABLE BUSINESS TOURISM

Ranked 4th in the world in 2019, Glasgow has been recognised as one of the world's leading cities for sustainable business tourism by the Global Destination Sustainability Index.



# NEW ARRIVALS

## RADISSON RED

Radisson RED Glasgow is the very first RED to land in the UK and we couldn't have picked a better city. Located on the Scottish Event Campus we are proud to offer travellers to this thriving city a unique hotel experience. RED celebrates the best local talent in music, fashion and art and combined with our casual service styles, buzzing social scenes we have the perfect ingredients for a fun, upbeat vibe which matches this city's character perfectly!

**Graham Chalmers**, Curator



## MOTEL ONE

Our Motel One Glasgow opened its doors in August 2018 and with 374 rooms, we are proud to be the largest bedroomed hotel in Scotland. Our design budget hotel is located right in the heart of Glasgow, just next to Central Station. Glasgow is such a vibrant city with a great energy; there really is no friendlier city in the world. This, combined with the inspiring mixture of Victorian splendour and contemporary culture really make Glasgow a unique destination, and a city Motel One is excited to welcome guests to.

**Celia Hague**, General Manager



## IBIS STYLES GLASGOW CENTRE WEST

In 2018 we were exceptionally proud to see Glasgow's second ibis Styles open its doors. ibis Styles Glasgow Centre West is perfectly positioned within the city's business district for corporate guests or for guests visiting the city for a gig at one of Glasgow's many music venues as featured throughout our hotel. Our hotels are designed with the city and its music icons as its focus - it is truly a city to be celebrated!

**Rory MacAlece**, General Manager



## MOXY MERCHANT CITY

Nearly three years after the first UK Moxy opened, we are delighted to be adding Glasgow to our growing portfolio. Each hotel has its own personality, showcasing eclectic art that will resonate with locals and guests alike.

**Mads Jacobsen**, Chief Executive, Belvar

We are excited to bring Moxy's playful spirit to Glasgow. Thanks to its friendly, lively and dynamic social scene it makes the perfect fit for Moxy and its fun-hunter guests.

**John Licence**, VP, Marriott International Europe



## NATIVE GLASGOW

We're Native. We create unique aparthotels where guests have the space and freedom to feel right at home. We've taken eclectic buildings of all styles, shapes and sizes and breathed new life into them, giving our guests the chance to stay in the heart of their new neighbourhood and live like a local. In 2018, we took our first steps outside of London with our Scottish flagship hotel, Native Glasgow, marking the start of our national expansion.

**Guy Nixon**, CEO and Founder, Native

# NATIVE



# TESTIMONIALS

## KIMPTON BLYTHSWOOD SQUARE

Having been involved in many of the prestigious city events over the years, Blythswood Square feels very much a part of this thriving city. Events such as Commonwealth Games, MTV Awards and the huge success of The SSE Hydro have been amazing for the city.

We take delight in looking after guests to the city as much as the residents of Glasgow and the surrounding area. It's a real privilege to be part of this exciting and progressive city and can't wait to see what the future has in store.

**Murray Thomson**, General Manager

KIMPTON  
BLYTHSWOOD  
SQUARE  
HOTEL



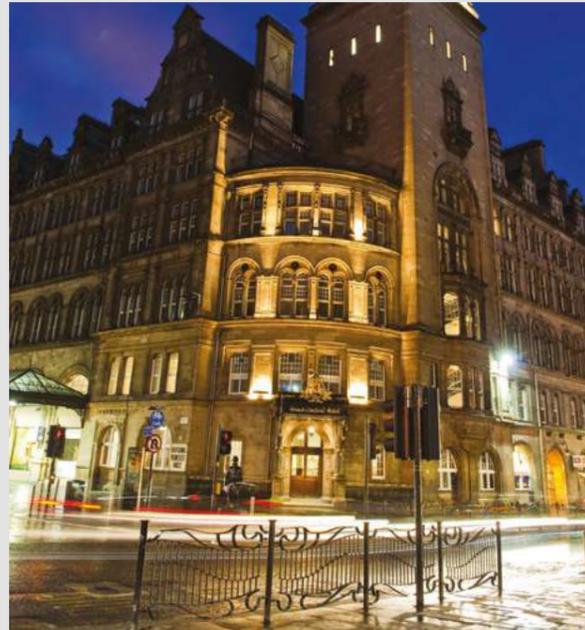
## GRAND CENTRAL HOTEL

We're exceptionally lucky to be in such a central location, with a unique outlook on both the city and one of Glasgow's major transport hubs, from which we benefit greatly. Improved transport links on the back of the Glasgow 2014 Commonwealth Games, coupled with major investments like The SSE Hydro have given Glasgow a boost that we've experienced first-hand in terms of tourist and business trade.

Glasgow is a wonderful city and it's a privilege to look after its visitors and the locals who come in to enjoy afternoons and evenings in our Tempus restaurant and our beautiful Champagne Central that recently had a sparkling six figure makeover. We're looking forward to the coming year - welcoming more visitors and supporting with accommodation for wider city events and conferences.

**Paul Bray**, General Manager

GRAND CENTRAL HOTEL  
Glasgow



## DAKOTA DELUXE

We were delighted to introduce our luxury brand to the heart of Glasgow. The city is the dynamic home to international conferences, major music and sporting events, and numerous cultural attractions. Glasgow continues to go from strength to strength and we are very proud of the reputation we have earned as the city's top hotel and look forward to future prospects.

**Andrew Ovenstone**, Operations Director

DAKOTA



## APEX CITY OF GLASGOW HOTEL

The hotel's great location means it is at the heart of the action both for the corporate and leisure markets and we expect to welcome many of the visitors who come to Glasgow because of its reputation for shopping, culture and music. Our iconic Bath Street building has given us the perfect opportunity to create a stylish hotel that offers everything you'd expect from four star accommodation.

**Lindsay Sturrock**, General Manager

APEX HOTELS



## CITIZEN M

CitizenM opened in Glasgow in September 2010 and we are delighted to be in Scotland's largest city. Glasgow has internationally acclaimed art galleries and museums, along with iconic architecture and the hotel is in the very heart of the city centre, an area bustling with theatre, music, shopping, art and vibrant street life - all elements that are highly valued by our mobile citizens. CitizenM always reflects and embraces local cultures and tastes and develops its own local style. Here in Glasgow, an almost surrealist oversized mesh artwork by Glaswegian artist Alex Dordoy graces the hotel's outside façade with a tongue-in-cheek humour.

**Robin Chadha**, Chief Marketing Officer

CITIZEN  
M



## THE VILLAGE HOTEL CLUB

The Village Hotel Club Glasgow is in a superb location, so very close to the SSE Hydro and SEC. Over the years, there have been many companies which have set up home on the banks of the River Clyde and there is still much development to come in the area which will keep Glasgow thriving. Village Glasgow has 'everything under one roof' and my team is so excited to continue welcoming the local community, businesses and leisure guests into our dynamic 'black box'.

**Jamie Stevens**, General Manager

VILLAGE  
THE HOTEL CLUB



## IBIS STYLES GEORGE SQUARE

We were delighted to open Glasgow's first ibis Styles property on Miller Street towards the end of 2015. Glasgow is a city like no other - great people, rich history and a vibrant cultural scene as well as fantastic shopping, restaurants and nightlife.

That's why our hotel is designed with the city and its icons as its focus - it's a city to be celebrated. And as well as culture, we're physically in the thick of things in the Merchant City, which is wonderful. Since opening we have had a busy time and can't wait to welcome more visitors to the city and the hotel; particularly those experiencing their first taste of Glasgow and all it has to offer.

**Rory MacAlece**, General Manager

IBIS  
STYLES  
HOTELS



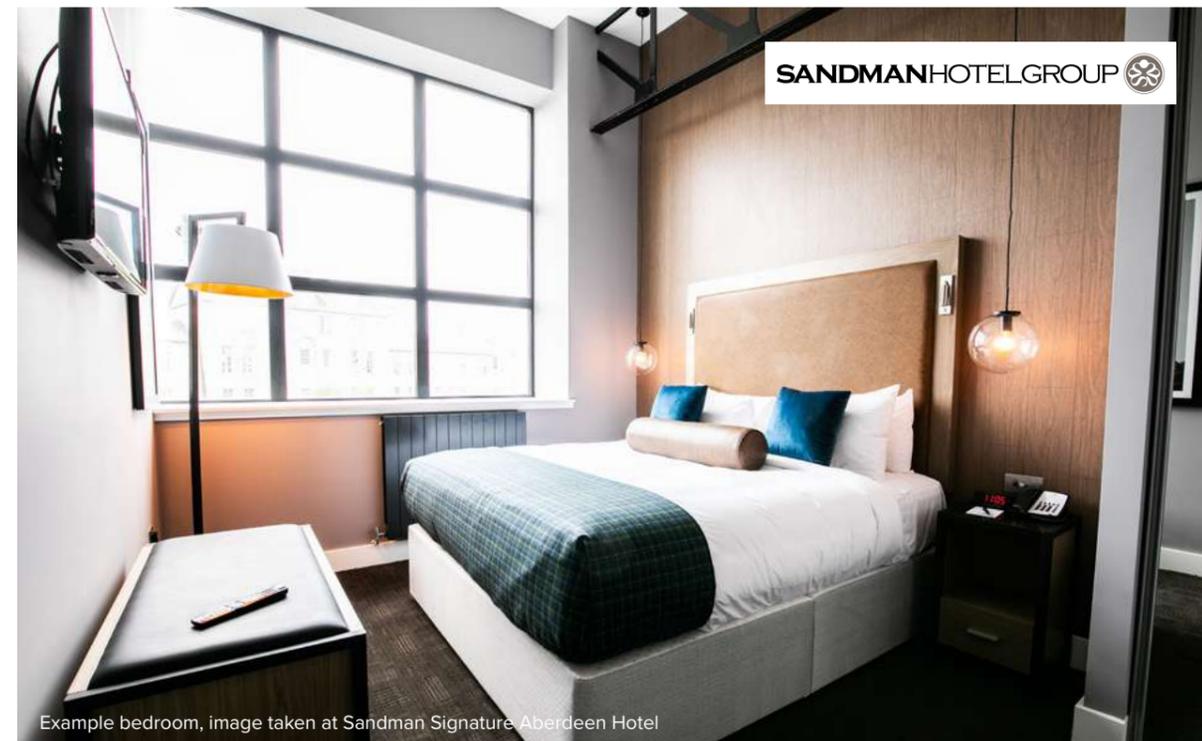
# DEVELOPMENT SUPPORT

If you are looking to invest, set up or expand, in Glasgow you will find a business friendly city that takes a very proactive and innovative approach to support commercial real estate investment and business growth.

Invest Glasgow works closely with an array of partner organisations such as Scottish Enterprise, Scottish Development International, Glasgow Chamber of Commerce alongside colleagues in the Council's economic development and planning services departments to provide you with a comprehensive 'Team Glasgow' investment and business support offer.

'Team Glasgow' will support your company with:

 <p>Finding the right site/ location</p>	 <p>Identifying partners, investors, developers and operators</p>	 <p>Facilitating introductions to our planning team to secure approval for key developments</p>	 <p>Access to partners and networks</p>
---	--	--	--



Example bedroom, image taken at Sandman Signature Aberdeen Hotel

“ We are currently in the process of building the Sandman Signature Glasgow Hotel and couldn't be happier with our decision to invest in this amazing city. I'm based here at the moment overseeing the project and I'm really enjoying my time, the whole place has a buzz about it that we can't wait for our guests to experience.

It has been great to have the support of the planning team behind us as we work on introducing Sandman to Glasgow.

With a goal to open in Spring 2022, our new hotel will bring with it a stunning restaurant concept, 179 beautifully appointed bedrooms and suites including those with amenities perfect for long-stay travellers and our legendary Canadian hospitality. We can't wait to see what the future holds for us in Glasgow, we know it will be bright. ”

Mitch Gaglardi, Managing Director, Sandman Hotel Group

“ Glasgow city is now at the forefront of Artisan's development plans with work ongoing on three sites in the city. We are very aware of Glasgow's reputation as a culturally-rich and vibrant destination and are excited to be creating a range of new hotel options for the city's visitors, grade A office accommodation and residential homes for its city occupants.

Our new hotel and leisure quarter at Glasgow's Custom House site on the Clyde waterfront is progressing well with contractor McAleer & Rushe on schedule to deliver the project for summer 2021. We are investing £90 million in the historic site which will be home to two new hotel brands for Glasgow. The site will be a feature centrepiece for Scotland's first 4 star Clayton Hotel with a 303 bed hotel to be delivered by the Irish group, Dalata. Alongside this the French brand, Adagio, will deliver an Adagio Aparthotel (162 beds).

We have worked hand-in-hand with the planning team at Glasgow City Council to secure approval to deliver a high-quality, mixed-use development led by new contemporary architectural solutions which sensitively respond to the existing built environment while enhancing and safeguarding the historic Grade A listed Custom House building.

Artisan, with our hotel partners Dalata and Adagio, are committed to the regeneration of this site and providing long-term economic stimulus and new activity to the neglected riverside area. The secured long leases with the two prestigious hotel operators will ensure the upkeep, protection and enjoyment of this historic asset for the future.

I am also pleased to announce our acquisition of 292 St Vincent Street, a site in the heart of Glasgow's central business district. We have now submitted planning to redevelop the site into a new landmark building with active ground floor uses to animate the location at the corner of St Vincent Street and Pitt Street. The site lies directly opposite Santander's Scottish headquarters and next door to the Gothic Revival style St Columba Parish Church.

We are confident that this development will help redefine the character of this western part of the city centre with the opportunity to create a new area of public realm on St Vincent Street and connections through to the nearby West George Lane.

The acquisition of St Vincent Street has allowed us to expand our footprint in Glasgow. We have secured another high-quality regeneration opportunity in a city centre location that confirms our commitment to Glasgow as a great city to invest in.

Our next exciting focus in Glasgow city centre will be bringing residential homes to the heart of the city centre.

Clive Wilding,  
Project Director,  
Artisan Real Estate Investors

ARTISAN  
REAL ESTATE

[www.artisanrealestate.co.uk](http://www.artisanrealestate.co.uk)



# INTERESTED? FIND OUT MORE

## Scottish Development International (SDI)

SDI has a dedicated tourism team who work closely with developers, investors and hotel operators to secure a successful investment.

[sdi.co.uk](http://sdi.co.uk)

## Glasgow Life

Glasgow has confirmed conference and major events business on its books until 2024 and bids in planning through to 2026. For the city's latest tourism news, visit [peoplemakeglasgow.com](http://peoplemakeglasgow.com) and follow [@glasgowtourism](https://twitter.com/glasgowtourism) and [@meetglasgow](https://twitter.com/meetglasgow) on Twitter.

## Invest Glasgow

Glasgow City Council's Inward Investment Team provides one point of contact to all businesses, property investors and developers seeking to invest in Glasgow.

[investglasgow.com](http://investglasgow.com)

## To find out how Invest Glasgow can support you, contact:



[invest@glasgow.gov.uk](mailto:invest@glasgow.gov.uk)



[investglasgow.com](http://investglasgow.com)



[@invest\\_glasgow](https://twitter.com/invest_glasgow)



[Invest Glasgow](https://www.linkedin.com/company/invest-glasgow)



+44 (0) 141 287 8616

