

FOROS

foros[®]
national real estate company

Our Company

OUR COMPANY

Founded in 1993 FOROS-NATIONAL REAL ESTATE COMPANY is one of the first companies in Bulgaria operating in the real estate business sphere.

We offer our clients services at the highest quality as a result of our long experience and determined traditions.

The “FOROS “concept is one of the most successful in the Bulgarian real estate business.



BULGARIA

1

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FOROS Mission

FOROS is an active participant on the Bulgarian real estate market and provides highly qualified services and consultations in the sphere of sales, rentals and property management.

Mission



Vision

FOROS Vision

The ambition of FOROS management team is to stand its leader's position on the market guaranteeing high quality of the offered services, excellent clients' attendance and defense of our clients' interests. Our competence has been built on the company history and traditions and the desire for experience and knowledge enlargement.

Our behavior on the market and toward the competitors results from the ambition to remain a leading and constructive factor in the real estate business.

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FOROS GENERAL PRINCIPLES CODE OF ETHICS

- The personnel of FOROS accepts the liability before the laws of Republic of Bulgaria, the Society and the Client as own professional duty;
- The managers of FOROS cancel all deals which would cause financial, legal or other problem of any of our clients;
- The personnel of FOROS understands and respects the principle of „inviolability of the property”;
- The personnel of FOROS protects the interest of the clients in every daily activity;
- The personnel of FOROS keeps confidential all the information concerning the client;
- The personnel of FOROS does not provide information that misleads or harms the interests of our clients.

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OUR TEAM



OUR TEAM

FOROS works with highly qualified staff who consults our clients every day, analyzing the condition and the trends on the real estate market.

Every our employee has passed individual education program, worked out by Bulgarian academic lecturers and American consultants. We check constantly our personnel skills by special tests. We use the gained knowledge and developed competency for successful realization and closing of the deals of our clients.

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INNOVATIONS

FOROS - INNOVATIONS

- FOROS is the first private real estate company certified by ISO 9001:2000 for the quality of its services;
- FOROS is the first Bulgarian company, participated in an international property exhibition;
- FOROS opened the first specialized rentals office with specifically trained professionals in this particular segment of the real estate business in Bulgaria;
- FOROS arranged the first project for presenting the possibilities for purchasing Bulgarian real estates by foreigners;
- FOROS is the first company in Bulgaria developed specialized departments „Analysis and Prognosis ” and „Key clients and big projects' conceptions”;
- FOROS is the first real estate company in Bulgaria sold properties online;
- FOROS created a concept for one of the first modern mall in Bulgaria - PFOHE MALL realizing the widest till the moment advertising campaign for the project promotion;
- FOROS is the first company in Bulgaria organized brokerage trainings and courses.

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ADVANTAGES

FOROS - ADVANTAGES

- Experience - our 18-years successful work in the business is connected with servicing thousands of clients and solving different cases;
- Professionalism - our main politics is constant check of the knowledge and competency of our company personnel;
- Security - we realize the high economic and social value of the services we provide and we guarantee the perfection of every deal by checking all the facts and paperwork before releasing the property on the market;
- Loyalty - we observe principle for confidentiality of the information became aware in the process of common work with the client;
- Quality - we are the first private real estate company in Bulgaria with ISO 9001:2000 Quality Management System certificate. Every year we are examined for correct functioning of the Quality Management System.

FOROS - SERVICES

- Consulting;
- Corporate Real Estate Consulting;
- Retail and Leisure;
- Investment and Management Services;
- Ddevelopment and Project Management;
- Real Estate Strategy;
- Planning and Research;
- Property and Market Analysis;
- Professional Advisory Services;
- Valuation and Appraisal Services;
- Real Estate Brokering;
- Tenant / Landlord Representation.

SERVICES

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PROPERTY MANAGEMENT

- A part of the full package of services presented to our clients are the Property and Project Management concerning all kinds of real estates. Most of all, these are shopping centers, business developments, residential and holiday complexes.

Our principal purpose is to deliver high-quality services to all our clients as we realize the notability and the extent of property management activities.

Our competitive advantages include full territorial extent of the country, local market knowledge and experience, successfully proved business conception and high-quality services. The lucid business relationships, the transparency, the professionalism and the expense optimization guarantee competent management and excellent investment returns.

Property management services include:

- Property maintenance
- Property lease
- Financial management
- Property marketing

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FRANCHISING



The aim of FOROS FRANCHISING project is to get to 100% of Bulgarian consumers all over the country by imposing a special attitude towards the client, highly qualified education of employees and successfully proved business conception, thus franchisees being able to generate high profits for its organizations.

OUR PARTNERS RECEIVE

- The right to perform your activity under FOROS logo, proclaimed as the most successful trade mark in real estate field according to Superbrands edition, ranking the strongest marks in business;
- All the technology and successful know-how, acquired through company's great experience and collaborative work with the most prominent world consultants from real estate business;
- Cooperative venture between offices, working under FOROS mark all over the country, client service and deal possibility between cities;
- Corporative software and access to unified national offer database for different types of property;
- Initial and successive education of staff, worked out by Bulgarian teachers and consultants from the USA and Europe. FOROS has developed a scheme of regular assessment, check-up of knowledge and competence of employees, as well as seminars for skill and qualification improvement;
- Partner programme with preferential conditions for delivery of goods and services;
- Support in operational business, consisting of consultancies (human resources, legal, accounting, PR, analyses and forecasts, efficiency, etc.); methodological support in carrying out the activity with the purpose of achieving higher turnover and market share;
- Successful marketing strategy, active advertising in print and electronic media on regional, national and international level

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FOROS - CLIENTS

- Big investors - international and Bulgarian funds listed on the stock market, building companies, international and big capital companies. Some of the largest project consulted and leased by the company today are Pfohe Mall Varna, West Park Mall Sofia, City Center Stara Zagora, Business Park Varna.
- Companies, enterprises, associations and organizations;
- Private persons.

Ford Moto Pfohe, Lukoil, Billa, Danon, Orchid Developments, NEC, GED, United Bulgarian Bank, Eurobank EFG Bulgaria, Societe Generale, Solvay Chemicals, Expressbank, ING Bank Bulgaria, First Investment Bank Bulgaria, Sigma Capital, Pireus Bank, Economic Investment Bank, Prime Property BG, Kolos 1, Schenker, Bulgaria Real Estate Investment Fund REIT, ERG Capital, Advance Equity Holding AD, Elana Holding Plc, BenchMark Fund Estates, Piccadily, United Colors of Benetton, Sisley, Kenvelo, Tom Tailor, Ovieste, MultiRama, Helicon, Galdini, National Electric Company, Festa Holding, TIM Build, Fairplay International, Prista Oil, MobilTel, Globul, Germanos, Vivacom, Nadin, Olmins, Mel Invest, Darik Properties, Excalibur

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FOROS - CERTIFICATES AND MEMBERSHIP

ISO 9001:2000 - Quality Management System

UKAS (UK) - Quality Management certificate under the patronage of Her Majesty Elisabeth II, Queen of United Kingdom;

ANSI-RAB Quality Management certificate - US accreditation;

RVA - Quality Management certificate - Dutch accreditation;

CIPS /certified international property specialist/ certificate, issued by National Association of Realtors, Chicago, USA.

FOROS - NATIONAL REAL ESTATE COMPANY is a member of:

FIABCI - Fédération Internationale des Administrateurs de Biens Conseils et Agents Immobiliers - the International Real Estate Federation;

CEREAN - Central European Real Estate Associations Network

NAEA /UK/ - National Association of Estate Agents

BBCC - British-Bulgarian Chamber of Commerce;

NAR - National Association of Realtors /USA/;

NRPA - National Real Property Association;

VREA - Varna Real Estate Association;

BAP - Bulgarian Association of Partnership.

We Move the Immovable!

Foros NATIONAL REAL ESTATE COMPANY

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