

# CUSHMAN & WAKEFIELD FORTON COMPANY OVERVIEW

Main service lines

2023

ABOUT CUSHMAN & WAKEFIELD

# WHAT'S NEXT

Cushman & Wakefield advises and represents clients on all aspects of property occupancy and investment. Founded in 1917, it has approximately 400 offices in 60 countries, employing more than 50,000 professionals. It offers a complete range of services to its occupier and investor clients for all property types, including leasing, sales and acquisitions, equity, debt and structured finance, corporate finance and investment banking, appraisal, consulting, corporate services, and property, facilities, project and risk management. To learn more, click [HERE](#).

**\$9.4B\***  
2021 REVENUE  
\* USD

**60**  
COUNTRIES  
(APROX.)

**400**  
OFFICES  
(APROX.)

**50,000**  
EMPLOYEES  
(APROX.)

**4.8B**  
SF MANAGED



# WHO WE ARE



Leading global real estate services company that delivers exceptional value for real estate occupiers and owners.



Among the largest real estate services with approximately 53,000 employees in over 400 offices and 70 countries.



Deep local real estate insight and international expertise with access to investors in more than 70 countries all over the world.



Forton is leading international advisory company, RICS regulated, offering full range of professional services in commercial real estate sector.



Professional team of 26 experts with international know-how.



Forton's track record includes some of the biggest investment deals in Bulgaria (Megapark, City Center Sofia and Mall Varna).



Part of Realto Group, which comprises of real estate agencies and advisory companies with more than 25 years of experience and alliance partner of Cushman & Wakefield for Bulgaria.



Bulgaria's real estate leader with more than 700 real estate professional, who cover the whole country.



Includes some of the most reputable and well-regarded brands in the sector with its own identity, business expertise and team.

# SERVICES AND REGION



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Making decisions requires dedicated knowledge and expertise, something we possess having successfully delivered services of a similar nature in the past couple of years.



## COMPETITIVE ADVANTAGES

- Quality Management System complying with the ISO 9001:2008 standard in the fields of valuation, market research and analysis, investment advisory, real estate brokerage service and property management.
- Real estate financial & valuation models prepared by a CFA Charterholder and adhering to the highest international standards and practices in the financial industry. Forton has 1 employee enrolled in the CFA program.
- Compliance with the Royal Institution of Chartered Surveyors' (RICS) ethical standards (Red Book) and the International Valuation Standards.
- Forton has professional indemnity insurance in the amount of €2 million.



# OUR SERVICES



## ADVISORY

- Valuations
- Project feasibility and market research
- Highest and best use
- Commercial due diligence
- Hotel brand and operator selection
- Investment strategy
- Real estate finance



## ASSET SERVICES

- Property management
- Asset management
- Turnaround management
- Flexible workspace
- Lease administration



## CAPITAL MARKETS

- Investment sales
- Deal origination and structuring
- Sale-leaseback
- Work-out strategy
- Due diligence



## TRANSACTION

- Sales
- Acquisitions
- Leasing of commercial real estate
- Residential agency



## PROJECT MANAGEMENT

- Development services
- Technical due diligence
- Lender's supervision
- Fit-out and construction project management



## DEBT AND STRUCTURED FINANCE

- Structured finance
- Debt management & arrangement
- Equity arrangement
- Underwriting process management

# OUR SECTORS





# CASE STUDIES



## GOLF COMPLEX OKOL LAKE PARK, SAMOKOV AREA

### FEASIBILITY STUDY

- Feasibility study for a resort and residential development overlooking Lake Iskar in Sofia County
- Land plots with total area of over 1,440 thousand sqm.
- Evaluate the supply and demand for the different components of the resort in their respective markets for the purpose of forecasting their sale revenue and operating income.



## DHL EXPRESS BULGARIA

### EXCLUSIVE TENANT REPRESENTATION

- Build-to-lease 10,171 sqm of warehouse space close to Sofia
- DHL relocated their central distribution hub and administration to a location that guaranteed immediate access to the airport's custom and cargo loading area.



## ORBICO CENTRAL LOGISTICS HUB

### EXCLUSIVE TENANT REPRESENTATION

- Build-to-lease 30,000 sqm of warehouse space in Sofia
- Obtained a lease for a new central logistic hub and headquarters on a built-to-suit basis.
- Inclusive tenant representation within the process of shortlisting sites and developers, negotiating, securing and closing the lease terms of the built-to-suit project.



## MALL VELIKO TARNOVO

### REVITALIZATION OF ONE OF THE FIRST SHOPPING CENTERS IN BULGARIA (OPENED IN 2006).

- Increased NOI with more than 20%
- Leased out vacant areas, including the additional leasable area we created. Occupancy exceeded 95%
- Fortified the position of the center as the primary retail center in the city.

# CASE STUDIES



## ENIKOM M BUSINESS CENTER, SOFIA

### SELLER REPRESENTATION

- Seller representation on mixed-use project in Sofia
- GLA 8,615 sqm
- 6 office floors and 3 retail floors.



## GLOBALFOUNDRIES, SOFIA

### TENANT REPRESENTATION AND FIT-OUT AND COST MANAGEMENT

- Fit-out and cost management
- 2 floors office space in NV Tower, Sofia
- GLA 3,315 sqm.



## EXPERIAN, SOFIA

### TENNANT REPRESENTATION

- Lease agreement for a stand-alone building under construction
- Space Tower office building.
- Total leased area – 10,800 sqm.



## EUROVET BULGARIA

### EXCLUSIVE TENANT REPRESENTATION

- Lease deal of 2,087 sqm of warehouse space finalised in a record short time.
- Relocation of business operations
- Provided good access to Sofia
- Revision of suitable options in the targeted area with the possibility of expansion in the future.
- The deal was closed in less than 40 days from initial contact.



# C&W FORTON LEADER

## Managing Partner



**YAVOR  
KOSTOV**

Managing  
Partner

### Professional Expertise

Yavor Kostov joined Forton in 2013 after holding top management positions in investment and financial companies. He has over 15 years of professional experience in the investment real estate sector. He has worked in close cooperation with some of the leading leasing and financial companies in Bulgaria. Whilst at Forton, Yavor further developed Forton's communication strategy to attract local investors and international funds and investors.

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**“Forton is a Bulgarian company  
which operates nationally,  
regionally and globally through  
strategic relations and  
partnerships with market leaders”**



# TEAM LEADERS

## Consultancy & Valuation



**PLAMEN  
BACHEV, MRICS**

Partner, Head of  
Hospitality,  
Consultancy &  
Valuations

### Professional Expertise

Plamen is in charge of all valuation and advisory work at Forton including hotel operator selection, workplace strategy/ change management, research, feasibility studies and strategic reports for commercial properties which provide professional advice for large-scale real estate investment transactions to decision-makers. He has directly delivered and supervised valuation and feasibility studies of properties with combined value in excess of EUR 2 billion in the last 2 years.

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**DEYAN  
TODOROV**

Head Of Advisory  
And Transactions  
Support

### Professional Expertise

Deyan provides valuation and advisory and hospitality consulting services to clients, including market research, feasibility analyses for developers, lenders corporate occupiers and investors. He has delivered on projects of various scales and complexities including office occupier strategy for in excess of 20,000 sqm, research on residential and hospitality developments, highest and best-use analysis of hotels and resorts, residential and mixed-use properties. His more recent work includes valuations of shopping centers and retail parks, speculative offices, commercial and leisure hotels.

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**“Forton is RICS regulated company. The use of professional consultancy services helps overcome the single asset challenges or transparency in the local market”**



# TEAM LEADERS

Capital Markets, Finance & Office space



**ANASTASIA  
TSOLOVA**

Head of Capital  
Markets, Debt &  
Structured Finance

## Professional Expertise

Anastasia joined C&W Forton in 2022 after being on top management positions in international real estate development and asset management companies. She has over 13 years of professional experience in real estate sector, including within the competent real estate structures of one the leading European banking groups. She is engaged with investment sales processes, attracting investors and funds.

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**JORDAN KRASTEV**

Head Of Office  
Space

## Professional Expertise

Jordan Krastev has over 15 years of experience in commercial real estate. Prior joining C&W Forton he has worked on various management positions in both small companies as well as in big holding structures such as EUROHOLD Bulgaria. In the last 10 years he was responsible for the tenant relations with key tenant-companies at Business Park Sofia.

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**“At Forton, we create opportunities when there are none and we are confident that we can offer the optimal solutions so as to add value to real estate projects by realizing maximum return on investment”**

# TEAM LEADERS

## Industrial Space & Project Management



**ZHORO  
ANGELOV**

Head Of Industrial  
Space & Land  
Development

### Professional Expertise

Zhoro Angelov joined Forton in 2010 starting as junior consultant. For the last 9 years he has gained exceptional professional experience in commercial real estate focusing on industrial, logistics and land development services. He helped in structuring of the department and was involved with some of the landmark deals in the segment in the last few years.

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**HRISTO  
TOPUROV**

Head of Project  
Management

### Professional Expertise

Hristo is a seasoned project manager having spent 10 years at one of the largest international contractors in Bulgaria. He has led several signature developments, including the Bulgaria Mall and Towers retail / office complex, the Witte Automotive and OSRAM manufacturing facilities.

Hristo has more than 14 years of overall professional experience.

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**“We provide ongoing, on-the-ground support for your projects, acting in your best interest, every step of the way”**





# TEAM LEADERS

## Asset and Property Management & Residential Services



**KRASIMIR  
PETROV**

Head Of Asset &  
Property  
Management  
Services

### Professional Expertise

For the past 14 years Krasimir has worked on management solutions for over 20 projects, with a total built-up area of over 1 million square meters. He is also engaged in processes related to commercial due diligence and investment sales of big commercial projects and real estate portfolios. Krasimir successfully develops innovative web-based solutions, related to lease contract management, location and competitive analysis for corporate clients with large branch networks.

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**IAVOR  
PERDUHOV**

Head of Residential  
Services

### Professional Expertise

Iavor Perduhov joined C&W Forton in 2021 after over a decade of professional experience in commercial and residential real estate in Canada. Working in one of the most dynamical residential real estate markets in the world, Iavor combines the detail and due diligence oriented approach of commercial real estate with the innovative know-how required in order to provide a one-stop-shop residential real estate service for developers, sellers and buyers. His exceptional communication skills, in depth knowledge of residential trends and world wide know-how has allowed him to develop successful partnerships with some of the most established real estate developers in Bulgaria such as BLD, PPS, Kampanite Residential Park and Art Build Up.

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**“Our understanding and knowledge on funding sources gives us the expertise to customize options and strategies in order to achieve the most attractive terms and conditions for our clients”**

**“At Forton, we combine the skillset of experienced professionals from varying backgrounds who understand our client’s needs and a set of procedures, guaranteeing the successful completion of all our projects. The hallmark of our services is to deliver real value though balancing quality, time and cost from concept through to completion”**