



FAIRPLAY
INTERNATIONAL

FAIRPLAY INTERNATIONAL JSC



Mr. ILIA KOMITOV
CMO of
FairPlay International JSC

FairPlay International JSC (FPI) is a Bulgarian investment company with a 20+ year history. Established in 1993, today FPI is one of the most prominent companies and a recognized leader in the real estate market in Bulgaria. Along with industry innovation and standard setting, the creation of better lives for our clients and community stands at the base of FPI's philosophy.

FPI invests in the construction and management of residential buildings and gated residential communities, commercial centers, logistic parks, hotels and holiday resorts, business properties and agriculture. The company has completed over 450,000 m² of construction amongst different sectors and manages assets valued in excess of €100 million. The company has an innovative management team and in total employs 600+ highly qualified and experienced professionals.

WE ARE FAIRPLAY



Mr. MARIO ZAHARIEV

Founder and Chairman of
FairPlay International JSC



Mrs. ANNA ZAHARIEVA

Founder and MBD of
FairPlay International JSC



Mrs. DORA TZOLOVA

CEO and MBD of
FairPlay International JSC



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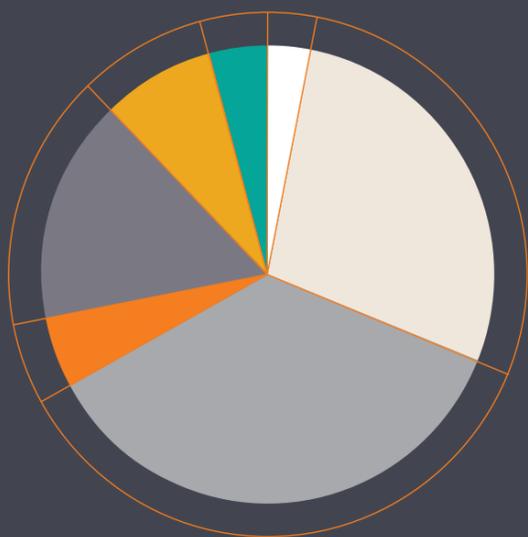
ABOUT THE COMPANY



FairPlay International - a reliable partner in Bulgaria

TBA completed by FPI

- 6,204 ■ 19,200 ■ 12,100
- 130,501 ■ 77,100
- 137,662 ■ 38,621



- Established in 1993
- Symbol of professionalism and reliability
- Managing assets valued at over €100 m
- TBA completion of over 450,000 m²
- Detailed knowledge of the local market
- Experienced management team
- Potential for expansion throughout the Balkan region

- Office
- Leisure
- Residential
- Logistic
- Industrial
- Apartment houses and city hotels
- Comercial

Corporate Organization

FairPlay International JSC

Real estate		Agricultural business	Other
Investments	Services	Land cultivation and leasing	Financial Services
Leisure Properties	Project Management	Plant Growing	Tourist Services
Apartment houses & city hotels	Leisure Property Management	Dairy Cattle Breeding	Transport
Residential properties	Investments Management	Forage Production	
Offices	Sales		
Commercial Properties	Property Management		
Logistics Properties	Construction		



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FairPlay International - a combination of experienced staff, quality projects and social responsibility

Experienced staff

- Pioneers in property management in Bulgaria
- Extensive experience in project management
- Innovative team of architects

Quality

- 20+ years track record in the Bulgarian RE market
- Innovator in the apartment house, city hotels and holiday resorts segments
- Unique architectural solutions, combining contemporary design and historical elements



Social responsibility

- Community infrastructure investments totaling more than €7m
- €750,000 invested in archaeological excavations
- 600+ employees
- Projects oriented towards providing a healthy and comfortable lifestyle





FIABCI World Prix d'Excellence Awards

2014

“Prix d'Excellence World Golden Winner”

“Resort” category, Luxembourg 2014, Santa Marina Holiday Village, Sozopol

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Awards

- 2015 – “Certificate of Excellence 2015”, TripAdvisor, Santa Marina Holiday Village, Sozopol
- 2015 – “Certificate of Excellence 2015”, TripAdvisor, SPA Hotel St. Ivan Rilski, Bansko
- 2015 – “Certificate of Excellence 2015”, TripAdvisor, Arena di Serdica Residence Hotel, Sofia
- 2015 – “Certificate of Excellence 2015”, TripAdvisor, Crystal Palace Boutique Hotel, Sofia
- 2015 – “Traveller’s Choice” Award 2015, Winner Categories “Luxury & Top Hotels”, TripAdvisor, Arena di Serdica Residence Hotel, Sofia
- 2014 – “Traveller’s Choice” Award 2014, Winner, TripAdvisor, Arena di Serdica Residence Hotel, Sofia
- 2013 – “Project of the Year” Award, FIABCI Prix d'Excellence Awards, Bulgaria 2013, Santa Marina Holiday Village, Sozopol
- 2013 – “Prix d'Excellence” Award, FIABCI Prix d'Excellence Awards, Bulgaria 2013, Arena di Serdica Residence Hotel, Sofia
- 2013 – “Traveller’s Choice” Award 2013, Winner, TripAdvisor, Arena di Serdica Residence Hotel, Sofia
- 2013 – “Certificate of Excellence 2013”, TripAdvisor, Crystal Palace Boutique Hotel, Sofia
- 2013 – “Certificate of Excellence 2013”, TripAdvisor, Arena di Serdica Residence Hotel, Sofia,
- 2012 – “Congress Hotel of the Year”, Bulgarian Hotel & Restaurant Association (BHRA), Arena di Serdica Residence Hotel, Sofia



Building of The Year Award

2014

“Public buildings with business functions” category, Telenor’s Corporate Headquarters, Sofia

2006

“Holiday Resorts” category, Santa Marina Holiday Village, Sozopol

2005

“Residential Buildings and Complexes” category, Borovo Residential Complex, Sofia

2004

“Business Hotels” category, Crystal Palace Boutique Hotel, Sofia

2002

“Residential Buildings and Complexes” category, Iztok Residential Complex, Sofia

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Awards



- 2012 – “Certificate of Excellence 2012”, TripAdvisor, Arena di Serdica Residence Hotel, Sofia
- 2011 – “Host of the Year” Runner Up, Eventex Awards 2011, Arena di Serdica Residence Hotel, Sofia
- 2010 – “Best Bulgarian Project”, “Homes Overseas Russian Awards 2010”, Santa Marina Holiday Village, Sozopol
- 2010 – “Hospitality Investment of the Year”, Bulgarian Postbank, Arena di Serdica Residence Hotel, Sofia
- 2009 – “Four-star Holiday Hotel of the Year”, Bulgarian Hotel & Restaurant Association (BHRA), SPA Hotel St. Ivan Rilski, Bansko
- 2009 – “Best Sea Project for 2009”, The International Contest “Best project 2009”, Santa Marina Holiday Village, Sozopol
- 2008 – “Best Restaurant Manager of a Restaurant Chain”, Bulgarian Hotel & Restaurant Association (BHRA), Mr. Nicola Petkov, F&B Manager of FPI Hotels & Resorts
- 2008 – “Four star Hotel of the Year”, chosen by the readers of Travel Magazine, Travel Awards 2008, Crystal Palace Boutique Hotel, Sofia
- 2007 – “Boutique Hotel of the Year”, chosen by the readers of Travel Magazine, Travel Awards 2007, Arena di Serdica Residence Hotel, Sofia
- 2007 – “Most Successfully Developing Bulgarian Hotel Chain”, Bulgarian Hotel & Restaurant Association (BHRA), FPI Hotels & Resorts



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FAIRPLAY SUBSIDIARY COMPANIES

FairPlay
Subsidiary Company



FAIRPLAY
PROPERTIES REIT

FAIRPLAY PROPERTIES REIT

www.fpp.bg





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FairPlay Properties REIT

CEO – Mr. Manu Moravenov, PHD, MRICS



Mr. MANU MORAVENOV

CEO of
FairPlay Properties REIT

FairPlay Properties REIT is a Joint Stock Company (JSC) established for special investment purposes, namely – the securitization of real estate, in compliance with the Law on Companies Established for Special Investment Purposes.

FairPlay Properties REIT is listed on the BSE – Sofia on 17 February, 2006. FairPlay International is the major shareholder in the company with a 56% share. The other shareholders are institutional investors (10 pension funds, 15 mutual funds and one (1) investment company), as well as over 400 individual and legal entities and retail investors.

Project	Type	Investment period	TBA m ²	Investments (BGN, VAT not incl.)	Investments (BGN, VAT not incl.) As of 31 Dec 2014
Santa Marina	Holiday apartments and Commercial area	2005 - 2017	126,338	172,323,000	141,791,000
St. Ivan Rilski	Holiday apartments and Hotel	2006 - 2008	20,602	23,049,000	23,021,000
Marina Hill	Residential building and Hotel	2006 - 2012	9,038	9,679,000	9,605,000
Malina Valley Complex 1	Gated Residential Community	2008 - 2017	14,500	15,527,000	5,403,000
Malina Valley Complex 2	Gated Residential Community	2008 - t.b.c.	14,765	15,576,000	5,994,000
Sofia	Gated Residential Community	2008 - t.b.c.	50,000	50,850,000	6,562,000
Rila Lake Resort	Holiday apartments and Apartment hotel	2008 - 2018	6,000	10,133,000	3,608,000
Sapareva Banya	Recreation, wellness and SPA	2009 - t.b.c.	100,000	87,000,000	5,978,000
Sozopol	Holiday apartments	2008 - t.b.c.	10,000	11,984,000	1,716,000
Sandanski	Gated Residential Community	2008 - t.b.c.	18,000	20,189,000	1,448,000
Total			369,242	416,310,000	205,126,000

FairPlay
Subsidiary Company



FAIRPLAY
PROPERTY MANAGEMENT



An open world of services
www.fpihotels.com

FAIRPLAY PROPERTY MANAGEMENT

www.fpihotels.com





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FairPlay Property Management – FairPlay Hotels & Resorts

CEO – Mr. Nikola Petkov, BSC



Mr. NIKOLA PETKOV
CEO of FairPlay Property Management

Established in 2006, FairPlay Property Management EOOD (FPPM) is the registered company that stands behind the FPI Hotels & Resorts brand. The company is part of the portfolio of FairPlay International JSC (FPI). FPPM inherited FPI's hospitality portfolio and grew the initial investments into a prosperous and recognized brand.

Currently, FPI Hotels & Resorts operates several properties in Sofia, Bulgaria, including the Arena di Serdica Residence Hotel, the Crystal Palace Boutique Hotel, Hill Hotel Sofia and Apartment House Bulgaria, as well as two (2) holiday resorts outside of Sofia – the Santa Marina Holiday Village in the Black Sea historical resort town of Sozopol and the St. Ivan Rilski Hotel, SPA & Apartments in the world-renowned ski resort of Bansko. FPPM operates Inergy Fitness & SPA center in Sofia separately. This company is a prominent property manager, offering services which include property and resort maintenance and rental management. FPI Hotels & Resorts' high service standards and individualized approach to every guest is one of the key factors distinguishing FPI Hotels & Resorts from other properties in Bulgaria. Characterized by their own individual style and providing modern comfort, the group's properties offer boutique services and special care to all guests.



FairPlay
Subsidiary Company



FAIRPLAY
CONSTRUCTIONS

FAIRPLAY CONSTRUCTIONS

www.fpi.bg





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Mrs. VANIA RADONOVA
CEO and Head Engineer of
FairPlay Constructions

FairPlay Constructions (FPC)

CEO – Mrs. Ing. Vania Radonova

FairPlay Constructions (FPC) was established in 2005 to inherit FairPlay International's construction business. The company is amongst the top Bulgarian companies who successfully cover all standards for the quality construction of both residential and public buildings, reconstructions, repairs and renovations.

Since the beginning of 2008, the company is registered in the Central Professional Register of Builders, which is kept by the Bulgarian Construction Chamber, and is licensed to work on any type (I – V Level) of construction projects.



Awards:

2014 – “Building of the Year” Award, “Public buildings with business functions” category, “Building of the Year” National Contest, Telenor’s Corporate Headquarters, located in Business Park Sofia, Sofia.

FairPlay Construction won the “Building of the Year 2010 contest Award” – for the Administration building of the DSK Bank.

TBA Leisure properties

- Built: 130, 501 m²
- Sold: 122, 312 m²

TBA Apartment Houses and Hotels

- Built: 38, 621 m²
- Sold: 16, 291 m²

TBA Residential properties

- Built: 137, 662 m²
- Sold: 137, 662 m²

Offices

- Built: 12, 100 m²
- Leased: 100%

TBA Industrial & Logistics

- Built: 96, 300 m²
- Leased: 100%

TBA Commercial properties

- Built: 6, 204 m²
- Leased: 100%

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REAL ESTATE PORTFOLIO



FAIRPLAY
INTERNATIONAL

COMMERCIAL PROPERTIES

Under
management
of FPI JSC





Office buildings

FPI Business center - Sofia

- Completed in 2005
- TBA 6,000 m²
- Managed by FPI
- Leased by international companies



Hill Tower - Sofia

- Completed in 2007
- TBA 6,100 m²
- Managed by Project 2002
- Leased by international companies



City hotels

Arena di Serdica Residence Hotel

- Located in the historical center of Sofia
- Unique architecture, combining modern design and historical remains
- 40 rooms, 26 luxury apartments, fitness, SPA
- Owned and managed by FPI



Crystal Palace Boutique Hotel

- Located in the most prestigious district of Sofia
- Unique architecture, 53 rooms, 10 luxury apartments
- SPA & Wellness Center
- Owned and managed by FPI

Hill Hotel

- Business hotel with central location
- 34 double and 14 single rooms
- SPA, fitness, solarium
- Managed by FairPlay Property Management





FAIRPLAY
RESIDENTIAL PROPERTIES

RESIDENTIAL PROPERTIES

Completed
and current projects





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Completed and sold residential complexes in Sofia

FPI JSC is a successful developer of residential properties in Sofia. Since 1993 we have completed more than 30 projects and all of them are 100% sold.

FPI JSC is a pioneer by developing a gated residential community in the Bulgarian capital Sofia. These developments are a desirable place to live in the city!

Iztok Residential Complex

- Located in the prestigious Izток District in Sofia
- TBA 19,400 m²
- 5 residential buildings and an apartment house

Borovo Residential Complex

- Located in Sofia's Borovo District
- TBA 13,201 m²
- 5 residential buildings

Bulgaria Residential Complex

- Located in proximity to Sofia's main boulevard
- TBA 24,132 m²
- 5 residential buildings
- Apartment house
- Fitness & SPA Center, Beauty Salon

Mladost Residential Complex

- Located in proximity to Sofia's main boulevard
- TBA 24,132 m²
- 5 residential buildings
- Apartment house
- Fitness & SPA Center, Beauty Salon





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Current Projects

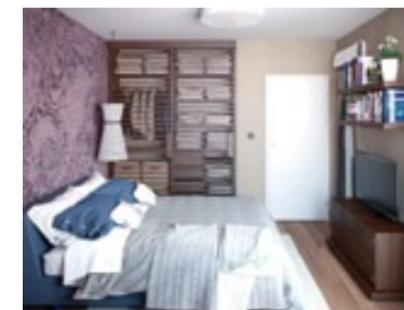
Residential Complex Malinova Dolina

Residential Complex right next to the unique Campus of the National Sports Academy, which consist of 130 apartments. The Complex is designed with integrated green park.



Residential Building Vitosha

Residential Building in a quiet and convenient place, which consist of 38 apartments.





LEISURE PROPERTIES & HOTELS

**Santa Marina
Holiday Village**

**St. Ivan Rilski
Hotel, SPA & Apartments**





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Santa Marina Holiday Village

Santa Marina is a beach-front resort, located about 35 km away from Burgas Airport.

Figures:

- Plot: 120,000 m²
- Green areas: 70%
- TBA: 100,000 m²
- Villas: 80
- Apartments: 1,400 (1,383 Sold)
- Service and entertainment centers



Santa Marina was awarded the 2014 FIABCI World Prix d'Excellence Award in the "Resort" category. This prize is also known as the "Oscar of Real Estate".



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St. Ivan Rilski – Hotel, SPA & Apartments

The residential buildings:

- 162 apartments
- 8 spa-centers
- 54 underground parking lots.



The 4-star hotel:

- 107 rooms and suites
- Wellness club
- Underground parking for 60 cars
- Restaurant, tavern, lobby-bar
- Conference halls and business center
- Family club and entertainment zones.

In 2009, St. Ivan Rilski was awarded the Best 4-star Resort Hotel Prize by the Bulgarian Hotels and Restaurants Association.



For the good of our society



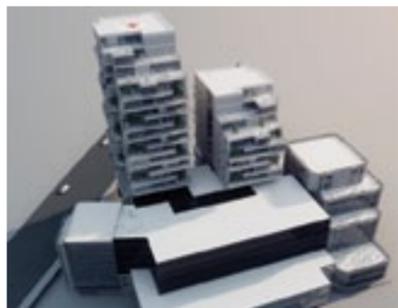
FAIRPLAY
INTERNATIONAL

PUBLIC PRIVATE PARTNERSHIPS

PPP
of FairPlay International JSC



Our first major project with a public entity is Bulgarian Red Cross and FPI JSC



The Hill Project: Hill Tower and Hill Hotel



Our partnership with the Red Cross results in a future development of this project.



Sozopol Municipality Park



PPP between the Sozopol Municipality and FPI JSC.

Links

www.fpi.bg
FairPlay International

www.fpp.bg
FairPlay Properties REIT

www.faf.bg
FairPlay Agricultural Fund

www.fprp.bg
FairPlay Residential Properties

www.focalpoint.bg
Focal Point Investments

www.fpihotels.com
FPI Hotels & Resorts, FairPlay Property Management

www.crystalpalace-sofia.com
Crystal Palace Boutique Hotel

www.arenadiserdica.com
Arena di Serdica Residence Hotel

www.hillhotel-sofia.com
Hill Hotel

www.apartmenthousebulgaria.com
Apartment House Bulgaria

www.santamarina.bg
Santa Marina Holiday Village

www.saintivanrilski.com
St. Ivan Rilski Hotel, SPA & Apartments

www.fpi.bg

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