



**TISHMAN INTERNATIONAL  
COMPANIES**

The Trusted Name in Real Estate®

**TISHMAN INTERNATIONAL`S SOFIA AIRPORT CENTER HIGHLIGHTED  
IN DISCUSSION OF GREEN OFFICE INVESTMENTS AT BALREC 2012**

(SOFIA, BULGARIA) – Speaking from experience, Nikola Ignatoff, manager of Tishman International’s Sofia Airport Center (SAC), discussed the benefits of green office space that attract investors to sustainable projects at the real estate market conference, “BALREC: Smart City Investment – Sofia,” held on April 23, at the Kempinski Hotel Zografski in Sofia, Bulgaria.

The first LEED-certified commercial project in Bulgaria, SAC was developed by Tishman International Companies, a global leader in commercial real estate development and management. The 165,000-square-meter project includes environmentally friendly materials and features a state-of-the-art, low energy VAV air cooling system, controlled by an automated building management system (BMS) to control the environment and energy consumption; lots of natural lighting; and operable, double-glazed windows. The complex includes 100 square meters of Class A office space; a 28,000-square-meter Logistics Center with office and warehouse space; and plans for a high-quality, 175-room hotel with conference space.

Mr. Ignatoff participated in a discussion on the office market along with leading real estate brokers, investors, and other industry experts. The discussion of green office projects was part of the conference panel, themed “Smarter cities for better job positions. Public and private projects improving living and business conditions.”

Tishman again found an innovative way to promote green design and sustainable development. Each participant at the conference was given a Pet Tree with instructions on how to take care of and an invitation to plant it at the business park Sofia Airport Center at a specially organized event which will be held later on this year.

“Tishman International is pleased to share its experience in developing and financing sustainable office space,” said, Alan D. Levy, chairman of Tishman International. “These buildings help developers compete

for tenants, because they provide a healthy work environment and consistent thermal comfort. Therefore, they lease up faster, have better tenant retention, bring higher rents, have lower operating costs and increase in value quicker than traditional buildings,” he adds, noting that these are the characteristics investors look for in a project.

“Aside from the financial aspects, sustainable development is vital to the earth’s future, as it reduces waste going into landfills, conserves energy and water, and reduces greenhouse gas emissions,” Levy continues. “This benefits the community at large, locally, regionally and globally.”

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*About Tishman International - Tishman International Companies is currently active in the United States, United Kingdom and Central & Eastern Europe including Bulgaria, Hungary, Czech Republic, Slovakia and Romania. The firm specializes, in the acquisition, development, management and financing of commercial real estate. Tishman has been a consultant and joint venture partner to some of the world’s leading institutions and private investors and has recently been appointed by a UK Fund to provide asset and development management services for a portfolio of 12 properties located in Romania, Hungary, and Slovakia.*

*About Tishman International in Europe - In 1986, Tishman International established its European headquarters in London, England. Since then, the company has developed and managed in excess of six million square feet of premier office and commercial space in the United Kingdom. Additionally, Tishman has provided acquisition and management expertise for millions of square feet of prime real estate assets in Europe, including several Supermarket Centres in the Czech Republic for an International Supermarket Company. Its prestigious roster of clients and partners has included Metropolitan Life, New York Life, Teachers Insurance, Bank of America, Grosvenor International, Citibank, American Express, Fidelity Investments, Lend Lease, HVB Real Estate, and many others.*