



Thomas Foehrer

Managing Partner

NAI REA Caucasus

+995 591706707

+995591706707

thomas.foehrer@rea-caucasus.com

Scope of Responsibilities

Establishment and development of NAI in Georgia, to identify and work with developers and investors. Providing the following services to clients:

- Agency & Brokerage • Asset Management • Distressed Asset Services: Repositioning, Recovery, Restructuring and Interim Management • Development Consultancy Services • Project & Construction Management
- Hospitality & Tourism: Feasibility Studies, Concept & Design Studies, Operator search, • Market Research & Analysis • Valuation & Appraisal • Financial & Capital Markets, Institutional Debt & Equity, • Investment Consultancy • Branding and Franchising

Background & Experience

Thomas has a broad and international base of experience in corporate real estate, including development, sales, valuations and advisory services. This background enables him to assist clients in most aspects of commercial real estate he uses a team-building approach and assembles the experts needed, utilizing both internal, external, local and international professional service providers, to meet the needs and requirements of each individual client. Thomas studied finance at the Universities of Mannheim (Germany) and Linköping (Sweden) and graduated in 1989. After working for Scandic Hotels in Sweden and Germany he in 1992 joined ABV Leasing & Hotelinvest an Austrian company who developed, invested, built and - as Marco Polo Hotels & Resorts - managed seven 4 and 5 Star hotels in Georgia, Russia and Kazakhstan in total over 1.500 rooms. The then the biggest international hotel operator in the CIS where he as Managing Director was responsible for the: Project development, Management of the Marco Polo Hotel Chain and sale of the Marco Polo Hotel Management Company to Sheraton and Hyatt. After the change in management and rebranding of the hotels to Sheraton, Hyatt and Radisson Thomas as asset manager was in charge of the de-investment of this 350 million \$ portfolio. Thomas in 2010 established the first international real estate advisory, investment, management and consultancy company in Georgia, which in November 2011 became a member of NAI Global. Thomas before and now as NAI REA Caucasus advises clients especially owners, developers, investors and managers of hotels on most issues relating to the successful development, construction, operation and sale of hotels such as concept and design, feasibility, valuation, sale & purchase, financing & refinancing and operator selection in; Austria, Germany, UK, US, Russia, Turkey, CEE, CIS and Georgia for amongst others; SALANS, IKEA, PANDOX, SEAF Millennium Challenge, Starwood, SHIVA Hotels, Prime Income Asset Management, AEDIFICUM Capital, KBN, Scandic, Kempinski, Marriot, Intercontinental, Radisson Hotels, Ilia Chavchavadze University, REGUS, OEKB and UNICREDIT. Thomas has more than 30 years of hotel investment, development and management experience, valuation experience and commercial real estate brokerage Key Qualifications and Expertise • Asset & Interim Management • Financial and Operational Analyses Review • Due Diligence • Valuations • Feasibility • Concept & Design Studies • Operator Search, Branding and Contract Negotiations • Development, Construction and Reconstruction Planning • Financing

Educational Background

MBA – Finance, University of Linköping (Sweden) and University of Mannheim (Germany)