

CONTINUING THE SUCCESS STORY FOR A WELL-KNOWN OFFICE FURNITURE RETAILER

"**NEW WORK**" assigned us to the structured sale of the company. In the following sections we would like to give you an overview of the attractive investment opportunity and invite you to participate in a structured sales process for a highly profitable German company.

"**New Work**" offers a market entry in the specialty retail segment in South-Central Germany. Focused on work-space consulting, planning and implementation "New Work" has been successfully operating in the market for over 50 years.

NEW DEAL of Quest Consulting AG for **SUCCESSION / TRANSACTION**

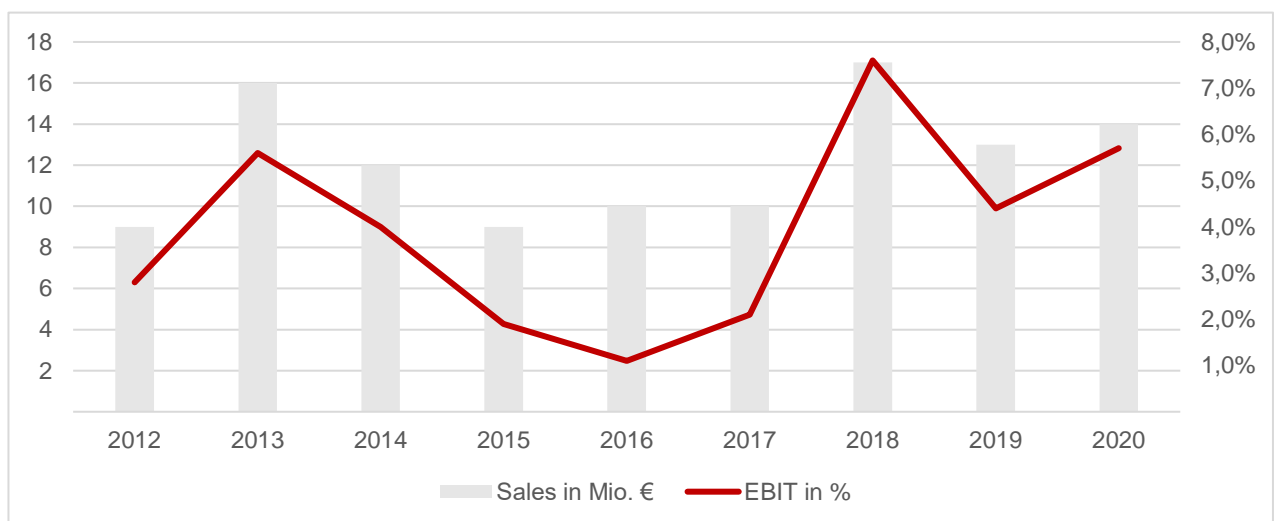


COMPANY AND BACKGROUND

Renowned Specialist for Office Concepts

Workspace consulting & retail company based in South-Central Germany

- New Work operates as a limited liability company headquartered in Germany
- Specialized in workspace consulting and planning of innovative office concepts
- Long-lasting partnerships with the best suppliers in the industry
- 50 engaged, qualified and motivated employees that cover the departments sales, order processing, internal services, planning, warehouse and assembly
- Experienced planning department enables top-notch workspace concepts
- Acquisition of new projects are independent from the owner
- Top national and international customers from small to large (>2,000 workplaces)
- Long-term customers with framework agreements
- Option that the owners accompany the business for another 3-5 years
- The company has revenue potential of up to € 20 Mio.
- In the last 10 years a sustainable EBIT of up to 8% could be achieved



WIN-WIN SITUATION SOUGHT

Structured succession plan as the basis for a successful future.

The aim of the sale is to arrange and execute the succession of the company. Through a structured and well-arranged succession plan the owners intend to create a good platform for the future of the company, its employees, as well as its customers.

FOR STRATEGISTS (Market or Product-Related)

Opportunity to strengthen or expand the value chain and create new revenue potential.

The core competencies consulting, sales and implementation cover the whole customer journey process and makes New Work a strong partner for its customers. The focus on high-quality office concepts enables the strategic option of extending the value creation of real estate developers, interior designers, construction companies, as well as manufacturers. New Work offers a range of opportunities:

- Due to in-depth experience in conceptual design and implementation of **new office** projects and **workspace consulting** an immediate expansion for design and build-out companies without a ramp-up phase is possible. This offers the opportunity to increase the revenues within little time
- Access to a **renowned manufacturer portfolio** offers the possibility to achieve **purchasing effects** and **improve profitability**
- Operational proximity offers the opportunity for **aftersales** and **cross-selling** activity
- A well-rehearsed and loyal team offers potential for total sales of **€ 20 million**

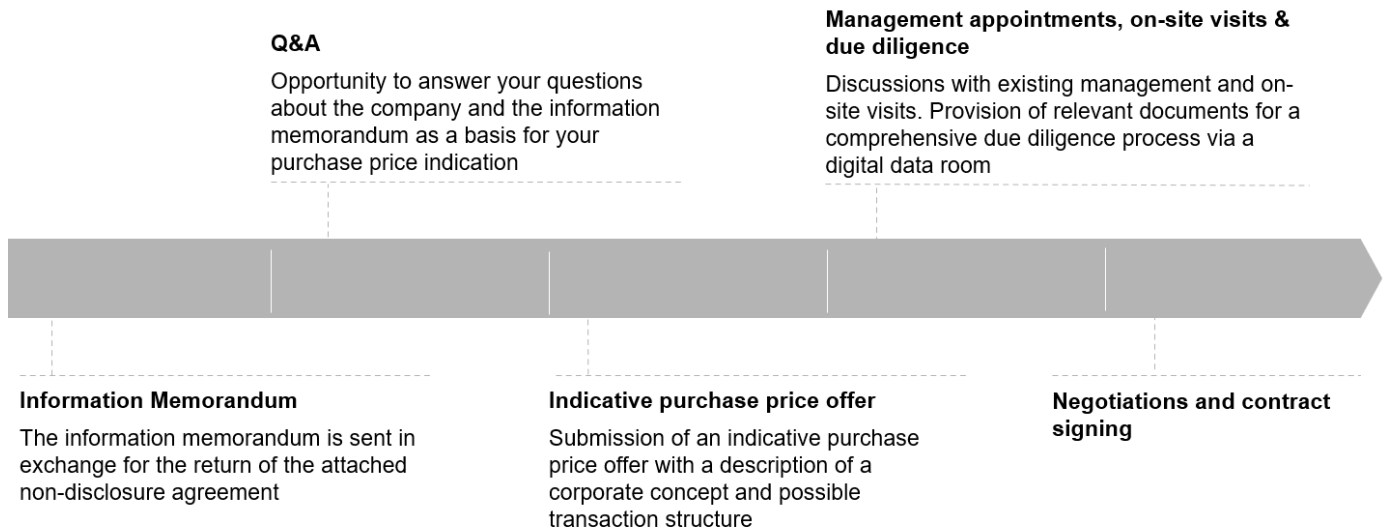
FOR FINANCIAL INVESTORS / FAMILY OFFICES

Potential for earnings effects and buy-and-build strategies

Past results and forecasts meet the return expectations of a capital investment and offer further potential due to possible synergies in the investment portfolio, such as sales potential in distribution or entry strategies in sectors not yet occupied.

GENERAL CONDITIONS OF THE SALES PROCESS

We would be very pleased if you are excited about the investment opportunity described above. Upon receipt of the signed non-disclosure-agreement (NDA), we will send you an information memorandum which gives you an in-depth overview of the company. Of course, we will also be happy to answer your questions by phone.



COMPONENTS INDICATIVE OFFER / LOI

- 1) Name and company name of the buyer, as well as details on the ownership structure
- 2) Own company presentation, purchase motive as well as strategic concept
- 3) Designation of the object of purchase or legal form of the company acquisition
- 4) Purchase price indication and planned transaction structure
- 5) Financing of the acquisition and the operating business
- 6) Further procedure and time schedule

We are looking forward to your offer and will do everything we can to also achieve your goal as efficiently as possible. If you have any questions, please do not hesitate to contact us.



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