

AS LOCAL AS
YOU LIKE IT.

QUEST APARTMENT HOTELS (NZ) LTD

The Keys to Your Business Future

PUBLISHED JANUARY 2024



QUEST

APARTMENT HOTELS

A Member of The Ascott Limited

questapartments.co.nz



Introduction



Adrian Turner

A message from the Quest Apartment Hotels (NZ) Chief Operating Officer, Adrian Turner.

Quest began business in New Zealand in 1998 when Stephen Mansfield took on the Master Franchisor rights

and successfully launched the business with the opening of Quest Wellington and Quest Auckland.

As an accommodation business format brand, our priority focus is to provide well located accommodation facilities and associated professional business services to customers travelling for purposes associated with their income earning profession such as business people, employees on work assignment etc. They then also stay with us when travelling for private reasons; attending events, visiting family, medical visits, etc.

Quest is an owner operated business format franchise, where the Quest franchisor provides the market leading locations, world class business systems and processes, by a committed and capable franchisor support team. Ultimately, we provide you the Quest franchise business owner, the foundations from which you can add your value and build your own success.

Over these initial 25 years, having overcome the challenges with the establishment of a new brand and accommodation concept within the environment of the New Zealand market-place, we have also had to contend with recessions, including a global financial crisis, natural disasters like earthquakes and of course in the

most recent time the covid pandemic.

Quest through the resilience and commitment from its franchisee and property stakeholders, has 43 property locations, making it New Zealand's largest and most well established accommodation brand, with more on the horizon.

Whilst our track record for growth is impressive, what we are most proud of is how our dedication to creating a business format that allows people like yourself to enter and participate within their own business, in a risk appropriate and commercially sensible manner.

Our track record of franchisee business sustainability stands as testament to our approach and the Quest business format.

You are in business for yourself, but not by yourself. In joining Quest, you are accepting both the opportunity and responsibility associated with the Quest legacy to ensure that our reputation for sustainable business performance, high level of customer and stakeholder satisfaction and market leading standing only strengthens into the future.

Quest New Zealand and Fiji, are now part of an international Quest family, with the Quest brand well established in Australia for more than 30 years. Quest is part of The Ascott Limited (Ascott), a trusted hospitality company with a diverse accommodation offering that span serviced residences, flexible living properties, hotels and independent senior living apartments. With global presence across Asia Pacific, Central Asia, Europe, the Middle East, Africa, and the USA, Ascott pioneered Asia Pacific's first international-class serviced residence with the opening of The Ascott Singapore in 1984.

Today, Quest is more than a brand – it stands ready as a fully supported business to welcome energetic, self-motivated business people into the fold.



Joining Quest

“Key to our business success are the people who run our business - our franchisees who live in the towns and cities where our accommodation is based; who get to know their customers, build relationships with them and make lives away from home as easy as possible.”

As Australasia’s largest apartment hotel operator, we have created a brand business travellers have come to rely on for more than 25 years.

In fact, if you are interested in running one of our franchise businesses, its quite likely you have stayed with us and know how crucial reliable standards and service are to business travellers.

The key to our business success is the people who run our business- our franchisees who live in the towns and cities where our accommodation is based; who get to know their customers, build relationships with them and make lives away from home as easy as possible.

Today, the Quest logo takes pride of place atop more than 170 properties in New Zealand, Australia and Fiji. We are rapidly expanding this network, opening between 4 and 10 new locations every year for more than a decade.

We’ve created a business model that takes away some of the major challenges to achieving success in small business, with the support of one of Australasia’s most recognisable accommodation brands.

You don’t need a background in hospitality to become a Quest Franchisee, but you do need a proven track record in running a business or leading a team within a corporate environment. Additionally, you need to be prepared to immerse yourself in the day to day running of your business.

It takes a special kind of person to become a Quest Franchisee, and as such the selection process is rigorous.

However, the opportunities that come from joining one of New Zealand’s most recognisable and fastest growing brands, makes it worthwhile.

Quest invites you to consider becoming a member of our franchise network and discover how the keys to your Quest franchise property will become **“The Keys to Your Business Future”**.

Please read on and decide for yourself.



Contents

INTRODUCTION	3
JOINING QUEST	5
THE HISTORY OF QUEST	6
OUR MISSION & VISION	8
THE BUSINESS AND LEISURE TRAVELLER	10
THE QUEST FRANCHISE OWNER	12
WHAT YOU GET FROM BEING A QUEST FRANCHISE OWNER	15
BUSINESS SYSTEMS	16
FRANCHISEE ORIENTATION LEARNING, DEVELOPMENT AND SUPPORT	18
REVENUE AND BRAND DEVELOPMENT	20
INFORMATION TO ASSIST WITH YOUR NEXT STEPS	21
RESPONSIBILITIES OF THE APPLICANT	22
FRANCHISE ACQUISITION COSTS	23
FUNDING AND GEARING RATIOS	24
KEY CONTACTS	26
QUEST OPERATIONS IN NEW ZEALAND AND FIJI	27

The History of Quest

Quest is a network of apartment hotel locations, catering specifically to the needs of the corporate extended stay traveller.

In 1988, Paul Constantinou identified a market niche among an emerging travel sector which demanded quality serviced apartments to cater for the needs of corporate travellers.

The concept for Quest began with a single property in Melbourne's suburb of North Fitzroy. In 1991, Stephen Mansfield brought his extensive accommodation sector experience to the company and joined as Quest Managing Director. In this role he was responsible for providing the operational strength to deliver the company's vision. Together, Paul and Stephen grew the company to market leadership in Australia.

In 1998, due to the anticipated growth of the Quest Group in New Zealand, Stephen Mansfield stood down as Quest's Managing Director and took on the Master Franchisor Rights for the territory of New Zealand. Quest NZ was acquired by The Ascott Group in August 2023 and are now part of the 5th largest hotel group in the world.

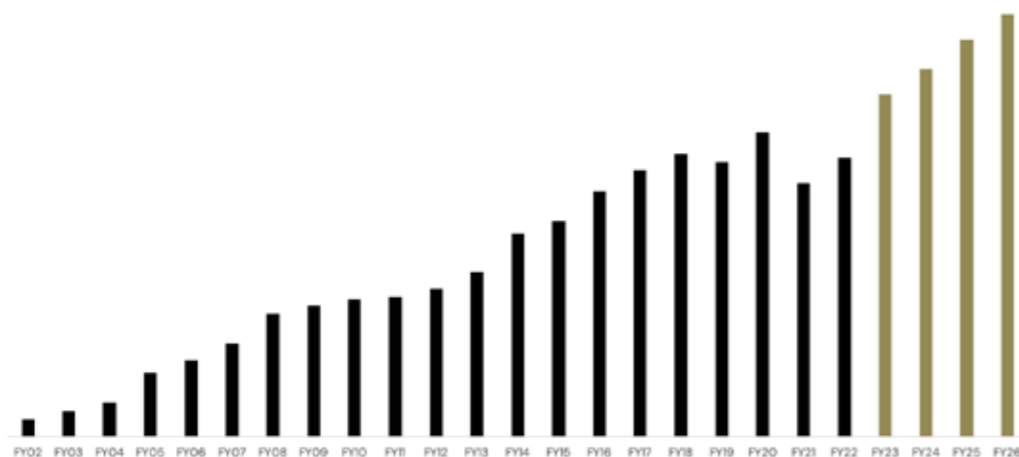
Quest Apartment Hotels in New Zealand and Fiji is now the largest and most long-standing apartment hotel group, with more than 42 complexes from Invercargill to Whangarei, including: Auckland, Wellington, Christchurch, Dunedin and all major regional centres including Napier, New Plymouth, Hamilton, Palmerston North, Tauranga, Nelson and Fiji. The majority of the Quest operations in New Zealand have been purpose built, with Quest identifying twenty new locations for development in the next five years.

QUEST GROUP REVENUE GROWTH NEW ZEALAND AND FIJI

A market overview of the New Zealand and Fiji accommodation sector shows market demand is continuing to grow. Quest's focus on the domestic market, in particular the resilient corporate sector, is a key to continued growth in all market conditions.

Quest continues to be one of the fastest growing brands within the New Zealand hospitality sector for the last 24 years, with network revenue growing from \$47 Million in 2014-2015 to a projected \$100 million by 2026

Annual Network FY Revenue Performance

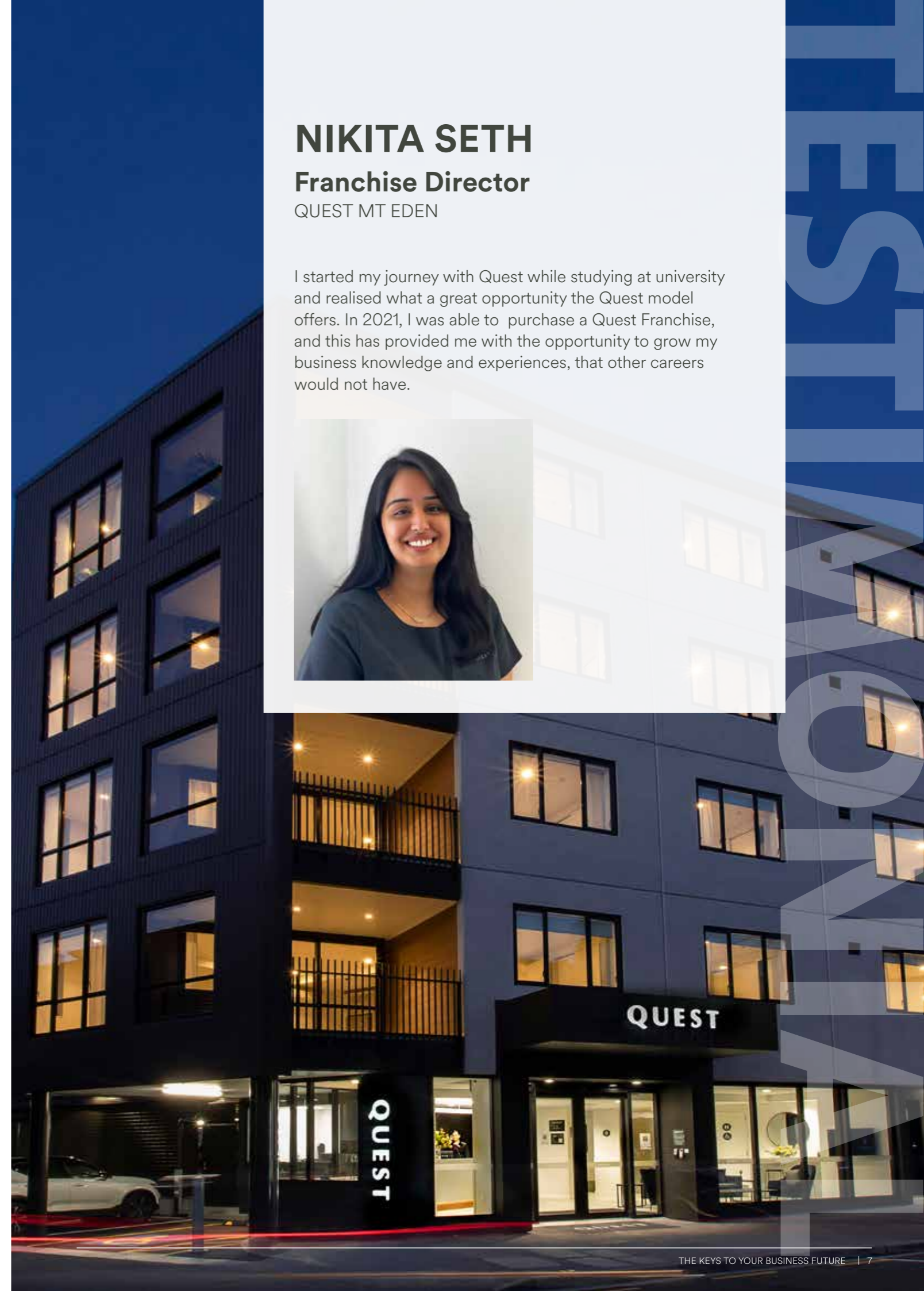


NIKITA SETH

Franchise Director

QUEST MT EDEN

I started my journey with Quest while studying at university and realised what a great opportunity the Quest model offers. In 2021, I was able to purchase a Quest Franchise, and this has provided me with the opportunity to grow my business knowledge and experiences, that other careers would not have.



Our Mission & Vision

To provide superior accommodation for extended stay business travellers. We are committed to offering convenient locations, reliable standards and flexible living solutions.

We are acknowledged by our franchisees, our staff, our customers and other stakeholders, as the leading serviced apartments group in every region we operate.

Our Values

ONGOING RELATIONSHIPS

Our strength lies in the quality of ongoing relationship with all Quest stakeholders.

UNDERSTANDING

We listen and strive to meet the needs of all our stakeholders.

ALIGNMENT

We work together across our team to reach mutual goals for the benefit of all stakeholders.

PERSONAL BEST

We strive for continuous improvement for our stakeholders.

Foundation Strategies

LOCAL ACCOMMODATION PROVIDER OF CHOICE, IN THE EYES OF OUR GUESTS AND CLIENT SOURCES

EMPLOYER OF CHOICE IN THE EYES OF OUR TEAM MEMBERS, AND THE EMPLOYMENT MARKETPLACE

TENANT OF CHOICE, IN THE EYES OF ITS STAKEHOLDERS

A HIGH PERFORMING SMALL BUSINESS IN ITS LOCALITY AND REGION

GODO MUELLER-TEUT AND ELENA DRAPER

Franchise Directors

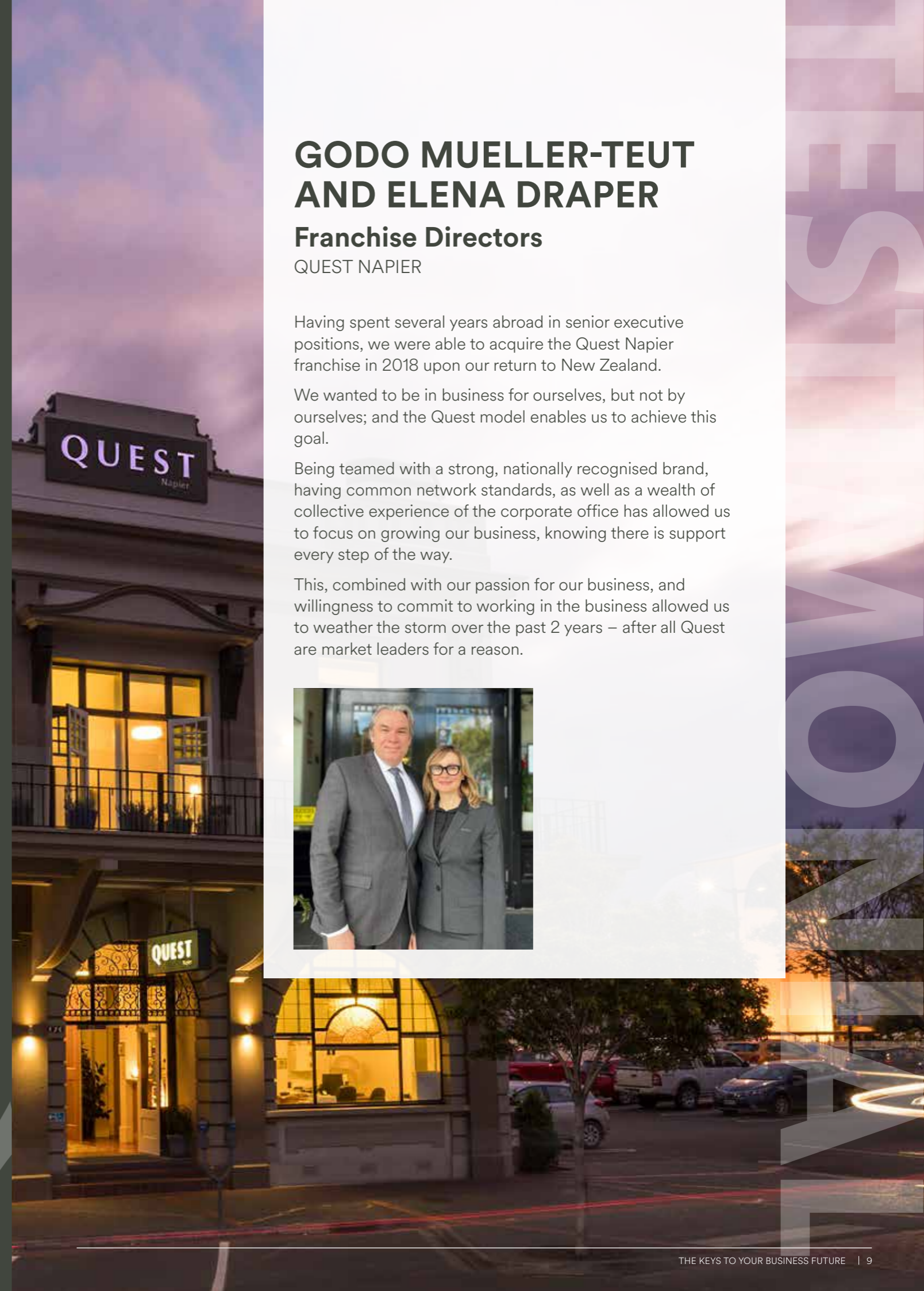
QUEST NAPIER

Having spent several years abroad in senior executive positions, we were able to acquire the Quest Napier franchise in 2018 upon our return to New Zealand.

We wanted to be in business for ourselves, but not by ourselves; and the Quest model enables us to achieve this goal.

Being teamed with a strong, nationally recognised brand, having common network standards, as well as a wealth of collective experience of the corporate office has allowed us to focus on growing our business, knowing there is support every step of the way.

This, combined with our passion for our business, and willingness to commit to working in the business allowed us to weather the storm over the past 2 years – after all Quest are market leaders for a reason.



Our Guests



Each of our properties is designed to cater to the corporate or business traveller as well as those that travel for non business reasons.

Quest has developed a process to create high quality apartment complexes that appeal to any traveller needing accommodation, each of whom are seeking specific accommodation types to meet their needs. We are positioned in the mid-range 4 – 4 ½ star sector, representing excellent value for money. Whether that be someone looking for an extended stay or simply an overnight, each Quest property offers a mixture of studios, one and two-bedroom apartments always in the best location with access to the amenities that make a stay at a Quest easy and uncomplicated.

All Quest properties are owned and operated by a local, someone who takes pride in their property and is focussed on delivering an exceptional “Quest Experience” on which we have built our reputation. Exceptional customer service begins with a guest enquiry and continues well after check out. Importantly, our philosophy of ‘striving for improvement’ and business equity, involves building ongoing relationships with guests.

It is all part of the ‘Quest Way’ – the way we work and the way we behave. It comes back to us in the positive way our guests feel about their stay.



SEAN AND LENA CHIN Franchise Directors

QUEST 256 LAMBTON

It has been a memorable journey with Quest for Lena and I. We started with a Quest property 8 years ago in Wellington and have recently been given an opportunity to open a new property in the Wellington CBD, Quest 256 Lambton. Lena and I continue to hold the view that Quest’s clear business philosophy has positioned it as a successful and resilient brand over the years, especially when times are tough.

Since joining Quest, we have found each franchise is part of the bigger group and with support is readily available.

Quest’s well established franchise platforms and structure have provided us the opportunity for lifestyle changes and we would certainly recommend to anyone, whether they have a background in hospitality or not, to consider Quest.



The Quest Franchise Owner

Investing in a Quest franchise is more than buying a business, it is a way of life.

We need our franchisees to be energetic, people-orientated and committed to working within our franchise-system framework.

We believe that a clearly articulated business philosophy should start at the top and be completely embraced by all segments of our business; this is what gives Quest our competitive edge and maintains our market leader position.

Quest is the only 'purpose built' franchise operation that offers both lifestyle and financial certainty to the business person seeking to participate in the fast growing traveller accommodation sector.

To become a Quest franchise owner you do not need prior hospitality experience, but you do need to have a willingness to learn and be committed to being part of a national brand. You will more than likely have had some business experience at

management level, or you may have owned and operated your own business in the past. You'll understand what it takes to run a business and the dedication it requires.

THERE ARE CERTAIN FACTORS THAT ARE REQUIRED TO BECOME A SUCCESSFUL QUEST FRANCHISE OWNER

- Communication and people skills must be your great passion and skill, as you will need to motivate staff and create a positive atmosphere for guests.
- You will need to have good communication and computer skills, including English standards and basic Microsoft Word and Excel competency.
- It is critical that you are an effective owner/operator, which requires a daily/regular physical presence at the business, not distracted by other non-associated priorities.

SIMON AND HANNAH GRATSOUNAS **Franchise Directors**

QUEST ON THORNDON

We have friends who own a Quest property and we saw how successful they are. So, when the opportunity arose to buy Quest on Thorndon, we seized it.

Coming into the business with no industry experience the Quest model provided us with the skills and support to make this the best business decision we have made to date. And we wished we had done it sooner.

It offers us and our young family a perfect work life balance. We have seen the highs and lows of the industry and with the backing and support of the Quest corporate office we are confident we have an exciting future ahead.

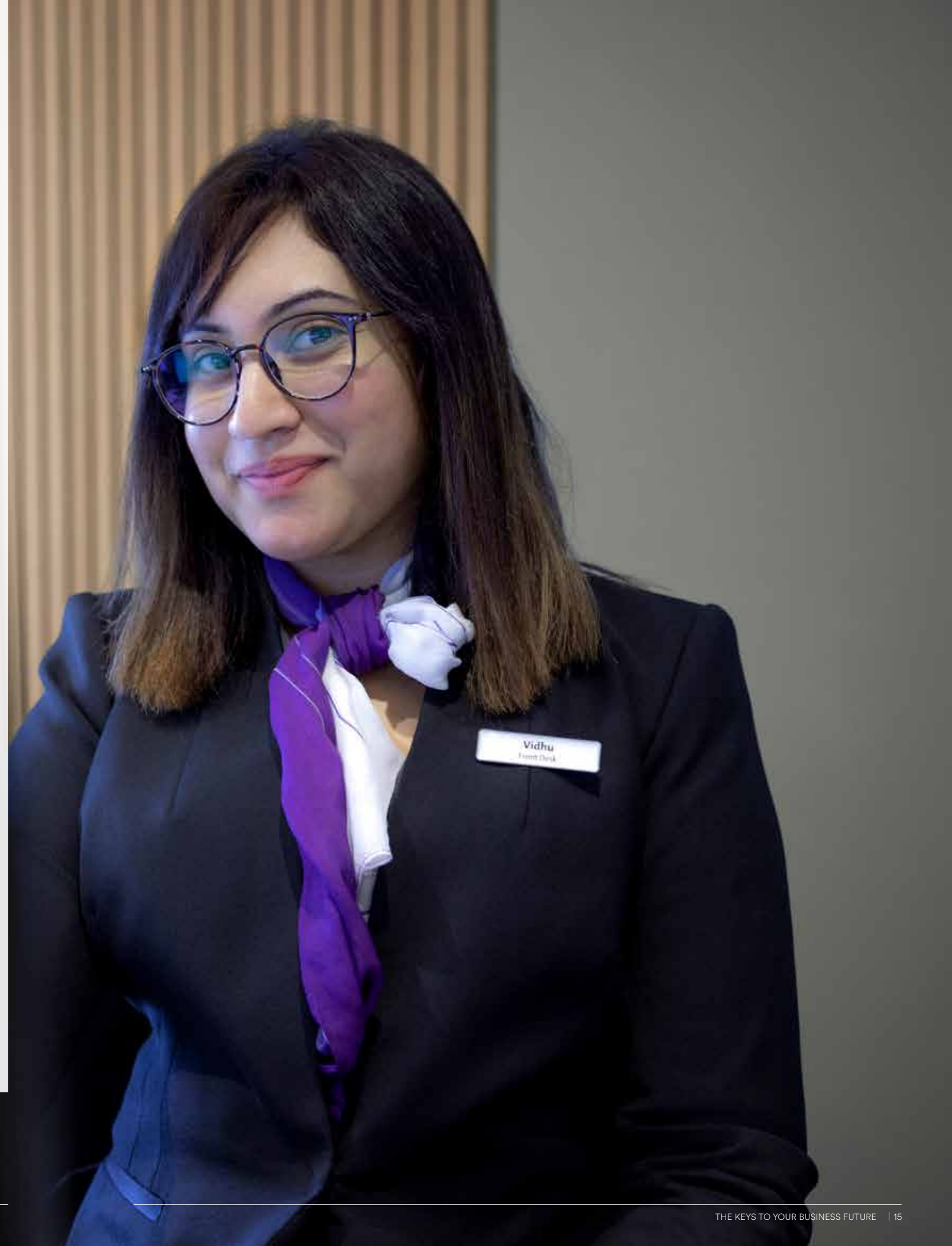


What you will get from being a Quest Franchise Owner

As a Quest franchise owner you're not on your own - the Quest franchise support team is there for you every day, to advise, assist and support you in the operation of your property - but you'll have to be prepared to do the legwork.

You will reach the market through extensive local, regional, national and international revenue and brand development programmes developed by Quest. Revenue opportunities are enhanced through Quest's national role with its strategic travel partners, airlines and travel agents. Quest's sales system includes key account contacts, central booking services, loyalty programmes and an extensive internet, web-based programme.

The rewards from being in business with Quest are far greater than just financial; you will also enjoy the challenge, the learning and the relative autonomy that comes with running your own business. One of the other benefits of owning a Quest franchise is the ability to enjoy personal accommodation onsite. Most importantly, you will understand the value and importance of the keys provided by Quest. As a franchise owner, Quest will provide you with the keys to your business future.



Business Systems

Upon signing the Franchise Agreement, you will receive the Quest Best Practice Programmes that are the core of Quest's way of doing business. These Best Practice Programmes are

invaluable, providing a step by step guide to the Quest systems and how to drive ongoing performance in the Quest Key Performance Areas of:

1. GUEST SATISFACTION

- Response rate (ability to gather and facilitate customers who want to provide feedback)
- Performance of the team to customer expectations
- Performance of the operational product delivery to customer (cleanliness, service delivery, etc.)
- Performance of the physical product (site location, apartment standard etc.)
- Goodwill generated (referrals, return etc.)

2. BRAND RELATIONSHIP

- Minimum compliance
- Operational, legal statutory and financial
- Franchise Best Practice alignment
- Guest satisfaction, revenue generation, financial management and landlord relationship

3. FINANCIAL – REVENUE PERFORMANCE

- Revenue performance vs. budget
- Revenue performance vs. last year
- Occupancy and average room rate statistics
- Revenue per available room (RevPAR)
- Revenue performance to the market place

4. FINANCIAL – PROFITABILITY

- Efficiency profit (formally GOP)
- Cost vs. Quest Best Practice benchmarks
- Cost vs. property budget
- Capitalization profit vs Quest benchmark

5. FINANCIAL – LIQUIDITY

- Management of outstanding debtors
- Working capital ratio

6. LEASEHOLD RELATIONSHIP

- Integrity of performance of obligations under the lease – meeting the rights and obligations
- Managing the project components, rent reviews, lease option renewals and property maintenance and upkeep
- Managing length of lease and tenure extension



The manuals contain only those components of our systems which are required to be managed by the franchisee. This link to components is managed at the Quest Corporate Office level. Quest Corporate Office has a support team for each component area, responsible for supporting the ongoing performance of that potential area.

Our systems are subject to continuous improvement and therefore are a living and dynamic part of the Quest Way – our commitment to unlocking the full potential of each of our businesses.

You will be involved in your business from day one. You begin by participating in a full business planning process that is both demanding and thorough. It gives you – the franchisee, and Quest – the franchisor, an important tool to use in managing and monitoring your operational and financial performance.

The franchise support team at the Corporate Office will work with you in the business planning process. Although this would be your first plan, we have a system of ongoing reviews of the Franchisee's business plans.

Franchisee Orientation Learning, Development & Support

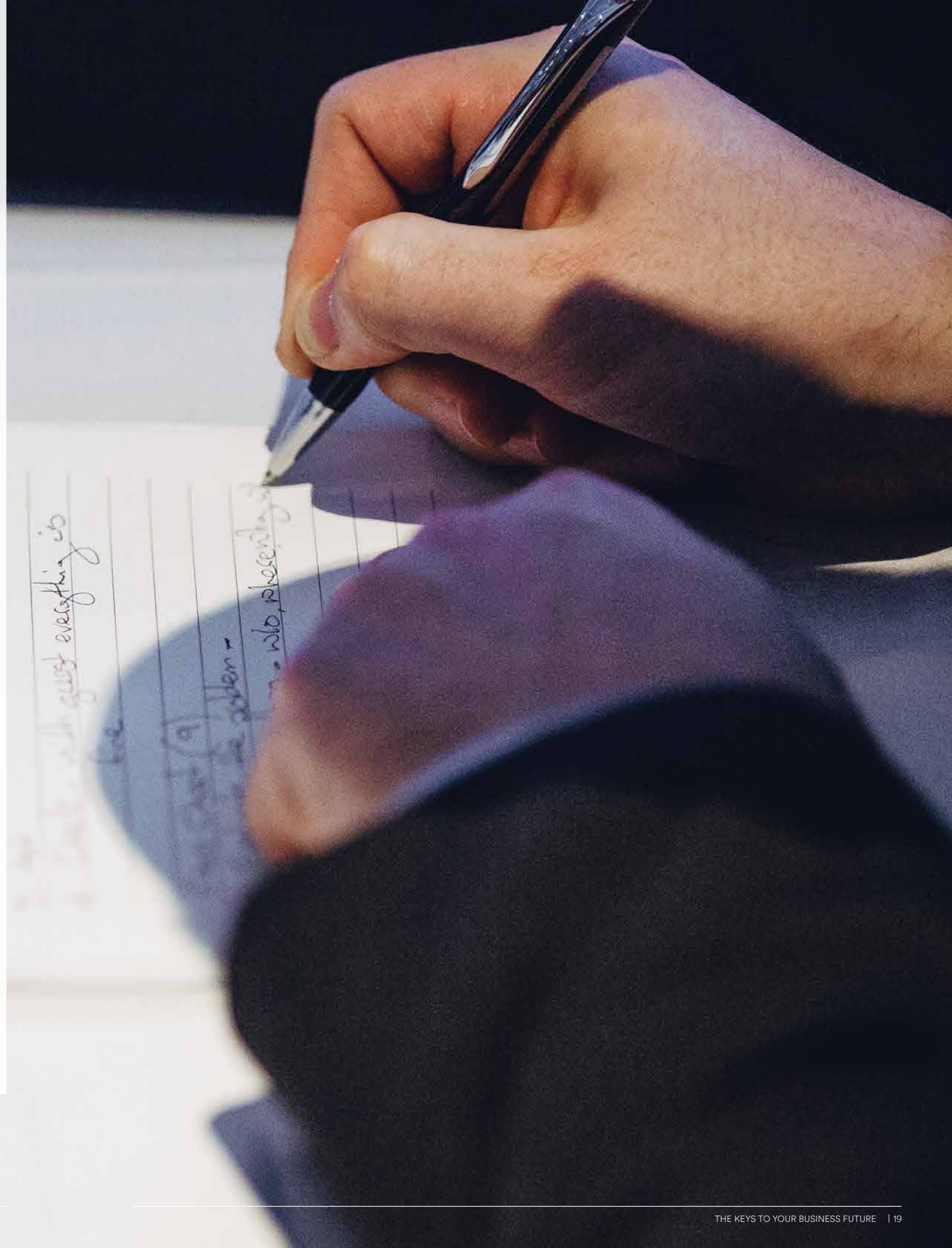
This programme is structured to address the learning needs in a prioritised manner. It is designed to have three principle outcomes, to give you, the new franchisee:

- An overall understanding and appreciation of the franchise relationship and key components to ensure Quest franchise success.
- An overall application of the operating format of the Quest business and the key systems and processes that support it.
- Sufficient knowledge so you can begin the journey of self-learning and development, know who to contact for what, or where to go to read.

Upon completion of the New Franchisee Orientation and Training, you will be in a position where you can continue a journey of “self-learning”. This can be done through utilising the Franchise System Support Programme.

You will be provided with a comprehensive transfer checklist that you will be able to use to manage the handover between the vendor franchisee and yourselves. Ongoing training and development via online tutorials and group training sessions will also take place.

There is a comprehensive range of support mechanisms outlined in the Franchise System Support Programme which details the working interface between the Quest franchisee and the Quest Group System. We also have extensive programmes in place that allow us to measure and support your performance against Key Performance Indicators within your franchise.



Revenue and Brand Development

Quest's Revenue and Brand Development concepts are based upon the following:

- The majority of room nights are consumed by the New Zealand domestic market.
- The ability of the Quest business to not only dominate the extended stay sector but to compete as an effective option for the short stay sector.
- The growth of the serviced apartment option as a preferred accommodation facility by the corporate and non-corporate market.
- The current size and status of the Quest Group/brand compared to our competitors.
- The Quest brand positioning and market focus being the extended stay business traveller.
- Relatively small size of the Quest Modules, compared to that of other group competitors. (And that all other key factors such as site quality, product mix / format, value for money pricing and the rental level are in balance).
- The lead qualification and procurement programme managed by the Quest Corporate Office.
- The national advertising and promotions programme, both in New Zealand and Australia.
- The Quest Group online/web strategy.
- Participation in the Air New Zealand Airports and Guest recognition programme.
- The National Sales and Key Account Management programme, both here and Australia.
- Establishing a business/brand presence nationally and internationally, in new geographical markets and the subsequent marketing penetration and referral opportunities that develop via this programme.

As per the Quest Best Practice Programme; the franchisee should implement the following to support Revenue and Brand Development:

- Managing local area sales and networking, taking the Quest Brand into their local market.
- Sales/reservation conversion and inventory management being open; cooperating and participating with those sales/distribution client opportunities presented from time to time from the Quest Corporate Office.
- Gathering guest/client company information and inserting into the Quest Group data base system.
- Maximising guest satisfaction and proactive relationship management of proven booking sources.

Information to Assist with your Next Steps

- This document should have helped to answer some of your questions, although undoubtedly you will have more. By reading this document you have already completed the first of six steps which need to be taken in order to become a Quest franchisee.
- The second step is for you to discuss the venture with your family, friends, legal and financial advisers. This is a serious undertaking and your network can be helpful in your understanding and identifying those issues that affect your personal and financial situation. Be prepared to contact other Quest franchisees and visit their operations.
- If you feel encouraged to pursue the opportunity, you are invited to take the third step which is, once you have entered into a conditional contract of sale and purchase with the vendor of the particular Quest franchise of choice, to complete our standard application pack and contact us to arrange a suitable time for us to meet.
- The fourth Step is an initial meeting, where you are able to meet us face to face, ask questions and be shown more information on the Quest Group and Franchise system. You are then able to take the fifth step.
- Once you have been conditionally approved by our office to become a Quest franchisee you will have a number of conditions to be met/ completed prior to settling the purchase of your franchise, and the Quest legal representative will begin liaising with your representative to ensure you have the Franchise Agreement, Quest disclosure document and other relevant franchise documentation.
- When you have decided on the specific property which meets your business and lifestyle needs, and after evaluating independent advice and Quest information, you are ready to take the sixth and final step – the purchase of the business and signing of the franchise agreement along with other franchise documentation.

These steps are carefully considered so that you have the time to understand both the opportunity and the commitment associated with a Quest business. You are not under pressure, our notions of 'on-going-ness'

includes our relationship with our franchisees. We encourage you to consider everything very carefully. Remember you need to make up your own mind.



Responsibilities of the Applicant

You must be prepared to participate in the franchise application approval process covering credit, criminal, immigration, employment/personal contact reference checks, health and English competency – if English is not your first/primary language, or you have not been educated in a primarily English speaking school system - you must have IETLS level 7 Qualification, computer skills competency.

- Once you have entered into a conditional contract with the vendor franchisee, complete the **Quest Franchise Application Form and Self-Assessment Questionnaire** and pay \$1,500 plus GST application fee.
- Complete background checks.
- Read, understand and complete the checklists contained within Check in to Your New Business.
- Attended a franchisor interview.
- Ensure full due diligence has been undertaken and obtain advice from your legal and accounting advisors.
- Dependant on location and maturity of the business, owners must live on-site for a minimum of 6 months. Thereafter, within a 10km radius of the property.
- Meet conditions associated with franchisor conditional approval, and confirm prior to settlement (Details of these conditions will be provided post interview).
- Complete business plan and budget.
- Countersign the Franchise Disclosure Document, **Acknowledgment of Obligations Document** and return it to the franchisor office.
- Attend and complete Quest training.
- Use the handover manuals for settlement ensuring all outlined information is provided from the vendor franchisee.
- Purchase uniforms/business cards etc.
- Execute franchise agreement, GSA documentation and any other material documentation prior to settlement.



FRANCHISE ACQUISITION COSTS

To become a Quest franchisee you must be prepared to make a significant investment, commitment and discipline to the business both personally and financially. However, overall success is dependent on many factors including your ability and commitment to the business.

The following information will assist you in evaluating the resources required to take the next step.

Application fee	This application fee forms part of the approval process.	\$1,500 per application
Purchase Price		
New Quest Locations		For a new Quest Development Operation the purchase price varies but on average \$10,000 to \$20,000 per apartment depending on location.
Existing Quest Locations		The purchase price for an existing Quest Franchised Business will be as negotiated between the parties.
Initial Franchise Fee		
New Quest Developments:		Included in the Establishment Fee for New Quest Operations.
Existing Quest Franchise Business:		\$15,000 being the Initial Training Fee
Goodwill		
Existing Quest Locations		The amount of goodwill payable for the purchase of an existing Quest Franchised Business will be based on business valuation.
Essential Business Items & Equipment		
New Quest Locations		Included in the purchase price for a new Quest Development Operation.
Existing Quest Locations		For the purchase of an existing Quest Franchise Business the amount payable will be as negotiated between the parties
Working Capital		
For both New Quest Development and the purchase of an existing Quest Franchise Business		Equal to one and a half months rent and outgoings (estimated range \$70,000 to \$200,000).
Insurance		
		Estimated to be \$6,000 to \$15,000 (annual premium) for public liability, general liability statutory and employers liability but is dependent on property location, size, extent of cover and other risk parameters.
Franchisor's legal costs		
New Quest Locations		For the purchase of a new Quest Development Operation, the purchaser must reimburse any legal costs incurred by the Franchisor over \$3000.
Existing Quest Locations		The Franchisor's legal costs in respect of the purchase of an existing Quest Franchise are payable by the vendor of that business.
Cost of supplies and consumables		
New Quest Developments:		The cost of Essential Business Items, Equipment and Consumables is estimated to be \$120,000 to \$200,000 for a New Quest Development Operation (dependent on the number of keys). The cost of this is added to the cost of the Establishment Fee for new Quest Operations.
Existing Quest Franchise Business:		For the purchase of an existing Quest Franchise Business the amount payable will be as negotiated between the parties.

Important Note: In addition to the amounts described above the purchasers of an existing Quest franchised business may need to commit to refurbishment of the premises and replacement of plant and equipment due to fair wear and tear. It is not possible to provide an estimate of the amounts involved as the costs are specific to a particular property

* All prices are excluding GST

Funding and Gearing Ratios

When buying a Quest franchise, the expectation is that a purchaser will be able to finance the business from their own cash reserves, which must be a minimum of 60% of the purchase price, plus any lending should be against their own asset base. However, Quest may at their discretion allow funding against the Quest business for up to the balance of 40% subject to the finance arrangements being from an approved Quest bank and approved by Quest themselves.

To protect the sustainability of the franchise, the franchisor requires that the applicant franchisee will enter into a first ranking GSA (General Security Agreement) in favour of Quest.

Quest will only allow a lender's GSA to rank ahead of Quests funding if:

- It is an approved lending institution of Quest (major banks)
- If the franchisee applicant does not have sufficient personal balance sheet to secure the funding
- If the amount secured against the franchise is only limited to the amount that cannot be secured against the financial status of the applicant franchisee.

The Quest Franchise System is accredited for funding from:

Westpac Bank

ASB Bank

Note:

- These requirements may vary at the sole discretion of the Quest franchisor
- Quest Apartment Hotels (NZ) Ltd's full financing policy is available on request.



Key Contacts

These are recommended contacts that can assist an interested applicant in acquiring a Quest franchise, via the sale/purchase process. They have a proven track record within the Quest network. Selling and purchasing parties can utilise whomever they choose.

However the Quest office wishes to confirm that all costs incurred by our office in assisting/facilitating

RECOMMENDED LEGAL ADVISORS

AUCKLAND AND UPPER NORTH ISLAND

Tim Lewis | MacDonald Lewis

PO Box 37851, Parnell, Auckland 1151, New Zealand
P: +64 9 307 3324 DDI:+64 9 972 1720
E: tim@mllaw.co.nz

Michael Bright | Gaze Burt

44 Corinthian Drive, Albany, Auckland
PO Box 301 251, Albany, Auckland 0752
P: +64 9 414 9818 M: +64 21 266 6395
E: michael.bright@gazeburt.co.nz

WELLINGTON LOWER NORTH ISLAND

Hamish Walker | Duncan Cotterill

Level 2, Chartered Accountants House
50 Custom House Key, Wellington
PO Box 10376, The Terrace Wellington 6143, New Zealand
P: +64 4 499 7809
E: hamish.walker@duncancotterill.com

CHRISTCHURCH AND NELSON

Jessica Marshall | Harmans Lawyers

Level 2, 79 - 81 Cashel Street, Central City,
Christchurch, 8011
PO Box 1496, Christchurch 8140
P: +64 3 962 0207
E: Jessica.Marshall@harmans.co.nz

SOUTHLAND AND OTAGO

Chris Peddie | AWS Legal

PO Box 1207, Invercargill
P: +64 3 211 1358 M: +64 274 317 819
E: chris.peddie@awslegal.com

the buyer/seller process are to be covered by the parties, and that use of other uninformed parties will/may increase your costs unnecessarily.

Quest confirms that it has no financial or commercial arrangement with these parties that would influence/preclude them from acting in the best interests of the vendor or applicant.

RECOMMENDED BANK FUNDING ASB

James Phillips - Auckland

E: james.phillips@asb.co.nz
P: +64 9 337 4232 M: +64 27 449 2170

Rohann Dobbin - Auckland

E: Rohann.Dobbin@asb.co.nz
P: +64 9 414 8938 M: +64 21 942178

Nick Knight - North Island

E: Nick.Knight@asb.co.nz
P: +64 9 337 2829 M: +64 21 262 3622

WESTPAC

Daniel Cloete - Auckland

P: +64 9 367 3530 M: +64 27 446 5086
E: daniel.cloete@westpac.co.nz

APPROVED BUSINESS BROKERS

The following are Quest approved Brokers, who have full understanding of the Quest sale and approval process.

Lindsay Sandes | LINK Business Brokers

M: +64 21 895 940
E: lindsay.sandes@linkbusiness.co.nz

James Shepard | ABC Business Sales

M: +64 29 770 4576 E: james@abcbusiness.co.nz

Kelvyn Coffey | Coffreys Property Brokers

M: +64 27 432 0565 E: kelvyn@coffeys.co.nz

RECOMMENDED FINANCIAL ADVISORS

Tauranga / Rotorua / Hamilton

Amy Sharrock | Findex

C/- Findex Mail Centre Private Bag 90106 Invercargill
9840 New Zealand
P: +64 9 300 5775 E: Amy.Sharrock@findex.co.nz

Rest of New Zealand

Martin Richardson | Findex

P: +64 9 303 4586 M: +64 21 611 222
E: martin.richardson@findex.co.nz

Quest Operations in New Zealand & Fiji

PURPOSE ESTABLISHED

Quest was involved prior to construction commencement

Quest 256 Lambton, Wellington

Quest Albany

Quest on Cambridge, Christchurch

Quest Carlaw Park, Auckland

Quest Cathedral Junction, Christchurch

Quest Dunedin

Quest Hamilton

Quest Hastings

Quest Henderson, Auckland

Quest Highbrook, Auckland

Quest Invercargill

Quest Mt Eden, Auckland

Quest Mt Maunganui

Quest Napier

Quest Nelson

Quest New Plymouth

Quest Newmarket, Auckland

Quest on Beaumont, Auckland

Quest on Hobson, Auckland

Quest on Manchester, Christchurch

Quest on Queen, Auckland

Quest on Thorndon, Wellington

Quest Palmerston North

Quest Parnell, Auckland

Quest Petone

Quest Ponsonby, Auckland

Quest Queenstown

Quest Rotorua Central

Quest Suva

Quest Takapuna, Auckland

Quest Taupo

Quest Tauranga

Quest Whangarei

TAKE OVER

Quest established operations after the construction was completed and business was converted to "Quest"

Quest Atrium, Wellington

Quest Auckland

Quest on Eden, Auckland

Quest on Johnston, Wellington

Quest on Lambton, Wellington

Quest on Terrace, Wellington

Quest on Durham, Tauranga

Quest on Ward, Hamilton

Quest Wellington

COMING SOON

Quest was involved prior to construction commencement

Quest on Kilmore, Christchurch

Bold = Single landlord entity - i.e. not unit titled.

Quest Apartment Hotels (NZ) Limited

BOARD OF DIRECTORS

Kevin Goh | Kar Ling Wong | Siew Kim Beh |
David Mansfield

OFFICE CONTACT DETAILS

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Email: info@questapartments.co.nz

PO Box: 33-138 Takapuna 0740

KEY ADVISORS

Legal: Lizandra Bailey – Astute Legal, Auckland
Financial: Martin Richardson – Findex, Auckland

KEY ASSOCIATIONS MEMBERSHIPS

- Franchise Association of New Zealand.



QUEST

APARTMENT HOTELS

A Member of The Ascott Limited