

OFFICE FURNITURE, LAYOUTS, PRODUCTS, COST

16.09.2008



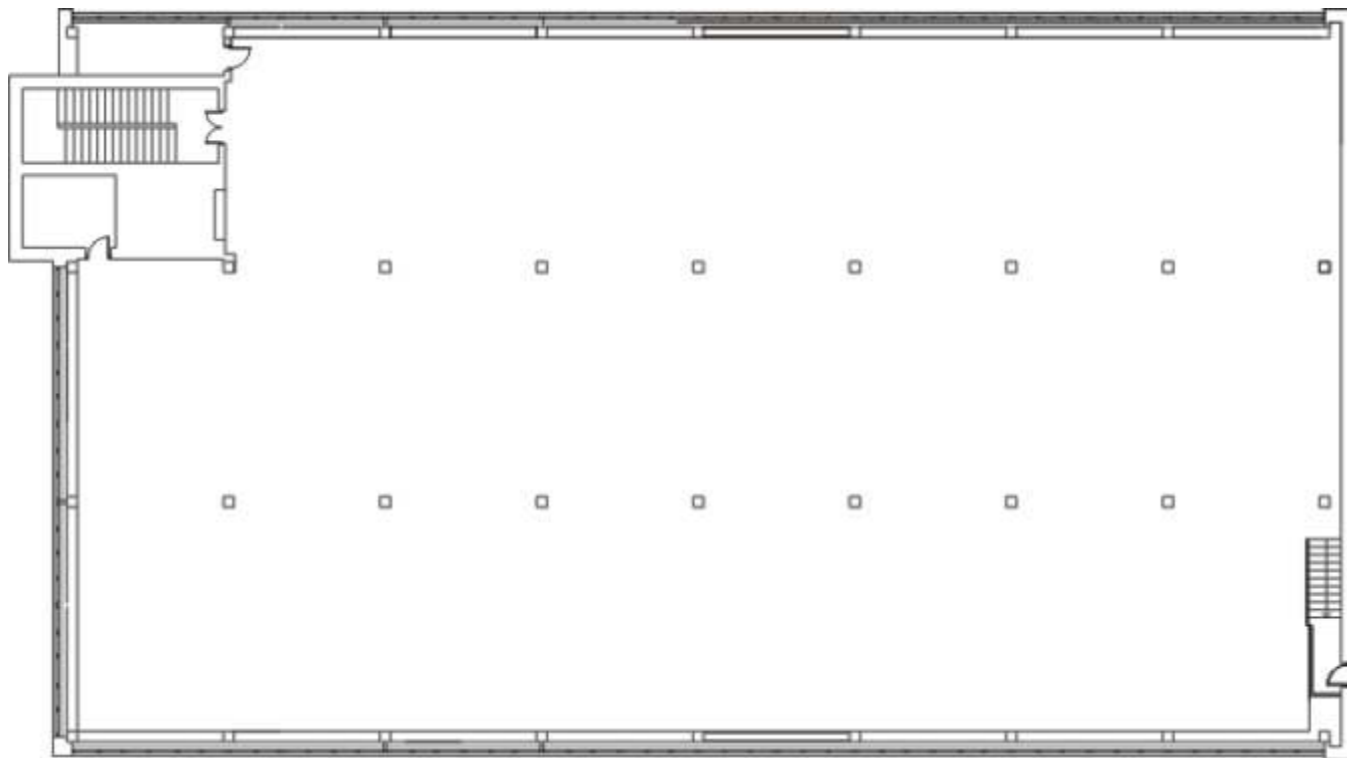
Gerald Sakuler, Bene office furniture, Moscow, Russia

THE MAJOR STEPS TO THE NEW OFFICE

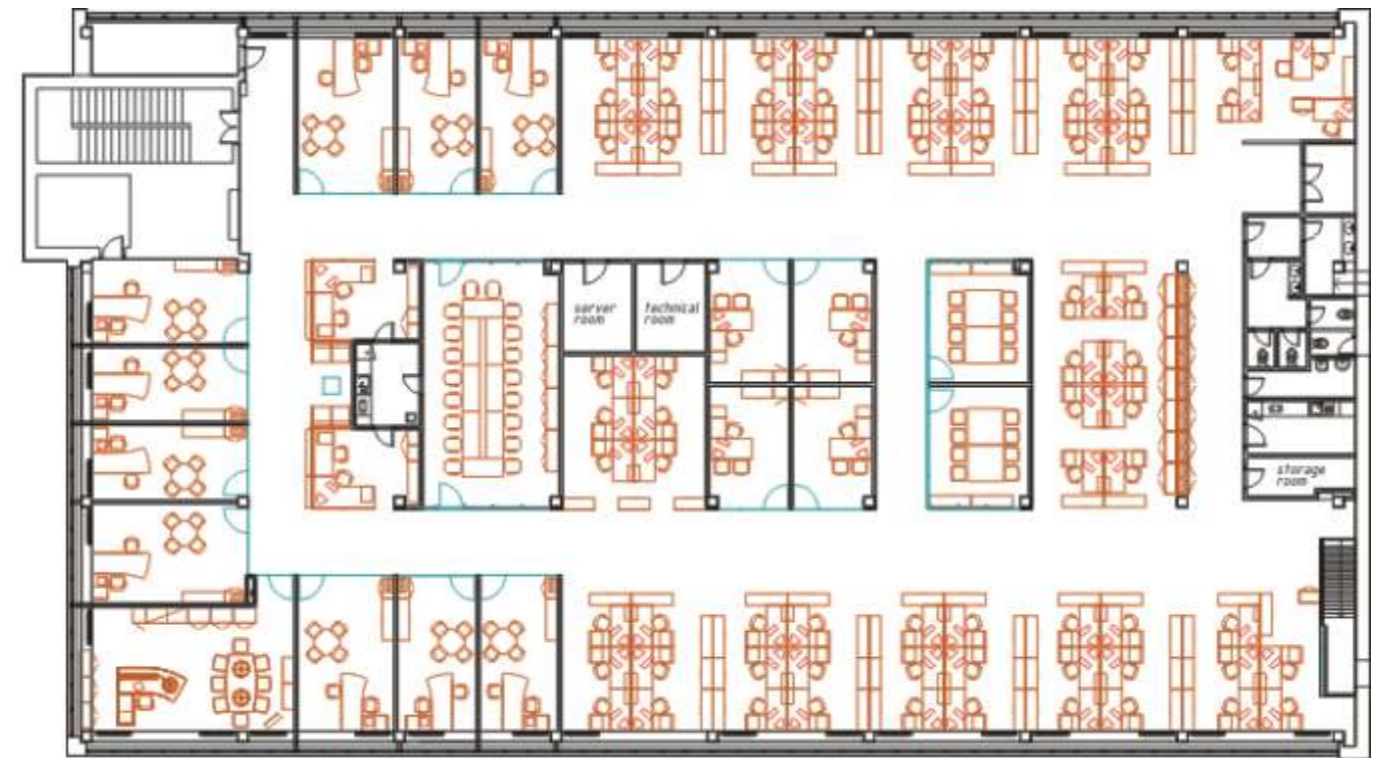
THE PROCESS

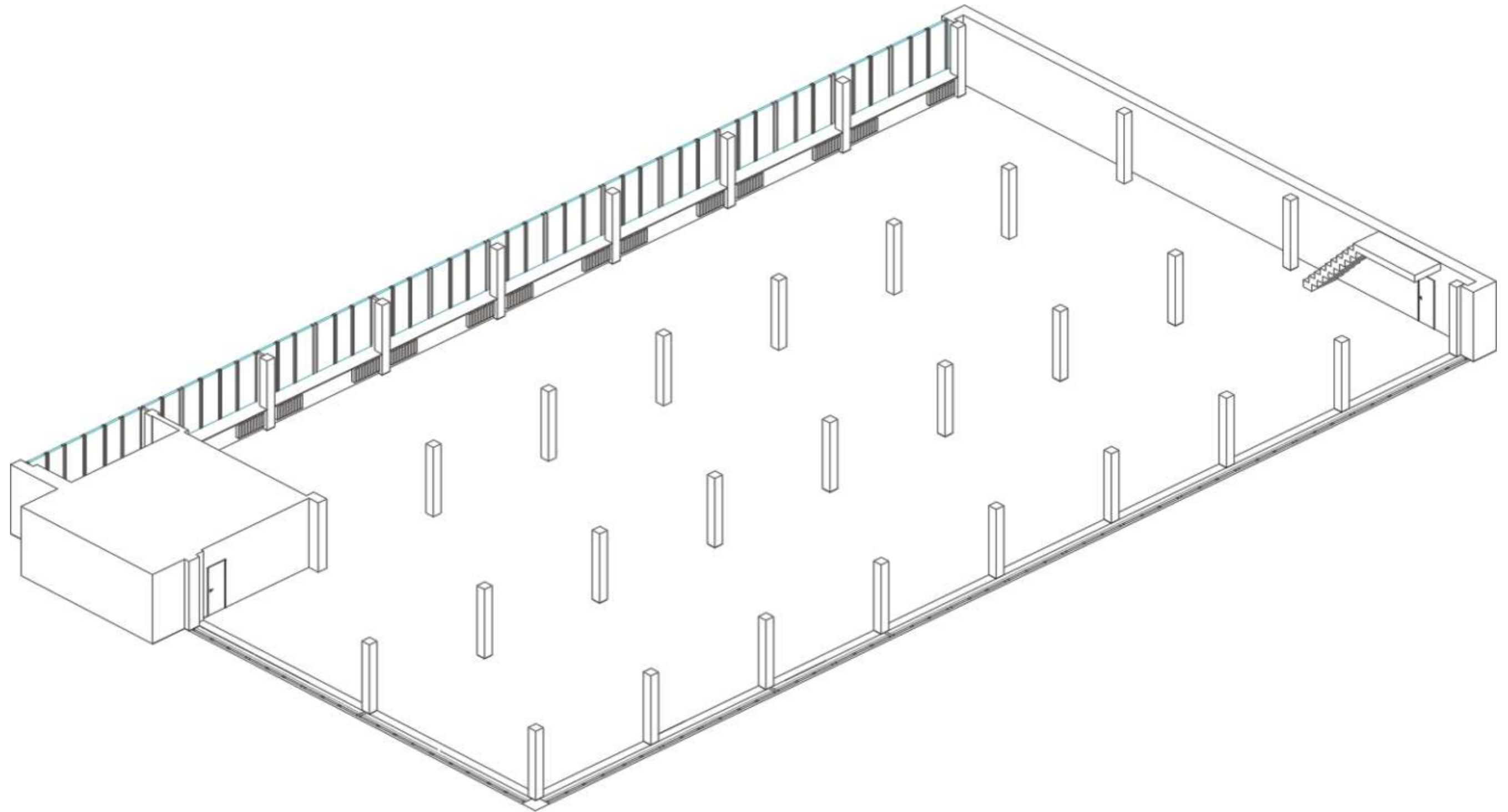
SEARCH - RENT - DESIGN - **FIT OUT** - **FURNISH** - IT CONNECT - MOVE

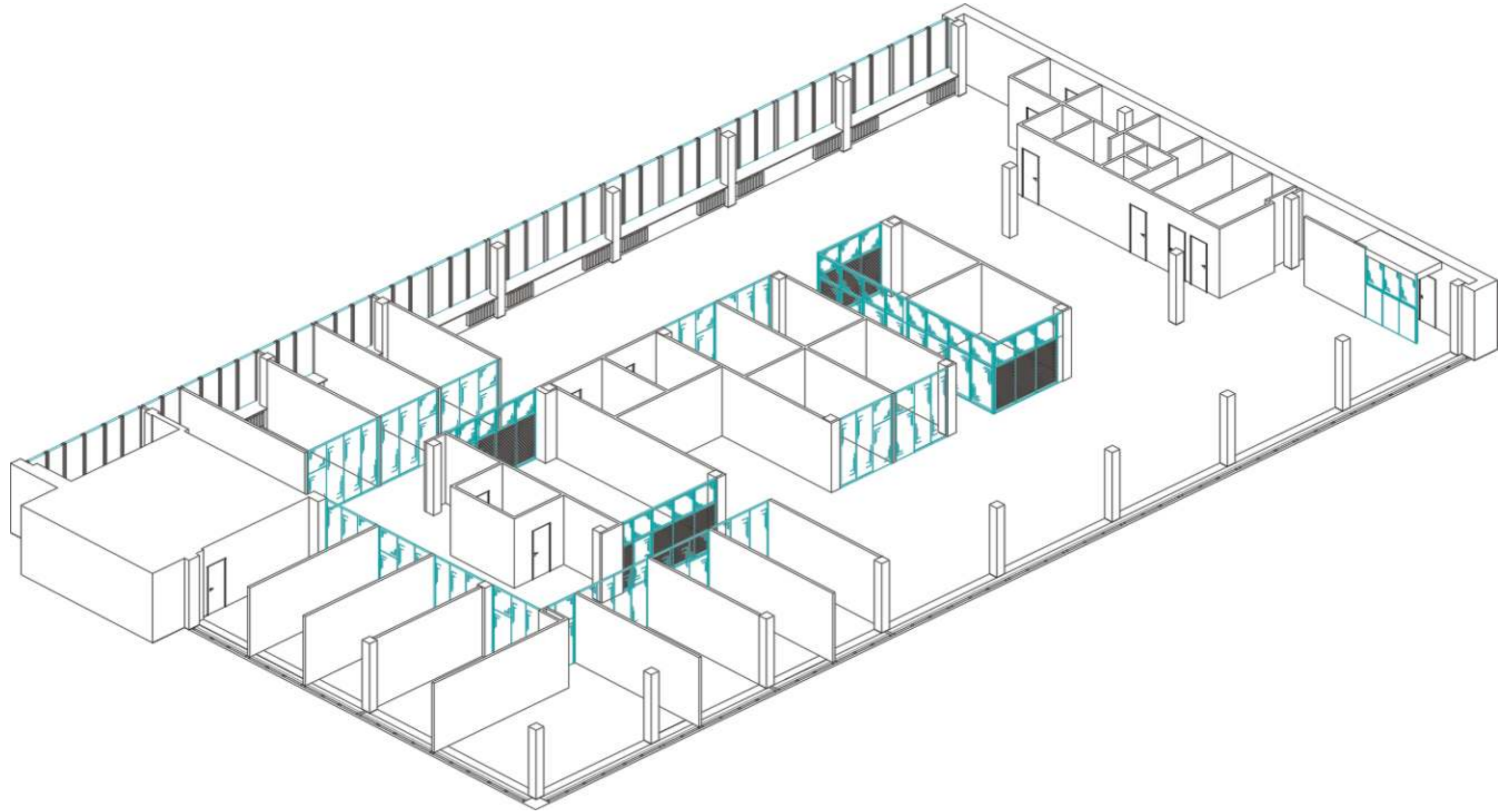
SHELL&CORE

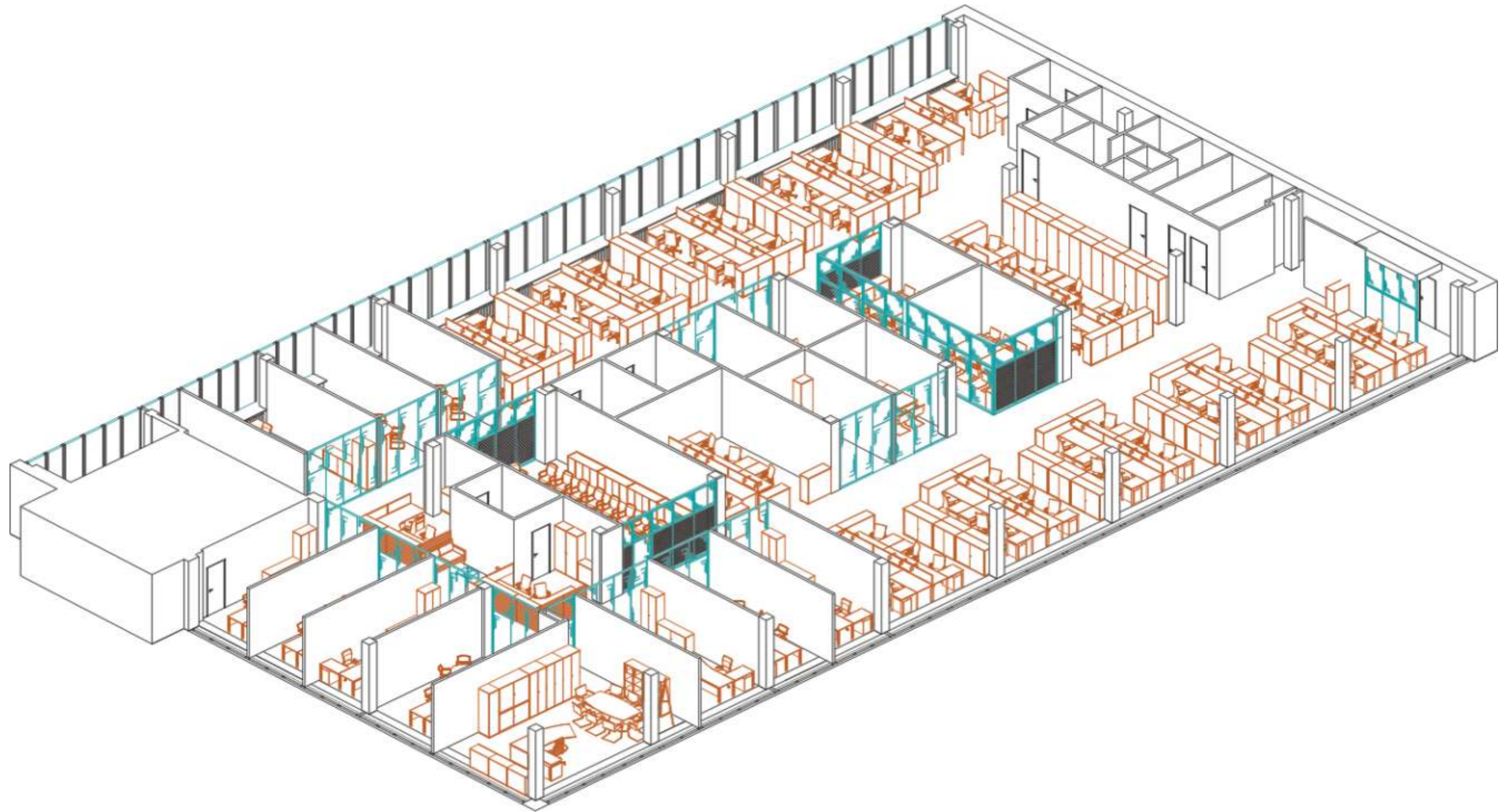


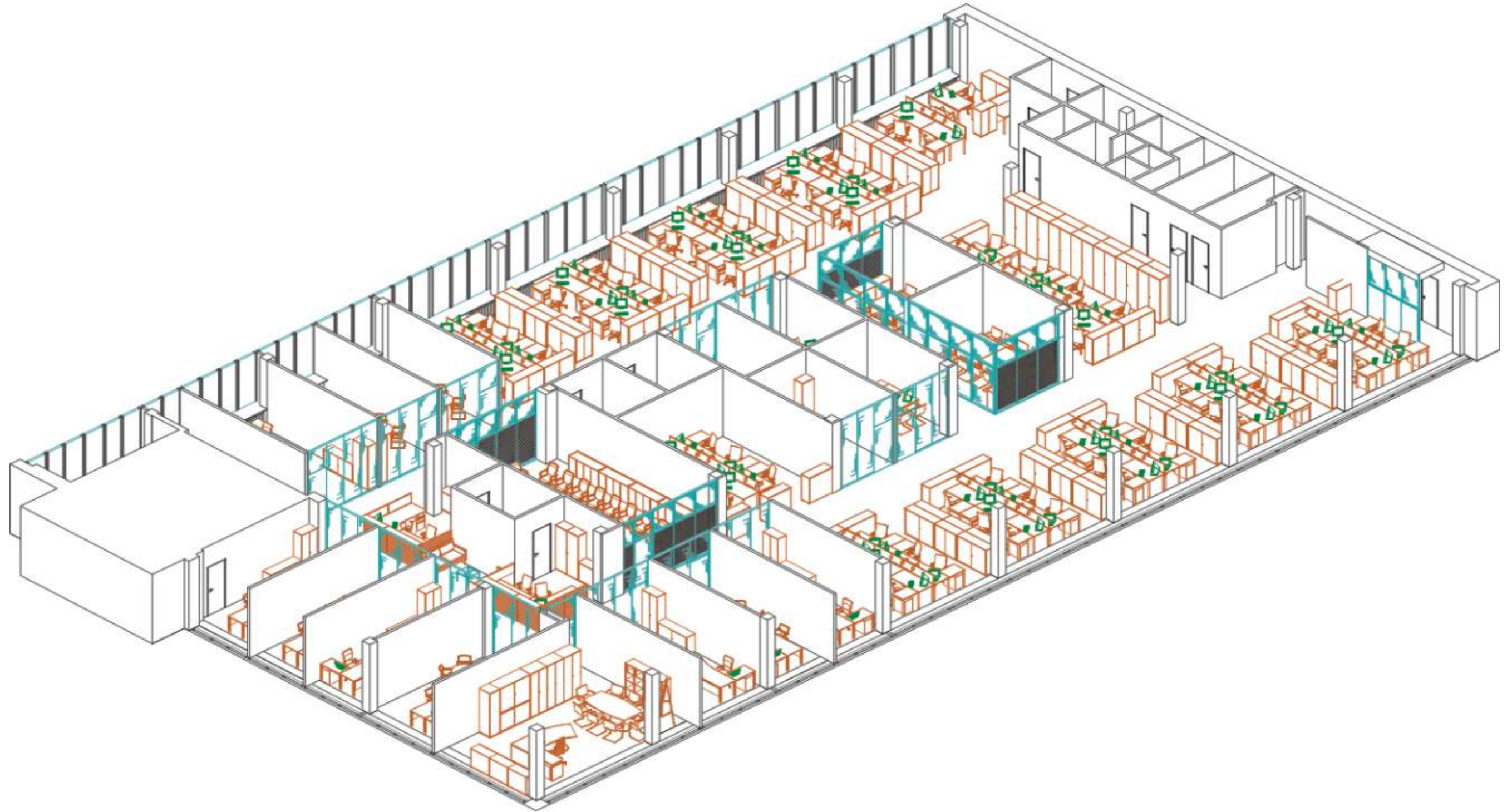
COMPLETE OFFICE SPACE









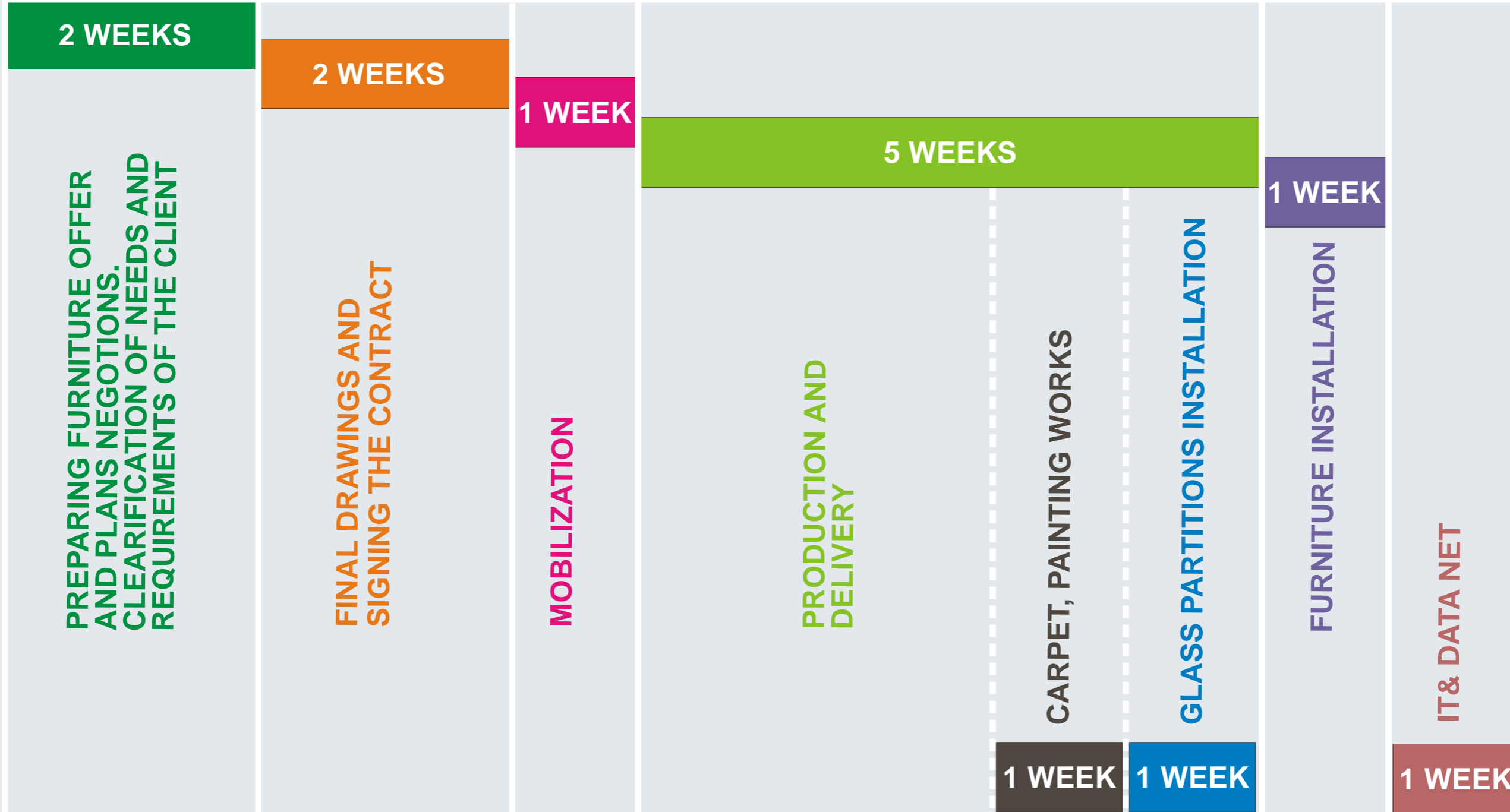


FURNITURE QUALITY LEVELS + LEADTIME

OFFICE TYPES	<u>LOCAL FURNITURE</u>	<u>EASTERN EUROPEAN FURNITURE</u>	<u>WESTERN EUROPEAN FURNITURE</u>
TYPICAL OFFICE	1 - 2 WEEKS <i>Excluding partitions</i>	4 - 6 WEEKS	6 - 8 WEEKS
REPRESENTATIVE OFFICE	1 - 2 WEEKS <i>Excluding partitions</i>	6 - 8 WEEKS	6 - 8 WEEKS
MANAGEMENT OFFICE	1 - 2 WEEKS <i>Excluding partitions and wall panels</i>	8 - 10 WEEKS	8 - 12 WEEKS
EXECUTIVE SUITE	DIFFERENT	10 - 14 WEEKS	12 - 16 WEEKS

TIME SCHEDULE FOR PROJECTS UP TO 300 WORKSTATIONS WITH PROFESSIONAL FURNITURE FROM WESTERN EUROPE

PLAN FROM THE ARCHITECT



MOVE IN

OFFICE TYPES OVERVIEW

CATEGORY	CHARACTERISTICS
A.) TYPICAL OFFICE	MANY STAFF WORKSTATIONS
B.) REPRESENTATIVE OFFICE	HIGHER LEVEL OF FURNITURE FEW WORKSTATIONS
C.) MANAGEMENT OFFICE	EXECUTIVE FURNITURE, HIGH QUALITY PRODUCTS
D.) EXECUTIVE SUITE GENERAL DIRECTOR' OFFICE	EXECUTIVE FURNITURE, WALL PANELS HIGH QUALITY PRODUCTS

TYPICAL OFFICE



CATEGORY TYPICAL OFFICE

OFFICE TYPES



CATEGORY TYPICAL OFFICE

OFFICE TYPES



REPRESENTATIVE OFFICE

REPRESENTATIVE OFFICE

OFFICE TYPES



REPRESENTATIVE OFFICE

OFFICE TYPES



REPRESENTATIVE OFFICE

OFFICE TYPES



MANAGEMENT OFFICE



EXECUTIVE SUITE

EXECUTIVE SUITE

OFFICE TYPES



EXECUTIVE SUITE

OFFICE TYPES



PRODUCT ALTERNATIEVES

OFFICE TYPES

Local production

Eastern European production

Western European production



perfect performance 6-12 months
maximum performance 3 years

perfect performance 2-3 years
maximum performance 5-7 years

perfect performance 5-7 years
maximum performance 10-20 years

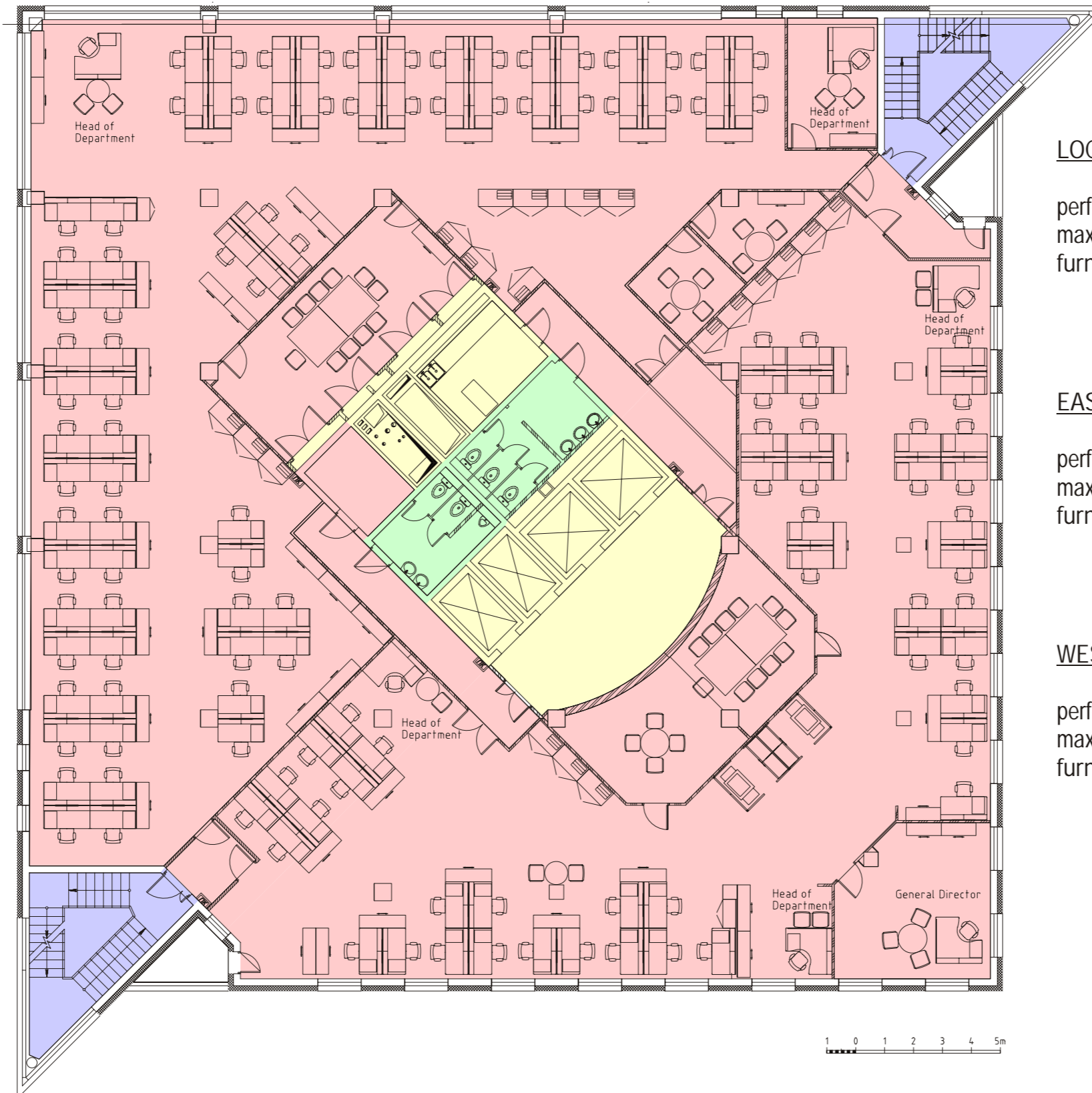
(Medium quality level, standard surface, average size)

AVERAGE COST PER WORKSTATION
(Excluding VAT, medium level quality, average net prices)

No.		<u>LOCAL FURNITURE</u>	<u>EASTERN EUROPEAN FURNITURE</u>	<u>WESTERN EUROPEAN FURNITURE</u>
1	Rectangular desk dim. 160x80x72 cm with 2 cable outlets top: melamine frame: alu including wire trunking	130,00	190,00	360,00
2	Mobile pedestal dim. 43x60x58,7 cm with 3 drawers and pencil box totally melamine	80,00	180,00	350,00
3	Sliding door cabinet dim. 120x45x113 cm with shelves and locks totally melamine, including base	130,00	280,00	370,00
4	Swivel chair With standard armrests upholstery: fabric	100,00	140,00	350,00
5	Table panel system 3E (Half) Including accessoires	60,00	110,00	170,00
Total, excl. VAT		€ 500,00	€ 900,00	€ 1600,00

TYPICAL OFFICE

EXAMPLES



Office area 939,2 sq.m. (85%)
 Staircase area 43,4 sq.m. (4%)
 Toilettets area 28,3 sq.m. (3%)
 Other area 90,7 sq.m. (8%)

Total area 1102,6 sq.m. (100%)

1 General Director's workstation
 5 Head of Department
 116 Staff workstations

Totally 122 workstations

7,7 sq.m. of net office area per workstation
 9,0 sq.m. of total area per workstation

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 70,00 - 90,00 EUR

EASTERN EUROPEAN FURNITURE

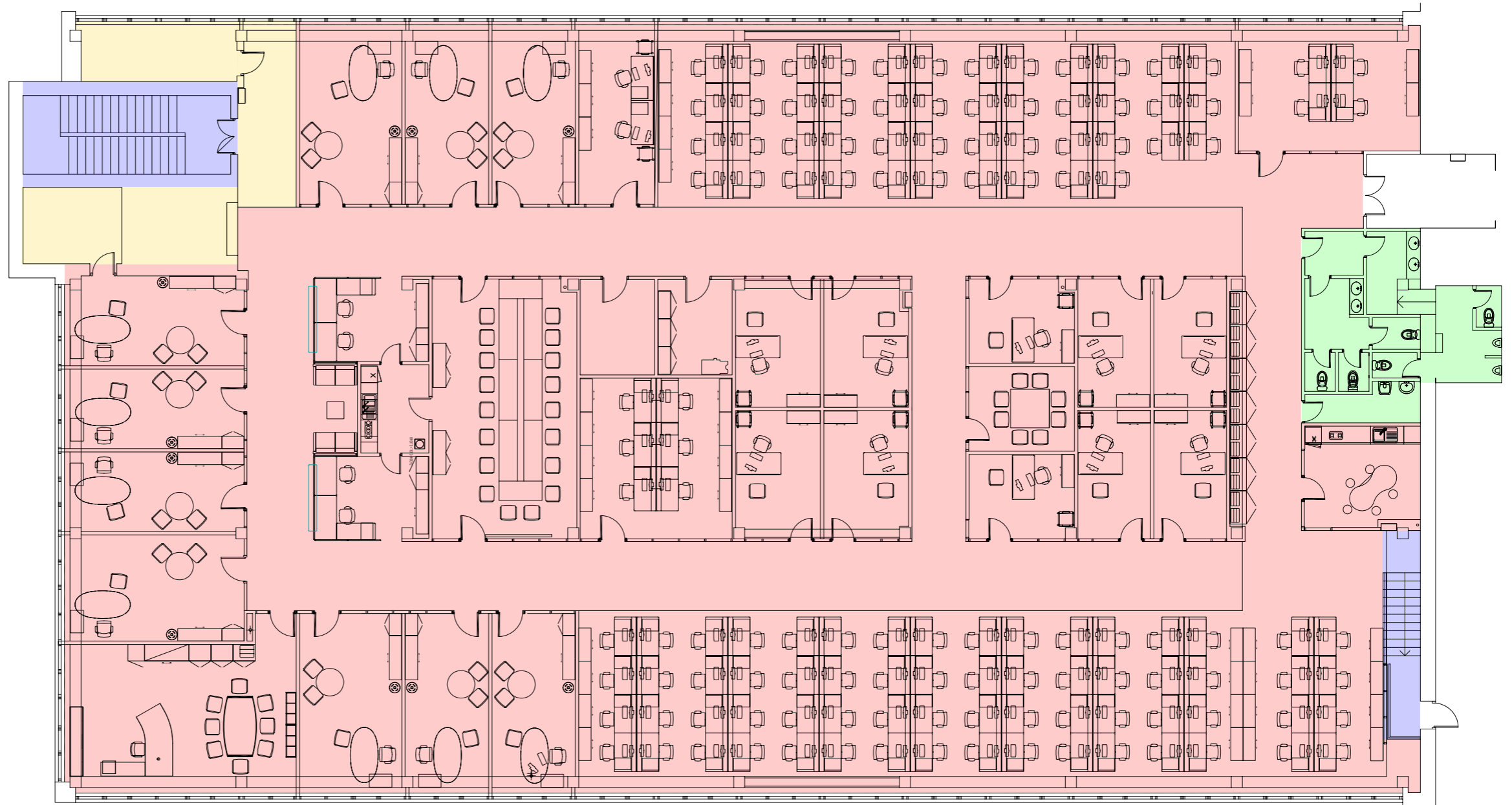
perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 120,00 - 160,00 EUR

WESTERN EUROPEAN FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 220,00 - 280,00 EUR

TYPICAL OFFICE

EXAMPLES



Office area 1231,2 sq.m. (91%)
 Staircase area 39,9 sq.m. (2%)
 Toilets area 40,5 sq.m. (3%)
 Other area 46,7 sq.m. (4%)

Total area 1358,3 sq.m. (100%)

1 General Director's workstation
 10 Director's workstation
 10 Senior managers' workstations
 124 Staff workstations

Totally 145 workstations

8,5 sq.m. of net office area per workstation
 9,4 sq.m. of total area per workstation

1 0 1 2 3 4 5m

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 60,00 - 80,00 EUR

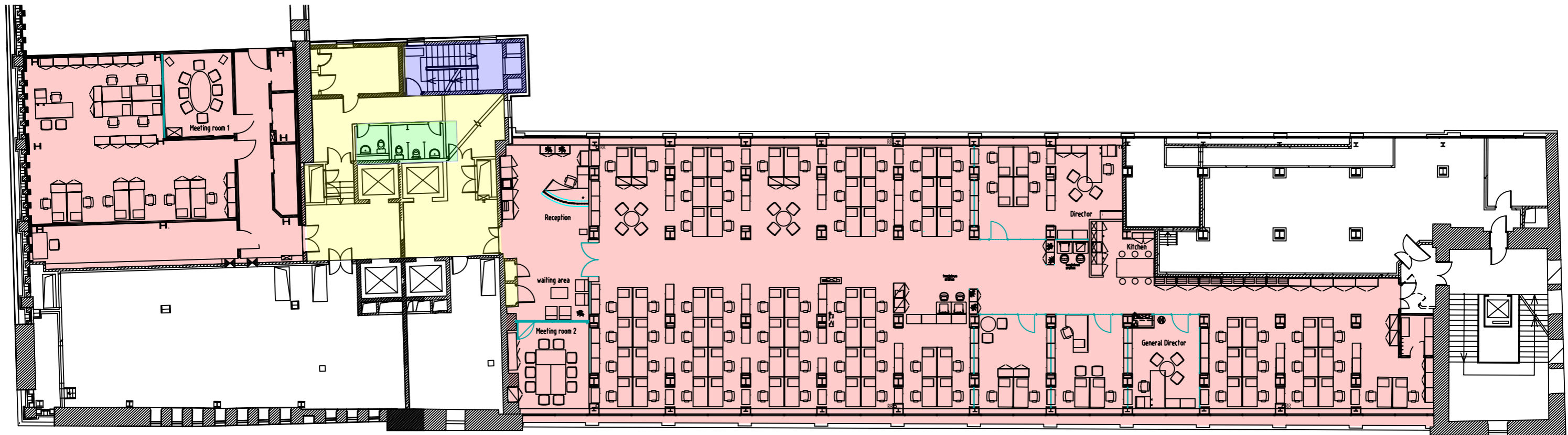
EASTERN EUROPEAN FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 90,00 - 110,00 EUR

WESTERN EUROPEAN FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 170,00 - 220,00 EUR

All prices are Euro excluding VAT, partitions are not included



LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 60,00 - 80,00 EUR

EASTERN EUROPEAN FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 90,00 - 110,00 EUR

WESTERN EUROPEAN FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 170,00 - 220,00 EUR

Office area 752,3 sq.m. (86%)
 Staircase area 17,7 sq.m. (2%)
 Toilettets area 10,0 sq.m. (1%)
 Other area 96,6 sq.m. (11%)

Total area 876,6 sq.m. (100%)

1 General Director's workstation
 1 Director's workstation
 92 Staff workstations

Totally 94 workstations

8,0 sq.m. of net office area per workstation
 9,3 sq.m. of total area per workstation

REPRESENTATIVE OFFICE

EXAMPLES

Office area 252,2 sq.m (100%)

Total area 252,2 sq.m. (100%)

1 General Director's workstation
 4 Director's workstation
 13 Staff workstations

Totally 18 workstations

14,0 sq.m. of net office area per workstation
 14,0 sq.m. of total area per workstation

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 110,00 - 160,00 EUR



EASTERN EUROPEAN FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 170,00 - 220,00 EUR

WESTERN EUROPEAN FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 330,00 - 380,00 EUR

All prices are Euro excluding VAT, partitions are not included



Office area 575,3 sq.m. (91%)
 Staircase area 21,1 sq.m. (3%)
 Toilettets area 13,2 sq.m. (2%)
 Other area 29,6 sq.m. (4%)

Total area 639,2 sq.m. (100%)

1 General Director's workstation
 3 Director's workstation
 39 Staff workstations

Totally 43 workstations

13,4 sq.m. of net office area per workstation
 14,9 sq.m. of total area per workstation

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is **110,00 - 160,00** EUR

EASTERN EUROPEAN FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 170,00 - 220,00 EUR

WESTERN EUROPEAN FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 330,00 - 380,00 EUR

All prices are Euro excluding VAT, partitions are not included



Office area 678,6 sq.m. (88%)
 Staircase area 26,9 sq.m. (3%)
 Toilets area 18,0 sq.m. (2%)
 Other area 55,8 sq.m. (7%)

Total area 779,3 sq.m. (100%)

1 General Director's workstation
 4 Director's workstations
 25 Staff workstations

Totally 30 workstations

22,6 sq.m. of net office area per workstation
 26,0 sq.m. of total area per workstation

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 110,00 - 140,00 EUR

EASTERN EUROPE FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 160,00 - 200,00 EUR

WESTERN EUROPE FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 280,00 - 330,00 EUR

All prices are Euro excluding VAT, partitions are not included

MANAGEMENT OFFICE LAYOUT

EXAMPLES



Office area 400,0 sq.m. (95%)
 Toilettets area 15,0 sq.m. (4%)
 Other area 5,0 sq.m. (1%)

Total area 420,0 sq.m. (100%)

- 1 General Director's office
- 1 Vice-General Director's office
- 1 Board Room for 16 persons
- 2 Security workstations
- 3 Secretaries

Totally 11 workstations

36,4 sq.m. of net office area per workstation
 38,2 sq.m. of total area per workstation

LOCAL FURNITURE

perfect performance 6-12 months
 maximum performance 3 years
 furniture cost per sq.m. office area is 110,00 - 140,00 EUR

EASTERN EUROPE FURNITURE

perfect performance 2-3 years
 maximum performance 5-7 years
 furniture cost per sq.m. office area is 160,00 - 200,00 EUR

WESTERN EUROPE FURNITURE

perfect performance 5-7 years
 maximum performance 10-20 years
 furniture cost per sq.m. office area is 280,00 - 350,00 EUR

All prices are Euro excluding VAT, partitions are not included

BUDGET COST PER WORKSTATIONS

CONCLUSIONS

Local production
Budget figure is
approx. **500 - 900 EUR** *



Eastern European production
Budget figure is
approx. **900 - 1600 EUR** *



Western European production
Budget figure is
approx. **1600 - 2200 EUR***



perfect performance 6-12 months
maximum performance 3 years

perfect performance 2-3 years
maximum performance 5-7 years

perfect performance 5-7 years
maximum performance 10-20 years

** Average price per workstation including desk, chair, pedestal, cabinet / medium quality level, standard surface, average size*

COST FURNITURE PER SQUARE METER NET OFFICE AREA
(Excluding VAT, medium level quality, average quantity)

OFFICE TYPES	<u>LOCAL FURNITURE</u>	<u>EASTERN EUROPE FURNITURE</u>	<u>WESTERN EUROPE FURNITURE</u>
TYPICAL OFFICE <i>Excluding partitions</i>	60,00 - 80,00 EUR*	90,00 - 110,00 EUR*	170,00 - 230,00 EUR*
REPRESENTATIVE OFFICE <i>Excluding partitions</i>	70,00 - 90,00 EUR*	120,00 - 160,00 EUR*	270,00 - 330,00 EUR*
MANAGEMENT OFFICE <i>Excluding partitions & wall panels</i>	110,00 - 150,00 EUR*	150,00 - 200,00 EUR*	270,00 - 380,00 EUR*
EXECUTIVE SUITE	DIFFERENT	DIFFERENT	DIFFERENT

* *Glass partitions & wall panels to be added*



