

The Family Roots tool allows Quest to serve our family office and our Chief Family Officers to provide REALTIME transparency across multiple family business assets and companies for asset management and optimization, for estate planning and ease of generational transfer of wealth, for simplification and transparency for stakeholders, trustees, beneficiaries, advisors, board members, etc.

What are the capabilities of the tool: customization including but not limited to:

1. Wholistic real time valuation of operating companies to support estate and family planning and decision making with regard to investments, acquisitions, and divestitures.
2. Dashboarding supporting working capital reporting across the entire portfolio.
3. ROI reporting.
4. Trust reporting to support reporting by owner including Trusts, individuals, and beneficiary reporting to support transparency and multi-generational transitions.



Why is this tool useful?

It supports cashflow consideration across multiple assets and family members, It supports efficient estate planning and execution across multiple family members, and it supports quicker decision making and increased ROI with transparent real time measurement.

Who needs real time transparent reporting?

- ◆ Patriarch / Matriarch - Family leaders of the businesses
- ◆ Estate attorneys and planners
- ◆ Trustees and advisors to the family
- ◆ Family members and board members to understand the complexity

		Shareholder	Trust I	Trust I	Trust II	Trust II
		Beneficiary	Beneficiary 1	Beneficiary 1	Beneficiary 1	Beneficiary 1
Company	Shareholding %	Fair Market Value Jan 23-Dec 23	Beneficiary share %	FMV Beneficiary Share	Beneficiary share %	FMV Beneficiary Share
Total				11,689,446		13,260,727
Company 2	20.30%	88,360	20.3%	17,937	-	-
Company 3	45.00%	2,324,218	45.0%	1,045,893	-	-
Company 4	45%	1,529,391	45.0%	688,226	-	-
Company 5	45%	1,943,146	45.0%	874,416	-	-
Company 6	45%	717,610	45.0%	322,925	-	-
Company 7	45%	1,426,636	45.0%	641,986	-	-
Company 8	22.50%	136,686	22.5%	30,754	-	-
Company 9	20.30%	38,910,213	20.3%	7,898,773	-	-
Company 10	8.90%	1,893,665	8.9%	168,536	-	-
Company 10	41.10%	1,893,665	-	-	41.1%	778,296
Company 11	5%	777,274	-	-	5.0%	38,864
Company 12	5%	240,301	-	-	5.0%	12,015
Company 13	5%	44,491	-	-	5.0%	2,225
Company 14	5%	655,708	-	-	5.0%	32,785
Company 15	5%	326,141	-	-	5.0%	16,307

Shareholder	Company	Shareholding	EBITDA Jan 23-Dec 23	EBITDA shareholding	Fair Market Value	Fair Market Value shareholding
Trust I	Total		8,290,156	1,955,971	48,789,924	11,650,711
Trust I	Company 2	20.30%	2,090	424	8,360	1,697
Trust I	Company 3	45.00%	387,370	174,316	2,324,218	1,045,898
Trust I	Company 4	45%	254,899	114,704	1,529,391	688,226
Trust I	Company 5	45%	323,858	145,736	1,943,146	874,416
Trust I	Company 6	45%	119,602	53,821	717,610	322,925
Trust I	Company 7	45%	237,773	106,998	1,426,636	641,986
Trust I	Company 8	22.50%	6,114	1,376	36,686	8,254
Trust I	Company 9	20.30%	6,485,035	1,316,462	38,910,213	7,898,773
Trust I	Company 10	8.90%	473,416	42,134	1,893,665	168,536

Summary of 50+ Companies by KPI's						
	Vertical 1	Vertical 2	Vertical 3	Vertical 4	Vertical 5	Total
Total non-restricted cash	228	262,612	-	275,087	15,537	553,465
Restricted cash	438,135	106,969	86,082	2,895,071	28,798	3,555,055
Operating cash	1,780	611,184	236,945	238,782	95,145	1,183,836
Notes Receivable - Business Investments	-	-	7,761,211	3,497,746	(160,454)	11,098,503
Bank Debt	-	3,369,862	153,755	7,161,486	541,095	11,226,198
Book Equity	2,043,171	4,369,127	10,934,652	18,637,528	(1,321,184)	34,663,294
Fair Market Value	2,043,171	10,919,393	10,934,652	18,637,528	352,834	42,887,578
Revenue	525,782	1,276,758	298,127	2,101,552	6,143,199	10,345,418
Total payroll costs	179,234	222,526	205,416	38,769	1,431,187	2,077,132
% of revenue	34.1%	17.4%	68.9%	1.8%	23.3%	20.1%
Net Income	246,947	(343,378)	(264,065)	495,854	(497,748)	(362,390)
EBITDA	258,122	(307,174)	(97,781)	1,259,322	33,577	1,146,065