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Dr. von Göler Anwaltskanzlei
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Dear Madams and Sirs,

I am the managing director of Gerplex S.A. which owns the brand *Casa Viva* and 40 stores for furniture and lifestyle in Spain. I have studied at the Universitat Pompeu Fabra – Barcelona. After this I made my Bachelor in Business at the Cass Business School. After my Bachelor I made at the IESE Business School – University of Navarra the Executive MBA. I am responsible as the managing director of Gerplex since ten years. In these ten years, the owner and I managed to turn the company's performance from low to very high profits. Today, we have 200 employees all over Spain.

We also own EShops like Kareshop.es since more than five years. Since 1981, the German KARE brand sells worldwide a variety of new furniture, lighting and furnishing accessories; since more than six years Gerplex is Franchise partner for Spain.

Since June 2018, we work together with the law firm Dr. von Göler. Due to the fact that one of our franchise contracts expired, a complex set of contracts had to be thoroughly examined and contract negotiations had to be carried out by Dr. Sabine Baron Göler von Ravensburg. That's why the Franchise contract had to be analyzed precisely. Our general law firm recommended to ask Dr. von Göler Anwaltskanzlei to advise on international license and distribution agreements. Some articles of the Franchise contract seemed to be subject to interpretation. Because of this, the contract has been adequately checked and interpreted with the other party from different legal perspectives by the law firm. The result was an agreement on the prolongation of the Franchise contract and a declaration on some turnover goals with KARE, to our fullest settings.

In the second year of the legal services from the law firm Dr. von Göler, the franchisor was aiming for higher sales figures and a better placement of his brand. We were supported in draftings and negotiations and expert opinions. Information duties like lists by articles of the stock of the stores and warehouse, Cost sheet, marketing plans etc. had to be checked legally and negotiated the the

Franchisor. Also in the second year, we decided to close stores until the end of the year 2019. Thus, our lawyers supported the closure in legal terms and gave us good advice and assistance.

We were very pleased to work together with Dr. Sabine Freifrau Göler von Ravensburg, who is a very competent lawyer in our opinion, easy to reach, and an extremely successful negotiator. Due to the sound knowledge of commercial law, business, license and sales law and the strong international orientation of the lawyer's office, we decided to chose the Dr. von Göler law firm. The cooperation was extremely successful, satisfactory, competent and efficient. The cooperation ended in may 2020, due to the corona crisis in Spain.

Best regards from Barcelona,



Jordi Llado Pola
Director General en Casa Viva
Gerplex S. A.

