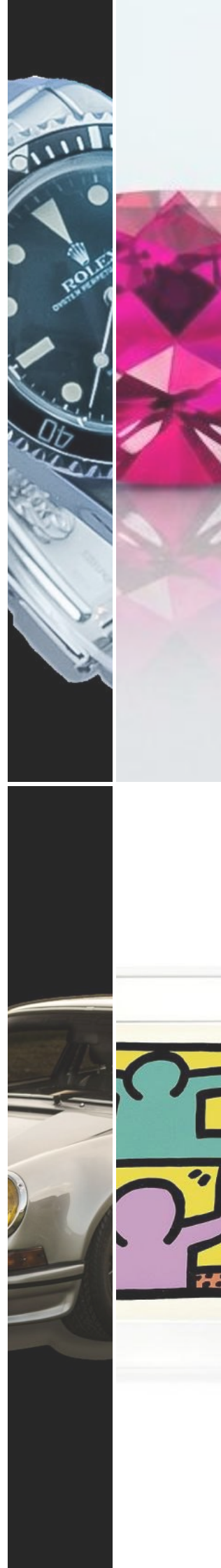


INSIGHT

How collectibles are sold

The sale is a key factor in how good an investment was. For collectibles, buyers set the price. This Insight covers what matters and the rules Collectible Invst will follow when selling.



What determines the sale price

With any investment, the sale price is a key factor in how good the investment was. For collectibles, buyers set it: they pay what condition, rarity, documentation and current demand are worth to them. Our first Insight showed how we buy. This one is about selling.

For investors, what counts is what is actually achieved: the profit share arises solely from realised sale proceeds. Our task is to get the factors we can influence right from day one, and to find, for every piece, the buyers who appreciate it. Our team has built up this knowledge since 2021, with every purchase and every sale.

90+

completed sales since 2021

50+

specialist partners in our network

6

categories with established resale markets

before every sale

minimum price set

Figures on sales and partners refer to our team's previous activity since 2021, not to Collectible Invst.

Selling starts with buying

SALEABILITY

We buy what can be sold

We only buy in categories with international collector demand, established sales channels and verifiable comparable prices. We check whether an object will find buyers later before we buy it, not after.

DOCUMENTATION

What we record today convinces tomorrow

We record condition reports, photos, certificates and proof of origin from day one. When selling, they are the basis on which a buyer decides, often without ever having seen the object.

MARKET KNOWLEDGE

Know the market before you sell

The same data and valuation model we use to buy show us, when selling, where an object stands in the market and when demand is favourable.

How we choose the route

1

Who buys?

Collectors, dealers, jewellers or institutions: we go where demand is strongest.

2

How is the price set?

In negotiation with selected buyers, based on current comparable prices.

3

When do we sell?

We plan for an average holding period of around five years per object. What matters, though, is the right buyer at the right time.

4

How do we convince the buyer?

With complete documentation: condition, papers, origin. A buyer pays for what they can verify.

Who buys collectibles

Collectibles rarely find their buyers in anonymous markets. Most sales happen through people who are looking for a piece, can assess it and pay for it. Three groups matter most.

COLLECTORS

Through communities and our network

The most important group of buyers. Our asset managers are active in the collector communities of their category, and through our network we know many interested buyers personally. We often know who is looking for a piece before we offer it.

SPECIALIST TRADE

Dealers who buy directly

Specialist dealers buy objects in their category directly to pass them on to their own clients. A reliable route for sought-after pieces with a clear market price.

SPECIALIST BUYERS

Jewellers, galleries, institutions

Some objects have their own buyers: jewellers look for exceptional stones for their own pieces, galleries look for works for their collectors, and museums and institutions for rare exhibits.

What buyers look for in each category

A buyer pays for what they can verify. What they check differs by category, and that is exactly what we tailor each object's documentation to.

Watches	Reference, condition, box and papers, service history. For sought-after references, there are often interested buyers before a piece is even offered.
Classic cars	History, originality and condition. Buyers want to inspect and test-drive a car, so personal contact matters.
Art	Artist, provenance and authenticity. Many important works change hands discreetly through galleries, dealers and collectors; for some, an auction is the right route.
Wine and spirits	A complete storage history and the original condition of bottle, label and packaging.
Gemstones	A certificate from an independent laboratory on origin and treatment. Exceptional stones are sought after by jewellers.
Rare collectibles	Authenticity and complete documentation, for example for fossils, memorabilia or manuscripts. The circle of buyers is small, so we approach it directly.

Who we sell to, and through which route, is decided for each object individually.

Sales to third parties only

Objects from the portfolio are not sold to New Horizon GmbH, its affiliated companies or its management, nor into offerings on the Timeless platform. The market sets the price. Every sale price is documented.

In practice: a watch finds its collector

Often the best buyer is already out there: a collector looking for exactly the piece we have. What matters then is hearing about it, and giving them confidence across thousands of kilometres that the watch is everything it promises to be.



Illustrative image.

CASE STUDY

The starting point. Our team held a very rare A. Lange & Söhne watch. Watches of this kind rarely come to market, and the circle of serious buyers is small and international.

The contact. Our asset managers are active in the collector communities of their category. There they learned that a private collector overseas was looking for exactly this model, and got in touch with him.

Trust from a distance. The collector could not hold the watch in his hands. So we documented it so thoroughly that he could still assess it: with detailed photos, videos and all papers.

The closing. Once the price was agreed, the watch was shipped insured and the sale was completed.

1

Demand identified

Learned via the collector community who was looking for the model.

2

Contact

Direct approach to the collector overseas.

3

Documentation

Detailed photos, videos and papers instead of an inspection.

4

Agreement

Price negotiated, sale approved.

5

Shipping

Shipped insured, sale completed.

What the example shows

Network beats reach

For a rare piece, what counts is not the biggest stage but the one buyer looking for exactly this piece. You find them through contacts in the scene, not through ads.

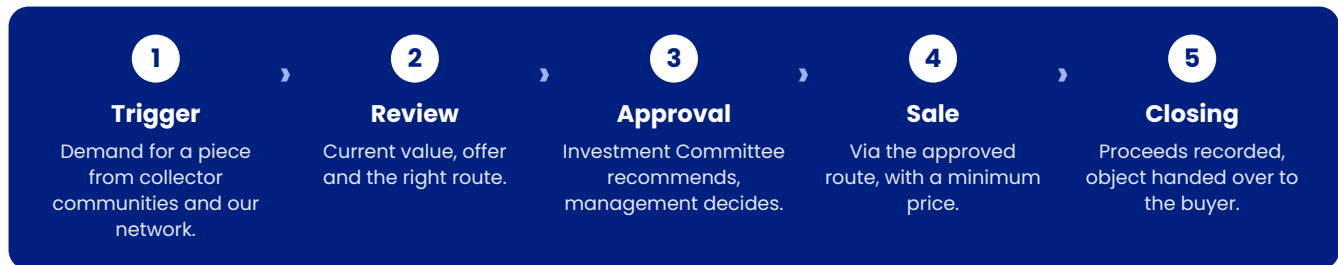
Documentation builds trust

The same careful documentation we create at purchase and when storing makes a sale across continents possible in the first place.

Example from our team's previous activity, not from the Collectible Invst portfolio. The rules described on the next page apply to Collectible Invst.

Who decides and what happens to the proceeds

No sale without approval. Every sale goes through the same steps as a purchase. These rules apply to every sale by Collectible Invst.



PRICE

Valuation as the basis

Every object has a continuously updated value. Before every sale, a current market analysis is added. Valuations are estimates; the actual sale price may be higher or lower.

PROCEEDS

Repayment and profit share

From sale proceeds, the issuer may repay capital early in partial repayments; it is entitled but not obliged to do so. The profit share is based on the excess of sale proceeds over purchase prices and costs. It is paid at the end of the term and cannot be negative.

CONTROL

Independently confirmed

Every sale is documented. The annual valuation of the portfolio is reviewed and confirmed by an independent validation agent.



"In the end, buyers set the price of a collectible. Our job is to find the right route and the right buyers for every piece. And we take the time a good piece deserves."

Malte Häusler · Managing Director, NH Collectible 1 GmbH

This completes the cycle: selecting, storing, selling. You can find all three Insights on our website.

Good to know. Sale proceeds may be lower than valuations, and sales may take longer than planned. Collectible Invst is a subordinated profit-participating bond and suits investors looking for a long-term addition to their portfolio who can bear a loss up to the total loss of their capital. Only the Key Information Document and the terms and conditions of the bond, available at <https://www.collectible-invest.com/documents>, are authoritative.