

LOT-ART

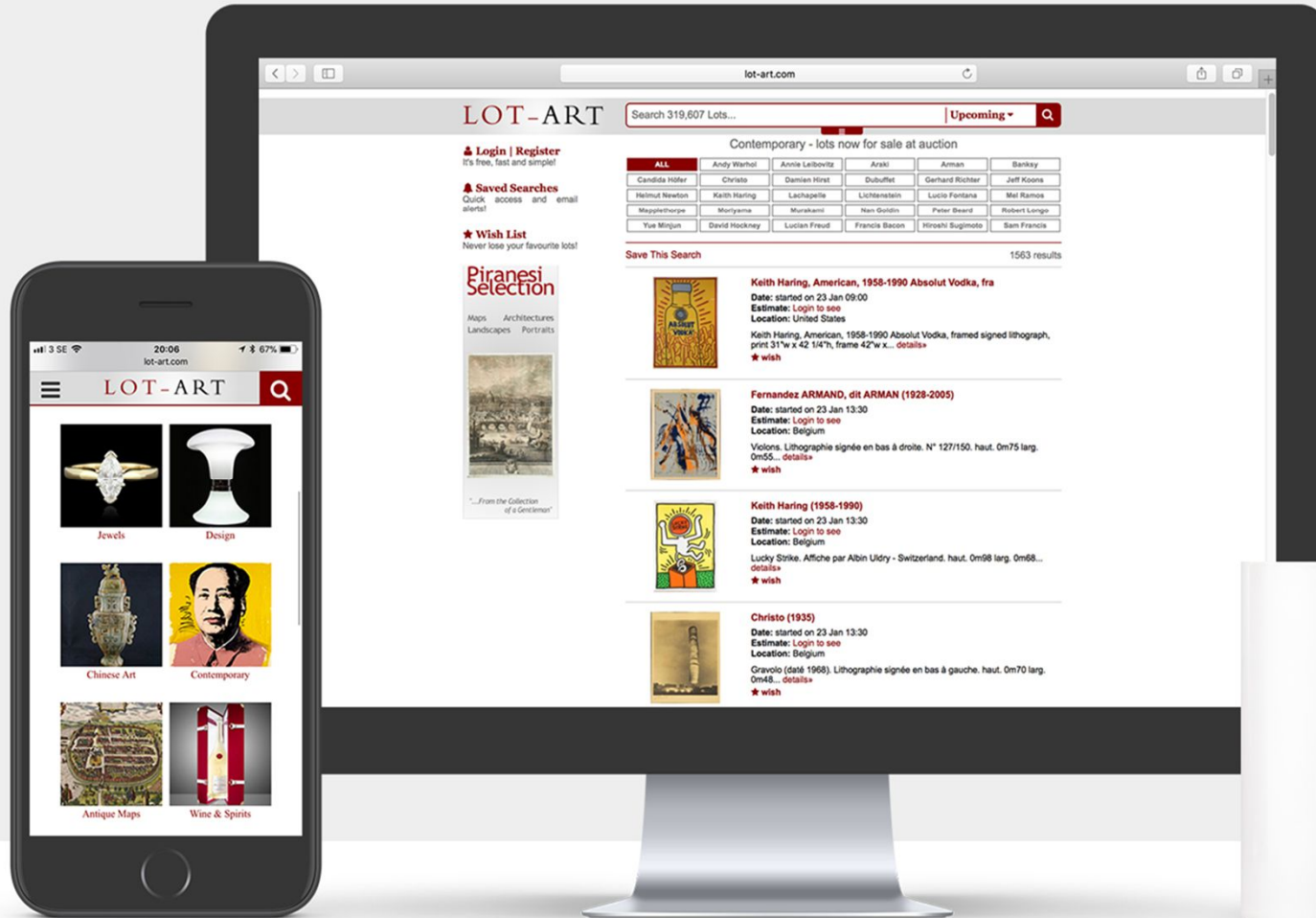
WORLDWIDE AUCTIONING MADE EASY

Art

Investment

Effective Alternative for Portfolio Diversification

The Reason – The Tool – The Method



Why Investing in Art is a Winning Strategy of Portfolio Diversification?

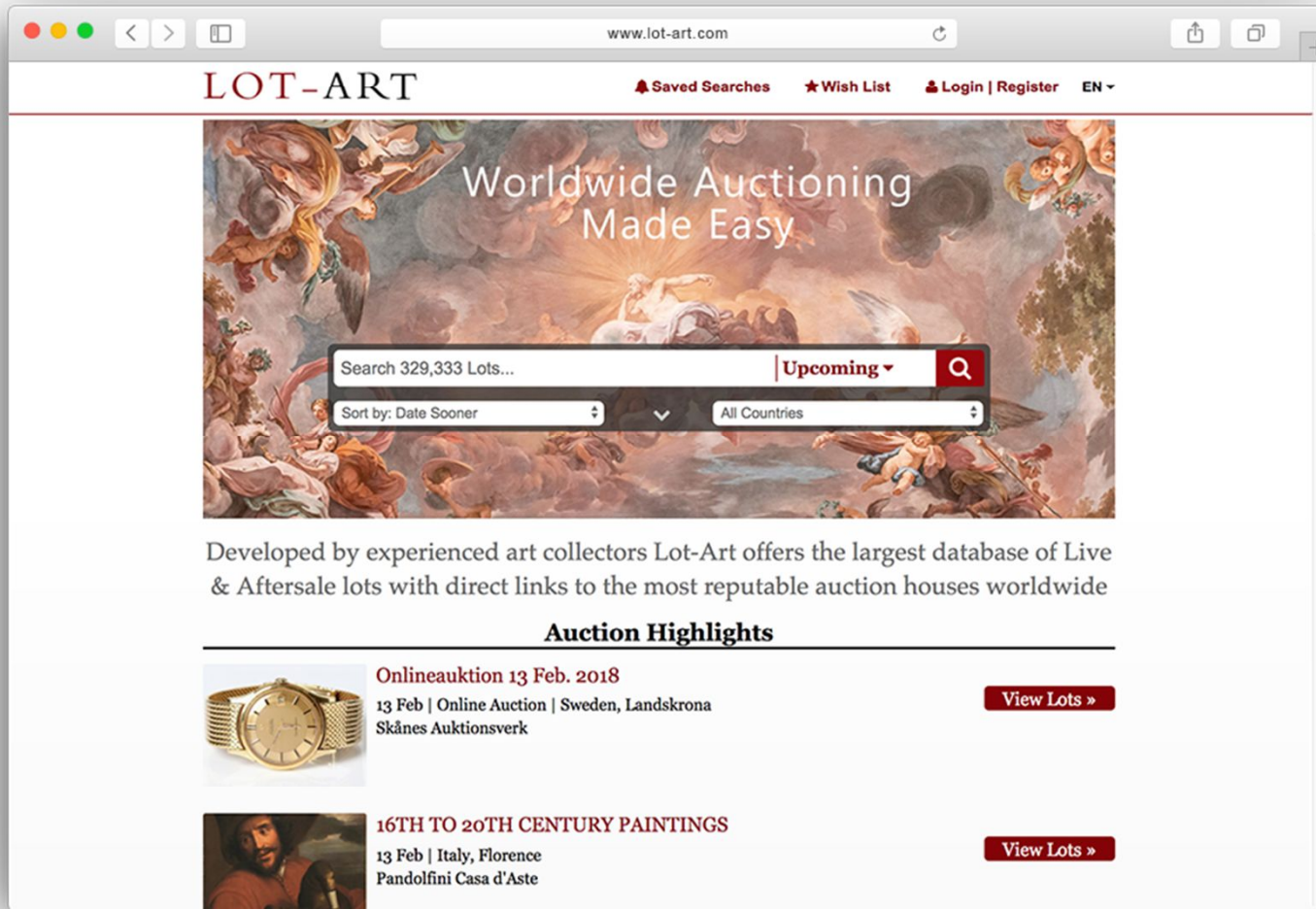
More rewarding than standard financial products

- ❖ Esthetic Pleasure (beauty & harmony of the colors, shapes, composition)
- ❖ Prestige of Ownership (artwork as non-fungible and unique asset)
- ❖ Historical Value (age and provenience)

Art offers financial and risk diversification benefits (capital conservation)

- ❖ Less sensitive to macroeconomic factors affecting stocks, bonds, funds (inflation, interest rates)
- ❖ Less Volatile in Economic Value (when proper diversification strategies are followed)
- ❖ Capital protected from extreme economic events (currency depreciation, company bankruptcy)
- ❖ Art can hold long-term multigenerational wealth (tax incentives in some countries)
- ❖ Source of liquidity in hard currency (collateralization for secured lending, international resale)

LOT-ART: The Almighty Eye on the World of Auctions



www.lot-art.com

LOT-ART

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Worldwide Auctioning Made Easy

Search 329,333 Lots... Upcoming

Sort by: Date Sooner All Countries

Developed by experienced art collectors Lot-Art offers the largest database of Live & Aftersale lots with direct links to the most reputable auction houses worldwide

Auction Highlights

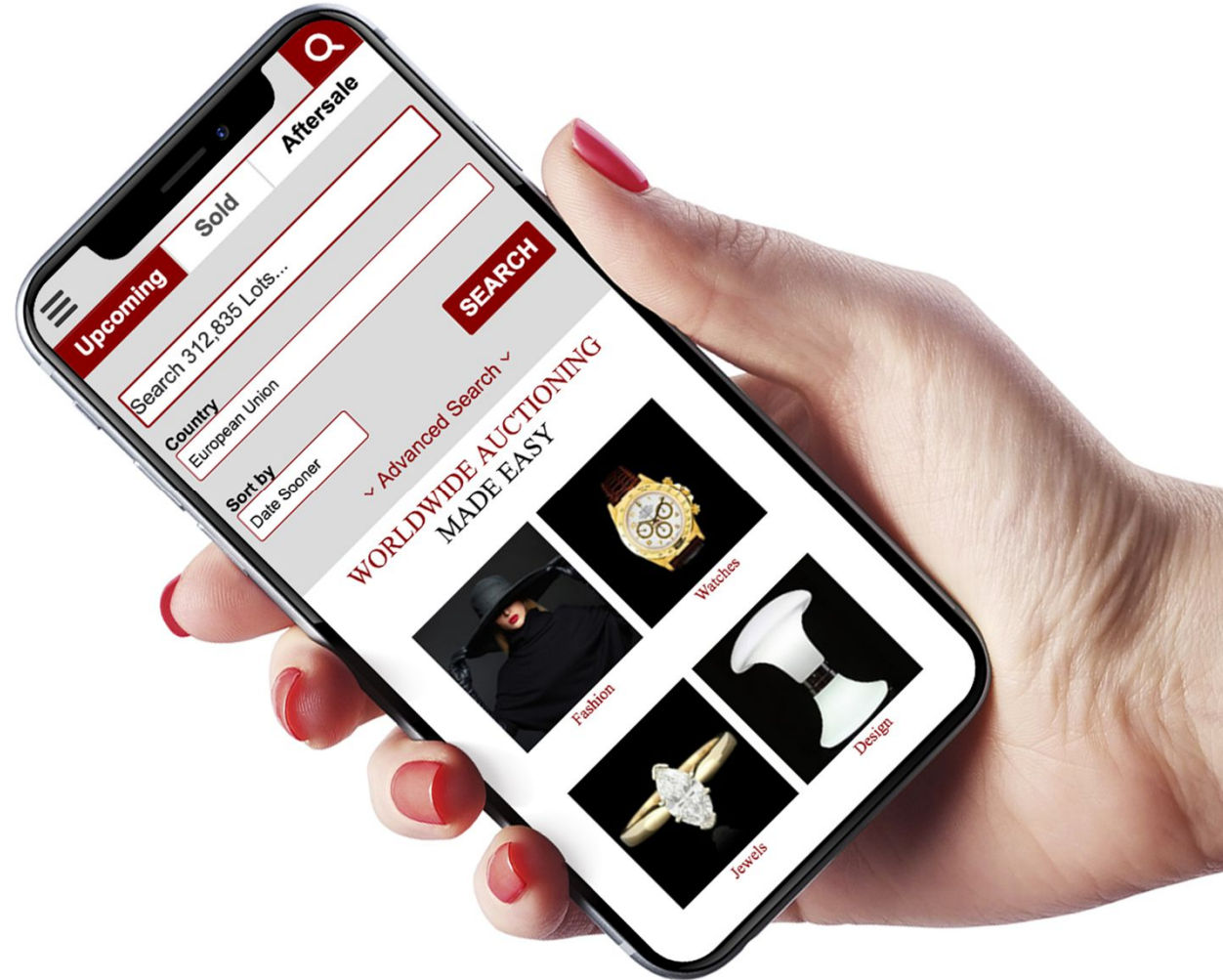
Onlineauktion 13 Feb. 2018
13 Feb | Online Auction | Sweden, Landskrona
Skånes Auktionsverk [View Lots »](#)

16TH TO 20TH CENTURY PAINTINGS
13 Feb | Italy, Florence
Pandolfini Casa d'Aste [View Lots »](#)

LOT – ART enhances **Transparency** and **Efficiency** in the art market by providing collectors with an all-round view of auction sales worldwide (**Price – Place – Time**), covering the full life cycle of a lot: **Upcoming, Sold and Aftersale**

LOT-ART: A Platform to Identify the **Best Art Investment Deals**

- ✓ The world largest online auctions' aggregator:
Average 400.000 live lots available daily
- ✓ Direct links to reputable auction houses worldwide:
all-round view of auction sales from a single portal
- ✓ Advanced listing and searching services:
focused multi-keyword searches
- ✓ Overview of the full life cycle of a Lot:
Upcoming - Sold - Aftersale
- ✓ Synergic Cluster of services to Collectors:
Search - Manage - Compare - Sell - Invest



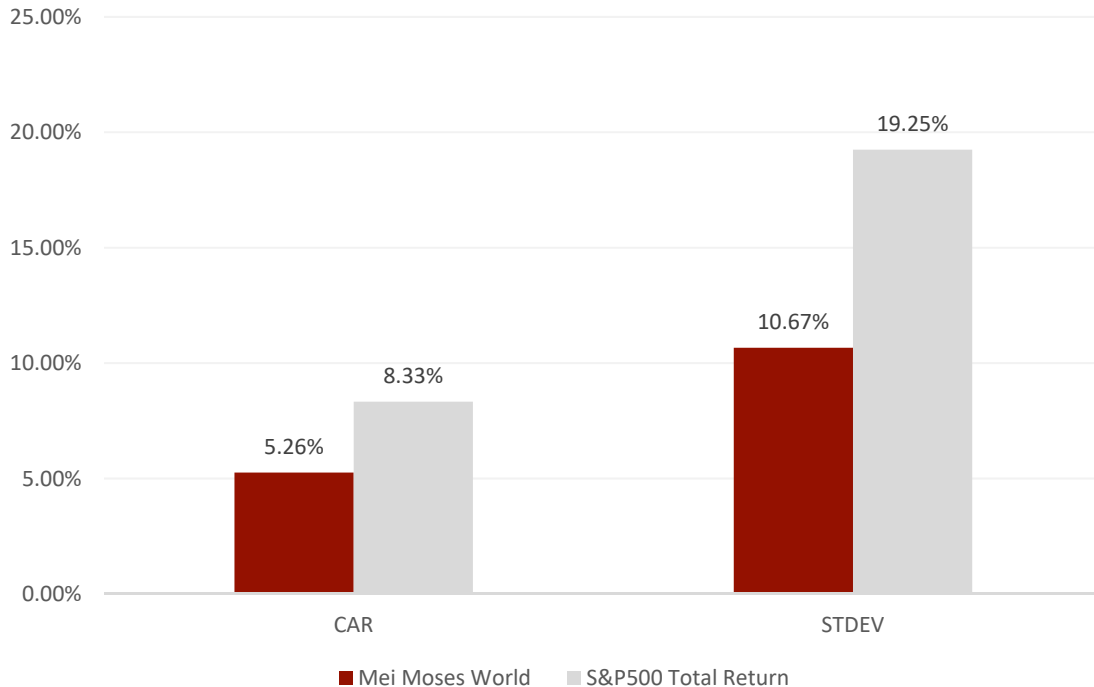
Art Investment **Key Success Factors**

- ❑ **Expertise:** Don't buy what you don't know (positive asymmetry of information buyer/seller)
- ❑ **Capital Conservation:** hold it as a long term investment (inflation & forex risk protection)
- ❑ **Short Term Speculative:** capital gain based on on price gap primary / secondary market
- ❑ **Liquidity:** purchase price Vs. average sale price at auction (Forced sale value)
- ❑ **Risk Management:** Diversify in old master, modern art, contemporary art, jewelry
- ❑ **Collective Value:** $1+1 > 2$ related items together are worth more than single objects alone
- ❑ **Geo Arbitrage:** buy in country of low relevance & resell in the market of highest relevance

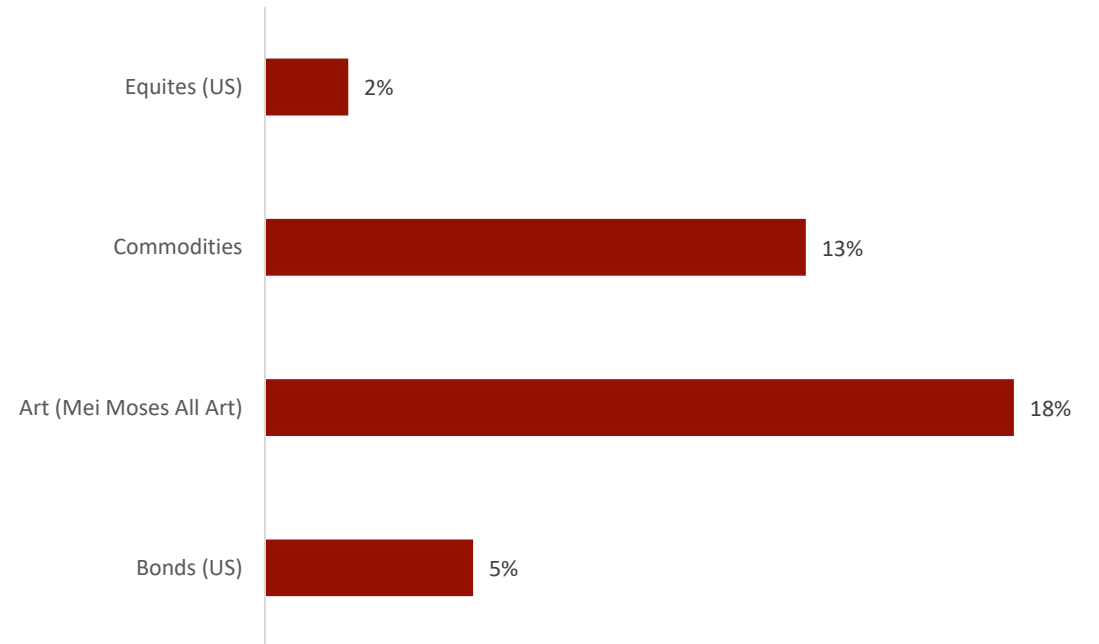
Risk Diversification

The low correlation of art to equities & traditional asset classes provides valuable portfolio diversification

Compound Annual Return (CAR) and Standard Deviation (STDEV) of Mei Moses World index and S&P500 over the last 20 years*



Art return is the highest in times of high/rising inflation**



Building an Art Investment Portfolio

Diversification Strategies in line with investor's risk profile

A) Old Masters & Modern Art

- ✓ Lower price volatility
- ✓ High price gap primary/secondary MKT
- ✓ Capital conservation (long term)



Pablo Picasso - Jacqueline

B) Contemporary (Emerging)

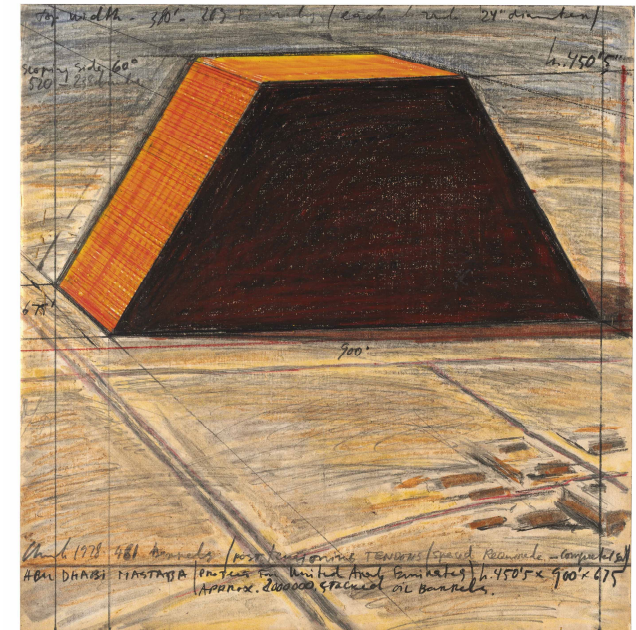
- ✓ Lower purchasing price
- ✓ Potentially higher returns
- ✓ Higher volatility / High risk



Magnolia Laurie - a series of marks, a history of procedures

C) Contemporary (Established)

- ✓ More speculative A but less volatile B
- ✓ High price gap primary/secondary MKT
- ✓ Capital conservation & profitability



Christo - Project for the Mastaba in Abu Dhabi

LOT - ART Investment Advisory

Helping **Investors** to become Collectors (Purchase, International Storage & Resale)



Strategy of Portfolio Diversification into **Tangible Assets**



Finding the **Best Deals** in the Primary and Secondary Art Market

Selection Criteria

- ✓ Quality: CR, popularity of the subject
- ✓ Provenience, Authenticity
- ✓ Attractiveness: Price gap Auction Vs. Gallery
- ✓ Price Trend of the Artist
- ✓ Geographical Arbitrage

Investor's Preferences

- ✓ Taste
- ✓ Budget
- ✓ Financial Objective (Speculat./Cap.Conserv.)
- ✓ Risk profile - Price volatility of art segment
- ✓ Special Requirements

Jean-Gabriel Domergue, French (1889 – 1962)

Elegant Couple at the Races, oil on board, Size 68 x 47 cm

Price at Auction, France 2012 (Hammer + premium)

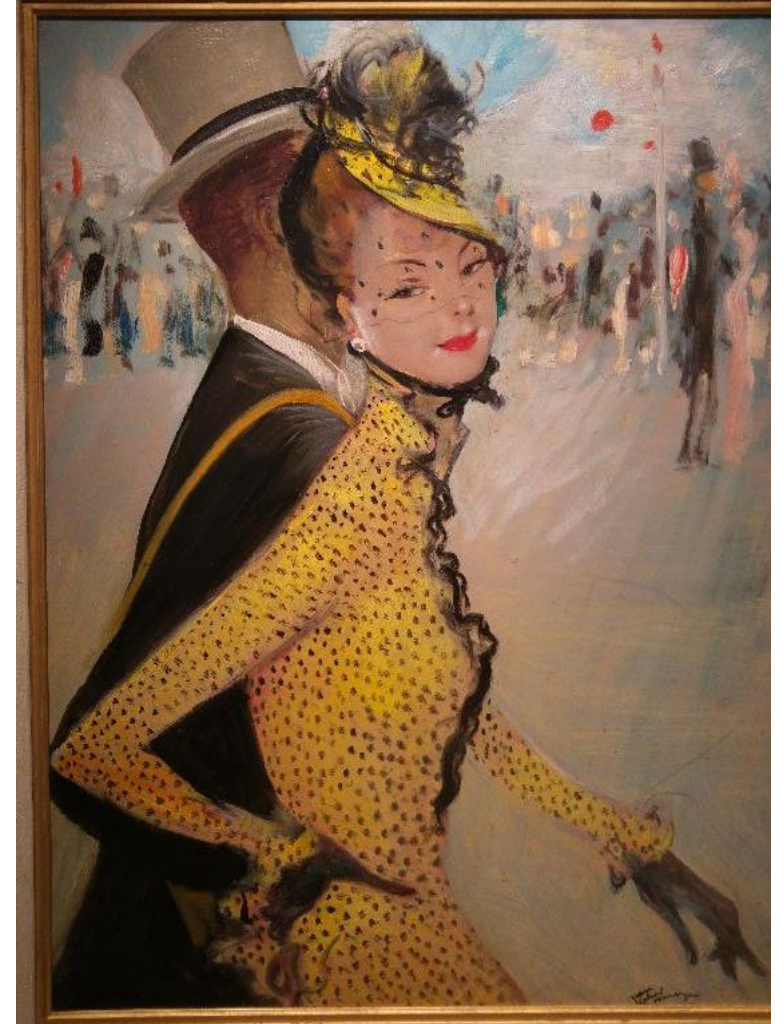
Euro 19,000

Price at Art Gallery 2017 (TEFAF)

Euro 110,000

Price Gap

Euro 91,000



Massimo Vitali, Italian (living)

Spiagge Olandesi "Bloemendaal", chromogenic print on PVC under Plexiglas
Size 150 x 181 cm Ed. 4/9

Price at Auction, London 2018 (Hammer + premium)
Euro 12,300

Price at Art Gallery 2018 (Artnet)
Euro 35,000

On sale with partner gallery in Amsterdam
Euro 29,000



North Netherlandish School, about 1600. A rocky landscape with numerous figures and a naval battle, oil on canvas, Size 122 x 192 cm

**Price at Auction, Vienna 2018 (H + p)
Euro 34,000**

**Price at Art Gallery 2018 (TEFAF)
Euro 80,000 – 120,000**

**On sale at partner gallery in Amsterdam
Euro 60,000**



Milo MANARA, Italian (living)

Hommage à Botticelli, Acrylic on canvas inspired by Sandro Botticelli.

Size 100 x 100 cm

Price at Auction, Paris 2018 (H + p)

Euro 15,600

Price at Art Gallery 2018

Euro 35,000 – 50,000

On sale at partner gallery in Amsterdam

Euro 28,000



Fabienne Verdier , French (living)

ASCÈSE – BLEU DE L'OUTREMER, mixed media on canvas, Size 183 by 135 cm

Auction house: Sotheby's

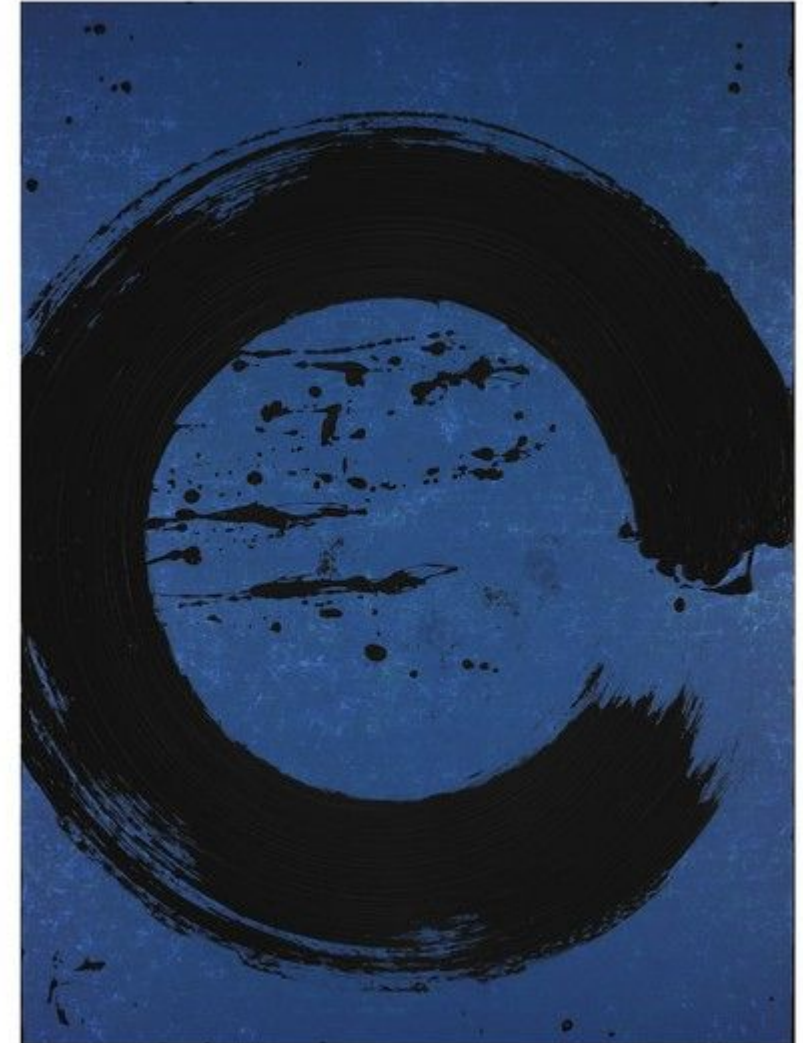
Date: 01 Apr 2018

Hammer + Fees: **€ 112,000**

Location: Hong Kong (China)

Price at Art Gallery, 2018 (TEFAF)

Euro **170,000** (similar size, single piece)



**NICOLAS L'ARMESSIN (1684-1755), 18TH CENTURY ENGRAVING,
Battle of Poltava (1709). Size 52 x 71.5 cm**



Зображеніє Преславної Биталиї между Войскъ Російскихъ Ісвѣискіхъ въпрісутствіи Вѣсокой Команды Царскихъ Войскъ Его Царскаго Величества всеросійскаго ПЕТРА ПЕРВАГО надсвѣискіи Его Королевскаго Величества Карола XII учинившіяся неподалеку Полтавы Іюнія въ 27 день 1709

Vasi Giuseppe, Prospect of the city of Rome from the Monte Gianicolo, 1765

Etching on paper, monumental panorama of Rome, Size 105 x 261 cm

Price at Auction: **Euro 6000-9000**, Price at gallery (Rome): **Euro 25,000**



Thank You!

Francesco Gibbi
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