

Deloitte.
Private



15th Art & Finance Conference

Portfolio of the future

21 November 2023 | Luxembourg

Contents



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SPEAKERS



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15th Deloitte Private Art & Finance Conference

Agenda

21 November 2023



Agenda

Portfolio of the future:

From family offices to new digital frontiers – art as a social and alternative capital asset



15:00

Registration and welcome coffee

15:30

Introduction by Master of Ceremony

- **Adriano Picinati di Torcello**

Global Art & Finance Coordinator, Deloitte Luxembourg

15:35

Welcome words

- **John Psaila**

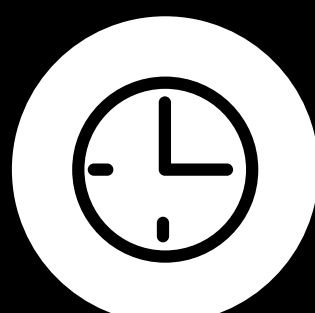
Managing Partner – CEO, Deloitte Luxembourg

- **Nick Tabone**

Partner, Private Equity Leader, Deloitte Luxembourg



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SPEAKERS

15:45

Keynote speech

Presentation of the 8th edition of the Deloitte Private & ArtTactic Art & Finance report

Speakers:

- **Adriano Picinati di Torcello**
Global Art & Finance Coordinator, Deloitte Luxembourg
- **Anders Petterson**
Managing Director, ArtTactic

16:30

Panel

Family offices best practices for collection management & opportunities offered by new technologies and fractional ownership

Moderator

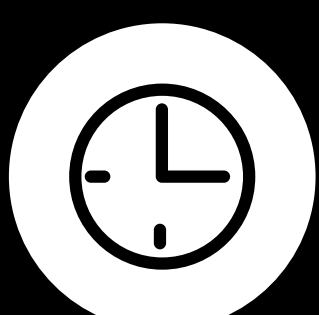
- **Andrea Circi**
Partner, North & South Europe Deloitte Private Tax & Legal Leader

Panelists

- **Monica Heslington**
Head of GS Family Office Art & Collectibles Strategy, Goldman Sachs - New York
- **Italo Carli**
Head of ARTE Generali Italy
- **Thomas Galbraith**
Co-Founder, Barker
- **Olivier Berger**
Co-Founder & Co-Chief Executive Officer, Wondeur
- **Masha Faurshou**
Co-Founder, Artrium



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SPEAKERS

17:30

Dialogue

**ESG & Social impact measurement in Art & Culture:
new horizons for social impact investing**

- **Italo Carli**
Head of ARTE Generali Italy
- **Roberta Ghilardi**
Sustainability Manager, Deloitte Italy

17:45

Closing remarks

Message from

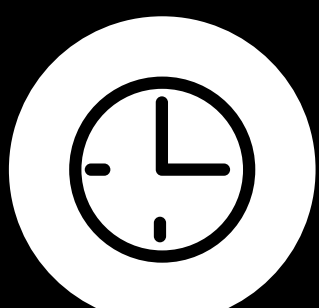
- **Wolfe Tone**
Partner – Global Deloitte Private Leader
- **Vincent Gouverneur**
Partner, EMEA Investment Management Leader,
Art & Finance Leader, Deloitte Luxembourg

18:00

Networking cocktail reception



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15th Deloitte Private Art & Finance Conference

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Distinguished Speakers

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Olivier Berger

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Italo Carli

Andrea Circi

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Masha Faurschou

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Thomas Galbraith

Roberta Ghilardi

Vincent Gouverneur

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Monica Heslington

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Anders Petterson

Adriano Picinati di Torcello

John Psaila

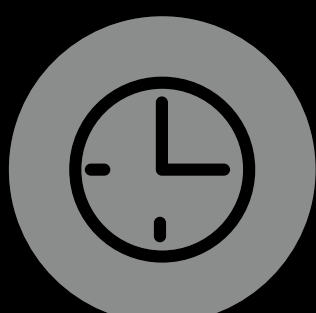
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Nick Tabone

Wolfe Tone



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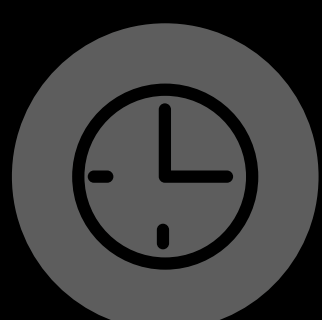
SPEAKERS

Olivier Berger

Co-Founder & Co-Chief Executive Officer, Wondeur



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SPEAKERS

Olivier Berger

Co-Founder & Co-Chief Executive Officer, Wondeur

Olivier Berger is the co-founder and Co-CEO of Wondeur, an AI fintech company providing insurance companies, wealth management firms and cultural institutions with intelligence on trillions of dollars of alternative assets. Wondeur is developed by a world-class research team of PhDs from University of Toronto, MIT & MIT Media Lab, working collaboratively with preeminent art specialists.

Olivier brings to Wondeur 25 years of experience in innovation in the private and public sector, developing research-industry partnerships with top international researchers and labs. A seasoned AI entrepreneur, Olivier founded AI fintech company iSentium in 2008 which was the market leader in real time sentiment for 8,500 U.S. stocks, indices and ETFs, distributed through the Bloomberg terminal. Previously, Olivier held leadership positions at GE Capital in the UK, US, and Scandinavia driving change, product innovation and partnerships in the banking sector. Olivier is the proud father of three young women who are determined to bring positive change through change.



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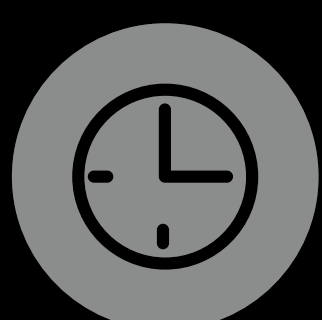
SPEAKERS

Italo Carli

Head of ARTE Generali Italy



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SPEAKERS

Italo Carli

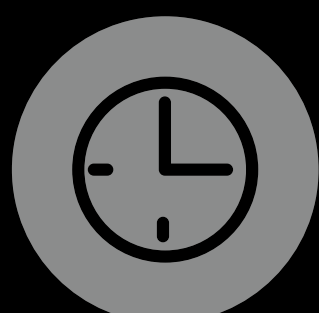
Head of ARTE Generali Italy

Italo Carli, Head of ARTE Generali Italy, holds a degree in Electronic Engineering from the Politecnico of Milan. He started his career in the world of information technology before moving to the insurance industry and specialising in the field of art. He has held various management positions in the insurance industry, in both organisational and technical-sales roles.

He holds conferences and courses in the most distinguished Italian universities on the world of fine art and risk management for cultural heritage. He has extensive knowledge in the field of art technology, combining insurance expertise with his training as an engineer.



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SPEAKERS

Andrea Circi

NSE Deloitte Private Tax & Legal Leader



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SPEAKERS

Andrea Circi

NSE Deloitte Private Tax & Legal Leader

Andrea is the Deloitte Private North South European Tax and Legal practice Leader. He also serves as a member of the Italian Tax and Legal practice.

Andrea has over 30 years' experience in Tax advisory, mainly in M&A and International tax across multiple industries including consumer business, fashion, manufacturing and pharmaceuticals.

He is member of the supervisory board in several companies. Andrea has got a Bachelor degree in Law and a Bachelor degree in Business & Economics.

He is registered at Albo dei Dottori Commercialisti, Albo dei Revisori Contabili, Forensic Practice Lawyer Association, Journalists and Qualified Family Officer.

He speaks Italian, English and bit of French. He is married with a daughter. He loves staying with his family and their beautiful female blonde Retriever.



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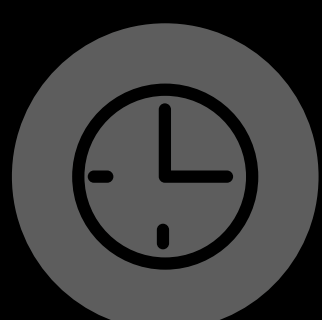
SPEAKERS

Masha Faurschou

Co-Founder, Artrium



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SPEAKERS

Masha Faurschou

Co-Founder, Artrium

Masha Faurschou is an art advisor and philanthropist. Together with partner Jens Faurschou, she steers Faurschou, a private museum with a global art collection based in Copenhagen and with exhibition spaces in Beijing and New York.

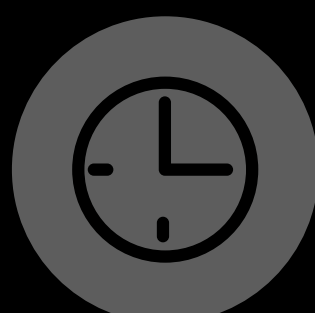
In 2019, Masha and Jens co-founded Artrium to champion the applications and opportunities of Web3 technologies in museums.

Prior to this, in 2013 Masha co-founded the Artsvit Contemporary Art Centre in Ukraine – a regional platform for contemporary arts. Also, in 2016, she founded SABSAY Gallery in Copenhagen and co-founded Khora Contemporary, the first Virtual Reality Art production company aimed at producing pioneering works of art with internationally acclaimed artists.

Most recently, in 2021, Masha was involved in initiating a new art institution for the permanent display of large-scale masterpieces in Denmark, Art Barns Lolland.



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SPEAKERS

Thomas Galbraith

Co-Founder, Barker



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SPEAKERS

Thomas Galbraith

Co-Founder, Barker

Thomas Galbraith has played an integral role in the art, luxury and tech space over the past 15 years. He has a deep understanding of how to apply business and technology strategies enabling businesses to better understand and leverage their value proposition.

A reformed New Yorker, he now lives in Miami. Throughout his career he has been dedicated to bringing price transparency to the luxury sector, with a belief that transparency benefits the market as a whole. His most recent endeavor - Barker - is the culmination of that mission. Barker uses AI to price assets, warranties the price and pays the difference if the asset sells for less.

Previously he was CEO for Hindman (Chicago auction house) and Twyla (an Austin based Google Ventures backed start up) and Managing Director of Paddle8 among other roles. He has implemented successful strategic market pivots and technology transformations.

Notably he has also served as an Adjunct Professor at NYU and AIAF where he was invited by both to teach courses related to the online art market and art as an asset. He acted as the Treasurer of the APAA and has been guest speaker at various forums - Deloitte Art & Finance, Art Basel, Art Business Conference, TEFAF - and appeared in various publications as a market expert.



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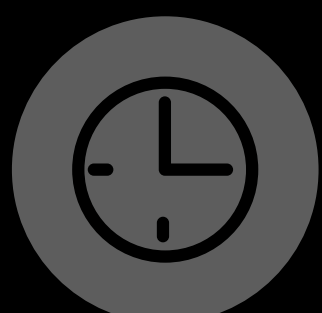
SPEAKERS

Roberta Ghilardi

Sustainability Manager, Deloitte Italy



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SPEAKERS

Roberta Ghilardi

Sustainability Manager, Deloitte Italy

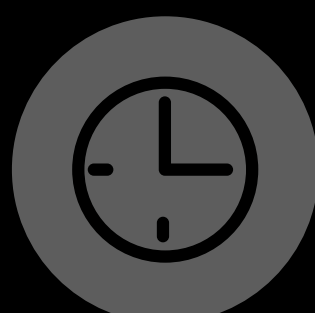
In Deloitte since 2017 she has gained strong experience in strategic consulting and services related to corporate social responsibility themes, as:

- Performing Social Return on Investment (SROI) analysis;
- Supporting in Non-Financial Information reporting activities and assurance, in accordance with national and international guidelines (e.g., GRI) and legislative requirements (e.g., EU Non-Financial Reporting Directive, EU Taxonomy);
- Defining and performing stakeholder engagement, induction and training, of materiality analysis activities;
- Defining and supporting the implementation of ESG strategies and objectives;

Member of the Art & Finance service line offering of Deloitte Private in Italy.



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SPEAKERS

Vincent Gouverneur

Partner, EMEA Investment Management Leader,
Art & Finance Leader, Deloitte Luxembourg



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SPEAKERS

Vincent Gouverneur

Partner, EMEA Investment Management Leader,
Art & Finance Leader, Deloitte Luxembourg

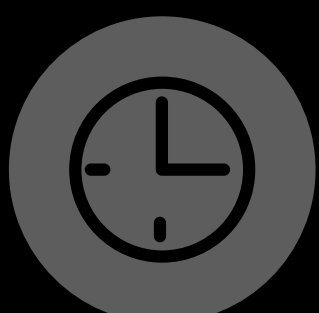
Vincent Gouverneur joined Deloitte in 2001 and is recognized for his technical expertise within the Deloitte network of member firms . He leads the Art & Finance initiative globally as well as the Investment Management industry in the EMEA region (Europe, Middle East & Africa). Additionally, he is Leader for the Financial Industries at Deloitte Luxembourg.

He is a member of the OEC (Ordre des Experts Comptables) in Luxembourg.

Vincent holds a Master in Business & Administration & a Master in Econometrics & Quantitative Economics from Louvain-la-Neuve (Belgium). He is fluent in French & English.



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SPEAKERS

Monica Heslington

Vice President, Goldman Sachs Family Office –
Art & Collectibles Strategy



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SPEAKERS

Monica Heslington

Vice President, Goldman Sachs Family Office –
Art & Collectibles Strategy

Monica is a Vice President on the Goldman Sachs Family Office (GSFO) Wealth Strategy team in Private Wealth Management.

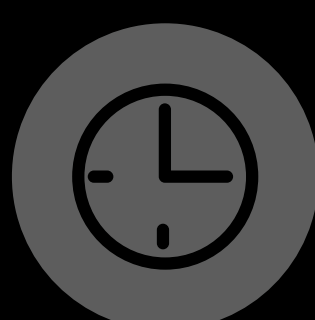
She leads the GSFO Art and Collectibles practice, fielding a wide range of art and collectibles-related questions from our advisors and their clients. She is a member of PAIAM (Professional Advisors to the International Art Market). Prior to joining Goldman Sachs, she was a Tax Supervisor at Berdon LLP, and worked with families and high net worth individuals on income tax and estate planning.

Previously, Monica was an art professional in NYC for seven years and is familiar with the inner workings of the art trade. She was the Associate Director of Acquisitions & Auction Liaison at Spanierman Gallery LLC, where she negotiated and oversaw the purchase and consignment of American fine art from private and corporate collectors, as well as auction houses. She also worked at Sotheby's in the 19th & 20th Century Sculpture and Arcade Paintings Departments. While in law school, she interned at the Holocaust Claims Processing Office of the State of New York Banking Department and focused on art restitution cases.

She received an undergraduate degree in Art History from the American University of Paris in France and currently serves as a Director on the Board of the American University of Paris Foundation. Monica also holds a Juris Doctorate from the Benjamin N. Cardozo School of Law and a Master of Laws in Taxation from New York University School of Law.



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SPEAKERS

Anders Petterson

Managing Director, ArtTactic



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SPEAKERS

Anders Petterson

Managing Director, ArtTactic

Anders Petterson is the founder and managing director of ArtTactic Ltd, a London-based art market research and analysis company.

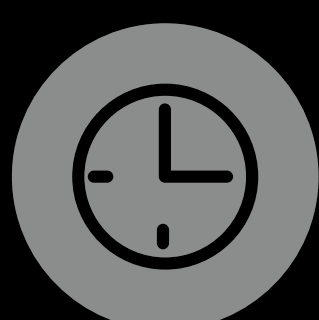
Anders began his career at JP Morgan and went on to set up ArtTactic in 2001. ArtTactic has become one of the leading art market research companies and a pioneer in using crowd-sourcing techniques for gathering and processing intelligence on the art market.

ArtTactic produces a number of global art market reports in collaboration with partners such as the Deloitte Art & Finance Report, Hiscox Online Art Trade Report, TEFAF Art Dealer Financing and India Art & Philanthropy report in partnership with W/R/B Underwriting.

Anders Petterson is regularly lecturing on the variety of art market topics for Sotheby's Institute (London), Christie's Education (London) and ESA (Beirut). Anders Petterson was a founding board member of Professional Advisors to the International Art Market between 2011 and 2021.



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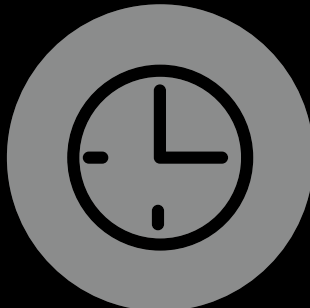
SPEAKERS

Adriano Picinati di Torcello

Director, Global Art & Finance Coordinator,
Deloitte Luxembourg



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SPEAKERS

Adriano Picinati di Torcello

Director, Global Art & Finance Coordinator,
Deloitte Luxembourg

Adriano is the Global Art & Finance coordinator for the Deloitte group of member firms and has over 20 years of professional experience.

He is in charge of the Art & Finance activities within Deloitte Luxembourg, an initiative he has been coordinating since its inception in 2008 (www.deloitte-artandfinance.com). Adriano also coordinates the development of the Art & Finance activities at the Deloitte group level. Over the past decade, Adriano has been working towards the creation of an Art & Finance/Business cluster in Luxembourg.

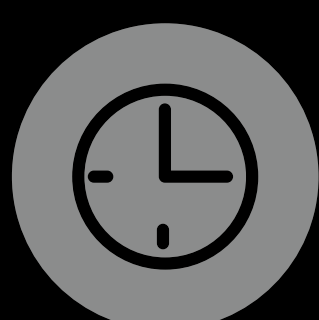
To create public awareness of the Art & Finance subject, Adriano initiated the international Deloitte Art & Finance Conference cycle that has become the annual benchmark event in the field. He has also developed Art & Finance seminars for professionals seeking guidance about the global art market and he is the co-author of the Deloitte and ArtTactic Art & Finance Report. As the spokesperson of the Art & Finance initiative within Deloitte, he regularly speaks at national and international conferences.

Adriano started his professional career as an auditor. He also spent several years with Banque Degroof Luxembourg to develop the group's activities in France through wealth structuring and funds services. Before joining Deloitte in 2008, he held management positions in the Asia Business Development team and in the Strategic Planning team of Deutsche Börse Group.

Adriano has a degree in business sciences and finance, as well as an MBA and a M.Sc. in banking and finance. He is fluent in French, English and has a very good command of Italian.



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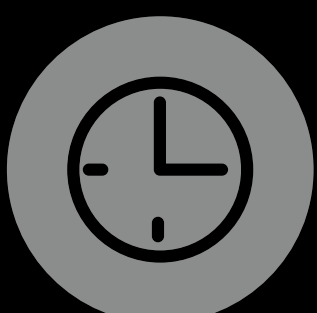
SPEAKERS

John Psaila

Chief Executive Officer, Deloitte Luxembourg



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SPEAKERS

John Psaila

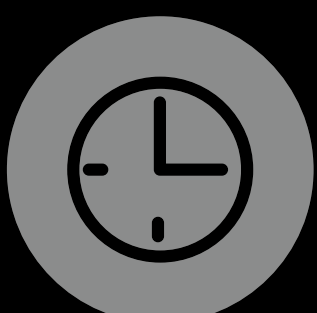
Chief Executive Officer, Deloitte Luxembourg

John started at Deloitte as a junior in 1995 and has been loyal to the Deloitte brand ever since. He has worked as an auditor for three different Deloitte member firms, and been exposed to a broad portfolio of clients that are diverse both from an industry as well as from a cultural perspective. John is specialized in group audits of commercial and industrial companies, and a reference when it comes to the framework governing the operation of public companies in Luxembourg. John joined Deloitte's Luxembourg firm in 2001 and was appointed to Partner in 2008. In 2015, he was further promoted to the firm's Executive Committee, and he acted as Deloitte Luxembourg's Reputation & Risk Leader until he was elected as the firm's next Managing Partner in October 2017 at the age of 39.

Originally from Malta, John is a fellow of the UK Association of Chartered Certified Accountants, a member of the Luxembourg Institute of Auditors, and an Authorised Statutory Auditor (réviseur d'entreprises agréé) in Luxembourg.



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SPEAKERS

Nick Tabone

Partner, Private Equity Leader, Deloitte Luxembourg



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SPEAKERS

Nick Tabone

Partner, Private Equity Leader, Deloitte Luxembourg

Nick Tabone joined Deloitte Luxembourg in 2005, and currently serves as an Audit & Assurance Partner in the Private Equity Industry sector.

Nick has extensive experience in the Private Equity industry delivering audit and assurance services to clients in this industry. He has developed an expertise in the financial services and commercial industries in Luxembourg and Malta. Nick specializes in both regulated and unregulated private equity funds

He is recognized for his technical expertise within the Deloitte network of member firms and has been appointed as Private Equity leader, and also Client & Industry Leader for the Luxembourg firm.

Nick is also a fellow member of the Association of Chartered Certified Accountants, and Executive Committee Member of the Luxembourg Private Equity and Venture Capital Association (LPEA)

He is as Réviseur d'entreprises agréé in Luxembourg, and a Chartered and Certified Accountant. He is fluent in Maltese, English, Italian and French.



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SPEAKERS

Wolfe Tone

Global Deloitte Private Leader, Vice Chair,
US Deloitte Private Leader



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SPEAKERS

Wolfe Tone

Global Deloitte Private Leader, Vice Chair,
US Deloitte Private Leader

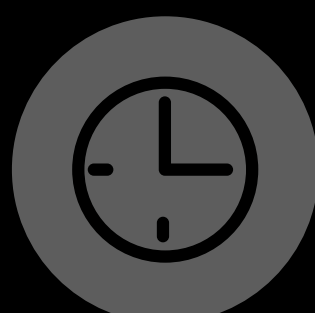
Wolfe serves as the Global and US Deloitte Private Leader. In this capacity, he oversees a dedicated team within the firm that caters to the distinctive requirements of privately held businesses, family enterprises, private equity funds, portfolio companies, and emerging growth companies. For each of these subsegments, Deloitte Private professionals address the unique needs of private companies and their stakeholders leveraging the depth and breadth of the network's business expertise coupled with industry insights to serve mid-and large-sized private businesses around the globe.

In addition to his leadership role, Wolfe actively engages as a client service partner, leading multi-disciplined engagement teams that provide a variety of services including tax compliance and consulting, financial and risk advisory services, corporate restructuring support, M&A diligence, IPO planning, cyber risk solutions, technology transformations, and attest services. His expertise extends to authoring numerous articles on tax and business issues affecting private companies, and he has been interviewed by prominent media outlets such as the Wall Street Journal, The New York Times, The Economist, Investment News, and Politico, to discuss broader business matters impacting privately held enterprises.

Wolfe resides in the suburbs of Chicago with his wife and two wonderful children, along with their lively pair of Labradors. Outside of work, he also enjoys fishing, traveling the world, and cheering for his beloved Iowa Hawkeyes.



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Art and Artificial Intelligence: Beyond the Canvas
Luxury and Craftsmanship: The Art Market's Expanding Horizons
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