



## **New Collector Trends in Art & Finance**

Art & Finance Conference 2019

12<sup>th</sup> edition - Monaco





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# Agenda

TIME FRAME	SUBJECT	SPEAKERS
08:30   09:00	Registration and welcome coffee	
09:00   09:15	Welcome speech and introduction	<b>Vincent Gouverneur</b> - Partner, EMEA Investment Management Leader, Art & Finance Leader, Deloitte Luxembourg <b>Peter Brigham</b> - CEO, Rosemont Monaco SAM <b>Jean Castellini</b> - Minister of Finance and Economy, Principality of Monaco
09:15   10:15	Panel 1 Estate Planning: structuring art collection in an era of greater transparency	<i>Moderator:</i> <b>Pascal Noel</b> - Director of Operations, Deloitte Monaco <i>Panelists:</i> <b>Peter Brigham</b> - CEO, Rosemont Monaco SAM <b>Melanie Damani</b> - Managing Director, Hottinger Art Limited <b>Emmanuelle Ragot</b> - Partner, Head of Data/IP/TMT/Employment, Wildgen <b>Pietro Ripa</b> - Private Banker, Fideuram Bank <b>Freya Stewart</b> - CEO, Art Lending and Group General Counsel, The Fine Art Group
10:15   10:45	Break	
10:45   11:45	Panel 2 Art on Yachts: Monaco's unique vision	<i>Moderator:</i> <b>Janet Xanthopoulos</b> - Head of Yacht Ownership & Administration, Rosemont Yacht Services <i>Panelists:</i> <b>Olivier Blanchet</b> - Head of Jet & Yacht Finance, BNP Paribas SA <b>Daniela Boutsen</b> - President, Boutsen Design <b>Thierry Cognard</b> - Managing Director, WES Monaco <b>Bruno Peretti</b> - Director, Société Monégasque de Transports / Monaco Freeport <b>Mike Taylor-West</b> - Director Global Markets, Private Client, Marine & Aviation, La Playa Insurance
11:45   12:30	Presentation of the 6 <sup>th</sup> Deloitte Luxembourg & ArtTactic Art & Finance Report	<b>Anders Petterson</b> - Founder & Managing Director, ArtTactic <b>Adriano Picinati di Torcello</b> - Director, Global Art & Finance Coordinator, Deloitte Luxembourg
12:30   14:00	Lunch - Salon de la mer	

TIME FRAME	SUBJECT	SPEAKERS
14:00   15:00	Panel 3 <b>Transformation of the art market by 2030: opportunities and challenges for art collectors</b>	<i>Moderator:</i> <b>Simon de Pury</b> - Founder and Owner, de Pury <i>Panelists:</i> <b>Tiqui Atencio</b> - Art Collector <b>Martin Guesnet</b> - Senior Associate Director, Artcurial <b>Dr. Thomas Kellein</b> - Director, Bergos Berenberg Art Consult <b>David Nahmad</b> - Art Collector <b>Sophie Neuendorf</b> - VP, Strategic Partnerships, artnet
15:00   16:00	Panel 4 <b>How collectors can better manage their collection and reduce risks through technology</b>	<i>Moderator:</i> <b>Solenne Blanc</b> - Managing Director, New Business Lines, Beaux-Art & Cie <i>Panelists:</i> <b>Curt Bilby</b> - President & CEO, Art Analysis & Research <b>Nanne Dekking</b> - Founder and CEO, Artory <b>Philippe Gellman</b> - Co-founder and CEO, Arteia <b>Niko Kipouros</b> - Founder & CEO, 4ARTechnologies <b>Dorit Straus</b> - Senior Advisor, Wondeur AI
16:00   16:30	<b>Coffee break - Salon de la mer</b>	
16:30   17:30	Panel 5 <b>Private Museums: trends and the impact of Virtual Reality</b>	<i>Moderator:</i> <b>Henry Blundell</b> - CEO, MasterArt <i>Panelists:</i> <b>Vitomir Jevremovic</b> - Founder & CEO, VR-All-Art <b>Joel Kremer</b> - Co-founder & Director, The Kremer Collection <b>Sylvain Levy</b> - Co-founder, DSLcollection <b>Allegra Shorto</b> - Art Director, Khora Contemporary - Faurschou Foundation
17:30   17:45	<b>Closing Speech</b> (with consecutive translation)	<b>Inna Bazhenova</b> Owner, Publisher, The Art Newspaper international network
17:45   18:00	<b>Closing Remarks</b>	<b>Guillaume Rose</b> CEO, Monaco Economic Board
18:00   19:00	<b>Cocktail reception - Horizon deck</b>	



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# Speakers

by alphabetical order



## Tiqui Atencio

### Art Collector

Tiqui Atencio Demirdjian is Chairwoman of the International Director's Council of the Solomon R. Guggenheim Museum and an Ex-Officio Trustee of the Solomon R. Guggenheim Foundation.

She is Chairwoman of the Tate's Latin American Acquisition Committee, a member of the Tate's International Council and Ex-Officio Trustee of Tate America's Foundation.

She is a member of the associations of friends of the Musée d'Art Moderne de la Ville de Paris, and of the Nouveau Musée National de Monaco.

In 2016, Tiqui published a book titled 'Could Have, Would Have, Should Have; Inside the World of the Art Collector'.



## Inna Bazhenova

### **The Art Newspaper international network**

Owner, Publisher

Inna Bazhenova is the owner of The Art Newspaper international network, publisher of The Art Newspaper Russia, co-publisher of Russian Art Focus online media, and founder of IN ARTIBUS Foundation. She is also an art collector and philanthropist.

In 1991 Mrs. Bazhenova graduated from the Gorkiy State University named after Lobachevsky, Computational Mathematic and Cybernetics faculty, specializing in Applied Mathematics.

In 1994 Mrs. Bazhenova became a co-founder, the chief financial officer and the chief accountant of ZAO Gidroaerocentr.

In 1999 Mrs. Bazhenova joined OAO Gazprom as a chief specialist.

In 2004 Mrs. Bazhenova co-founded ZAO Gazmashproect which provides technical maintenance services for major and supporting equipment, assembling of production equipment, and implementation of high-tech power-saving technologies.

In 2012 Mrs. Bazhenova launched The Art Newspaper Russia and The Art Newspaper Russia Annual Award. Since June 2013 she has been the owner of The Art Newspaper international network with editions in London, New York, Paris, Shanghai, Turin, and Tel Aviv.

In 2014, IN ARTIBUS Foundation was established – a non-profit organization and private museum in Moscow, which studies and popularizes classic and modern art.

In 2017 Mrs. Bazhenova initiated the The Art Newspaper Russia Film Festival in Moscow – an annual international festival of movies about art and artists.

In 2018 together with Dmitry Aksenov (Aksenov Family Foundation) Inna Bazhenova co-founded Russian Art Focus, an online media focusing on the Russian art scene for an English-speaking audience.



## Curt Bilby

### **Art Analysis & Research**

President and CEO

Rocket scientist, art enthusiast and entrepreneur with over twenty-five years of executive leadership experience in both the US and Europe, Curt Bilby is currently serving as President and CEO of Art Analysis & Research. The firm offers technical investigation of artworks by combining scientific analysis, technical imaging as well as art history to aid with attribution, authentication and forgery detection.

Before devoting his work fulltime to AA&R, fuelled by a strong belief in the power of technology, Dr. Bilby had a decade of successful experience in numerous biotech and biopharmaceutical companies, where he worked to cure cancer and radiation

exposures through the development and commercialisation of new technologies.

Dr. Bilby has engineering degrees from Rose-Hulman Institute of Technology and Auburn University and conducted his doctoral work at The University of Texas at Austin. Of note is his selection as a Distinguished Young Alumnus of Rose-Hulman where he was also awarded an honorary doctorate.



## Solenne Blanc

### **Beaux Arts & Cie**

Managing Director, New Business Lines

Solenne Blanc is Managing Director for New Business Lines at Beaux Arts & Cie, driving internal and external growth (Beaux Arts Institute, Beaux Arts Consulting, Point Parole, Artips) and developing advisory services for cultural institutions.

She has 22 years' experience in strategic planning, business modelling and innovation projects, advising key players in Media and Cultural industries.

Solenne graduated from ESSEC Business School in 1995 and began her professional career at Arthur Andersen Business Consulting in the TMT department, before joining TheatreOnline, an online editorial & ticketing service for theatre. In 2002,

Solenne joined Greenwich Consulting (now part of EY), a consulting firm dedicated to Telecom and Digital, where she launched and developed the Media, Culture & Entertainment practice.

She has authored several studies on the economy of media and culture, including an economic overview of cultural and creative industries worldwide: *"Cultural Times, the first global map of cultural and creative industries."*



## Olivier Blanchet

### BNP Paribas SA

Head of Jet & Yacht Finance

Having graduated Paris-Dauphine University with a master of economics and industrial organizations, Olivier was also recently certified from the University of Cambridge to develop Positive Impact Business on behalf of the Institute for Sustainability Leadership.

Olivier has developed skills in structuring, credit risk and project management, acquired in Corporate Banking with a focus on Asset Finance. He has held various positions as relationship manager, credit analyst, portfolio manager, credit structurer and credit project manager. His specialties include deal origination and structuring, risk management, reengineering and IT projects.

Olivier joined BNP Paribas in 1993 and has held various origination and management roles through the International Corporate Banking Network. In 2002, he discovered that *"God must have been a ship owner or a yacht owner because he placed raw materials and paradises far from where they were needed and covered 2/3 of the earth with water"*. He became a Maritime Banker. He developed a solid international business relationships portfolio, with a focus on commercial vessels and ship owners. He launched a dedicated offer for yacht financing in 2006.

As Head of Yacht and Shipping Finance Services at BNP Paribas, Olivier works in close cooperation with the

Wealth Management department, providing specialist guidance for his yacht financing team, particularly in marketing, structuring, loan documentation and due diligence compliance.



## Henry Blundell

### **MasterArt**

Chief Executive Officer

Henry Blundell has been active in the Art Market since 2000 through his company ArtSolution, who specializes in information technology solutions. Amongst his clients are major art fairs such as TEFAF Maastricht, Art Miami, Masterpiece in London and art galleries of international reputation. Mr. Blundell launched MasterArt.com in 2013. Since its inception, MasterArt has gained recognition as the premier online resource strictly dedicated to high-quality artworks issued from the world's major art dealers, while bringing together an unparalleled network of relationships with the art world's most influential people.

MasterArt.com has developed a number of applications that enable collectors to identify top quality, learn more about art, and remain abreast of trends in the art market. MasterArt's innovations include an online database of more than 15.000 artworks, all of the finest quality, from over three hundred reputable international dealers, a digital library of art catalogues, and virtual tours of the most important fairs.

The organization provides a quality label for art and brings together collectors, traders and art experts.



## Daniela Boutsen

### **Boutsen Design**

President

Born in Berlin on the Western side of “The Wall”, Daniela grew up in an environment open to cultural diversity. From a very early age, Daniela loved art and beautiful items. It was during her apprenticeship at the renowned KPM, the Royal Porcelain Manufacture in her native Berlin, that Daniela’s passion for the very finest tableware and the ‘Art de la Table’, was born.

At twenty-one, Daniela headed up her very own event-planning agency, a company that quickly developed into one of the biggest in Germany, with a powerhouse clientele. Daniela is married to former Formula 1 champion Thierry Boutsen; together they founded the aircraft sales and acquisitions company BOUTSEN AVIATION with a view to positioning

themselves at the forefront of the pre-owned aircraft sales market. To date, they have sold over 375 aircraft and are highly respected for their ethics and performance.

While Thierry led the front end operations, Daniela managed the back office side of the company but her dream for art and design lingered. This dream would soon become a reality after a client commissioned her to take care of the interior decoration of his aircraft. Daniela coordinated everything from the pillows to the flower vases, tableware and champagne bucket to the cashmere throws. As a result, having encountered all that comes with the completion of large aircraft, the concept of BOUTSEN DESIGN was born.

That moment marked the beginning of Daniela’s second career where her passion for the ‘art de la table’ was finally fulfilled with the inauguration of BOUTSEN DESIGN at the Dubai Airshow in 2012. It was created with a clear vision to do this work to the utmost perfection. From the initial temporary Showroom in the Boutsen Aviation’s offices in Monaco, the company has grown meteorically to include the ‘one-stop shop’ Showroom across the street, a significant Logistics centre, as well as the first and unique Concept Store at the General Terminal in Nice Côte d’Azur Airport.

In just a few years Daniela has accomplished many great milestones with many more to come.



## Peter Brigham

### **Rosemont Monaco**

Managing Director/CEO

Peter has been practicing in Monaco since 1988. He qualified with Ernst and Whinney in London and is now a Fellow of the Institute of Chartered Accountants of England & Wales. He has been a member of STEP since 1998, is a member of the Institute of Directors, the ITPA (International Tax Planning Association), member of AMCO (Association Monégasque des Compliance Officers), and Secretary of the Monaco Association of Trust and Corporate Service Providers - AMPA (Association Monégasque des Professionnels en Administration de Structures Etrangères).

Based in Monaco, Peter is responsible for overseeing the development of the international offices of Rosemont. Peter also acts for selected private clients in a wide range of areas, including strategic business development, international structuring, tax and estate planning.



Photo: Direction de la Communication - Michael Alesi

## Jean Castellini

### **Principality of Monaco**

Minister of Finance and Economy

Jean Castellini is the Minister of Finance and Economy for the Principality of Monaco. He was appointed by His Serene Highness Prince Albert II of Monaco and took up his position on the 26th of December 2012.

Prior to his current position, from 2009 to 2012, Mr. Castellini was the Chief Executive Officer of the J. Safra Bank (Monaco).

In his early career, he worked nine years for Barra, the world's leading risk analytics provider for investment portfolios. Then from 1998 to 2004, he worked in Paris for Russell Investments, a leader in investment advice for institutional investors.

He returned to Monaco in 2004 where, during the first two years, he set up his own consultancy Investment Research providing services in economic and financial matters to both the Prince's Government and to the National Council.

He was then appointed by the Prince to advise the Prince's Cabinet from 2006 to 2007.

He was later appointed Secretary General of the Monaco Financial Services Authority (CCAF) until 2009.



## Thierry Cognard

### **WES Monaco**

Managing Director

After spending 18 years in the express transport industry as commercial & marketing manager, Thierry Cognard teamed up with Alexandre Trueba to develop the company WES.

Their strategy is to offer transport and customs solutions to very demanding niche markets in terms of quality of service and discretions.

For 20 years the target markets for WES have been art, yachting, luxury fashion, haute couture, and luxury vehicles.

WES is an Authorised Economic Operator (AEO)

- WES voluntarily meets a range of criteria, working in close cooperation with customs authorities to assure the common objective of supply chain security, and are therefore entitled to enjoy benefits throughout the EU.
- WES is based in Monaco, Nice and Paris.



## Melanie Damani

### Hottinger Art Limited

Managing Director

Melanie Damani joined Hottinger Group in 2019 as Co-Founder and Managing Director of Hottinger Art Ltd.

Prior to joining Hottinger Group, Melanie was Head of Art Advisory at Edmond de Rothschild Group. She worked within the Wealth Solutions Department, which aims to assist clients with protecting, increasing and transferring their wealth over generations.

Before developing her career as an art advisor, Melanie was a corporate lawyer practicing at top-tier Swiss and international law firms. In her last role as lawyer, Melanie was an Associate within the Wealth Management Group of law firm Baker & McKenzie in

Zurich. She advised individuals, trust companies, private banks and other financial institutions on a wide range of fiduciary issues including international tax, wealth and estate planning matters. She was also involved in mergers and acquisitions, general corporate, and intellectual property matters.

Melanie holds a MA (Hons) in Law from the University of Geneva as well as a MA of Laws (LL.M) from the University of California at Berkeley. She also holds a MA (Hons) in Art Business from the Sotheby's Institute of Art, jointly delivered by the University of Manchester. Melanie was presented with an award for Excellence in Business Development at the 2019

City of London Wealth Management Awards. Melanie is Swiss and Italian and practices in English, Italian, German and French.



## Nanne Dekking

### Artory

Founder and CEO

Nanne is the Founder and CEO of Artory, New York/Berlin and Chairman of the Board of TEFAF. Artory's core product, the Artory Registry, is a secure, digital registry of verified information about artworks and collectibles, and their history. Artory builds an additional layer of trust into the art market that is already the norm when purchasing other valuable items—houses, cars, jewelry, or even computer software.

Nanne is an eloquent advocate for change in the international art market. Prior to founding Artory, he was Sotheby's Vice Chairman and Worldwide Head of Private Sales. Before joining Sotheby's, he was Vice President of Wildenstein & Co., one of

the world's leading art dealers, where he advised individuals, museums, and foundations on the formation and development of their collections. Nanne was the founder and principal of Nanne Dekking Fine Arts, an art consultancy firm and gallery in New York. He is the current Chairman of The European Fine Art Fair (TEFAF).

After graduating from the University of Amsterdam he held numerous distinguished positions in The Netherlands, including Deputy Administrative Director of the Dutch National Ballet. He started his career as Assistant Curator of the Historical Collections of HM The Queen of The Netherlands.



## Philippe Gellman

### Arteïa

Co-founder, CEO

After graduating in Economics from Paris Dauphine University, Philippe Gellman worked in the Financial sector for nearly 30 years. He started to work for retail brokers on the equity markets for various French and foreign banks and brokers. He created the equity desk of Fimatex subsidiary of Société Générale in 1995, which became Boursorama, and co-founded and managed the first independent on-line broker Bourse Direct from 1997 to 2005, which was listed on the French Paris Stock exchange in 1999.

An entrepreneur at heart, he has taken over companies in sectors such as asset management, diet and lifestyle, fashion and gaming. Having been an art collector for 20 years, he co-founded and has managed Arteïa as CEO since its creation in 2016.



## Vincent Gouverneur

### **Deloitte Luxembourg**

Partner, EMEA Investment Management Leader, Art & Finance Leader

Vincent has more than 25 years' experience in dealing with pan-European distributed funds. He started his career in audit in 1991 before joining Fidelity Investments in 1994, where he occupied, during 7 years, different functions in the Fund Operations department. He joined Deloitte in 2001 and in 2009 he was appointed Deloitte Investment Management Leader for the EMEA region (Europe, Middle East & Africa) covering all Consulting, Audit and Tax services.

Vincent is a senior adviser to the Financial Services Industry on a number of areas regarding Private Banks and Asset Managers and Asset Servicers on tax, risk, and regulatory reporting. He is also Art & Finance Leader.



## Martin Guesnet

### **Artcurial**

Senior Associate Director

Martin Guesnet, half French, half German, is passionate about contemporary art. For 10 years he was an actor with avant-garde theatre troops in Germany before switching to focus on the fine arts. From 1986 to 1997 he was Director of the Galerie Beaubourg, Paris/Vence, after which he managed the Karsten Greve gallery in Paris. He joined the Francis Briest auction house in 1998 and dedicated himself to developing the contemporary art sales market in France. Between 2002 and 2014 he managed Artcurial's Contemporary Art Department where, under his direction, several collections were sold, including those of Jean Bousquet, Daniel and Florence Guerlain and Micheline and Claude Renard, as well as Jean Pollack.

In 2012 he was made a Chevalier of the Ordre des Arts et des Lettres. In 2014 Martin was appointed Director for Europe and is in charge of developing Artcurial's European activities and co-ordinating the German, Austrian, Belgian and Italian offices.



## Vitomir Jevremović

### VR-All-Art

Founder and CEO

Vitomir Jevremović is the founder and CEO of VR-All-Art, the first platform and a new marketplace for artists, galleries, museums and the general public to exhibit, explore and acquire art in the virtual and augmented worlds. Run on a blockchain-implemented protocol layer, VR-All-Art provides the certification of art, and trade of art through smart contracts developed according to CIDOC-CRM, ISO-approved standard.

VR-All-Art brings much-needed liquidity in the art space through the new token economy model and expansion of real-life galleries and museums into infinite Virtual Reality spaces.

Vitomir has a background in both development and business. He has been running a production company, Digital Mind, creating VR, AR, web and mobile applications in the fields of marketing, culture, and education. He has been involved in marketing, digital production and development for more than 20 years, working on various projects from software tools in archeology to interactive 3D reconstructions of ancient sites, computer and mobile games, interactive installations, animated movies and now Virtual Reality projects. He has authored one of the first Virtual Reality museum installations – the VR museum of Nikola Tesla. He has a degree in archeology and a passion for digital museums and arts.



## Dr. Thomas Kellein

### **Bergos Berenberg AG**

Director Art Consult

Kellein acted as curator and museum director from 1982-2012, starting at Staatsgalerie Stuttgart, followed by Kunsthalle Basel (1988-1995), Kunsthalle Bielefeld (1996-2010), and the Chinati Foundation in Marfa, Texas (2011-2012).

In 2013, he established the Art Consult Department at Berenberg (a German private bank founded in 1590 in Hamburg). His service was moved to Berenberg Schweiz in 2017, where the bank was renamed Bergos Berenberg in 2018.

Kellein has worked with internationally acclaimed artists such as Georg Baselitz, Louise Bourgeois, George Condo, Walter De Maria, Richard

Hamilton, Donald Judd, Mike Kelley, Robert Longo, John McCracken, Shirin Neshat, Qiu Zhijie, Hiroshi Sugimoto, or Lawrence Weiner. He has also curated major exhibitions of Caspar David Friedrich, Kasimir Malevich, Ad Reinhardt, Mark Rothko, Clyfford Still and Andy Warhol.



## Niko Kipouros

### **4ARTechnologies AG**

Founder & CEO

With a long track record as an entrepreneur and investor whose portfolio spans more than 50 companies, Niko Kipouros combines excellent business sense with a deep understanding of the art industry and its complexities. Kipouros studied Economics at Universities in Düsseldorf and Athens.

He started his professional career as an investment banker with Merrill Lynch in 1985 in London, and later he joined Prudential Bache in Düsseldorf. In 1995 he founded Omega Capital Group. Based on these experiences, Niko established himself in the last 20 years as a successful art broker and collector in Switzerland.

As an enthusiast for technology and the digital world, Niko saw the potentials of Blockchain and Cryptocurrencies in the art world and he wholeheartedly supports the digital revolution. This led to establishing of 4ARTechnologies, a company whose aim is to put an end to art fraud, but also to offer added value to all the players involved in the art world. He founded the company in 2016 together with his long-lasting partner Rolf Maier, one of the biggest German art insurance brokers. The company is based in "Crypto Valley" in Zug, Switzerland.

Niko is fluent in English, German, Greek and Italian.



## Joel Kremer

### **The Kremer Collection**

Co-founder & Director

Joel has an extensive background in the online industry, starting in 1998 in online advertising for the BeNeLux and UK markets. After receiving a degree in Economics, he joined Google UK & NL's sales teams, focusing on retail clients. He has also worked in several of Google's product teams to launch advertising products for Europe and train Google Europe's new hires.

Joel subsequently founded Kremer Consulting, specialising in helping off/online companies in activating/accelerating their online business. He is a frequent keynote speaker at conferences, and a masterclass trainer for large tech companies all over the world.

He has over 20 years' experience in the online industry, including marketing, implementation, and analytics.

Joel manages the Kremer collection, and he built the award-winning VR Museum, where he launched the museum's "Mighty Masters" programme for children.



## Sylvain Levy

### **DSLcollection**

Co-Founder

Sylvain and Dominique Levy co-founded DSLcollection in 2005. Since its inception, the DSLcollection has been trying to bridge harmoniously the worlds of Art, Humanities, and Science.

- Art especially by being one of the only collections focused on Chinese contemporary art.
- Humanities by keeping the collection as a family and personal journey, and especially by having their daughter fully involved in the project.
- Science by using the technology to open new spaces and experiences for people to connect with art.

DSLcollection also decided that the collection should be a nomadic one. From 2005 it went from a website to a 2D and 3D museum, and in 2012 a museum on Second Life and now augmented reality and virtual reality.



## David Nahmad

### Art Collector

David Nahmad is undoubtedly one of the most powerful men in the art market. A descendant of a Jewish Lebanese art family residing in Monaco and a cousin of the late Edmond Safra, he and his family are perhaps the single biggest buying force in fine art. The life of the art collector, born in 1947, has crossed paths with the lives of the century's major artists.

The eighth child of Hillel Nahmad, a Syrian banker who settled in Beirut in 1945 before migrating to Italy, David Nahmad got into the saddle with his older brother Joseph, who was a true mentor to him and his second brother Ezra. Together they created a gallery in Milan and quickly created their network. Young David accompanied his brother to galleries and auctions, and made his first sale, a Max Ernst, aged 17. He therefore gave up his dream of

becoming a mathematician. But with no regrets. "In art I discovered a great science! If Kandinsky created abstraction, Duchamp created Dadaism, Breton was at the start of the surrealist movement and we have come to informal art, consumer society or pop art, that's because there's a logic to it," he says today. He is not a sentimentalist when it comes to what should be sold or kept. "You need to keep what becomes a historical document, a testimony of our society and our culture. For example, the world changed with space exploration and the artists who demonstrate that are Fontana, by piercing the canvas, and Yves Klein by creating the void." Nevertheless, David Nahmad remains sentimental. He refuses to sell the Tanguy and Max Ernst works he bought when he was 18. "Those paintings cost me nothing and

they symbolise my life story."

His collection is a unique epitome of fine taste and knowledge of art. Family and art are sacred for the Nahmads. David Nahmad is delighted that he made his father and his cousin, the banker Edmond Safra, understand the importance of art before they died. "Nothing in this world is more crucial than art," he says. His two sons, Helly and Joe, continue the noble tradition and specialize in contemporary art. Today David Nahmad enjoys above all displaying his collection by loaning the works to major museums and art foundations worldwide. He and his family have loaned to a total of 200 museums, including 40 in France. David Nahmad is married to Colette Nahmad and has three children. He is the 1996 Backgammon World Champion.



## Sophie Neuendorf

**artnet**

Vice President, Strategic Partnerships

Sophie Neuendorf is Vice President in Strategic Partnerships at artnet, leading the firm's partnership program with art fairs, financial and cultural institutions. With eight years of experience at artnet, Sophie also served as Director of their prestigious Gallery Network, a platform for the world's leading galleries. In a globalized art world, artnet's products, such as the Price Database and Gallery Network, provide collectors, professionals and galleries with the information, inventory management, and marketing tools they need to grow their business and move the art world forward.

Sophie is German, London-educated, and spent time at Christie's before entering artnet.



## Pascal Noel

### **Deloitte Monaco**

Director of Operations

Pascal is a tax Director at Deloitte Monaco.

Pascal started his career with Deloitte in Luxembourg in 1986, and contributed to the launch of the Monaco office in 2014.

Pascal has an international tax background. Its main clients are financial institutions and local authorities who need to adapt their business and procedures to the new international tax standards (FATCA, CRS, BEPS, DAC...)



## Bruno Peretti

### **Société Monégasque de Transports (S.M.T)**

Director

Bruno Peretti is 40 years old, graduated in 2001 from ESPEME (EDHEC Group) in Nice, International Business school with a speciality in Marketing.

His professional experience began back in 1998, with France Telecom, the launch of Wanadoo, and commercialisation of Itineris, the main internet and mobile service providers in France at this time.

This technical and marketing experience led to a position at E.P.N (European Press Network) in Paris, an independent international press agency specialized in converging press room systems and emerging online editing tools.

In 2001, he joined Tec Capital Investments Ltd as a junior consultant, working in London for the next 2 years on various projects from commercialisation of 3D modelling software for the video game industry to new multimedia support software for the press industry.

In 2004, he joined family business S.M.T, founded in the Principality in 1974. A perfect occasion to associate his technical and international experience in new technologies with 3 generations of extensive knowhow on transport, storage and customs formalities in Europe and abroad. Here, he developed tailor-made, state-of-the-art solutions for packing, transport and storage of personal effects and

high-value items (such as antiques and works of art).

This naturally led to his participation in the opening of the Monaco Freeport as technical advisor, for which S.M.T is the main operator in Monaco.

Currently, he is the co-owner of S.M.T, with Nicolas Peretti. Exclusively based in Monaco, the company mainly specializes in tailor-made solutions in fine art storage, transport and customs formalities, but also in archiving systems and removals. S.M.T has acquired an extensive experience and network, including multi residencies, permanent and temporary locations (such as planes, second residencies and yachts).



## Anders Petterson

### **ArtTactic**

Founder & Managing Director

Anders Petterson is a leading authority within the art market and the art industry. He is the Founder and Managing Director of ArtTactic, a London-based art market research and data intelligence company set-up in 2001. He lectures regularly on the topic of 'Art as an asset class' and is a Board Member of Professional Advisors to the International Art Market.



## Adriano Picinati di Torcello

### **Deloitte Luxembourg**

Director, Advisory & Consulting, Global Art & Finance Coordinator

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. 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 at KPMG. He also spent several years with Banque Degroef 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.



## Simon de Pury

### de Pury

Founder and Owner

Simon de Pury is one of the leading figures in the art market. He is renowned for his deep and longstanding knowledge of the global marketplace and for his legendary performance on the auction podium.

At the beginning of 2013 Simon founded de Pury de Pury, a company specializing in building collections, consulting established collectors and institutions together with facilitating private transactions of Impressionist, Modern, Post War and Contemporary Art. Additionally, he conceives and curates exhibitions and is active in the branding of artistic, cultural and real estate projects as well as supporting and advising artists.

In 2015, together with Arnaud Massenet, co-founder of Net-A-Porter, he founded de-Pury.com, an online

platform for contemporary culture and auctions of contemporary art.

In 2016 Simon de Pury published *The Auctioneer*, his memoirs, that came out in the U.S. The U.K edition, Spanish, French and Chinese edition were released in 2017.

From 2000 to 2012 he was Chairman and Chief Auctioneer of Phillips de Pury & Company. Earlier in his career he was Chairman Europe and Chief Auctioneer Worldwide at Sotheby's. He was also curator of the Thyssen-Bornemisza Collection, the world's largest private collection at the time, that today is housed in its own museum in Madrid.

Simon has been instrumental in championing the careers of many contemporary artists, photographers and designers. He has auctioned and

secured a substantial number of the most legendary art collections for auctions and private treaty.

In 2010, he was the subject of an hour-long documentary on the BBC, titled 'The Man with the Golden Gavel'. In 2010 and 2011 he was the mentor in Bravo's reality TV show 'Work of Art: The Next Great Artist'.

He is an active charity auctioneer, and over the years has raised hundreds of millions of dollars for a number of charities and cultural institutions. Examples include amfAR, Leonardo DiCaprio Foundation, Guggenheim Museum, New Museum, Museum of Contemporary Art (MOCA) Los Angeles, Fondation Beyeler, Human Rights Watch, Elton John Aids Foundation and many others.



## Emmanuelle Ragot

### Wildgen S.A.

Partner - Head of Data/IP/TMT/Employment  
and Head of Wildgen 4 Art

Qualified as Avocat à la Cour in Paris and Luxembourg, Emmanuelle, Partner, heads Wildgen's Data Protection, Intellectual Property and Technology, Media & Telecommunications (Data/IP/TMT) practice group as well as the Employment law practice group, Wildgen 4 Innovation, a legal hub for start-up businesses, launched in March 2015, and Wildgen 4 Art.

Before joining Wildgen in 2012, she worked for international law firms. Throughout more than 20 years of practice in London, Paris and Luxembourg, Emmanuelle has developed a sound experience in protecting her clients' interests and has built up a strong independent network of experts in other jurisdictions.

Focused on both litigation and advisory work, she made a name for herself in litigation specifically related to intellectual property rights. She represents high-profile local and international clients in the protection, acquisition, negotiation, use, distribution of IP rights and IP tax structuring.

She has achieved prestigious top rankings in the most authoritative directories of the legal profession in Europe. The Legal 500 EMEA guide ranked Wildgen as a Tier-1 firm in IP and IT and described Emmanuelle's team as "one of the best IT/IP practices in Luxembourg". Emmanuelle is also top-ranked as leading individual by the last editions of the Chambers & Partners, WTR 1000 and Leaders

League guides for her regulatory knowledge and experience.

Emmanuelle is a regular speaker at international conferences, notably for iTech, one of the most widely established and largest technology law associations. Appointed as a titular member of the Benelux Council for Intellectual Property, an advisory body to the Benelux Office for Intellectual Property for several years and WIPO (World Intellectual Property Organisation) expert in Intellectual Property Rights, her professionalism makes her an international Data/IP/TMT key player.

Emmanuelle speaks French, English, and Spanish. She has dual French and Luxembourgish nationality.



## Pietro Ripa

### **Fideuram Bank**

Private Banker

Graduated with honours in Business and a student at the private university hall of residence “Almo Collegio Borromeo”, Pietro has studied and worked for several years abroad. Holding a master’s degree in Accounting and Finance and becoming an expert in financial advisory and portfolio management, he has been Head of the financial market department in some of the major Italian and international banking groups.

A lecturer in a number of post-graduate Master’s degrees and teaching assistant at the University of Pavia, he is the author of several studies in business and art finance.

He was awarded the “Medaglia Laurenziana” prize for the dissemination of innovative content on an international level and has won the “Premio Spoleto Festival Art 2016”.



# Guillaume Rose

## Monaco Economic Board

CEO

Since 21 March 2019, Guillaume Rose has been Executive Director General of the Monaco Economic Board (MEB). A non-profit association, MEB is also the Government's operational arm for promoting Monaco's business community in the Principality and actively participating in its development. A screenwriter by training, with a Master in Cinema from the Sorbonne in Paris, he worked in a variety of posts in TV and cinema production for four years in the French capital. A Monegasque, he returned to his country in 1997 to join the communications department of the Monte-Carlo Société des Bains de Mer (SBM), before heading up the promotions department for the Group's casinos. A Corporate MBA obtained at the International University of Monaco enabled him to complete his training in management and marketing. After

an audit of all the reservations and sales services, he was made Deputy Director before assuming responsibility as Director of Communications for the Group. Keen to serve his country more broadly, in 2010 Guillaume Rose elected to join the teams at the Tourism and Convention Authority (DTC) as Deputy Director, then Director the following year.

At the head of a team of 50 in Monaco and 50 abroad, he set about promoting the excellence of the Principality's hospitality and opening up new markets for the destination. At the same time, he was responsible for strong growth in the convention business, which is closely linked to the success of the hotel sector. On his arrival at MEB, Guillaume Rose reinforced coordination between the public, public-private and private entities

undertaking promotional operations abroad. He has also broadened the mission of the ten Destination Monaco offices around the world, by including all areas that set the Principality apart. At MEB, he has reinforced a more participative management style, convinced that wellbeing at work is an essential component of success. Guillaume Rose continues to pursue his political career. A founding member of the 'Union pour la Principauté' party, then 'Union des Monégasques', he was elected to the National Council (Monaco's parliament) from 2008 to 2013, then re-elected in 2018 on the 'Priorité Monaco !' list, where he is currently President of the Environment and Quality of Life Commission.

Guillaume Rose is a Knight of the Order of St Charles.



## Allegra Shorto

**Khora Contemporary - Faurschou Foundation**

Art Director

Allegra Shorto is Art Director of Khora Contemporary and is based between London and Copenhagen.

Her work focuses on establishing Virtual Reality as a widely applied medium within the arts, through collaborations with artists and institutions working with new digital technologies.

Allegra has a background in contemporary art curation and holds a degree in History of Art from the University of Cambridge.



## Freya Stewart

### **The Fine Art Group**

CEO Art Lending, Group General Counsel

Freya Stewart is CEO of The Fine Art Group's art-secured lending business. The Fine Art Group is a market-leading international art advisory, investment and finance firm, which provides competitive art finance solutions to borrowers on a global basis. Freya also supports The Fine Art Group as General Counsel.

Prior to joining The Fine Art Group Freya was senior Legal Counsel at Christie's Auction House, where she advised on all aspects of art lending, auction and private sales. Previously Freya spent 10 years at Linklaters LLP and Barclays Capital as a structured finance, derivatives and prime brokerage lawyer in London, New York, Hong Kong and São Paulo.

Freya obtained a First Class BA in History from Manchester University and completed her legal qualifications at Oxford Institute of Legal Practice.



## Dorit Straus

### Wondeur AI

Senior Advisor

For over 30 years, Dorit Straus has been an important contributor to the fine art insurance industry in her capacity as underwriter, manager and innovator in creating insurance solutions for the art community.

Until her retirement in 2013 she was Worldwide Fine art Manager at the Chubb Group of Insurance companies. Dorit studied Middle Eastern Archeology at Hebrew University in Jerusalem, Israel. She worked at several museums including The Peabody Museum of Ethnography at Harvard University and the Jewish Museum in NYC.

Dorit's expertise includes all aspects of insurance and risk transfer needs of museums and cultural institutions.

Dorit was one of the key members of the Getty Institute OBJECT ID project creating universal criteria for describing works of art.

Dorit has published chapters in several books including:

- *"The Implication of Art theft on the Insurance Industry"* Noah Charney, Art and Crime (2009)
- *"Insuring Art" in "The Art of Collecting"* Diane McManus Jensen (2010)
- *"Insurance and Art Crime"* Art Crime and its prevention edited by Arthur Tompkins (2016)
- *"Insurance Challenges and Art Crime" in "The Palgrave Handbook on Art Crime"*, Saskia Hufnagel and Duncan Chappell (2019)

Since 2009 Dorit has been on the faculty of ARCA (Association for research on Crimes Against Art). In 2016 Dorit was nominated by President Barak Obama and serves on the 11-member committee of the Cultural Property Advisory Committee at the United States Department of State.

In 2018 Dorit joined Wondeur AI as a senior advisor and Ambassador to the Financial Services Industry. Dorit is actively involved as an advocate for the arts and as an independent consultant. She is a member of The Arts and Records Committee of the Inland Marine Underwriting Association, and on the board of the International Foundation for Art Research (IFAR).



## Mike Taylor-West

### La Playa Insurance

Director Global Markets / Private Client, Marine & Aviation

Mike Taylor-West is a Maritime Business & Marine Law alumnus of the Institute of Marine Studies, University of Plymouth. He is also a graduate of Britannia Royal Naval College, Dartmouth and a Chartered Insurance Broker (ACII). Mike brings more than 20 years of international private client and marine insurance experience, building his professional insurance foundations in both Pantaenius and Chubb Insurance as an Underwriter in both. For the past 8 years Mike has consolidated and grown with passion and enthusiasm La Playa's market position as the pre-eminent boutique, international private risk concierge business, encompassing international property, yacht, art, valuables, and collectible motor cars.

It has been his career-long ambition to wash the private client culture over the yacht insurance business, to demystify the long established "marine way" whilst respecting the honourable culture and generally very good conduct with which it operates. It continues to be Mike's view that Art falls down a crack between these two worlds.

When not visiting clients, trusted advisors and underwriters around Europe and the USA, Mike loves to windsurf or alpine ski, hobbies of more than 35 years. Mike confesses to being happiest on the water, up a mountain or spending quality time with family and faithful Border terrier Lola.



## Janet Xanthopoulos

### **Rosemont Yacht Services**

Head of Yacht Ownership & Administration

Janet has an international background and graduated from the University of Aix-Marseille III (France). She holds a master's degree in International/ European and Maritime Law.

Since 2001, Janet has gained significant professional experience in the yachting sector in Europe and Asia, having led the yacht departments of two other Luxembourg and Monaco-based companies. Her extensive legal, fiscal, and commercial experience is further strengthened by her practical background in the yacht sector and in providing a dedicated range of services meeting the most exacting standards. As head of the Marine & Aviation Division, Janet leads a team of

professional and highly experienced people who can assist owners and brokers throughout the ownership process, from purchase or construction up to the point of sale, by taking a holistic view of their structuring, legal, tax, financing, registration, insurance, crewing, and day-to-day administration needs.

Janet speaks five European languages and regularly presents at conferences and international events.

She is also vice president of the European Committee for Professional Yachting (ECPY) and a member of the Board of the Monaco Yachting Cluster.



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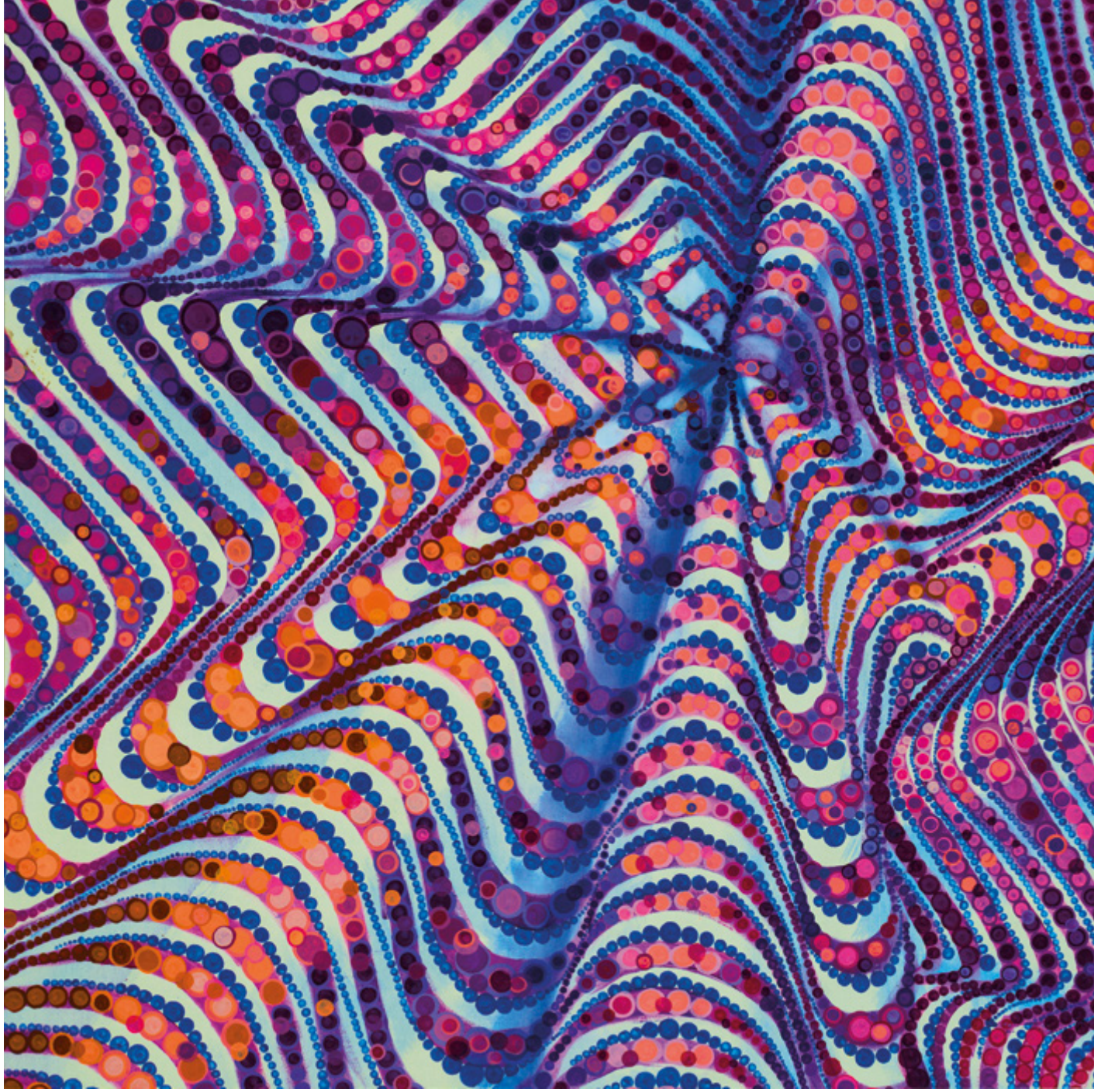
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