

**Deloitte.**



## **The place of technology in Art & Finance**

Art & Finance Conference 2018

11th edition

# Program

Time Frame	Subject	Speakers
<b>09:00 - 09:30</b>	<b>Registration and welcome coffee</b>	
09:30 - 09:40	Welcome speech	<b>John Psaila</b> – Managing Partner, Deloitte Luxembourg <b>Nasir Zubairi</b> – CEO, The LHoFT <b>Patrick Laurent</b> – Partner, Technology & Innovation Leader, Deloitte Luxembourg
09:40 - 09:45	Introduction	<b>Adriano Picinati di Torcello</b> – Director, Advisory & Consulting, Global Art & Finance Coordinator, Deloitte Luxembourg
09:45 - 10:15	Your Digital DNA determines the scalability of your Digital Technology Operating Model	<b>Keynote speaker: Hans van Grieken</b> – EMEA Technology Research & Insights Leader, Deloitte Netherlands
10:15 - 10:30	The place of technology in the Art & Finance space	<b>Keynote speaker: Pierre Naquin</b> – Founder & CEO, AMA (Art Media Agency)
10:30 - 11:30	<b>Panel 1</b> The challenges to deploy blockchain in the art market to allow fractional investment in artworks	<b>Moderator: Frédéric de Senarclens</b> – Founder, ArtMarketGuru <b>Panelists:</b> <b>Dino Lewkowicz</b> – Member of the Board of Directors, 4ARTechnologies <b>Frédéric Laffy</b> – CEO, Danae HI <b>Niccolò Filippo Veneri Savoia</b> – Founder & CEO, Look Lateral <b>Lukasz Radawiec</b> – CSO, ArtWallet <b>David Dehaeck</b> – Co-founder & CEO, artfintech.one

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11:30 - 12:30 **Panel 2**  
Art, Law and Technology: what are the main challenges?

**Moderator:** **Giuseppe Calabi** – Senior Partner, CBM & Partners

**Panelists:** **Emmanuelle Ragot** – Avocat à la Cour, Intellectual, Property, Data Protection & Technologies Partner and Head of Wildgen 4 Art, Wildgen S.A.  
**Montieth Illingworth** – CEO & Managing Partner, Montieth & Company  
**Abby Brindley** – Associate, Art Law, Mishcon de Reya  
**Antoine Verdon** – Co-Founder & CEO, BlockFactory AG  
**Dr. Nicolas Galley** – Director of Studies, Executive Master in Art Market Studies, University of Zurich

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**12:30 - 13:45 Lunch**

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13:45 - 15:00 **Panel 3**  
Risk management: how technology can support trust in the art market

**Moderator:** **Anders Petterson** – Founder & Managing Director, ArtTactic

**Panelists:** **Maxime Heckel** – Director, Strategy & Operations, Deloitte Luxembourg  
**Bagrat Bayburtian** – Managing Director, Transactions and Business Analytics LLP, Deloitte US  
**Emmanuel Moyrand** – Co-founder & President, Monuma  
**Calogero Scibetta** – Head of Business Development, Everledger  
**Andrea Concas** – Founder & CEO, Art Rights  
**Simon Hornby** – President, Crozier Fine Arts

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15:00 - 16:00 **Panel 4**  
Big Data & Artificial Intelligence: how to improve Analytics, Financial Decision & Experience in the art market

**Moderator:** **Henry Blundell** – CEO, MasterArt

**Panelists:** **Sophie Neuendorf** – VP, artnet  
**Olivier Zephir** – Ph.D. Business Advisor, Technoport SA  
**Catherine D. Henry** – SVP Branding, Strategy & Innovation, Palpable Media  
**Paul Lindahl** – CEO & Director, Arius Technology  
**Zohar Elhanani** – CEO, MutualArt

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**16:00 - 16:30** Coffee Break

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**16:30 - 17:30** **Panel 5**  
Investment in ArtTech  
companies

**Moderator:** **Adriano Picinati di Torcello** – Director, Advisory & Consulting,  
Global Art & Finance Coordinator, Deloitte Luxembourg

**Panelists:** **Alain Rodermann** – Founder & Managing Partner,  
Expon Capital (Digital Tech Fund)

**Reine-Marie Fontaine Taittinger** – Co-founder, ARTEÏA

**Tom Toumazis** – Executive Chairman, TAGSMART

**Nasir Zubairi** – CEO, The LHoFT

**Maria Chiara Amadori** – Senior Transaction and  
Relationship Officer, European Investment Fund

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**17:30 - 17:45** **Closing speech**  
Technology in Art & Finance:  
an insurer perspective

**Stéphane Flaquet** - CEO Europe, Hiscox

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**17:45** **Cocktail reception**

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# Guest speakers

(by alphabetical order)



**Maria Chiara Amadori**  
**Senior Transaction and  
Relationship Officer**

European Investment Fund

Maria Chiara Amadori has 10 years of experience in financial guarantees, consulting to the financial sector and microfinance, both in the public and the private sectors.

She is currently Senior Transaction and Relationship Officer at the European Investment Fund managing the implementation of a number of EU guarantee programmes, including the Cultural and Creative sectors guarantee facility .



**Bagrat Bayburtian**

**Managing Director**

Deloitte US

Bagrat Bayburtian is a senior technology and product executive with over two decades of experience leading technology, product, data, and analytics teams across diverse business units and geographies.

Currently, Bagrat is a managing director within Deloitte's Transactions and Business Analytics LLP, specializing in product and solution development, data analytics, and geospatial analytics and solutions.

He leads development of technology-based products and solutions for a broad range of clients' needs including application development, data and spatial analytics, and visualizations. These solutions analyze and process massive amounts of data using variety of advanced analytics and geospatial techniques, and help our clients solve many important business problems ranging from monitoring of compliance with laws and regulations (know your customer, anti-money laundering, foreign corrupt practices act) to portfolio valuations, client segmentation analysis, asset tracking, risk assessments, case management, e-discovery, forensics, and fraud detection, among others.

Additionally, Mr. Bayburtian frequently engages in client service pursuits and implementations in geospatial analytics, predictive modeling, program integrity, AML and sanctions risk assessment, and fraud, waste and abuse fields within both commercial and federal practices.

Prior to joining Deloitte, Bagrat was Vice President of Product Management at Corelogic, where he was responsible for overseeing product strategy and revenue growth for the company's rental, screening and alternative credit product lines totaling over US\$100M in revenue.

Bagrat Bayburtian holds an undergraduate degree in Computer Science from UDC, and an MBA from Johns Hopkins University. Besides English, he is fluent in Armenian and Russian.



**Henry Blundell**

**CEO**

MasterArt

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.



**Abby Brindley**

**Associate**

Mishcon de Reya

Abby is a long-standing member of Art Law at Mishcon de Reya having joined the team in 2012. She advises on a wide range of art related matters and regularly acts for collectors, artists, galleries, dealers and art advisers. Abby's dispute resolution work involves all matters touching the art world, including disputes related to ownership, provenance, attribution, moral rights, fraud, copyright, contractual relationships and restitution of holocaust looted artworks. Abby also specialises in data protection law and advises both on obligations for businesses and the rights of individuals in the digital age under the GDPR, including cyber security and data transfer considerations for art world professionals. Abby speaks and provides training on both areas of law, including lecturing on the ESCP Executive Specialised Master's Programme for International Wealth Management and most recently speaking on Artist Legacy Planning at Mall Galleries. She also writes on subjects such as GDPR in the art world (Art & Museum Magazine), data breaches and international data protection standards (Law in Sport), as well as providing art case law commentary (LexisNexis).





**Giuseppe Calabi**

**Senior Partner**

CBM & Partners

Giuseppe Calabi has extensive experience in the fields of commercial law, M&A, private equity and debt restructuring. For over twenty years he has been practicing banking and financial law services, assisting major Italian and foreign banks and financial intermediaries.

He has successfully developed the Art Law practice, in which his firm is widely recognized as a leader both nation-wide and internationally. He is currently collaborating on projects concerning the reform of Italian heritage laws and artwork export license regimes.

He is also a pioneer in the fields of new technologies, internet, data protection and digital contents and currently assists important Italian and foreign players in the e-commerce industry. He is the legal counsel of Netcomm, the main Italian trade association of merchants and e-commerce providers and participates in the E-Regulation Committee of Ecommerce Europe, the European network of e-commerce trade associations. He deals with issues

related to ISP liability, as well as Italian and foreign social networks, and was advisor to the first Italian financial social network.

He is a member of the Harvard Law School Leadership Council of Europe, as well as a member of the Copyright Commission of the Italian Publishers Association and of the Advisory Committee of the Italian Communication Authority (AGCOM) on online copyright infringement. He speaks fluent English and French.



**Andrea Concas**  
**Founder & CEO**  
Art Rights

Andrea Concas is the founder & CEO of Art Rights, a platform to manage and certify artworks to protect artists, collectors, galleries and other players in the Art World.

Art Rights offers the opportunity to manage, track and enhance art collections, in complete security and privacy thanks to blockchain.

With over ten years of work experience in the art field, Andrea has dealt with museum set-ups, exhibitions and cultural marketing for private and public bodies.

He also founded the Art Backers startup, The AB Gallery, and he created the first Italian online community for Professional Artists.

Today, he speaks about Art and Innovation as an entrepreneur, teacher, advisor, speaker and through his videos and social media channels.



**Frédéric de Senarclens**

**Founder**

ArtMarketGuru

Swiss art dealer Frédéric de Senarclens has led modern and contemporary art galleries in Geneva and Singapore, representing major international artists. As an art market expert passionate about new technologies, he has since created a number of successful online art businesses, including ArtMarketGuru, ArtAndCollect and ArtAndOnly.

ArtMarketGuru is a respected source of art market research, analysis and statistics and offers intelligent analysis and region-specific research on the global art market. In January 2018, ArtMarketGuru published the first Art and Blockchain Industry Report, an invaluable guide for those interested in making investments in and using art-related blockchain technology.



**David Dehaeck**

**Co-founder & CEO**

artfintech.one

David Dehaeck is the Co-Founder and CEO of artfintech.one. With over 25 years experience as a pioneering art business entrepreneur, David is passionate about creating technology that disrupts the art market with transparency.

In 1993, he founded Digital Media Sources Ltd, the first company ever to publish art auction data (Mayer International Auction Records) on both CD-ROM and the web, resulting in the introduction of price transparency to the art market. After selling the company to iCollector, he and his partner Nathalie Haveman co-founded BiennaleOnline, the first online contemporary art biennale, with the coveted Belgian curator Jan Hoet serving as its artistic director.

Recognizing blockchain's potential as a key player in the global art market, David and Nathalie went on to found ARTPLUS Inc. in 2012, a company dedicated to finding solutions to make new media art accessible and secure. It was through this foundation that the Patron Protocol and WUNDER were conceived. David is currently working on the launch of WUNDER.ART.



**Zohar Elhanani**

**CEO**  
MutualArt

Zohar Elhanani has a diverse entrepreneurial background, with 20 years of experience in the technology and financial services sectors. He has served as CEO of MutualArt.com since 2017. Prior to joining the company, Zohar headed a specialty finance firm focused on insurance and longevity risk, as well as an innovative web-based healthcare imaging venture, both of which were sold to publicly traded companies. The common thread for these ventures is their focus on market disruption in their respective industries.

Zohar is a passionate collector with extensive exposure to financial markets, in particular, the nuanced area of specialty finance, where availability of objective data allows for broader transparency and participation.

Zohar holds an MBA from Solvay Business School in Brussels, Belgium from which he graduated summa cum laude, as well as dual undergraduate degrees in Law and Economics from Tel Aviv University in Israel.



**Stéphane Flaquet**

**CEO Europe**  
Hiscox

Stéphane Flaquet joined specialist insurer Hiscox as Chief Operating Officer for Europe in March 2010. Based in Paris, he was responsible for both daily service delivery and a change programme across six continental European countries.

In April 2012 he took on the role as Group IT Director and moved to the London office, looking after the global technology team across Hiscox 6 business units.

Stéphane was appointed CEO for Hiscox Europe in September 2016.

Prior to working at Hiscox, Stéphane spent his career in the Financial Services Industry: Structured Finance, Corporate banking, Retail banking, Consumer credit and Insurance for companies like Paribas, CapitalOne and AIG. During this time, he worked in a variety of roles internationally including in the United Arab Emirates; France, Spain and the UK.

He holds a Master's Degree in Economics and Finance from EM Lyon (France) and speaks French, English and Spanish.



**Reine-Marie Fontaine  
Taittinger**  
**Co-founder**  
ARTEÏA

Marie-Reine Fontaine Taittinger has been an entrepreneur since her twenties when she set up her first venture in Venezuela in the tourism industry. She then moved to the creative industries, developing a children's furniture design company, taking over Maxistère, a fashion label specialised in large sizes before becoming the Director of Heal Fashion Lab, a French fashion house supporting designers in experimenting with new techniques.

In 2011, she founded The Thaillywood Foundation – affiliated to the King Baudouin Foundation and Thaillywood Artist Residency, which offers residencies to artists from the young Asian scene. She is also a founding member of the Tokyo Art Club. Reine-Marie Fontaine Taittinger has been collecting contemporary art for more than 20 years.



**Dr. Nicolas Galley**  
**Director of Studies,**  
**Executive Master in**  
**Art Market Studies**  
University of Zurich

Nicolas Galley is the Founder and Director of the Art Market Studies program at the University of Zurich. He holds a PhD in art history and has received several grants to pursue his research at the Getty Research Institute (Los Angeles) and the Columbia University (New York). He worked several years in the private banking industry and regularly writes articles about the art market in "Le Temps". His current research is dedicated to the history of the art market, art market new business models and "varnish as an artistic material".



**Maxime Heckel**  
**Director, Strategy  
& Operations**  
Deloitte Luxembourg

Maxime is Director in our Strategy & Operations advisory practice. He has been with the firm since 2006 and has more than twelve years experience in financial advisory services.

Upon completion of his studies, he founded his own service company where he gained strong entrepreneurial and management skills servicing several financial and institutional entities.

Within the AML Competence Center and Operational Tax team, he went through successful experiences in numerous AML/Sanctions, Fraud Detection, Forensic and QI/FATCA/CRS engagements thanks to long term management of projects for global financial institutions (Retail banking, Private banking, Asset Management and Insurance).

Maxime also developed in depth expertise in solution design, development and integration, ranging from architecture, data warehouse, business process and business intelligence skills.

Through his experience, he actively contributed to assist clients with business case development and solution integration projects, developing expertise in both functional and technical Target Operating Model definition and deployment.

He designed, developed and managed several Managed Services (e.g. uComply – all-in-one Risk Management & Sanction/PEP identification service; QI/FATCA/CRS Regulatory Tax Reporting; D.KYC an end-to-end KYC management service).

Maxime holds a Master in Information Technology & Management, he is CAMS (Certified Anti-Money laundering Specialist) and Lean/Six Sigma Black-belt certified.



**Catherine D. Henry**  
**SVP Branding, Strategy  
& Innovation**  
Palpable Media

Catherine D. Henry is Founder and Creative Strategist at Palpable Media, an emerging tech marketing agency that advises brands on developing interactive and immersive content and experiences for advertising, live events, and social media. She also heads NYC Tech Creatives; she is the author of several papers on integrated marketing with emerging tech and is in the process of writing a book on the subject.

With over 15 successful years of experience in investment banking and fundraising in Zurich, London and Hong Kong, Catherine returned to the United States to study VR filmmaking and interactive media. She speaks four languages, holds an MBA and is based in New York and London.





**Simon Hornby**  
**President**

Crozier Fine Arts

Simon Hornby is President of Crozier Fine Arts, where he oversees the company's global expansion initiatives and business development. A recognized expert in developing risk assessment programs and mitigation strategies, he speaks internationally on industry best practices at a variety of conferences and lectures annually at the University of Luxemburg, Christie's MA Program, and James Madison University.

Hornby previously served as Senior Vice President and Executive Director of Global Risk Partners, a Willis business - an international risk control and loss prevention firm specializing in fine art and valuables, where he was instrumental in developing the only global art storage assessment and accreditation program (GRASP) for the insurance community. Prior to Global Risk Partners, Hornby held a wide range of senior positions for 17 years at Securicor (now G4S), an international high value logistics and security company. Hornby has worked in London, Hong Kong, Bangkok, Miami, and New York.





**Montieth Illingworth**  
**CEO & Managing Partner**  
Montieth & Company

Montieth Illingworth has provided management advisory and communications counsel on a wide range of high profile matters in the global art market, from complex financial transactions, to multi-million dollar looted art cases, law enforcement and regulatory actions, emerging new blockchain technologies, and a wide range of disputes involving leading artists, private collectors, dealers, and museums.

He is internationally recognized for his expertise advising on global expansions, CEO transitions, corporate transformations, issues management, crisis communications, regulatory and law enforcement matters and litigation. He has worked on numerous high profile matters.

He began his professional life as a journalist writing and photographing the civil war in Rhodesia (today Zimbabwe) while still a college student. He then wrote for a variety of national magazines and newspapers and authored a biography of former heavyweight champion Mike Tyson.

Montieth's communications career began with Development Counsellors International in New York, NY in 1995, advising governments around the world on investment attraction marketing and media relations. He then founded the eBusiness practice at TSI Communications, a leading technology PR firm and created the Global Corporate Strategies Group at Ruder Finn which focused on advising companies expanding around the world. He then led the U.S. operations of Gavin Anderson & Co., a global corporate and financial communications and public affairs consultancy.

Montieth & Company was launched in 2007 to help organizations realize their greatest opportunities and meet their biggest challenges. The firm has grown in a New York Observer "Power 50" PR agency, and was recently recognized by TK as a top 10 blockchain consultancy. It is valued by clients in multiple countries for its special situations expertise, nimble, cross-border solutions, global perspective, and commitment to diversity and inclusion.

The firm proudly supports multiple charities focused on experiential education and women and children at risk.



**Frédéric Laffy**

**CEO**

Danae HI

Frédéric Laffy graduated in public law and completed his Master in political sciences at the Panthéon-Assas university.

After acquiring work experience at several law firms in France, Turkey, and China, Frédéric established the Ateliers Frederic Laffy in 2008. This initiative came with the ambition of supporting artists' financial needs and of reinserting contemporary art within its most natural habitat: everyday life.

Keen to broaden and nurture the artists' creative field, Frédéric Laffy organized collaborations with designers and artisans to enlarge artists' set of skills and appreciation of materials.

In 2013, Frédéric Laffy and Laetitia Maffei won a competition to create the Musée Passager, a project for an itinerant museum initiated by Paris' regional administration. Frédéric and Laetitia rethought the role that a museum should play in the 21st-century. The latter involved an open-plan space designed like a lively home, where they could show a mix of disciplines. Within this itinerant museum, the duo

exhibited works by artists of international acclaim such as Bill Viola, David Hockney, Valérie Belin and Elias Crespín, as well as rising contemporary artists like Alexandra Gorczynski, Sabrina Ratté, Youcef Korichi, and Thomas Lévy-Lasne.

Together, they created Laffy Maffei Gallery in 2015, which focused on digital painting. This gallery was the first step of Danae HI project.

Paris Pionnières incubated Frédéric Laffy and Laetitia Maffei's venture in 2015-2016. Since 2017, they are part of the Scientipole-Wilco's start-up accelerator, and WAI BNP Paribas is also accelerating their project. They benefit from the support of the French Public Investment Bank (BPI) through the Paris Initiative Amorçage (PIA) grant.



**Patrick Laurent**  
**Partner, Technology  
& Innovation Leader**  
Deloitte Luxembourg

Patrick is Deloitte Luxembourg's Technology & Innovation Leader. He joined Deloitte as Partner in 2011 and was promoted to the firm's Executive Committee in 2018. Patrick specializes in IT Strategy, Core System Transformation and Outsourcing. Throughout his career, Patrick has had the opportunity to implement new banking operating models and deliver large transformation programs. Over the past years, Patrick has acquired in-depth expertise in FinTech and Blockchain, and developed and explored different use cases.

As a seasoned consultant with a broad range of clients, Patrick has developed a comprehensive expertise in the financial services industry, with a particular focus on wealth and investment management, retail banking, multi-channel architecture, banking operations, Enterprise Architecture and new sourcing models (SaaS/BPO).

Patrick is recognized for his technical expertise within the Deloitte network of member firms and he has been appointed as EMEA FS Technology Leader, and furthermore takes part in Deloitte Global FS Technology leadership meetings.



**Dino Lewkowicz**  
**Member of the Board  
of Directors**  
4ARTechnologies AG

Dino Lewkowicz has worked in different management positions in the service sector. Since he graduated from ISM in Dortmund (Germany) where he obtained a Master of Arts he is keen to work in innovative environments. One year ago he joined the 4ARTechnologies Team as a Member of the Board of Directors. He is fluent in German and English.



**Paul Lindahl**  
**CEO & Director**  
Arius Technology

Paul Lindahl has been on the cutting edge of 3D technology and its applications for 18 years and joined Arius in 2014.

Arius is devoted to collaborating with museums, collectors, and artists for the preservation and creation of art. Helping to develop and maintain an art-rich culture around the globe.

With Arius' technology being used to scan the Mona Lisa, Arius' teams of engineers spent years developing the conservation technology of tomorrow. Through digital archiving, Arius takes a 3D fingerprint that records details as fine as one-tenth of a human hair, which can be referenced for validation, restoration or conservation efforts at any point in the future. This priceless data can be utilized to help preserve humanity's cultural heritage, effectively building a cultural 'seed bank' for fine art.

The data can also be licensed or donated to museums, publishers or exhibitors, and enable collectors to take advantage of future 3D, virtual reality and augmented reality technologies.

Having worked with leading museums such as Tate, the Mauritshuis and the National Gallery of Canada, Arius has 3D scanned some of the world's most loved artists from Van Gogh to Monet.



**Emmanuel Moyrand**  
**Co-founder & President**  
Monuma

After completing a Master degree in law and graduating from Ecole du Louvre with a bachelor's degree in art history and archaeology, Emmanuel Moyrand worked for Christies in London, as well as for large sales halls in Paris (Tajan/Piasa). He then joined Seri Expert to develop the expertise jewellery art objects in 2006, and focused his missions on flights and RC art objects (certified by insurance companies). At the same time, Emmanuel organized art trainings in insurance schools and became president of the art and affinity Commission of the FG2A. He has created numerous structures dedicated to fine arts in the insurance environment, including Elex Premium. In 2017, Emmanuel created Monuma a pillar of the digital heritage expertise.



**Pierre Naquin**  
**Founder & CEO**  
AMA (Art Media Agency)

Pierre Naquin is a French entrepreneur in innovation, technology and art. He created Art Exchange, the first financial market place for art and Art Media Agency (AMA), the main news agency for the art market producing research and content for several art media and brands. Currently based in Monaco, he has lived and worked in several locations, including India (Calcutta) and China (Shanghai).



**Sophie Neuendorf**

**Vice President**

artnet

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.



**Anders Petterson**

**Founder & Managing Director**

ArtTactic

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**  
**Director, Advisory &  
Consulting, 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](http://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 at KPMG. 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.







**John Psaila**

**Managing Partner**

Deloitte Luxembourg

John Psaila is currently the Managing Partner of 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.



**Lukasz Radawiec**

**CSO**

ArtWallet

Lukasz Radawiec is an entrepreneur with a track record of outperforming businesses in varying markets. His goal is to support companies in building a bridge between strategic management and creativity.

Lukasz is a cryptocurrency expert and blockchain enthusiast, who holds a Master's degree in IT Project Management and Econometrics.

He is a Board Member of Sylia Capital Group, a company specialising in investment services for private capital in real estate and tech startups. Radawiec has played an active role in cryptocurrency and blockchain investments since 2015. He speaks Polish and English.



**Emmanuelle Ragot**  
**Avocat à la Cour, Intellectual,  
Property, Data Protection  
& Technologies Partner and  
Head of Wildgen 4 Art**  
Wildgen S.A.

Qualified as Avocat à la Cour in Paris and Luxembourg and holding dual French-Luxembourgish nationality, Emmanuelle Ragot, Partner, heads Wildgen's Data Protection, Intellectual Property and Technology, Media & Telecommunications practice group. She also leads the Wildgen 4 Art team as well as Wildgen 4 innovation, a legal hub for startup businesses launched in March 2015.

Previously to 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 and 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 to the legal profession in Europe.

The Legal 500 EMEA guide has 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 the iTech, one of the most widely established and largest technology law associations. Appointed as Titular member of the Benelux Office for Intellectual Property, and World Intellectual Property Organisation expert in Intellectual Property Rights, Emmanuelle's professionalism makes her an international IP/TMT key player.

Emmanuelle speaks French, English, and Spanish.



**Alain Rodermann**  
**Founder & Managing  
Partner**  
Expon Capital

Alain Rodermann is founder and managing partner of Expon Capital, a global VC firm started in 2015, based in Luxembourg and focusing on early stage exponentially growing digital ventures with a positive impact. His portfolio includes Catalyte, Spire Global, Itravel, Finarta, Wizata.

He spent the first 8 years of his career in technical positions, leveraging his studies in mathematics, electrical engineering and computer science. He understood in 1995 that Internet Technologies would revolutionize the entire IT industry and decided to be part of this revolution by joining the startups ecosystem. After an MBA in 1997, he joined Innovacom, the Venture Arm of France Telecom, invested in early stage companies and had remarkable success with the IPOs of Netvalue, Integra and Lastminute.com, a company that generated US\$3 billion in yearly revenues just 6 years after inception.

He became a Partner at Sofinnova in 1999, a leading Pan European Venture Capital Firm with a diversified early stage Life Science/IT strategy. Alain experienced the Dotcom boom and burst and the tough years that followed, for both startups and VCs. In this context, he managed to secure successes in Europe

and the US (Email Vision, Maximiles, Atomz and Wyplay). He left Sofinnova in 2009 to start his own venture investments vehicle after 12 years of VC experience, 7 IPOs and having been through bear and bull cycles. Arenatis Capital was dedicated to pre-seed investments in Internet Services and Drug Development, his preferred sectors. The portfolio includes promising companies like Geneanet, Welovewords, Sirdata, and GMP Orphan.

Alain completed a Master of Science in Electrical Engineering at Supelec and graduated Summa cum laude from Institut d'Etudes Politiques de Paris where he obtained an MBA. He also holds an associate Degree in Mathematics and a Bachelor of Arts in Art History.

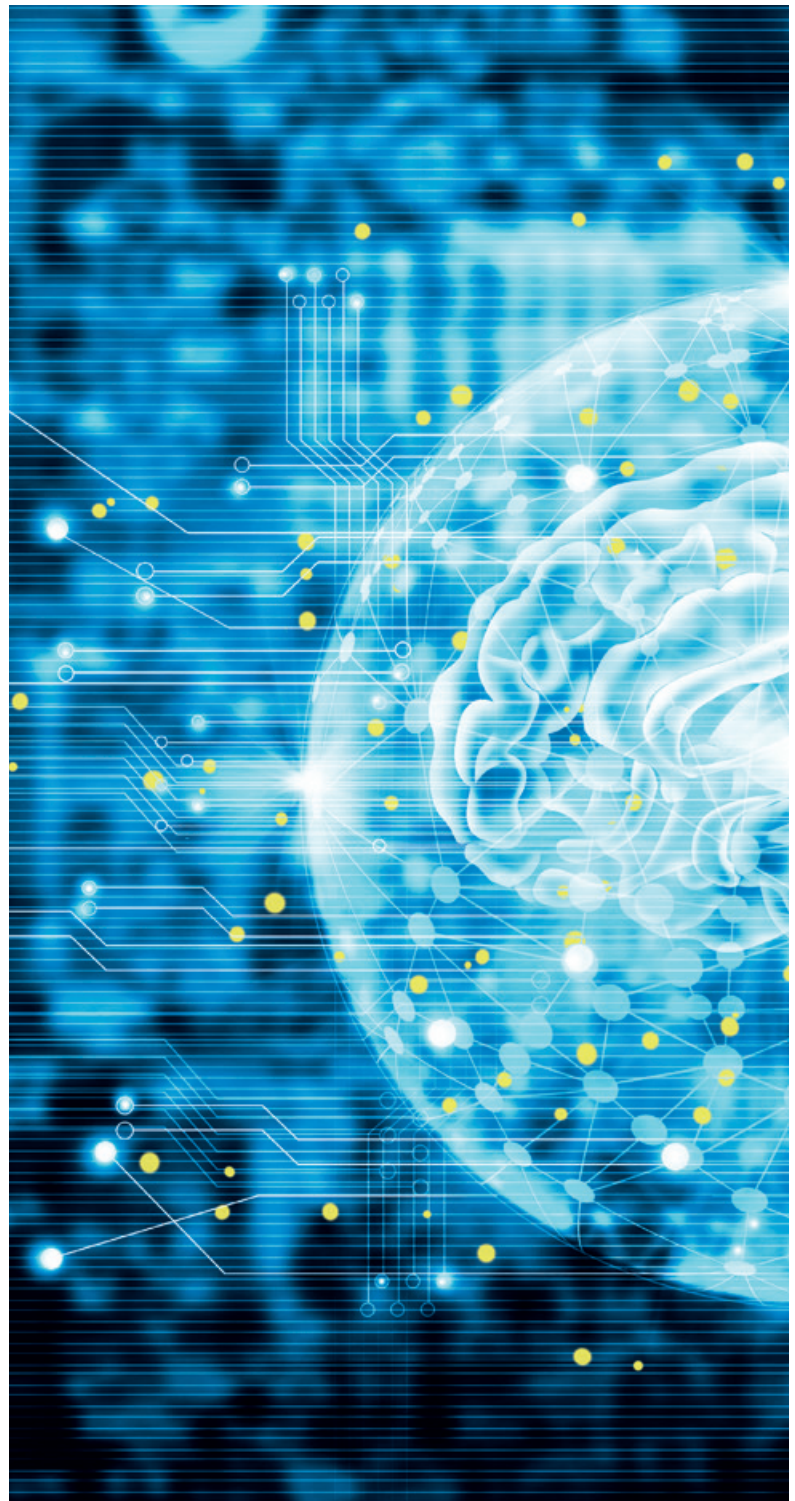


**Calogero Scibetta**  
**Head of Business  
Development**  
Everledger

With over a decade of experience in business development, Calogero drives Everledger's partnerships and client portfolio across industries with an expertise in the fine art, fine wine and luxury goods industries.

Calogero's forward thinking and devoted mindset are key drivers to Everledger's success in helping clients address real-world challenges through emerging technology solutions. He also ensures the organisation's consistent and rapid growth in sales across multiple technologies and business verticals.

Prior to joining Everledger, Calogero was focusing on strategic global partnerships for premier clients (including Global 500 and CAC40 clients) from Insurance, Luxury goods and IT Services at Forrester Research. He was in charge of long-term sales and planning strategy and provided new ideas and support on digital strategy, mobile, cloud, customer experience and big data.





**Tom Toumazis**  
**Executive Chairman**  
TAGSMART

Tom Toumazis is focused exclusively on the digital and start-up world. He is a founder investor of three start-ups, Tagsmart, Fusebox Games and TVbeat.

Tom has worked in the media and entertainment industry since 1983, spending the first 18 years within advertising sales at ITV, Eurosport and Emap. He made the transition into TV and film in 2001 as Head of Disney-ABC-ESPN Television for Europe, Middle East, Africa and Canada. In 2009 he was appointed Chief Commercial Officer of Endemol Worldwide, joining the main board. Most recently, he was Head of Partnerships for Europe at Yahoo and prior to that, CEO of Europe's largest Publically quoted newspaper group Mecom.

Tom is Chairman and Founder of the Childline Board, part of the NSPCC and over the last 14 years, the Board has raised over £12 million for the charity. He was awarded the MBE in the Queen's Birthday Honours List in 2015 for services to children. Tom has just completed his eighth Virgin London Marathon for the NSPCC and Childline.

In 2016 he was appointed Visiting Professor of Business and Creative Industries at London South Bank University and in October 2017, was made an Honorary Fellow of London South Bank University for service to the community.

Tom is a public speaker, sharing his work/life experiences and encouraging young people to explore careers in the world of media and entertainment. He supports Speakers for Schools & LSBU and last year gave his first TEDx talk at the University of Oxford on what he considers to be the most destructive word in the English language....Maybe.



**Hans van Grieken**  
**EMEA Technology  
Research and  
Insights Leader**  
Deloitte Netherlands

In his contribution to the Deloitte Art & Finance conference, Hans van Grieken will elaborate on worldwide research Deloitte has performed together with MIT Sloan on the ability of companies to successfully scale their Digital Initiatives into Business Relevance. He will delve into nine big shifts that are simultaneously changing the corporate technology landscape, forcing organisations to adapt their digital Technology Operating Models.

Hans van Grieken is the EMEA Technology Research Leader within Deloitte's global CIO programme. He joined Deloitte in August 2016 coming from Gartner where he was Vice President of Research. In his current role, Hans helps shaping Deloitte's global research agenda in addition to identifying and driving a number of EMEA research initiatives. Hans is also a Fellow within Deloitte's Center for the Edge and a part-time Executive Lecturer at Nyenrode Business School on the topic of Digital Disruption and Innovation.



**Niccolò Filippo Veneri  
Savoia**  
**Founder & CEO**  
Look Lateral

Niccolò Filippo Veneri Savoia established Look Lateral in 2011 to continue his family's long-standing tradition of art appreciation. His knowledge of the global art market makes him ideally placed to manage Look Lateral's mission in such a dynamic environment. Niccolò approaches the vibrant world of art by merging his valuable experience with the latest technology to disrupt the current paradigms and make fine art democratic and accessible to everyone.



**Antoine Verdon**  
**Co-Founder & CEO**  
BlockFactory AG

Antoine Verdon is co-founder and CEO of BlockFactory AG, a company delivering advisory and development services in blockchain. He is also a founder of Proxeus, a set of open source blockchain standards for digitizing, registering, storing and managing assets, dubbed as "WordPress for blockchain", that raised US\$25 million via a token launch in February 2018.

In 2016, he co-founded the Swiss LegalTech Association and the Swiss LegalTech Conference in an effort to shed light on the emerging LegalTech scene in Switzerland.

Between 2013 and 2015, Antoine developed and led one of the first venture capital vehicles in Switzerland with a specific focus on FinTech and blockchain. Centralway Ventures invests in Seed/A rounds globally, with an exclusive focus on financial technology and a typical deal size of US\$100-300k.

Previously, Antoine worked at UBS, Lombard Odier and Arthesia AG – a Zurich-based consultancy. He has been a strategic advisor to the board of directors of several Swiss banks on FinTech and blockchain-related topics.

In 2008 he co-founded Sandbox, the foremost global community for talented young individuals below 30, uniting and incubating members from over 50 countries at hundreds of events across the globe. Sandbox has been featured widely in Swiss and international media.

Passionate about politics, he became a member of parliament in his home city, Lausanne, at the age of 20 – the youngest member ever elected. In 2005, he co-authored a book on global challenges in collaboration with several leaders including HRH The Prince of Wales.

Antoine studied law at the Universities of Fribourg and St. Gallen. In 2010 and in 2013, he was named in the 100 top Swiss personalities by L'Hebdo and Bilan magazines.





**Olivier Zephir**  
**Ph.D. Business Advisor**  
Technoport SA

Olivier Zephir is a Business Advisor at the Technoport Incubator in Luxembourg. He supports young startups in new product development and market validation activities to trigger early business traction. With a double background in UXD (User Experience Design) and a Ph.D. in Industrial Systems Engineering, Olivier has contributed to several industrial R&D projects within the service industry. At the Technoport Incubator Olivier also manages the Digital Experience Studio (DX-Studio): a digital workshop facility that supports entrepreneurs in developing innovative digital technologies. This support facility is a practical answer to the growing need of digital entrepreneurs to design and test new consumer technologies on the latest media hardware and software. One focus area of the DX-Studio is the digital creative industry where Olivier supports and promotes innovative startups revamping the digital content (Music, Video, Games) creation, production and distribution value chains. On a day to day basis, Olivier assists the startups in building proof of concepts with communities of early technology adopters and other interested business parties.



**Nasir Zubairi**  
**CEO**  
The LHOFT

Nasir Zubairi is CEO of The LHOFT - The Luxembourg House of Financial Technology, a public/private sector initiative to drive FinTech innovation in Luxembourg. He is also a Non-Executive Board Director of Skandinaviska Enskilda Banken (SEB) S.A. and sits on the IMF's High Level Advisory Group on Finance and Technology. Nasir has worked in Financial Services for 20 years. He spent 13 years working within Capital Markets at RBS, ICAP, HSBC and EBS. He has been immersed in the FinTech and startup sector for the past seven years. As an entrepreneur, Nasir has built multiple FinTech businesses across verticals. He has advised the boards of leading financial institutions, central banks and governments. Nasir is included in the "Top 40 innovators shaping the future of financial services - 2014" by The Wall Street Journal/Financial News. Nasir has a BSc from the London School of Economics and is a Sloan Fellow of the London Business School.

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