

Art Law Foundation
ART FINANCE AND LAW CONFERENCE SERIES
Risks, Rules, and Opportunities in Art Investment



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The Institute of Contemporary Art

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TEFAF Report 2014



The Global Art Market, with a focus on the US and China

Prepared by Dr. Clare Mc Andrew

The international art market reached €47.4 billion in total sales of art and antiques in 2013, close to its highest ever recorded total, and advancing 8% year-on-year.

Post War and Contemporary art was the largest sector of the market in 2013 and included the highest priced works sold during the year. It accounted for 46% of the fine art auction market by value and 44% by volume.

In 2013 public auction sales in China reached €7.5 billion, with 29% by value taking place in Hong Kong and 71% in Mainland China.

The Fine Art Fund Group...

Key Statistics

- Leading art advisory group with a 12-year track record
- Assets under contract > \$300 million
- Investors in 23 countries
- Team of > 40 art and finance specialists
- Audited track record (KPMG)
- Raised the largest art fund globally

Gross IRR per annum on Realised Assets: 16.46%
Gross IRR per annum on Realised and Unrealised Assets: 9.82%



The Fine Art Fund Group's Products and Services

Personalised art advisory strategies covering individual sales, curatorial advice, decorative services and personal fund management



- Extensive pre and post sales due diligence;
- Access to exclusive private and public deals;
- Reduced or no transaction fees;
- · Access to an unrivalled, international team combining art and finance expertise;
- · Complete anonymity; and
- · Club-like mentality with access to VIP events



 The Group have operated private and mutual funds, both longer-term and shortterm vehicles



The Fine Art Fund Group – Example Deals

Modern Painting



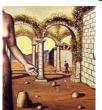
Purchased 2006	\$1.1mn
Sold <i>2007</i>	\$2.3mn
Profit	\$1.2mn
Cash on Cash return	125%

Old Master Painting



Purchased 2010	\$9.1mn
Sold 2012	\$11.5mn
Profit	\$2.4mn
Cash on Cash return	26%

Modern Painting



Purchased 2004	\$1.5mn
Sold 2011	\$2.9mn
Profit	\$1.4mn
Cash on Cash return	91%

Impressionist Painting



Purchased 2010	\$360,500
Sold <i>2010</i>	\$620,000
Profit	\$259,500
Cash on Cash return	70%

Impressionist Sculpture



Purchased 2007	\$1.9mn
Sold <i>2008</i>	\$2.4mn
Profit	\$500,000
Cash on Cash return	26.32%





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