



# INITIAM TBBK SERVICES

for the monetisation and sale of art



# DISCLAIMER

The information contained within this brochure is for internal and official use only and is not for distribution.

This document attempts to set out the primary protocols of the processes for art monetisation and ensures that our internal team have a clear understanding of those processes when discussing the same with prospective clients.

The Initiam TBBK monetization service is only available through personal introduction and through affiliated introducers who are known and registered with Initiam Capital

# INTRODUCTION

## ESTABLISHED

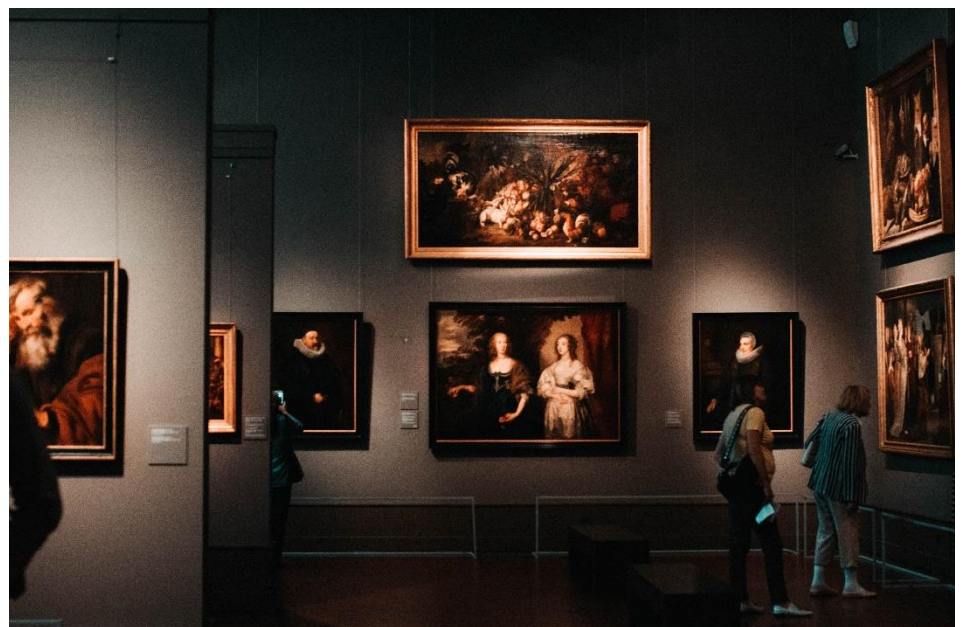
Initiam Capital through its partnership with TBBK and its established links with both regulated banks in both Switzerland and Germany and their select group of private and corporate art acquirers, offer a professional and discreet service for owners to either borrow against their asset or to simply sell their possession.

## ART LOAN

Together with our partners TBBK, we offer a straightforward monetising option for owners of art looking to borrow against their asset whilst retaining it in situ within its current secure location for ease, all through regulated Swiss and German banks.

## ART PURCHASING

Our relationship with TBBK and their extensive network of art acquirers allows beneficial owners of art to sell their assets under the careful eye of the buyer's art experts following a full review of the provenance and attestation information provided by the current owner.





## Primary

- Contemporary and Masters
- Swiss & German Bank Lending
- Any Denomination



## Security

- Major European Banks
- Bank Vault Security
- Discreet Lending



## Who can use the service?

- Family Trusts
- HNW Individuals
- Beneficial Owners

# KEY PROCESSES

## LOAN CHARACTERISTICS

- Eligible Artworks: Old Masters to Contemporary Art
- Pre-determined eligibility criteria: liquidity of artwork and its supporting documentation, quality of artwork, the prestige and notoriety of the artist
- Non-recourse basis: greater flexibility regarding the use of proceeds, while ensuring total confidentiality
- Operating under the main European jurisdictions including Switzerland and the United Kingdom
- Ideal loan sizes: EUR 2million to EUR 20 million
- Term: (TBC)
- Loan to Value: up to 50% (to a maximum of EUR 20 million)

## ART MONETISING

Stage 1 – A valuation is carried out by an independent external assessor. No staff from either an auction house or a registered art dealer will carry out the process.

**Time: 48 hours.**

Stage 2 – The artworks will be stored under the name of the financing house in a specialist facility (if not already in a bank approved facility). The UBO will have access to the artwork during the loan term.

**Time: up to 1 week.**

Stage 3 - After inspection and DD of the works, set up of insurance and storage contracts (if any), structuration and disbursement of the loan within 3 weeks.

**Time: up to 3 weeks.**

The processes have been designed to minimise the client's involvement and to make the whole process smooth and efficient, whatever the jurisdiction or the artwork location may be.

# ART PURCHASING

Stage 1 - After submission of the artwork details and a first internal valuation, commitment to give our clients feedback on eligibility in 48h, with a indicative Letter of Intent.

Time: 48 hours.

Stage 2 - In case of approval on the terms, further documents are required for each artwork (such as provenance, list of exhibitions, invoices) to perform due diligence.

Time: up to 1 week.

Stage 3 - After inspection and DD of the works and a satisfactory appraisal by the buyers' experts, an offer letter will be provided upon which contracts can be drawn, agreed and signed.

Time: up to 3 weeks.



# HIGHLIGHTS

## Monetisation Process:

1. *Interest rates range from 6.5%- 8.5% p.a*
2. *No origination fee, no renewal fee and no servicing fee*
3. *All appraisals, storage and related insurances are borne by the bank*
4. *Prepayment penalty only 0.5%*
5. *No commitment to sell*
6. *Funding bank has no ties, interest or permissions to deal with art other than the specific transaction*
7. *All appraisals carried out independently*
8. *Enquiries and valuations are free of charge to the client*
9. *Zero upfront payments*

Ensuring  
transparency  
and security  
| simplicity  
and ease

# SUMMARY

The Initiam TBBK Monetisation Service has been carefully tailored to match the requirements of our most private and discreet clientele ensuring that whatever artwork they wish to have monetised or purchased, they have access to a professional, secure, and unique service provider that handles the entire operation.

Get in touch with us to find out more as to how the Initiam Group can assist you or your clients to monetise or sell their assets and even invest into the bespoke Initiam Private Fund offerings through their centralised offshore operation in Gibraltar.

