

SMITH & PARTNER

A woman in a vibrant, ornate dress and hat, holding a large bouquet of pink flowers, standing in a richly decorated room with a large mirror and patterned wallpaper.

A GUIDE TO COLLECTING AND INVESTING

www.smithandpartner.co.uk



BJORN PERSSON
THE EMPEROR

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ABOUT US

WHO ARE WE?

Smith & Partner, also known as S&P, is an organisation that specialises in the selling of Limited Edition Art Prints. Whether you want to buy art for your home or as an asset, our expertise in the art market ensures you receive a professional evaluation and authentication.

By combining a diverse knowledge of the international art market with a desire to create profitable collections for all of our clients, Smith & Partner's bespoke approach ensures growth and stability from the outset.

HOW CAN WE HELP YOU?

Our network of relationships with leading galleries and private art collectors allows our clients to gain access to some of the rarest, most sought-after and profitable pieces.

Whether you have extensive knowledge or are new to the industry, we can provide you with bespoke insight regarding the desirability of certain pieces and aid you in building a portfolio which suits your investment goals.



Harry Potter

AND THE HALF BLOOD PRINCE
this is the story of the boy
the history of the boy



STUART MCALPINE MILLER
THE TOWERS

UNDERSTANDING THE ART MARKET

WHO HAS ACCESS TO THE MARKET?

Art investment has traditionally been a market closed to beginner investors, making it difficult to penetrate the art investment world without having a wide range of contacts and professional relationships. Now, thanks to the diversification of investors, access to the art market has become more achievable than ever.

HOW HAS THE ART MARKET GROWN?

Trends within the art market tend to be consumer-driven, with collectors, galleries and auction houses acting as the determining force behind what is trending.

With the digital transformation of the art world accelerated by the events of the pandemic, along with experience-driven millennials and collectors buying more art than ever before, the art world continues to see a growing landscape of buyers and sellers.

WHO BUYS FINE ART AND LIMITED EDITION ART PRINTS? **AND HOW ARE THEY SOLD?**

THE PRIMARY MARKET

The primary market is made up of galleries selling artwork online and in physical stores. Primary market artwork is new and tends to come straight from an artist's studio.

Collectors who are interested in artists with fresh ideas, pioneering techniques and the ability to drive new trends will be interested in primary market artwork.

THE SECONDARY MARKET

Once the artwork is purchased on the primary market, it enters the secondary market. Secondary market artwork refers to art that has re-entered circulation and has been sold again via trade fairs or auctions.

MARKET PERFORMANCE

The fine art market is booming and has grown over 113% in the last ten years, recovering much faster than other markets after the global financial crisis. Art now falls under the 'SWAG' label, defying economic gravity due to its resilience during economic tremors.

As with any investment, art comes with its own risks, however, exercising the correct patience in your asset alongside a careful review of reassuring market trends over the past 20 years, it is no wonder many are turning to art as an approved method of investing.

"Aggregate online sales reached a record high of \$12.4 billion, doubling in value from 2019. The share accounted for by online sales also expanded from 9% of total sales by value in 2019 to 25% in 2020, the first time the share of e-commerce in the art market has exceeded that of general retail."

The Art Basel and UBS Global Art Market Report



NETTIE WAKEFIELD
SKITTLES

"Contemporary art has offered an annual return of 14% over the last 25 years. As of December 2020, versus a 9.5% annual return from the S&P 500"

according to the Citi Global Art Market chart.

CNBC, 2021 Fine Art Report



NOEL MARUM
ANDY WARHOL

WHY INVEST IN THE ART MARKET?



STABLE ASSET CLASS

There is always a buyer for art. Deloitte estimates the total value of art to be \$1.7 trillion. By 2026, this number is projected to reach \$2.7 trillion. Technological advances are making art more transparent and more accessible, resulting in a higher transaction volume.



PROVEN HISTORICAL RETURNS

According to Artprice, blue-chip art created by some of the world's most recognisable artists has outperformed the S&P 500 by 180% from 2000-2018. With limited edition prints, our expertise has been a part of portfolios containing emerging and established artists, as well as blue-chip artists that have returned as much as 64.6% in as little as 12 months.



CONTINUOUS GROWTH VALUE

Just like stocks and bonds, art can increase in value. In recent years, art has grown in value globally at a rate of 6% each year. Globalisation, increased knowledge, and cultural interests all work to ensure a growing marketplace for art.



ASSET BACKED INVESTMENT

Art is an asset-backed investment and each piece is unique and tangible. Our collection of limited edition fine art prints are physical products you can enjoy, treasure and display, with an opportunity for profit in the future.



INVESTMENT PORTFOLIO DIVERSIFICATION

Art is the key to a diversified portfolio, not an alternative form of investment. Art should be part of a well-rounded investment portfolio, especially when the goal of investing over the long term is not only to boost investments but to also maintain revenues.



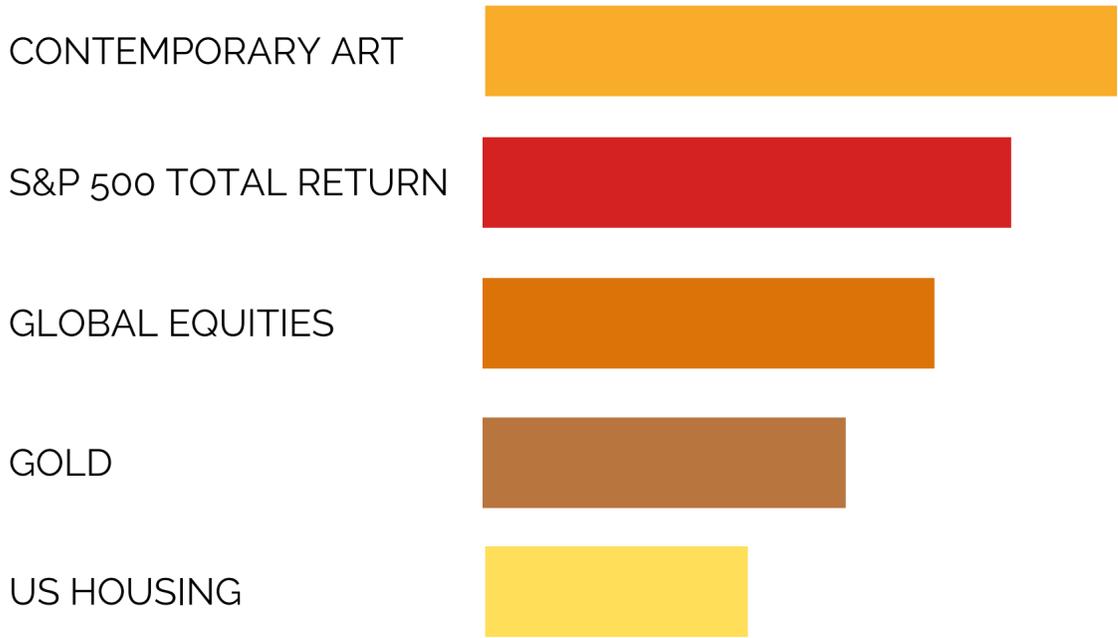
HEDGE AGAINST INFLATION

Art has an exceptionally low correlation to more traditional investments such as stocks and shares and serves as a hedge against inflation.

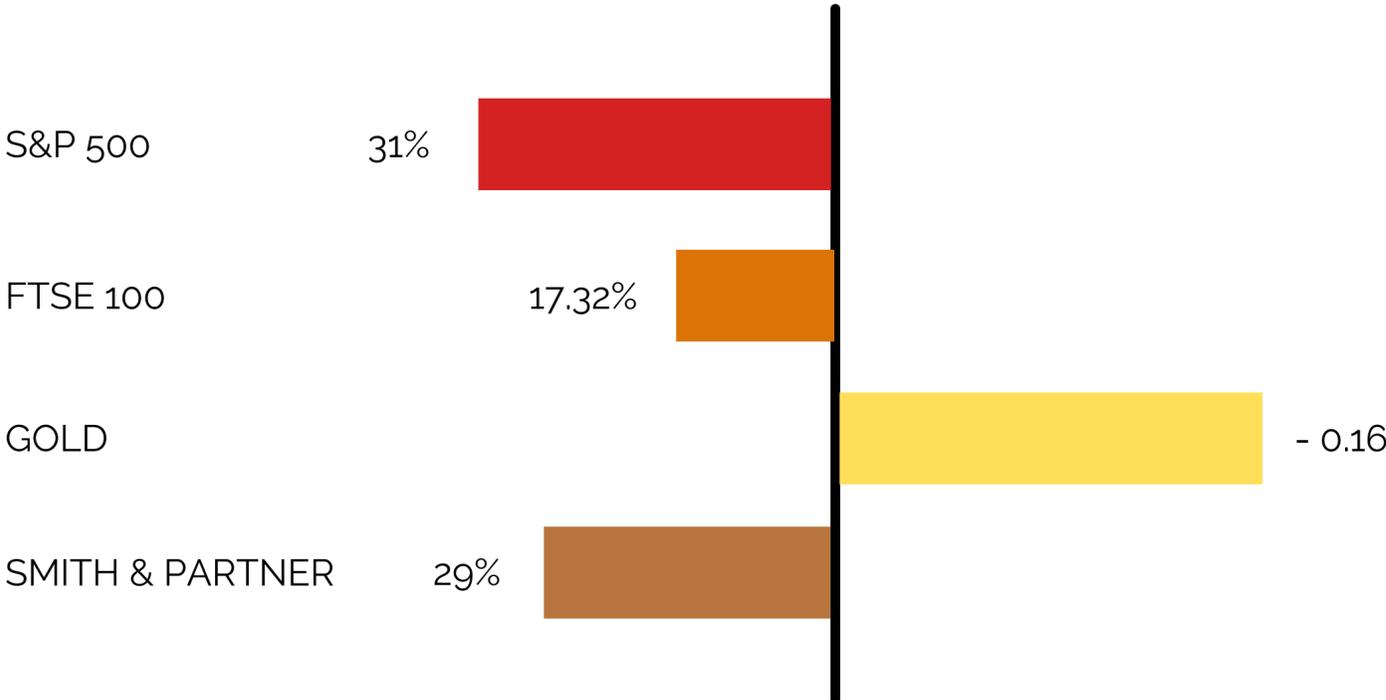
While any investment carries a risk, one of the major benefits of art is that it's an asset that's not largely impacted by market volatility, inflation or devaluation in currency. This serves as a risk reduction in your investments.

ART MARKET TRENDS

ANNUALIZED APPRECIATION OF ASSETS (OVER LAST 20 YEARS)



AVERAGE RETURNS EXPERIENCED BY PORTFOLIO HOLDERS (2016-2021)



WHY INVEST WITH SMITH & PARTNER

Smith & Partner make the whole process from start to finish easy to understand and very low maintenance. We manage your entire portfolio, ensuring our consultants are carrying out your individual needs whether you want to be a full time collector or solely for art decor purposes.



EXCLUSIVE ART ACCESS

We have exclusive access to limited-edition fine art prints, one of a kind original artworks from emerging, established and blue-chip artists and a range of high-performing NFT artists.



PERSONALISED INVESTMENT PLANS

We have a strong desire to create profitable collections for our clients using bespoke, personalised art investment plans that ensure growth and stability.



EXPERTS INSIDER KNOWLEDGE

Our inside knowledge of the art market along with our network of valuable connections puts us in the prime position to advise and guide you to making profitable investments.



DETAILED MARKET INSIGHTS

Here at Smith & Partner, we offer detailed insights for anyone looking to build a curated investment art collection based on past and current trends within the art world that would otherwise be unaccessible.



ART MARKET UNDERSTANDING

Our diverse knowledge and understanding of the art market ensure you'll receive an accurate, professional evaluation and authentication of your artworks.

OUR CLIENT RETURNS



CLAUDE MONET
SPRINGTIME, 1886

▲84%

BOUGHT FOR
£2,500

SOLD FOR
£4,600



JOHN STEVEN DEWS
TEMERAIRE OPENS FIRE

▲52.17%

BOUGHT FOR
£2,300

SOLD FOR
£3,500



PABLO PICASSO
BUSTE DE FEMME

▲246.67%

BOUGHT FOR
£1,500

SOLD FOR
£5,200



ADAM GREEN
BAD NUT

▲47.86%

BOUGHT FOR
£840

SOLD FOR
£1,350

HOW TO GET STARTED

1. OPEN AN ACCOUNT

We'll assign you with an advisor to speak to about your investment needs and goals and get you set up with with an initial investment you feel comfortable with.



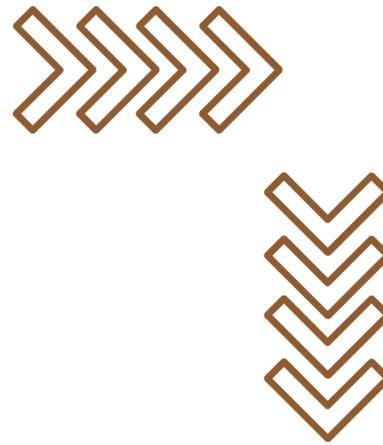
5. PROFIT

Once the piece has been sold, you'll receive a full breakdown of your return and the shared satisfaction between you and your personal broker.



2. ACCESS TO WEALTH MANAGEMENT FACILITIES

Our knowledge of the art market combined with our expertise in finance and investment gives you the best access to managing your portfolio. Whether you consider yourself a novice, or an avid collector, your personal broker works to enrich your portfolio and knowledge within the art market.



3. BUILDING A COLLECTION

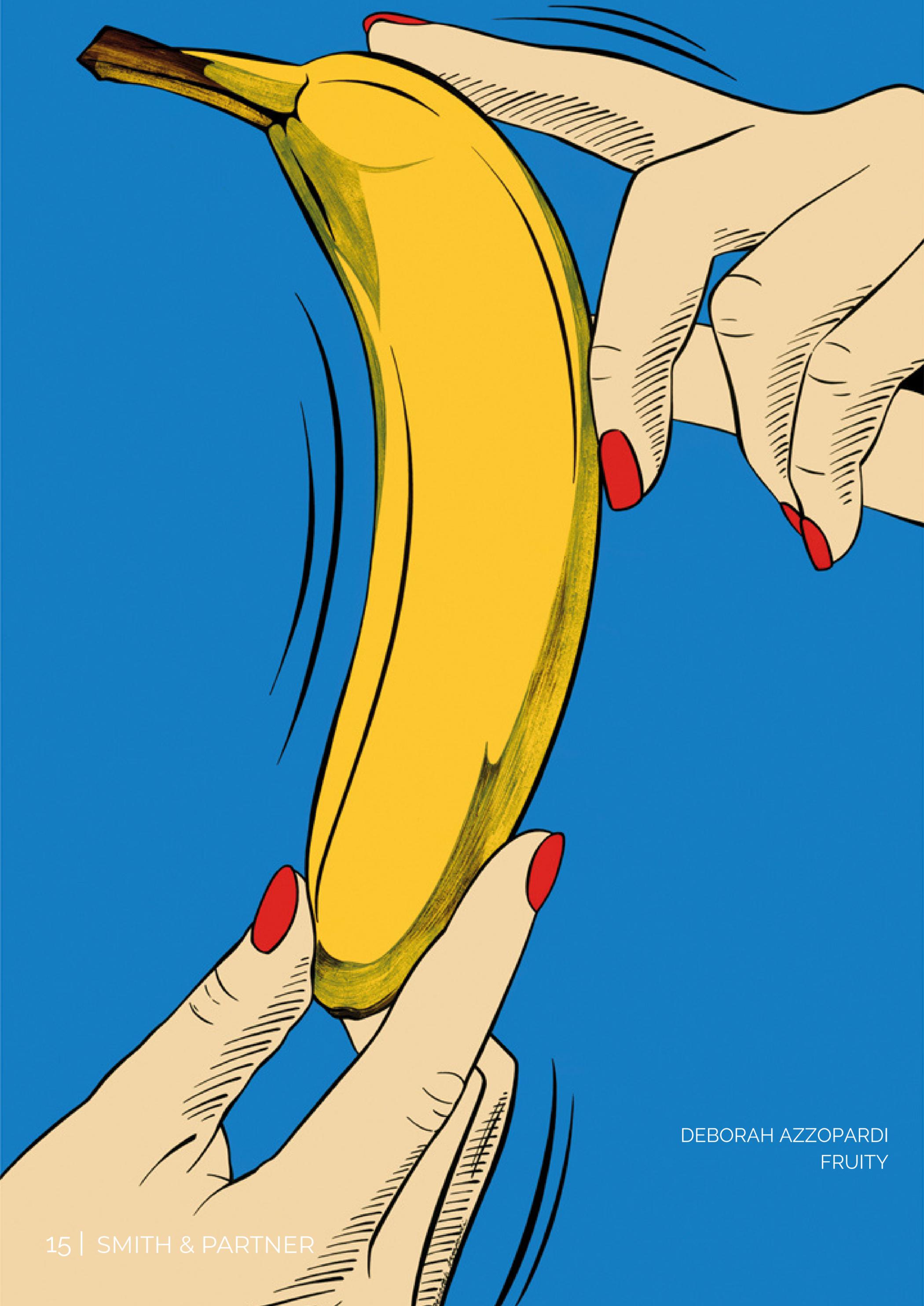
Building a diverse collection is key to market stability. We offer a range of artwork from emerging, established and blue chip artists. Your dedicated broker will inform you on the best artworks to invest in based on your portfolio.



4. PATIENCE

You'll be informed when the best time to sell your artwork is based on the market landscape we've been diligently following on your behalf. Providing you are satisfied, we will market the artwork under our network of private auctioneers and collectors.





DEBORAH AZZOPARDI
FRUITY

FAQs

WHAT IS A LIMITED EDITION PRINT?

A limited-edition print is a series of identical prints restricted to a one-time printing of a certain number of pieces. Generally, edition sizes range anything from 5 to 1000, and once an edition is sold out it is no longer available.

The artist determines the size of the edition and the numbers of each piece. The prints will also be signed by the artist or the master printer should the artist be deceased. Due to the short supply of these prints, from the best contemporary artists in the world, these works are a great asset for any collector.

WHAT HAPPENS AFTER I PURCHASE MY ART?

Once you have made your purchase, you can choose whether you want the artwork to be kept in secure storage with us, or to be delivered to your chosen address.



HOW DO I KNOW THE ARTWORK IS AUTHENTIC?

Smith & Partner is proud to be regulated by the Fine Art Trade Guild, all works sold via Smith & Partner are either signed by the artist or accompanied by a certificate of authenticity.

DO I OWN THE ARTWORKS I PURCHASE?

Every artwork you buy from Smith & Partner belongs to you, you have sole ownership of the artwork.

HOW CAN I STORE MY ART?

Smith & Partner have access to state-of-the-art warehousing facilities, all with industry-leading security systems, ensuring the guaranteed safe-keeping of your prized portfolio pieces.

Alternatively, we can send your artwork to you via secure shipping with our exclusive partnerships which include; packers, custom brokers, airfreight agents, and freight companies that provide white glove shipping services.

FAQs

DOES AN ARTWORK HAVE TO BE ORIGINAL TO BE CLASSED AS INVESTMENT-GRADE ART?

Limited edition fine art prints and original artworks can be used for investment growth. Notably, there are instances when the percentage return can be higher for a print than an original.

DO YOU GUARANTEE A RETURN ON MY INVESTMENT?

Despite our expertise in the art market and our proven results, we can never guarantee a return on your investment and past performance is not indicative of future results.



CAN MY ARTWORK LOSE VALUE?

Art is a diversified and varying product and as a result of that, it can lose value depending on factors such as rarity, importance and provenance, usually judged by experts. This is why it's crucial for doing research and consulting with expert art advisors.

CAN YOU HELP ME BUILD AN INVESTMENT PORTFOLIO?

Once you've opened an account with Smith & Partner, we'll assign a dedicated, expert art broker to work with you and create a personalised art investment plan with a bespoke selection of recommended works from our catalog.

WHAT ARE THE COSTS?

Smith & Partner collections charge an upfront fee of 2% on the sale of the art piece, and a charge of 5% on the profit only.

FAQs

WHAT ARE THE TAX IMPLICATIONS OF ART?

The first £6,000 you earn selling art in a calendar year is completely tax-free. However, we would strongly recommend seeking independent tax advice.

WILL YOU HELP ME SELL MY ARTWORK?

We'll inform you at the best time to sell your artwork based on the market landscape, with your go-ahead we'll market the artwork for you via our extensive network of art world connections.

AS FEATURED ON

**SAATCHI
GALLERY**



**EUROPEAN BUSINESS
MAGAZINE**

ART PLUGGED



The
resident



Aesthetica

IN PARTNERSHIP WITH



artnet



BJORN PERSSONS
CHEETAHS THRONE

SMITH & PARTNER

93 GREAT SUFFOLK STREET
LONDON
SE1 OBX

02045318796



@SPGALLERY



@SPGALLERY



@SPGALLERY



@SPGALLERY

INFO@SMITHANDPARTNER.CO.UK

WWW.SMITHANDPARTNER.CO.UK
