



Global Antique  
& Art-dealers  
& Congress  
Moscow 10

**November 19-20, 2010.**

**Ritz-Carlton Hotel, Moscow**

**Global Antique and Art Dealers Congress, a key event of the world's art market defined by participation of leading experts, investors, and collectors, will be held in November 2010.**

Antiques market still remains one of the most secretive and insufficiently explored fields of business. At the same time, art-investment is one of the most promising and secured ways of profitable capital allocation worldwide. Total turnover of the world art market in 2008 amounted to 48.7 billion euros. Sales in this area were almost equally split between the auction houses (their share was 48%) and dealers (52%). With regard to auction sales, they are made publicly and the corresponding statistics is available to all subscribers of specialized websites. Sales through galleries and, in particular, through private art dealers are a much more complicated issue. The amount of such transactions is usually not disclosed, and information about the price and buyer for the majority remains closed. Meanwhile, only a deep knowledge of the art market, access to exclusive data on sales and price fluctuations, as well as personal contacts with key players in the art-business can bring success to the world of antiques. Global Antique and Art Dealers Congress will provide a unique platform for discussion and exchange of views on major trends and factors affecting the future of the world art market.

For nearly half a century, the U.S. has been taking the lead in the art trade, whilst New York has been the main venue for major transactions. Namely there 42% of all transactions in the country have been conducted. Out of 100 largest auction sales in the world 59 have been made in New York at Sotheby's or Christie's. The most influential galleries or their representations are located there. It is noteworthy, that the U.S. share in the global art market in 2006 was 46%, which amounts to 19.8 billion euros; more than 10 billion of this sum accounts for art-dealers share.

In comparison, the total turnover of the European art market was 19.2 billion euros in the same year. Great Britain is considered to be the second largest market after the U.S. Its share was 60% of the European and 27% of the world's markets. The turnover of transactions in Great Britain was 11.6 billion euros in 2006. Here are around 8.9 thousands of art sellers 400 of which are auctions and 8.5 thousands are art-dealers. 60% of the British market belongs to Sotheby's and Christie's. Approximately a thousand of the major art-dealers in Great Britain are the members of influential associations of antiquaries. 30 international art fairs take place in the United Kingdom every year.

France and Germany stand out among other European countries in terms of the level and turnover of the art market. The French share is 14% in the European and 6% in the world's markets. France has about 8.6 thousands of official art sellers. Most important segment of the French art market is still comprised of works art of the impressionists and modernists. Germany, whose share of the world's art market makes 3%, is on the third place in Europe. It is the second country in the world in the number of auction houses, galleries, fairs, art societies and art schools after the United States. German art dealers are concentrated in major centers - Munich, Berlin, Cologne and Düsseldorf, and auctions are scattered around the country more freely.

In the beginning of the 21<sup>st</sup> century new centers, such as China, India and Russia, emerged on the global map of antiques world. In these countries art market has recently experienced rapid development which has been slightly slowed down but not stopped by the global economic crisis in fall 2010.

Russian art market emerged just lately, about 20 years ago, however, it has since come a long way. Many galleries and a few auction houses, as well as the infrastructure composed of various organizations dealing with appraisal, assessment and art-investment consulting, have recently arisen. The peak of imports of works of art to Russia was reached in 2004-2005 (6.6 million euros and 12.2 million euros, respectively); it was largely due to the abolition of tariffs on imports of works of art by private individuals in 2004. However, there is still a number of problems hindering Russia's ability of full integration into the global trade of antiquities. One of them is the opacity of the Russian market: it still, to a considerable extent, remains a shadow market that does not even allow accurate assessment of the volume of sales.

The participants of the Global Antique and Art Dealers Congress will have a unique opportunity to get the most reliable information on the state of the world's art market, compare experiences of different countries, define the upcoming trends of antiques market development, and establish productive and collaborative partnerships with foreign investors, antiquaries and art-dealers.

The following issues will be discussed at the Congress:

- Antiques trade in terms of the global economic recession. Upcoming market development projections;
- The most accurate trends of the art market in Russian and abroad;
- The role of the Russian collectors in the international art market;
- Private collecting in Russian in the 21 century;
- Outlook for the antiques market in Russia;
- Opportunities for art investment and liquidity issues;
- Examination and appraisal of the art in Russia and foreign experiences;
- Legal aspects of art investment. Specifics of the Russian legislation;
- Difficulties of cultural property imports and exports;
- Russian market infrastructure: galleries, auction houses, fairs, antique dealers associations, and art-dealers.

Global Antique and Art Dealers Congress will facilitate direct and frank dialogue between the active participants of the art market, representatives of governmental organizations. Representatives of national antique associations, antique shops and art galleries, representatives of auction houses, members of leading museums from various countries, business and culture media editors and journalists as well as leading art market experts will take part in the Congress 2010.

Moreover, major companies and banks can make use out of the Congress by promoting their brands and acting as sponsors for such an event

WHY MOSCOW

The independent expert research showed that the Russian art market attracts international antiquaries and art-dealers. Major auction houses, such as Sotheby's and Christie's, year after year confirm the increased interest of Russian investors and collectors to the Russian Trading. The emergence of representations of these auction houses in Russia is another striking demonstration of it.

Moscow, with its rich history, architecture, and museums, is one of the largest business metropolises of the world.

We sincerely hope that Moscow will be just a place where representatives of the art business will be able to realize their ideas and plans.



Participation

## INFORMATION

On the issues of participation, please contact in Moscow, the  
Organizing Committee of  
Global Antique and Art Dealers Congress:

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