



ATHENA ART FINANCE CORP.  
400 PARK AVENUE, 12TH FLOOR, NEW YORK, NY 10022  
ATHENA-ART.COM

## **Auction Purchase Program and Pre-Qualified Lots: FAQs**

### **What is Athena's Auction Purchase Program?**

Our program offers private clients and art market professionals the ability to finance prospective purchases at auction or private sale, through a secured loan based on the value of the acquired art, as well as an existing collection.

### **What type of services does Athena offer?**

We offer asset-based term loans and facilities secured by fine art with advance rates up to 50% of artwork value. This allows you to access investible capital tied directly to the value of your art, providing access to incremental liquidity in addition to what your existing financial resources could support. Our financing can increase purchasing power and help manage capital resources when making a new acquisition.

### **What are pre-qualified auction lots?**

Before each major sales season, we review upcoming auction sales for specific lots for eligibility as collateral for an asset-based loan.\* In reviewing the sales, we consider historical sales activity for the specific artwork or artist, auction estimates, as well as qualitative factors related to the specific artwork.

### **Can I also use my existing collection to finance new acquisitions?**

Absolutely. While most pre-qualified artworks can be financed on a single-piece basis, by including your existing collection, you can supplement the financial resources available to you when purchasing new pieces and may be able to finance 100% of your new purchases.

### **Can I finance artwork that is not included in your list?**

In many cases, we can. We typically can finance paintings and sculptures by established or mid-career artists with an active secondary market. We can give prompt feedback about financing your artwork.

### **I have provided a third-party guarantee (irrevocable bid). How can Athena support me?**

We offer standby financing options for parties that provide third-party guarantees at auction. These solutions allow these parties to expand their overall guarantee portfolio. Contact us to learn more.

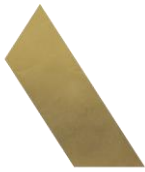
### **How can I learn more?**

Please contact us if you are considering an upcoming purchase or are interested to explore capital management strategies for your art collection. We can provide indicative financing terms on short notice and encourage you to contact [Naomi Baigell](#) at +1.212.937.7963 or [Nigel Glenday](#) at +1.212.937.7951.

### **Who is Athena Art Finance?**

Athena Art Finance Corp. is a leading independent specialist in art-secured financing. Athena launched operations in 2015 with the support of a premier group of investors led by the Washington, DC-based Carlyle Group and the Geneva-based Pictet Group.

\* Pre-qualification does not guarantee approval for financing and is subject to due diligence and internal review.



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**This Document is for discussion purposes only and is not a commitment to enter into a transaction or otherwise to provide funds. Any commitment will be subject to full due diligence and approvals to be obtained at the time and to the delivery and execution of mutually satisfactory documentation.**

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