

Poellath IAP

Art as an Asset: Private Wealth and Tax Considerations

Jan-Eckhard Wegener *Counsel, Poellath*

Julian Washington *Head of Tax, Heritage &
UK Museums and Fiduciary Client Group – Europe*

Frankfurt
28 May 2026



Moderators

Jan-Eckhard Wegener

Counsel, Poellath, *(Munich, Germany)*

Julian Washington

Head of Tax & Heritage, Sotheby's, *(London, UK)*

Panellists

Aakash Mishra

Associate, Shreya Rao & Associates, *(Bangalore, India)*

Christian Gregersen

Partner, Kroman Reumert, *(Copenhagen, Denmark)*

Florence Hediger

Associate, Lenz & Stäehelin, *(Zurich, Switzerland)*

Eduardo Martinez-Matosas

Partner, Gomez-Acebo Pombo, *(Barcelona, Spain)*

How to add value to client conversations around Art and cultural property, as a non-art expert

- The cyclical approach to art advice
- Collection management
- Valuations
- Insurance
- Examples of problematic assets:
 - Restitution
 - Ivory

A Louis XVI style gilt-bronze-mounted Chinese porcelain powder-blue ground vase, the porcelain 18th century, the twin handles in the form of serpents, with maskheads below on a fluted base with garlands of husks on scroll feet, the mounts probably later, *14¼in high*.

OMV: £14,000

AE: £12,000 - £16,000

INS: 28,000





Deposition from the Cross

Walrus ivory, English, late 12th/early 13th century
Acquired by the V&A after export deferral

***Lady with a Fan* by Gerard ter Borch**
Restituted by the National Gallery of Victoria

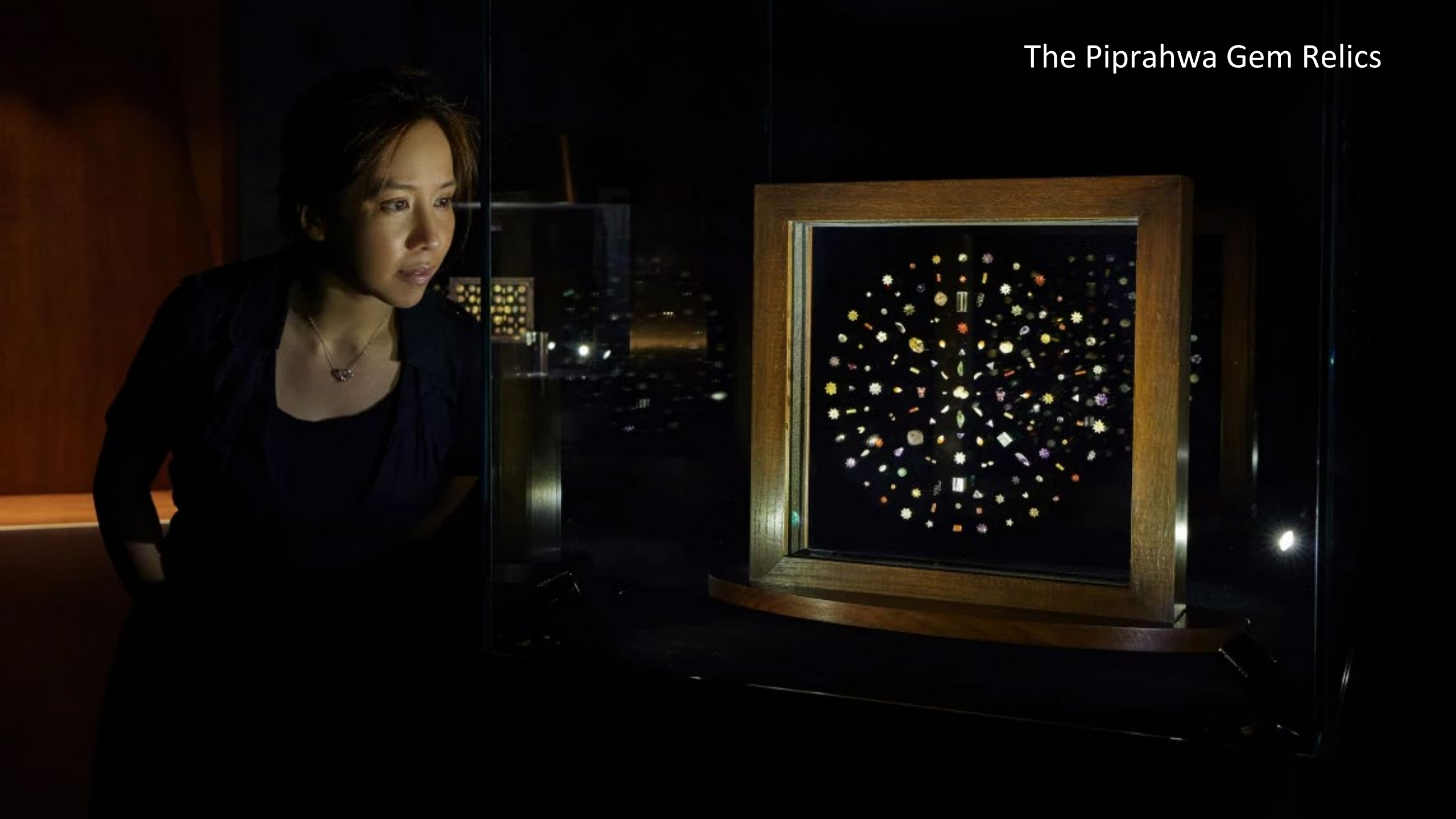


A close-up photograph of a hand holding a black gavel. The hand is wearing a gold ring on the ring finger and a silver watch with a metal link bracelet. The hand is positioned as if about to strike. The background is dark with several bright, out-of-focus circular lights (bokeh).

Navigating the Art Market

Julian Washington in Conversation with Christian Gregersen

The Piprahwa Gem Relics



Panel

- **Art Crossing Borders**
 - export controls
 - protection of cultural property
- **Taxation of Sales**
 - bonded warehouses
 - hobby vs. dealing
 - capital gains or business income or none
- **Inheritance, Wealth and Gift tax**
 - exemptions
 - valuation

Questions?
Discussion?

Sotheby's EST. 1744

POELLATH+



Sotheby's EST. 1744

POELLATH+