

Morgan Stanley

Art Resources Team (ART)

Helping Create Holistic Strategies for Owning Art

Art may play a significant role in the context of a collector's overall wealth. It is estimated that 5-10% of an ultra high net worth individual's balance sheet is art and collectibles¹, which approximates \$3 trillion of art privately held.² It is prudent for a collector to carefully consider the role of art on a balance sheet, and Morgan Stanley ART may assist with the following salient implications of owning art:

GOVERNANCE The ultimate challenge facing a collector may be what to do with the collection after the collector's death.

ESTATE PLANNING STRATEGIES

It is prudent to create a strategy so as to not put undue financial or emotional pressure on the surviving family.

PHILANTHROPY MANAGEMENT

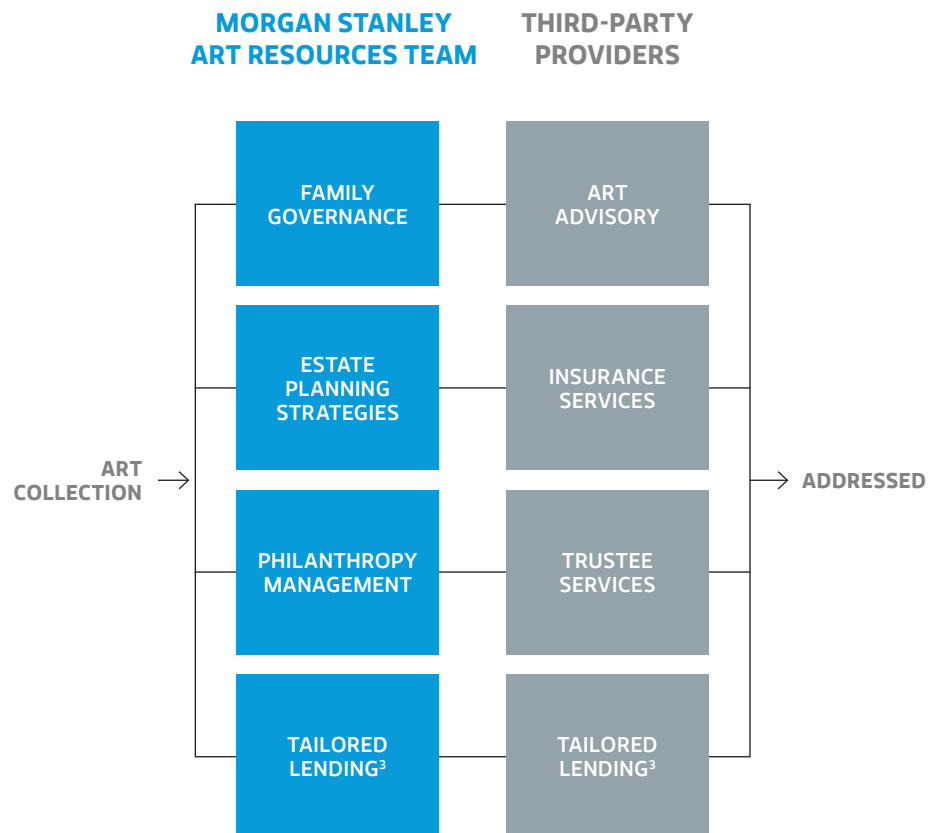
Having a well-thought-out and confirmed philanthropic plan can help alleviate surprises.

ART ADVISORY The art market is confusing, fragmented and inefficient, thus conferring considerable advantages to those who have information and experience.

TAILORED LENDING Borrowing may provide increased flexibility for the relatively illiquid art market.

TRUSTEE AND INSURANCE SERVICES

Trustees may provide desired oversight and continuity in decision-making over time. Insurance may help mitigate risk of loss and damage as well as provide financially flexibility for estate settlement.



¹ CS Returns Yearbook, 2018

² Art Basel Report, 2019

³ Tailored Lending is available to Morgan Stanley Wealth Management clients only—both internally through Morgan Stanley Private Bank, National Association or through our third-party purveyors

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