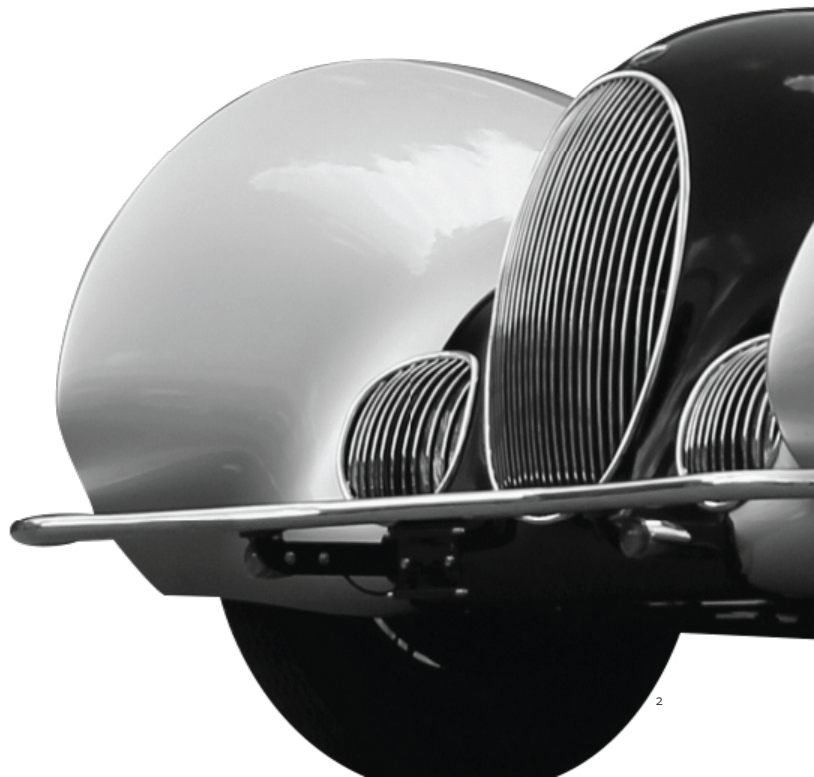




# Classic Car Services

# Your goals. Our support.

As a collector of classic cars, you will need the support of an independent, non-commissioned/ incentivised specialist team when acquiring, maintaining and disposing of classic cars or when determining whether to hold these valuable assets in a structure (dependent on appropriate tax advice) or in your own name. Our expert team has the experience and knowledge to assist with all aspects of historic vehicle collection. They're here to help you.



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## Our services

Purchase



Provenance



Display



Storage



Restoration



Maintenance



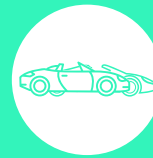
Inventory



Sale



Estate  
management



“Classic cars have provided the healthiest returns [of collectibles] since 2005, with average prices rising more than fourfold. The average cost-adjusted annual return of classic cars investments was 14.2% between 2005 and 2016.”<sup>1</sup>

<sup>1</sup>Source: Coutts Passion Index 2017

# Broad Expertise

## Vehicle provenance / history collation

- Researching vehicle histories with marque experts, clubs and factories, among others
- Collating and maintaining the history file for the vehicles' provenance and holding this in hard and soft copy
- Overseeing special projects; for example, photography, books, calendars

## Vehicle display / value enhancement

- Liaising with specialists for certification of vehicles where appropriate; for example, Ferraris
- Attending agreed specialist events, such as the Tour Auto or Mille Miglia to ensure vehicles are campaigned at appropriate venues
- Attending and overseeing vehicles at appropriate concours events – Amelia Island, Villa D'Este, Salon Privé – to enhance value and profile
- Attending agreed racing events – such as Goodwood and Monaco - to ensure the most appropriate vehicles are in place and appropriately displayed
- Arranging national and international transportation

## Purchases

- Negotiating the purchase of vehicles, in accordance with agreed strategy, either directly from other collectors or indirectly from brokers or auction houses
- Working with advisers to ensure purchase contract terms are appropriate
- Researching the history and provenance of cars in conjunction with appropriate experts to establish bona fides
- Working with specialists to locate specific cars or types of cars
- Ensuring that appropriate third party tax advice has been sought with regard to the payment and mitigation of any appropriate VAT, capital gains or inheritance tax

## Storage / museum display

- Co-ordinating storage arrangements
- Assisting with strategy to consolidate long-term storage facilities – for example, a purpose built facility, residential home, warehouse – as required
- Ensuring appropriate storage terms, particularly for insurance requirements
- Assisting with strategy to establish a car museum / display facilities
- Working with specialists to ensure that the museum facility is appropriate for the collector's purpose and objectives

# Tailored Services

## Maintenance and upkeep

- Overseeing servicing with appropriate specialists
- Overseeing racing preparation with appropriate specialists
- Liaising with insurance companies to ensure all vehicles have appropriate cover
- Ensuring registrations are correct
- Ensuring MOTs, where appropriate, are undertaken and up to date

## Vehicle inventories

- Upkeep of inventories for cars, parts and automobilia
- Overseeing the cataloguing and storage of vehicle-related parts
- Arranging valuations as necessary

## Sales

- Negotiating the sale of vehicles in accordance with agreed strategy
- Working with advisers to ensure sale contract terms are appropriate
- Working with specialists, including brokers, auction houses and other collectors, to ensure that the vehicle is marketed in the most suitable jurisdiction for the right audience by an appropriate agent

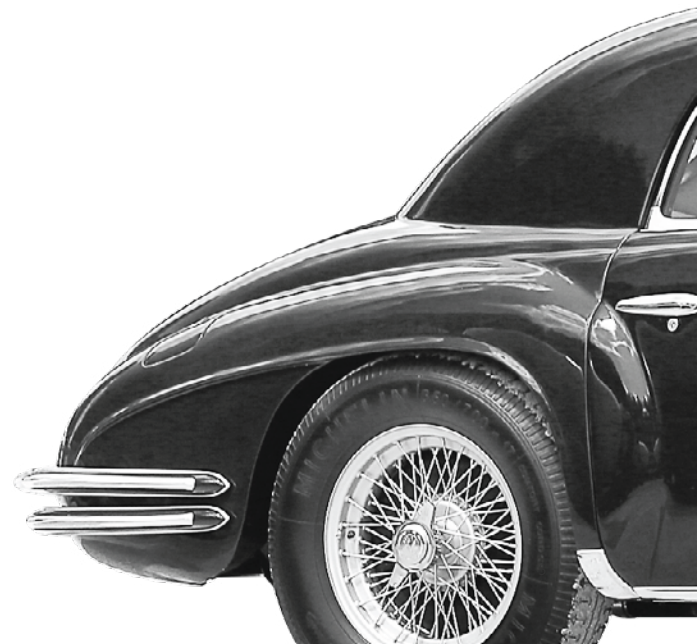
## Estate management

Assisting families in the event of a collector's demise so that:

- Important and best-suited vehicles are retained by the family
- Vehicles are properly valued through researching their history and presentation
- Any vehicles are sold in a controlled and appropriate way (via a broker or auction house or directly to another collector) and in the most relevant jurisdiction.

## Restoration

- Overseeing agreed restoration of cars, with appropriate marque specialists, once appropriate quotes have been obtained



## About us\*

We are IQ-EQ, a leading Investor Services group employing over 5,800 people across 25 jurisdictions worldwide. We bring together that rare combination of global expertise with a deep understanding of the needs of our clients. We have the know how and the know you to support fund managers, global companies, family offices and private clients.

## Key contact

If you would like to speak to us about your classic car collection management needs, simply contact James Haithwaite. He and his team are always ready to listen.



**James Haithwaite**

Luxury asset specialist

[E james.haithwaite@iqeq.com](mailto:james.haithwaite@iqeq.com)

\*Information correct as of September 2024

IQ-EQ does not provide legal, tax or investment advice and the information in this document should not be regarded as such. For information on the legal and regulatory status of our companies, please visit [www.iqeq.com/legal-and-compliance](http://www.iqeq.com/legal-and-compliance)

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