

From: Richard Kahn <[REDACTED]>
To: "jeffrey E." <jeevacation@gmail.com>
Subject: Fwd: Giacometti, Figure moyenne II
Date: Fri, 24 Mar 2017 15:56:49 +0000
Attachments: Giacometti_Scenario_23Mar17.pdf

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel [REDACTED]
fax [REDACTED]
cell [REDACTED]

Begin forwarded message:

From: Heather Gray <[REDACTED]>
Subject: FW: Giacometti, Figure moyenne II
Date: March 24, 2017 at 11:49:54 AM EDT
To: Richard Kahn <[REDACTED]>

Hi Rich,

Here is Christie's email with estimates, marketing and the Enhanced Hammer option for the Giacometti. As I mentioned, they are still working on the Guarantee and said they hoped to be back to me later today on that or Monday at the latest.

I'm still waiting for estimates and proposals from Sotheby's. They want to see the work in person in Paris, so I am trying to set that up for Tuesday of next week.

Please let me know if you have any questions.

Best,
Heather

From: Farber, Sheri [mailto:[REDACTED]]
Sent: Friday, March 24, 2017 11:16 AM
To: Heather Gray [REDACTED]
Cc: Los, Maria C. [REDACTED]
Subject: Giacometti, Figure moyenne II

Dear Heather:

As we discussed over the telephone this morning, below please find what we propose for the special and unique Giacometti, *Figure moyenne II*.

RECOMMENDED AUCTION ESTIMATE

\$18,000,000 – 25,000,000

TERMS OF SALE

Christie's will absorb all sale related costs including

- Seller's Commission
- Packing and shipping
- Loss & Damage Liability
- Marketing
- Catalogue Illustration
- Plus all other incidental sale-related expenses

Furthermore, we would like to offer an Enhanced Hammer of 10% until Proceeds reach \$25 million or 7% thereafter, provided that the reduction in Enhanced Hammer shall not reduce Proceeds below \$25 million. Please see the attached slide illustrating the breakdown at different levels of the Proceeds.

As previously mentioned, we are currently working on a Guarantee Option. As soon as we determine the feasibility for this we will be back in touch.

PROPOSED MARKETING

We would be delighted to undertake the following for this work:

- This work will be the masterpiece by Giacometti featured in the Christie's Impressionist & Modern Art Evening Sale
- The Giacometti will be illustrated on the wrap of the Impressionist & Modern Art Evening Sale catalogue
- The Giacometti will be illustrated as a frontispiece of the Impressionist & Modern Art Evening Sale catalogue
- The Giacometti will be presented with a multi-page scholarly essay
- A special web feature on this work will be produced highlighting it as a unique and exceptional example of the subject
- The Giacometti will be included in the Chinese language mini-catalogue
- The Giacometti will be featured in the Impressionist & Modern Evening Sale highlight video
- The Giacometti will be featured as a highlight of the Impressionist & Modern Evening Sale on [Christies.com](https://www.christies.com)
- The Giacometti will be advertised in the Post-War & Contemporary Evening Sale catalogue
- The Giacometti will tour to Los Angeles, to coincide with the opening of our new flagship location

As always, we are here for you should you have any questions or concerns. Please do not hesitate to reach out for any reason.

All our best,
Sheri and Maria

Sheri Farber
Senior Vice President/Senior Director
Chairman's Office

CHRISTIE'S

20 Rockefeller Plaza
New York, NY 10020

phone: [REDACTED]

cell: [REDACTED]

email: [REDACTED]

Visit www.christies.com to explore special multi-media sale promotions, browse our illustrated catalogues and leave absentee bids through LotFinder(R), Christie's online search engine, and register for Internet bidding with Christie's Live(TM).

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