

# ART ADVISORY SERVICES

A UNIQUE ADVISORY SERVICE PERFORMED BY COPULA  
CAPITAL ADVISORS OOD



End 2011

# OVERVIEW

**C**opula Capital Advisors art research and advisory service is a highly responsible professional consulting service. We work with a number of well known local art experts who are specialized in different art genres and periods.

**W**e service a select limited number of clients – collectors and art investment funds who seek to build collections of uniqueness and distinction, built up with works from contemporary artists.

# PROFITING FROM ART

Art collecting provides many rewards – joy, aesthetic feelings, and etc., but not the least of which is appreciation in asset value. **Worldwide collectors have enjoyed extraordinary performance in the value of their collections**, with many of their acquisitions increasing value a number of times.

Through our different experiences and hard work, strict coverage of the regional art market and in-house view, we have specific advantage of monitoring the local market and identifying art movements, individual artists of importance or market trends... just before the rest of the pack.

# SERVING THE COLLECTOR

By principle our art advisory services are mainly offered to a limited number of clients. Thus our specialists are able to focus their energy and creativeness in the most productive and meaningful way possible. **In serving the collector, our headline is to gain a full understanding** of those objectives, including the client's area of interest, aesthetic taste, and budget requirements.

The works of art we help find and offer to our clients must fit the initial project parameters they have entered. This way, **each collection represents solely its owner personality.**

# ANALYZING THE MARKET

Usually collectors are busy people with a multitude of different interests and they cannot usually cover all that is of importance on their own. **With our services, we extend the collectors reach and market coverage and thereby increase their access to the best at the market** — art works which are in high demand and/or rare to the market.

Our clients are benefited by longstanding business relations with a vast number of galleries, art dealers, auction houses and museum officials, and by our ability to expend time and effort attending exhibitions and selling venues around the world.

# RESEARCHING ...

The complex decision matrix of factors that determines the desirability and value of art work, such as provenance, art piece and market conditions, global supply and demand and historic significance, is the focus of our research and analysis.

The final result is state of the art report in which we incorporate our spread professional skills and know-how in the fields of art, finance and investments.

# OBJECTIVE ADVISORY

As a private advisory company we work solely in the service of our clients, providing them with **independent and objective advice uncompromised by anything but the client's specific and unique requirements, needs and objectives.**

**Our position is a plus, which differentiates us from the conflicted interests of dealers, auction houses and museum curators.**

**Our attention is pointed at nothing else, but servicing our clients the best possible way.**

# CONFIDENTIALITY

**W**hile our activities and services are public and prominent, many of our clients prefer to go about their art collecting activities in private, with little opacity, with the most possible discretion and confidentiality.

**We do respect our clients' will** in serving the collector who prefers anonymity, as well as the collector who chooses to obtain a more public profile.

# WHO WE ARE

Consulting company based in Sofia, Bulgaria, offering a wide range of advisory, research and fund placement services for Bulgaria and the Balkans region, including:

- ❖ Stock markets, public and private companies research and valuations;
- ❖ Fund raising and pre-market advisory;
- ❖ M&As, corporate due diligence, market entry advisory;
- ❖ Specialized investment projects advisory services (art market and investments advisory);
- ❖ Strategic partnership, financial restructuring.

# MANAGEMENT

## **Dragomir Boyadzhiev**

**Managing partner and CEO of Copula Capital Advisors OOD** He has an extensive experience in financial analysis portfolio management, and statistical analysis. His professional record includes a wide range of activities in the field of financial analysis and securities trading. Currently he also holds a CEO position at the Bulgarian Investment Managers Association (BIMA), which is part from the European Federation of Financial Analysts Societies (EFFAS).

## **Lyubomira Valentinova**

She has a long-standing career in the accounting sector. With a broad experience both in the field of banking and non-banking accounting services. Currently she is Managing Partner and CEO at Accounting Advisors Group OOD and **Managing partner at Copula Capital Advisors OOD.**

# TEAM

- ❖ Two managing partners.
- ❖ A team of highly skilled professionals with academic background ranging from finance, corporate logistics, accounting. Professionals with extensive experience in the financial, stock markets and advisory sectors. Constantly observing the highest professional standards and best modern policies, combined with a broad mix of investment skills, including portfolio management, financial analysis, corporate finance, private equity, research and trading.

# CONTACTS

**Copula Capital Advisors OOD**

1164 Sofia, Bulgaria,

4 Kokiche str., fl.1

T/F: +359 2 9634 650

M: +359 87 8917 466

E: [office@copula.bg](mailto:office@copula.bg)

W: [www.copula.bg](http://www.copula.bg)

