



PRIVATE ASSET SALES & INTRODUCTIONS

Exceptional assets. Considered connections.

A private approach to presentation, qualified interest
and purposeful commercial introductions.

ONLY WHAT MATTERS.

PART OF THE IFC GROUP

privatio.org

THE RIGHT INTEREST

Exceptional assets. Meaningful relationships.

A valuable asset deserves more than a listing. It deserves a clear proposition, a relevant counterparty and a personal introduction with purpose.



01

A stronger presentation

Give the asset and its supporting information a coherent commercial narrative.

02

A relevant introduction

Bring the opportunity to the appropriate conversation, with useful context.

03

A controlled process

Agree responsibilities, disclosure boundaries and remuneration from the outset.

Privatio combines considered asset presentation with purposeful introductions. The objective is a clear next step between people with a reason to engage.

Illustrative scene. The individuals depicted are fictional.

PRESENT. CONNECT. PROGRESS.

Give your asset a considered route to market.

A mandate should deliver identifiable work. Privatio structures the engagement around the asset, the intended transaction and the owner's priorities.

01

Define the proposition

Clarify the asset, the seller's authority, the sale perimeter and the commercial expectations. Identify the information needed to support an informed enquiry.

02

Prepare the presentation

Develop an approved asset overview and an appropriate information package. Agree how identity, location, pricing and sensitive details will be disclosed.

03

Plan the outreach

Agree suitable channels and the intended audience. Depending on the mandate, this may involve direct approaches, approved partners or selected private presentation.

04

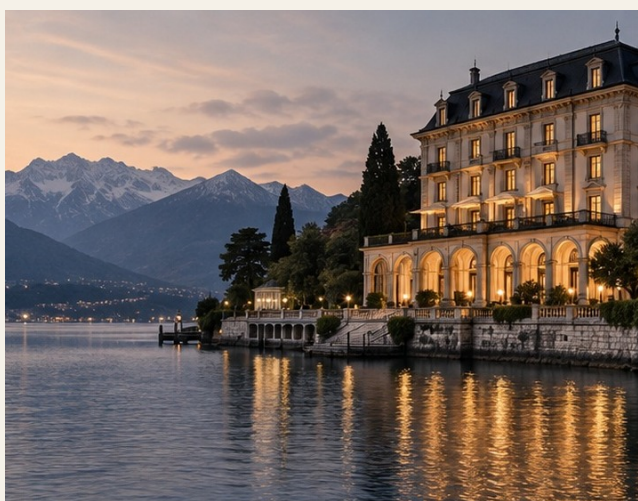
Coordinate the response

Manage the flow of enquiries, arrange introductions and help the parties establish the next action. Keep responsibilities and commercial attribution clear.

What the owner retains: control over the agreed disclosures, approval of the presentation and the decision whether to proceed with a transaction.

VALUE NEEDS CONTEXT

Different assets. Distinct considerations.



Hotels & commercial property

The property, its operating context and the proposed sale structure. Relevant information may include title records, tenancy or operating figures and the scope of the transaction.



Watches & jewellery

The maker, reference, condition and available history. Provenance, service records and specialist assessments help a buyer understand the object being offered.

Fine art & collectibles

Provenance, condition, ownership history and the basis of any attribution or authentication. Specialist expertise is engaged where appropriate.

Collector vehicles

Ownership, registration, condition and maintenance history, together with the documentation relevant to the proposed transfer.

Categories and individual assets are subject to acceptance. Images are illustrative.

ACCESS WITH CONTEXT

An introduction worth your attention.



Private access is valuable when the opportunity is understandable. Privatio's approach brings the asset, its commercial context and the authorised counterpart into the same conversation.

01

A relevant overview

Understand what is offered and the basis on which a sale may proceed.

Illustrative imagery. Individual opportunities and access conditions vary.

02

A proportionate next step

Move from initial interest to appropriate information and direct discussion.

03

An informed decision

Use your own advisers and the relevant specialist checks before committing.

A PRACTICAL SEQUENCE

From instruction to purposeful introduction.

01 Submit

Provide a concise asset overview, your role in the sale and the available supporting information.

02 Review

Establish the seller's authority, the quality of the information and suitability for the proposed engagement.

03 Agree

Set the mandate, presentation strategy, disclosure permissions and commercial terms in writing.

04 Present

Prepare approved materials and undertake the agreed approach to relevant prospective counterparties.

05 Introduce

Arrange a documented introduction and coordinate the next exchange, meeting or information request.

The parties remain responsible for negotiation, professional advice, due diligence and the transaction itself.

DISCLOSURE BY DESIGN

Share what is relevant. When it is relevant.

Discretion becomes useful when it is translated into practical decisions about information, recipients and timing.

01 Initial overview

Introduce the opportunity at the agreed level of detail.

02 Relevant interest

Establish the prospect's purpose and standing to proceed.

03 Confidential exchange

Put suitable confidentiality arrangements in place.

04 Approved documentation

Release further information with the authorised party's approval.

The disclosure plan is agreed for the engagement. Confidentiality arrangements reduce unnecessary exposure; they do not eliminate every risk of onward disclosure.

A BETTER START

What to bring to the first conversation.

Begin with a concise overview. Extensive sensitive records need not form part of the first enquiry. The appropriate documentation can be requested as the engagement develops.

01 The asset

Category, location or origin, key characteristics and current status.

02 Your standing

Owner, authorised representative or specialist dealer, with the basis of your authority.

03 The proposed sale

What is included, your price expectations and any material conditions.

04 The available evidence

Ownership or mandate records, history, condition information and relevant specialist reports.

05 The disclosure boundaries

What may be public, what must remain private and who may approve the release of further information.

A clear starting brief helps determine suitability, the scope of work and the appropriate next step.

DEFINED BEFORE THE WORK BEGINS

Agree the work. Understand the fee.

A sound engagement makes the economics clear from the outset. Privatio's remuneration is defined in the written agreement for the particular mandate.

Service scope

What Privatio is instructed to undertake and which outputs are included.

Fee basis

An agreed fixed fee, a success-related fee or an expressly defined combination.

Payment trigger

The event that creates the payment obligation and the applicable payment terms.

Additional costs

Any approved third-party work or expenses, with their treatment agreed in advance.

Introduced parties

How introductions are recorded and any agreed protection or subsequent entitlement.

There is no universal fee quoted in this brochure. The transaction, the agreed services and the written terms determine the commercial arrangement.

RELATIONSHIPS WITH A PURPOSE

A good introduction creates a clear next step.

Privatio's introducer model is intended for professionals who can bring relevant owners, authorised sellers or serious prospective buyers into a well-defined commercial process.

01

Introduce with context

Explain the relationship, the opportunity and the reason for the introduction. Establish that the relevant information may be shared.

02

Record the contribution

Submit the introduction for acceptance and agree its attribution. Existing contacts and overlapping introductions should be resolved before expectations are created.

03

Define the remuneration

Any entitlement rests on a separate agreement and its qualifying conditions. A contact name alone does not establish a fee claim.

04

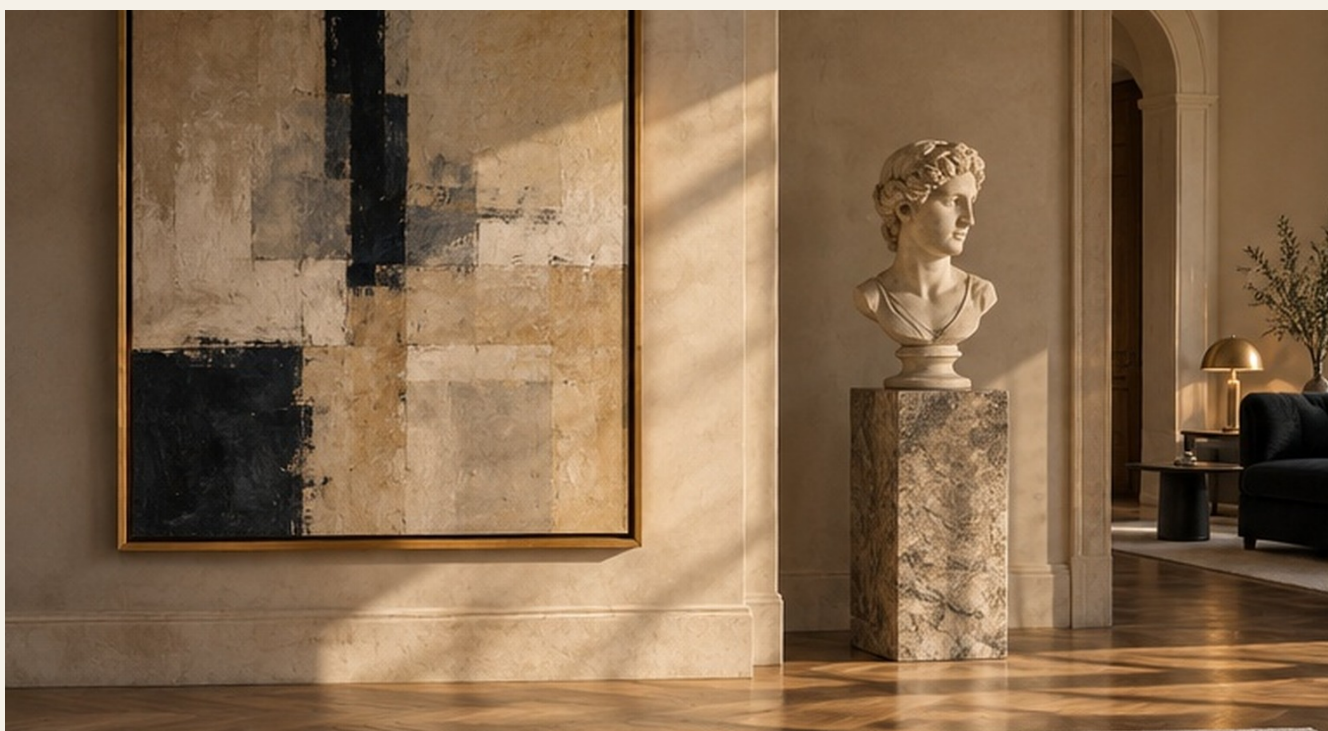
Respect the role

Represent the service accurately. Do not make unauthorised commitments, offer guarantees or receive client purchase funds.

The value lies in the relevance of the introduction and the clarity of the relationship that follows.

ONLY WHAT MATTERS

The value of what we leave out.



Privatio draws on the Latin idea of taking away. We give that idea a deliberate purpose: removing the unnecessary so that the essential can come into view.

Less indiscriminate exposure. Fewer irrelevant approaches. Clearer information and more purposeful conversations. Our philosophy is to make room for the judgement a significant transaction deserves.

THE ASSET. THE RELATIONSHIP. THE DECISION.

Illustrative imagery.

PRIVATIO

Bring us the asset. Tell us the objective.

The first conversation establishes what you wish to achieve,
what information is available and whether Privatio is the appropriate route.

Submit an asset

Owners, authorised sellers and specialist dealers.

Discuss an acquisition

Prospective buyers with a defined interest.

Make a professional introduction

Relevant relationships and documented opportunities.

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Services are subject to acceptance, applicable requirements and written agreement. This brochure is a service overview, not a binding offer. Specialist advice and transaction due diligence remain with the parties. IFC Group affiliation does not constitute a financing commitment or guarantee. All asset imagery is illustrative and does not depict confirmed Privatio inventory.