

THE POWER OF AUCTIONS



Sotheby's

ACCELERATE YOUR EXPERIENCE

The classic car market has never been more vibrant and attractive. Over the last 25 years, as its size has grown from \$50 million to \$1.3 billion, the popularity, international nature, and appeal of collector car events has flourished. Classic car ownership offers a thrilling lifestyle, providing entry into an exciting world of rallies, concours d'elegance events, historic racing, local "Cars & Coffee" gatherings, and so much more. Driving is a visceral experience; the smell, the sound, and the speed all contribute to an appreciation of an altogether different and uniquely exciting art form.

As a result, worldwide attendance at RM Sotheby's auctions has reached an all-time high, with bidders from over 70 countries participating via telephone, the Internet, and directly in our sales rooms, from Monterey, California, to Monte Carlo, Monaco.

Whether you intend to build or sell a collection, or are simply looking to gather expert advice in the areas of restoration, history, research, and market trends, RM Sotheby's understands that this is a passion-driven hobby and remains at your disposal. We are proud to take part in the collector car hobby and look forward to welcoming you to it as well.

Single-owner Porsche collection steals the show at RM Sotheby's 2016 London auction, exceeding pre-sale estimates by almost double.





WHO IS RM SOTHEBY'S?

RM Sotheby's is the world's largest auction house for investment-quality automobiles. Over the past 38 years, we have cemented our position as the market leader and successfully transformed the global automotive auction scene. We've helped elevate the perception of collector car auctions to premium events executed to the very highest of standards. Today, RM Sotheby's stands as the only company in the world with the capabilities, resources, and expertise to effectively handle the sale of any car or collection—regardless of size or complexity.

1994 Ferrari F40 LM, sold for \$3,300,000 in Monterey 2015. This car was offered as part of the Pinnacle Portfolio collection, which set a new benchmark for a single-day, single-vendor auction at \$75.4 million during Monterey Car Week.

THE SOTHEBY'S ADVANTAGE

In recent years, automobile collecting has matured to an exercise in connoisseurship on par with the collection of fine art—a pursuit much older than the invention of the automobile.

In February 2015, RM formed a strategic partnership with Sotheby's, one of the world's oldest and most well-respected auction houses, to become RM Sotheby's. This partnership adds over 270 years of experience in the auction and private sale of the world's most desirable fine art and collectibles, as

well as appraisals, collection management, financial services, and global marketing. Since its launch, the partnership has proven extremely valuable in building a global platform for automobiles, with many feature cars selling to collectors introduced via the Sotheby's connection. Through working in concert with the Sotheby's team, RM has established the largest client network of any collector car auction house in the world.

Magnificent Platinum and Diamond Ring, sold for \$4,058,000 at Sotheby's Magnificent Jewels sale on 9 December 2015 in New York.



1939 Alfa Romeo 8C 2900B Lungo Spider by Touring, sold for \$19,800,000 at our flagship

Monterey sale in 2016, setting a record for any pre-war automobile sold at auction.



ACCESS THE GLOBAL MARKETPLACE

Our business is fueled by a love of cars. Over the years, our auctions have been witness to hundreds of million-dollar-plus motor cars and averaged a 95 percent sell-through rate. We've had the pleasure of doing business with a truly global collector base, including buyers and sellers from more than 70 countries spanning the Middle East, Asia, Europe, Russia, Australasia, and the Americas. With Sotheby's being the first international auction house to enter Hong Kong (1973), Qatar (2009), and Mainland China (2013), RM Sotheby's is poised to access many opportunities in emerging collector car markets.

RM Sotheby's 2015 New York: Driven by Disruption sale held at Sotheby's New York headquarters.

Total sales were a thrilling \$73.5 million.



RM Sotheby's stunned the market with its incredible record-breaking €51 million 'no-reserve' sale in Milan in November 2016. The sale attracted over 5,000 attendees, with bidders from 57 countries.



UNPARALLELED INDUSTRY KNOWLEDGE

RM Sotheby's international team of specialists is the largest and most experienced in the industry. Comprised of respected vintage racing drivers, senior auction industry leaders, and automotive historians, our team members are true enthusiasts who hold relationships with the world's leading collectors. Combined with Sotheby's global staff of over 1,000 employees, RM Sotheby's is the only company that can ensure consignments are marketed to a truly worldwide audience to achieve the best possible results.



PERSONAL SERVICES

An extension of our Specialist team, our dedicated Client Service and Client Development professionals further our reach by holding key relationships with global collectors and industry professionals. This network is unmatched within the industry. Our Client Service and Development teams are at the core of delivering the unprecedented, concierge-style service for which we are known, and which lies at the heart of the RM experience.



ACCESS THE KNOWLEDGE

Our Research & Cataloguing team provides our clients with confidence that the cars RM Sotheby's presents are thoroughly vetted and accurately described. This team routinely identifies the originality of major components, uncovers decades of new history, and adds original source documentation to automobile history files—a value-added service unique to RM Sotheby's. The largest, most dedicated Research team in the industry, their efforts are all part of the RM Sotheby's advantage and help us to continuously raise the bar globally by providing unparalleled knowledge and expertise for every consignment.

WORLD-CLASS MARKETING

And finally, over 120 full-time professionals within the organization—the largest staff of any collector car auction house—are committed to achieving the best possible results for our clients. This includes in-house designers, a catalogue production team, writers, photographers, marketing and advertising professionals, and public relations experts. Each of these departments is crucial to providing the seamless and enjoyable experience that RM Sotheby's clients have come to know and expect. Every car entrusted to RM Sotheby's has a unique story. The in-house marketing team finds creative ways to convey these stories to potential bidders that not only enhance the sellers' experience, but also contribute to buyers' confidence.



FINANCIAL EXPERTISE

Whether regarding a single consignment, a collection, or a private treaty sale, RM Sotheby's prides itself on providing innovative solutions. We offer a full range of services, and a large part of our success in this area has been the strategic alliances developed over the years with financial, income tax, and legal professionals. As a result, RM Sotheby's is able to introduce estate planning options and income tax strategies to address capital gains considerations. Our corporate financial flexibility and strength allow RM Sotheby's to provide a full range of services to our clients, including advances against important cars and collections if liquidity is required.

Please note that RM Sotheby's does not provide any legal or tax advice. If you require such, please contact a legal or tax professional.





1955 Jaguar D-Type, sold for \$21,780,000

at Monterey in 2016.



A LASTING LEGACY

Over the years, many important collectors and estates have chosen to entrust their beloved collections to RM Sotheby's private collection services. RM Sotheby's experienced and skilled staff is capable of handling all aspects of the auction, from pre-sale preparation to careful cataloguing and effective, targeted marketing. After decades of handling these special affairs, our understanding that each collection is totally unique informs our approach, thereby providing a tailored client experience. From start to finish, our team works to deliver a seamless, efficient process aimed at providing a memorable experience for the client.

HONEST AND ACCURATE VALUATIONS

RM Sotheby's in-house research and appraisal teams support our specialists to properly advise clients. We pride ourselves on providing accurate, realistic valuations and estimates from the outset. Our consistently high sell-through rates at auction demonstrate the unmatched experience and knowledge of our team while also underlining our pre-sale estimate strategy.





A WINNING TRADITION

Before becoming the world's largest collector car auction house, RM Sotheby's began as a humble venture restoring classic cars. Over the ensuing decades, the restoration division has become one of the largest and most prized facilities in the world. RM Sotheby's is the only organization in the industry to have this important and value-added service as part of our full repertoire. As testament to the talent at RM Auto Restoration, these artisans have been awarded Best of Show at the prestigious Pebble Beach Concours d'Elegance a remarkable six times since 2001. RM Sotheby's is incredibly proud to have its roots in this area of the business, and to help preserve automotive history for the enjoyment of future generations.



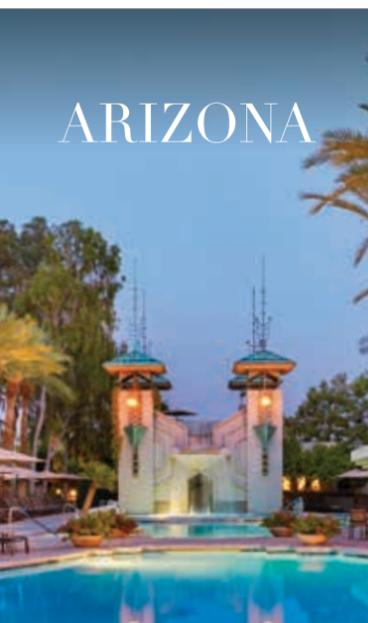
1930 MERCEDES-BENZ SS ROADSTER, BEST OF SHOW, 2001
1938 HORCH 855A ERDMANN & ROSSI SPORT CABRIOLET, BEST OF SHOW, 2004
1931 DAIMLER DOUBLE SIX 50 CORSICA DROPHEAD COUPE, BEST OF SHOW, 2006
1933 DELAGE D8S DE VILLARS ROADSTER, BEST OF SHOW, 2010
1934 PACKARD 1108 TWELVE DIETRICH CONVERTIBLE VICTORIA, BEST OF SHOW, 2013
1924 ISOTTA FRASCHINI TIPO 8A F. RAMSEIER & CIE WORBLAUFEN CABRIOLET, BEST OF SHOW, 2015

#RMONTHEROAD

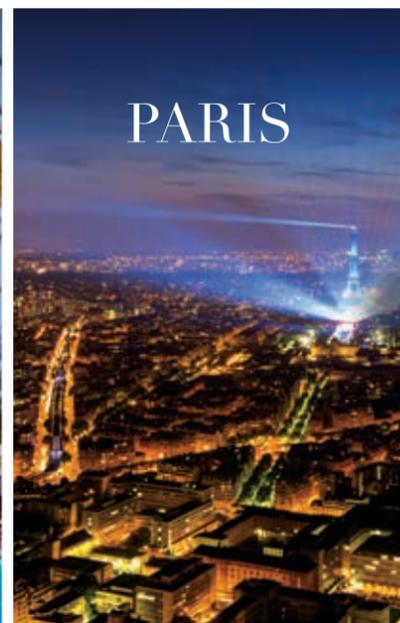
RM Sotheby's car specialists are constantly on the road, worldwide, all year long. As true enthusiasts fully immersed in the hobby, we participate as drivers, sponsors, and attendees at the very same events as our clients; we can relate to what drives them, as the same passion drives us. Follow us on social media, find us in person, and look out for the largest team of car specialists as we traverse the globe.

500 Ferraris Against Cancer			France
Amelia Island Concours d'Elegance	Amelia Island	FL	United States
Arizona Concours d'Elegance	Phoenix	AZ	United States
Boca Raton Concours d'Elegance	Boca Raton	FL	United States
California Mille	San Francisco	CA	United States
Cavallino Classic	Palm Beach	FL	United States
Chantilly Concours d'Elegance	Paris		France
Collier Symposium/Revs Institute	Naples	FL	United States
Colorado Grand	Vail	CO	United States
Concorso d'Eleganza Villa d'Este	Como		Italy
Concorso Ferarri Pasadena	Pasadena	CA	United States
Concours of America at the Inn at St. John's	Plymouth	MI	United States
Copperstate 1000	Tempe	AZ	United States
Donnington Historic			United Kingdom
Elegance at Hershey	Hershey	PA	United States
Ennstal Classic			Austria
FAI			France
FCA Annual Meet	Daytona	FL	United States
Frankfurt Motor Show			Germany
Geneva Motor Show			Switzerland
Goodwood Festival of Speed	Chichester		United Kingdom
Goodwood Members Meeting	Chichester		United Kingdom
Goodwood Revival	Chichester		United Kingdom
Greenwich Concours	Greenwich	CT	United States
Greystone Mansion Concours	Beverly Hills	CA	United States
Hampton Court Concours of Elegance	London		United Kingdom
HERO 1000 Mile Trial			United Kingdom
Hilton Head Island Motoring Festival	Hilton Head	SC	United States

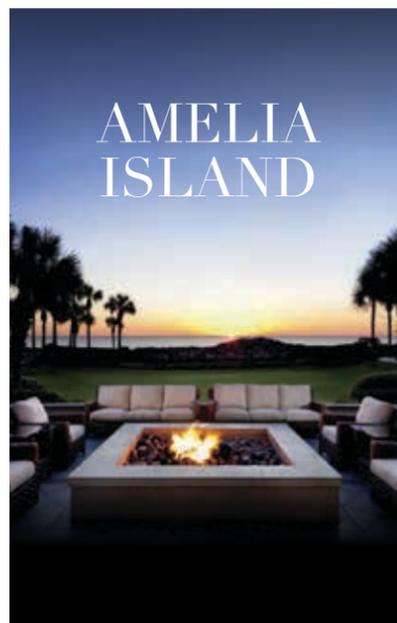
Interclassics & Topmobiel	Maastricht		Netherlands
Klassikwelt Bodensee			Germany
La Jolla Concours d'Elegance	La Jolla	CA	United States
LA Lit Show	Los Angeles	CA	United States
London Classic Car Show			United Kingdom
Luftgekühlt Porsche Meet	Culver City	CA	United States
Mille Miglia	Brescia		Italy
Modena Cento Ore	Modena		Italy
Palais Het loo Concours d'Elegance			Netherlands
Passione Caracciola			Switzerland
Pebble Beach Concours	Pebble Beach	CA	United States
Quail Motorsports Gathering	Carmel	CA	United States
Race Retro			United Kingdom
Retro Classics	Bavaria		Germany
Retro Classics	Cologne		Germany
Retro Classics	Stuttgart		Germany
Rodeo Drive Concours	Beverly Hills	CA	United States
Salon Prive Concours			United Kingdom
Salon Rétromobile	Paris		France
Schloss Bensberg Concours d'Elegance			Germany
Schloss Dyck			Germany
Sonoma Historic Motorsports Festival	Sonoma	CA	United States
Spa Classic			Belgium
Techno-classica Essen	Essen		Germany
Thorough Events - Artillery Event in London City			United Kingdom
Tour Auto	Paris		France
Zoute Grand Prix			Belgium



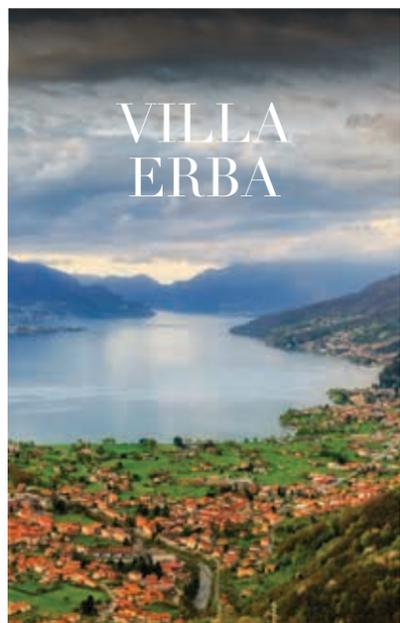
ARIZONA



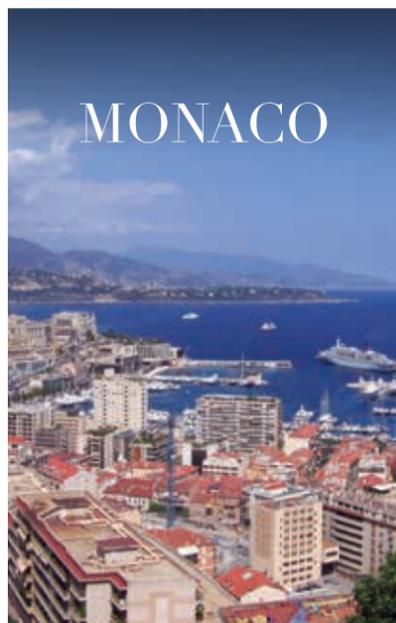
PARIS



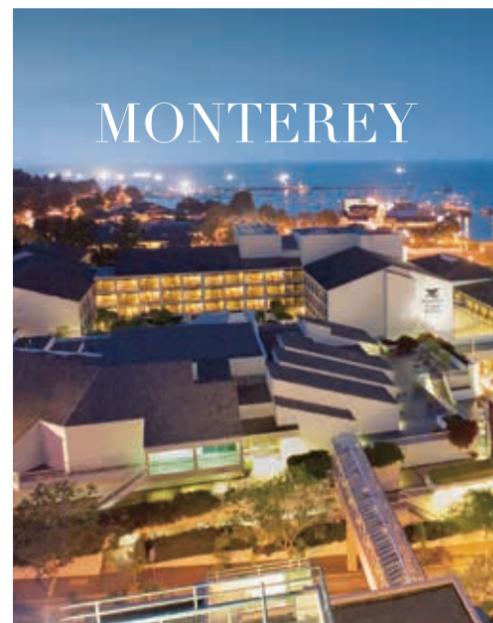
AMELIA
ISLAND



VILLA
ERBA



MONACO



MONTEREY



LONDON



HERSHEY



NEW YORK

HOW TO BUY

BROWSE THE CATALOGUE

Visit [rmsothebys.com](https://www.rmsothebys.com) to browse the online catalogue, complete with the full lot listing, descriptions, and photos of each lot.

INSPECT LOT(S) OF INTEREST

Prior to the auction, automobiles on offer can be viewed at the sale site during 'Preview' times listed on [rmsothebys.com](https://www.rmsothebys.com). RM Sotheby's specialists and research teams will be on hand to answer any questions and provide further information. If you are unable to attend the auction, our Client Services department will be happy to provide a complete condition report and any accompanying history files to satisfy your questions.

REGISTER

Register for in-person, online, absentee, or telephone bidding on [rmsothebys.com](https://www.rmsothebys.com). Registration is simple and will only take a few minutes. Our Client Services team is always on hand to assist with any questions or to discuss alternate registration options.

BID

It's time to place your bid. Bidding options include in person or remotely via Internet, absentee, or telephone bidding.

PAYMENT/SHIPPING

Following a successful purchase, payment in full is due on the first business day following the auction. Our Administration department will follow up with you post-sale to help facilitate payment and shipping.

TRANSFER OF OWNERSHIP

RM Sotheby's ensures that each car has a clean and transferable registration prior to auction. After a successful purchase, our Administration team will transfer registration documents into your name and deliver these to you via courier post-sale. At this time, it is your responsibility to register your new vehicle.





HOW TO SELL

STEP 1: CONTACT A SPECIALIST

The first step in consigning to an RM Sotheby's sale is to discuss the particulars of your car and arrive at mutually agreeable terms to offer the car at auction.

STEP 2: TALK ABOUT THE SPECIFICS

Discussion with a Specialist will include:

- the specifics of your car in order to assess reasonable market value and, should you choose, a reserve price;
- what auction venue will be the best fit for you and your automobile(s); and

- the information you need to provide us to properly market your automobile(s). This usually includes a detailed description of the car's condition, provenance, and racing and/or award history, as well as a briefing on any restoration or modification the car has undergone.

STEP 3: COMPLETE A CONSIGNMENT PACKAGE

Before you sell with RM Sotheby's, you must acknowledge the seller's agreement. All sales with RM Sotheby's are subject to our terms and conditions of business, commission rates, and marketing fee. Your Specialist and/or our Administration team can answer any questions regarding these conditions. Please note that clear and transferable registration documents must be provided at this time.

STEP 4: WORLD-CLASS MARKETING

Once you have remitted your consignment package, our Cataloguing department will contact you to discuss the research and photography arrangements for your automobile(s). RM Sotheby's catalogues are detailed, extensively researched, and beautifully photographed in order to showcase your consignments to their fullest potential.

STEP 5: EXPERIENCE THE RESULTS

As a consignor, your presence at the sale is encouraged and welcomed, and you will be provided with complimentary admission and bidder registration at the event. We also offer preferred rates at hotels for our clients. Once the auction is over and a successful bidder has purchased your automobile(s), you will receive payment in full within 30 business days of receipt of payment from the buyer.



1955 Ferrari 750 Monza Spider by Scaglietti

Sold for \$5,225,000 at Monterey in 2016

Car collectors gather here.

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