VINCI GALLERIES

THE WEBSITE AND BACK OFFICE FOR GALLERIES AND DEALERS

Where art is shown, sold *and kept.*

One trusted record for every work — your website, your back office, and your collectors' paperwork after the sale.



VINCIGALLERIES.COM

NOVEMBER 2026

THE GALLERY TODAY

Every work lives in five places. *None of them agree.*

The cost isn't the tools. It's reconciling them before every sale, every show and every fair.

stock_2026_v14_FINAL.xlsx	
Bull, oil	available
Bull (copy)	?

THE LIST SAYS AVAILABLE

Is the bull still free? I'd like it for the dining room.

Yes! Let me check

THE CLIENT THINKS IT'S HIS



One painting. Five versions of the truth.

Re: Re: Fwd: Bull — invoice?
18 messages · 4 attachments
"I thought we'd reserved it?"

THE INBOX SAYS RESERVED

- Shared
  - Certificates
    - old_2019
      - cert_scan(3).pdf

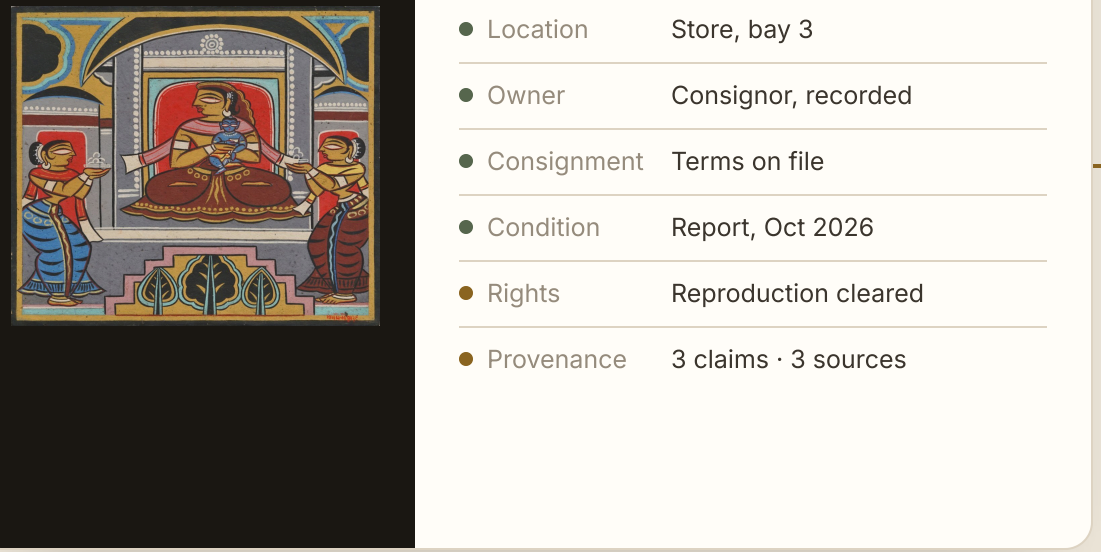
THE CERTIFICATE IS IN 2019

Price?
— ask D. before Basel

THE PRICE IS IN SOMEONE'S HEAD

THE IDEA

One record per work.
Everything else is built from it.



RECORD VG-0417

Temple scene

Painting · catalogued 2026

Location	Store, bay 3
Owner	Consignor, recorded
Consignment	Terms on file
Condition	Report, Oct 2026
Rights	Reproduction cleared
Provenance	3 claims · 3 sources

01

Show

Your website, exhibitions and private viewing rooms.

02

Sell

Clients, offers, deal rooms and invoices.

03

Run

Custody, documents, fairs and shipping.

04

Keep

The collector's private vault after the sale.

CHANGE IT ONCE — THE WEBSITE, THE DEAL AND THE VAULT READ THE SAME RECORD

SHOW

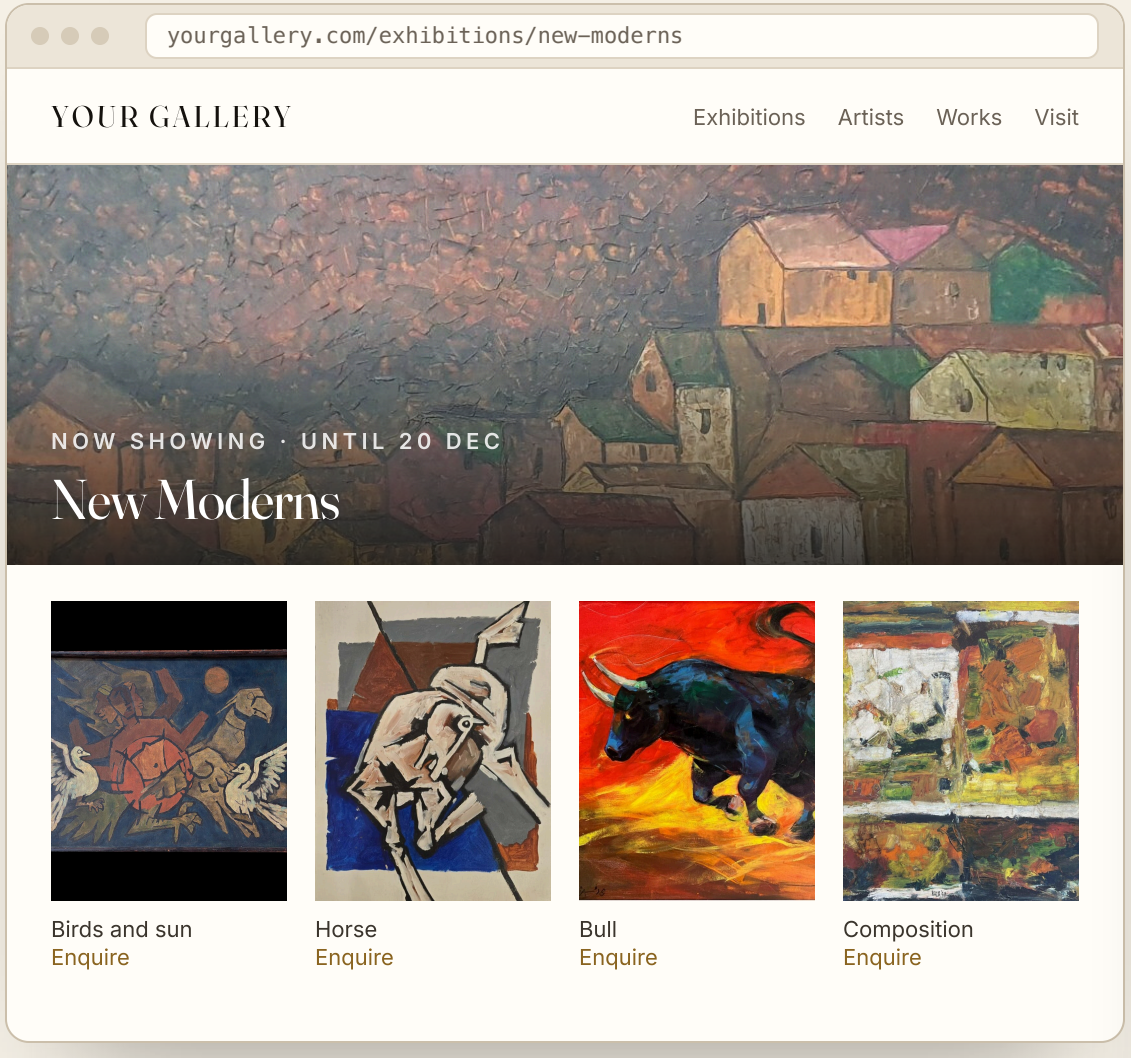
Catalogue once. *Show it everywhere.*

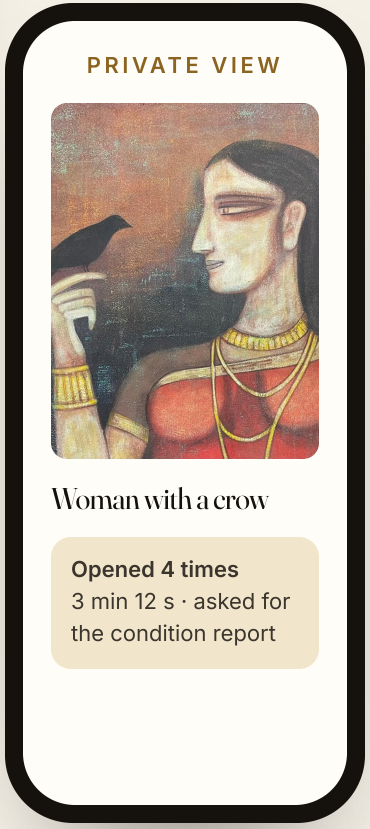
01 **Your own domain**, in your branding, built from the records you already have.

02 **Every work online** and searchable, with enquiries straight to you.

03 **Exhibition pages** and a printable catalogue from the same works.

04 **Private viewing rooms** that show which works a collector opened.





SCREEN ILLUSTRATIVE

SELL

From first enquiry to paid invoice, *in one room.*

1 Enquiry — 2 Private view — 3 Offer — **4 Deal room** — 5 Invoice — 6 Delivered — 7 In the vault

A typical path. Offers can be countered or declined, reservations can lapse, and invoices can be amended.



DEAL ROOM

Three women

SALE	PAYMENT	CHECKS	DELIVERY
● Agreed	● 30% paid	● Cleared	● Not shipped

DOCUMENTS

- Sale agreement
- Condition report
- Invoice INV-0231

PAYMENT SCHEDULE

Deposit 30%	Paid
Balance 70%	Due 12 Dec

SPLITS

Artist share
Resale royalty
from the deal

In your name

The buyer sees a page with your gallery on it — not a marketplace.

Four statuses, not one

Sale, payment, checks and delivery each move on their own: a deal can be agreed and unpaid, or paid and not yet shipped.

Splits, done

Consignment, artist and resale-royalty shares calculated from the deal.

SCREEN ILLUSTRATIVE

RUN

Know where every work is, whose it is, *and what it needs.*

01 **Custody, condition, rights** and provenance with its evidence, on each work.

02 **Certificates, condition reports** and agreements generated from the record, with your clauses.

03 **A QR label** for every work, and artist statements from the ledger.

INVENTORY CHECK

3 issues need review

Needs attention



Birds and sun
Marked consigned — no consignment terms linked

Add terms →



Two figures
Marked sold — title transfer not recorded

Record transfer →



Horse
Published on the website — no location recorded

Add location →

Found by comparing the records with each other — not a stock count.

VG-0417
Temple scene
Store · bay 3

SCREEN ILLUSTRATIVE

FAIRS & SHIPPING

Fairs are a third of turnover. *Run them like it.*

01 **A plan per fair** — works, people, budget, milestones, risks — from a template.

02 **Capture at the booth** on a phone, even without signal; it syncs later.

03 **ROI per fair** and a profit-and-loss history across the years.

04 **Shipping** quotes, condition photos, paperwork and a chain of custody.



ONE FAIR, THREE YEARS — Illustrative figures

	2024	2025	2026
Sales at the fair	€120,000	€150,000	€210,000
Booth, travel, shipping	€60,000	€70,000	€74,000
Contacts captured	18	31	42
Sales per € spent	**2.0×**	**2.1×**	**2.8×**

Art fairs: 35% of dealer turnover in 2025 (Art Basel & UBS Art Market Report 2026). Figures in the table are illustrative.

KEEP

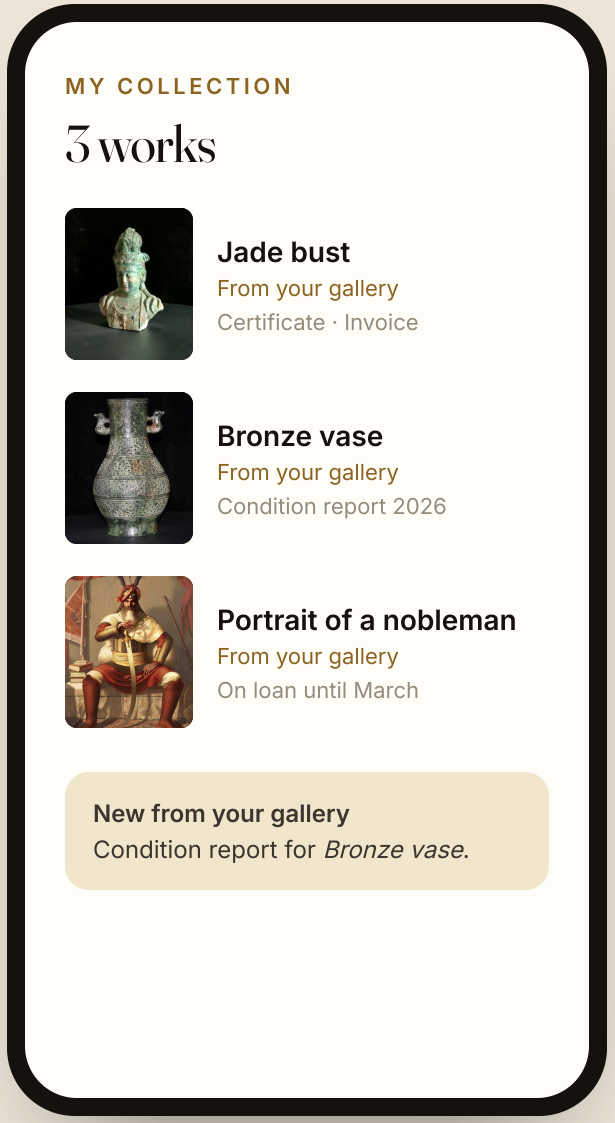
The sale is *the start of the record.*

01 After a sale, the buyer can keep the work's **invoice, certificate, provenance and condition** in a private vault of their own.

02 **Updates you choose to release** — a new condition report, an exhibition loan — arrive there.

03 **Your gallery is the name on the work**, every time they open it.

Whose vault is it? The collector's. It sits in the collector's own account, not the gallery's, and is private by default — the collector decides who sees what.



COMPLIANCE

The right checks, on the right sale, *before it ships.*

01 **UK and EU rules built in** and versioned — AML, resale royalty, consumer withdrawal, cultural goods, CITES.

02 **Each sale shows which rules apply** and the checks they — and your own policy — call for.

03 **Clearance and shipping are separate steps.** Every consequential change is logged with before and after.



DEAL ROOM · COMPLIANCE

Portrait of a nobleman

APPLIES · UK · AML, £10,000+ · UK · Resale right · Gallery policy

1 · SALE CLEARANCE

- ✓ Buyer identity verified
- ✓ Beneficial owner recorded
- ! Source of funds — document requested
- ✓ Resale royalty calculated

2 · SHIPPING

Export licence not required · waits for clearance — On hold

> Which checks a sale needs depends on the jurisdiction, the transaction and its risk. Vinci keeps the record and holds the steps; your compliance officer decides.

SCREEN ILLUSTRATIVE · NOT LEGAL ADVICE

YOUR DATA

Your gallery's records, *kept to your gallery.*

1 **Contacts stay in your gallery.**

Collectors you import are visible to your team only, and are not used for other galleries' recommendations.

2 **Private sales are private.**

Sale records are not published or shown to other organisations unless you share them.

3 **Contribution is opt-in.**

Anonymised, embargoed, and only in aggregates of five or more galleries.

4 **AI without training.**

Vinci's AI features are configured to exclude model training on your records.

5 **Separated by gallery.**

Each gallery's data is scoped to its own organisation, and every action checks permission.

6 **Changes on the record.**

Price, ownership, permission and export changes are logged with before and after.

THE ASSISTANT

Ask in plain words. *Approve what matters.*

⌘K Unsold works not shown this year



Horse
Store, bay 2 · last shown 2024

Record



Birds and sun
On loan, back 12 Jan · last shown 2023

Record



Hill town
Store, bay 5 · never shown

Record

AI draft · Needs your review

Sources: the 3 records above

"Dear M., three works you asked about last spring are back in the store..."

Find

anything across works, clients and deals.

Draft

the follow-up, the summary, the press note — marked as a draft, with its sources.

Extract

fields from an old invoice or certificate; a person confirms.

Approve

consequential actions. AI-proposed provenance stays unverified until a person reviews it.

MOVING OVER

See your own stock in Vinci *before you decide.*

1 **Send a sample export**

Spreadsheets, a legacy system's CSV or Excel, images and contacts.

2 **We map it with you**

Every match, duplicate and gap shown before anything is saved.

3 **See your works, clean**

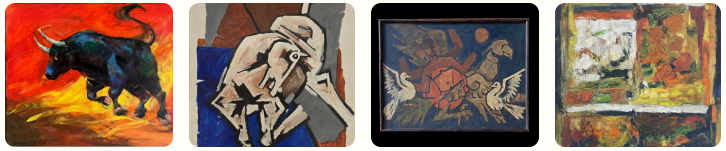
In your own back office — and decide from there.

stock_2026_v14_FINAL.xlsx

Title	Price	Where
bull	48k	bay3?
Bull (oil)	€48,000	
horse – paper	14500	store
Birds & Sun	18,000 EUR	loan
untitled	POA	?

→

IMPORT PREVIEW



412
works mapped

3
duplicates to merge

4
spellings of one artist

17
works with no location

Nothing is saved until you confirm.

PLANS

One subscription for the site *and everything behind it.*

Gallery

For the compact gallery

— Website and exhibitions on your domain
— Inventory, clients, deal rooms
— Invoices, consignments, private views
— Standard import

Professional

For multi-user, multi-programme galleries

— Everything in Gallery
— Fairs, shipping, exhibition hanging
— Image licensing, research, API
— Assisted import

Enterprise

For several entities or locations

— Several organisations, one agreement
— Archival import
— Contract and onboarding agreed with you

Prices, limits and what each plan includes

vincigalleries.com/welcome#pricing →

PLAN CONTENTS AND PRICES ARE SET ON THE WEBSITE AND MAY CHANGE



WHO DECIDES

You stay *in control.*

Your name on every sale.

Works sell on your site, to your clients, under your name. Vinci is not a marketplace.

Your experts judge the work.

Records hold claims and evidence. Vinci does not authenticate or appraise, and a connected record is not a guarantee of provenance or authenticity.

Your team approves.

Suggestions and drafts stay suggestions until a person on your team approves them.

Your compliance officer decides.

Vinci records the checks and holds the steps; the decision stays with your people.

NEXT STEP

See your own works *on Vinci.*

A 20-minute call about how you work today. If you'd like, bring a sample of your stock list and see it as Vinci records it.

Book a call →

info@vincigalleries.com
vincigalleries.com



Sales are growing. *Margins aren't.*

$34.8bn

Dealer sales in 2025
up 2%

+5%

Estimated rise in
operating costs

38%

Of dealers reported
lower profitability

35%

Of dealer turnover
made at art fairs

The average dealer sold to 57 buyers — and 49% were new to them.



New to the dealer · 49% Returning · 51%

Every first sale needs the follow-through to become a second.

Source: The Art Basel and UBS Art Market Report 2026, Arts Economics — figures for 2025.



APPENDIX · THE COLLECTOR

The channel changes. *The relationship doesn't.*

87% of surveyed high-net-worth collectors **bought from a dealer** in 2025/26.

62% bought from a dealer **at an art fair**.

⅔ of collectors who favour dealers **prefer to buy by website, phone, e-mail or Instagram** rather than at the gallery itself.

Source: Art Basel & UBS Survey of Global Collecting 2026 (8 Oct 2026), 3,100 HNW collectors.

Anti-money-laundering checks are now *part of the sale.*

TODAY

Jan 2020

UK and EU. UK art market participants come under HMRC supervision; EU member states apply AML rules to art traders under the 5th AML Directive.

30 Jun 2026

United Kingdom. The art-market threshold becomes **£10,000** for a sale or linked sales.

10 Jul 2027

European Union. The AML Regulation applies directly in every member state; galleries and auction houses are obliged entities at **€10,000** or more.

Alongside

- Artist's resale right
- VAT margin scheme
- EU cultural-goods import licences
- CITES materials

Which checks apply to a given sale depends on the jurisdiction, how the transaction is structured and its risk.

MLR (Amendment) Regulations 2026 · Directive (EU) 2018/843 · Regulation (EU) 2024/1624, Art. 3(3)(i) · Not legal advice.

Market — The Art Basel and UBS Art Market Report 2026, Arts Economics (March 2026). Figures for calendar year 2025; the operating-cost change is the report's estimated average.
artbasel.com/stories/the-art-basel-and-ubs-global-art-market-report-2026

United Kingdom — Money Laundering, Terrorist Financing and Transfer of Funds Regulations 2017, as amended by the Money Laundering and Terrorist Financing (Amendment) Regulations 2026 (threshold £10,000 from 30 June 2026). HMRC Economic Crime Supervision Handbook.
gov.uk/hmrc-internal-manuals/economic-crime-supervision-handbook/ecsh54525

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Collectors — The Art Basel and UBS Survey of Global Collecting 2026, Arts Economics (8 October 2026). 3,100 high-net-worth individuals, 10 markets.
theartmarket.artbasel.com/channels

European Union — Directive (EU) 2018/843 (5th AML Directive). Regulation (EU) 2024/1624 (AMLR), Article 3(3)(i): persons trading or acting as intermediaries in cultural goods, including art galleries and auction houses, at €10,000 or more; applies from 10 July 2027.
eur-lex.europa.eu/eli/reg/2024/1624/oj

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