

## BROKERAGE AND CONSULTANCY SERVICES IN INSURANCE

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**OUR HERITAGE IS PRICELESS. PRESERVING IT IS AN ART.**



Well acquainted with the art world, Eric and Marc Hemeleers represent the third generation of Eeckman Art & Insurance directors and shareholders. Our insurance brokerage firm has long enjoyed the recognition of the most prominent international markets. Today, we consolidate and export our expertise through our offices in Belgium, France and Switzerland.

As we enjoy recognition as experts from insurance companies and art professionals alike, we aim our services at persons sharing our values and the same passion for art. Collectors, investment advisors, professionals, museums or institutions find with us an interlocutor that understands, analyses and offers tailor-made, innovative solutions.

Intent on remaining faithful to the spirit of company founder Léon Eeckman, we also support artistic creation through partnerships or cultural patronage.

## EECKMAN ART & INSURANCE

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A family company rich in values, Eeckman Art & Insurance enjoys an excellent reputation in the sector of art across the European level. This consultant and insurance broker exclusively addresses persons and institutions with a relationship to art, and provides cover for a large variety of private and professional risks. It can also legitimately regard itself as a market leader in its country of origin, Belgium.

This company is booming today, notably thanks to the opening of its international offices in Paris and in Geneva, as well as to the recent partnership with the Antwerp office I.&B.C..

## EECKMAN: THE FRUIT OF HISTORY

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Founded in the 1920s by Léon Eeckman, grandfather of the current managing directors, Eric and Marc Hemeleers, the eponymous company developed rapidly and is highly esteemed in the art world. A great art enthusiast, Léon Eeckman surrounded himself with artists and shared their enthusiasm by creating the “Nervia” group, standing shoulder to shoulder with painters such as Anto Carte, Léon Devos, Louis Buisseret, Pierre Paulus, Léon Navez... From this point, even in these early days the company quickly found itself at the source of needs specific to the insuring of art collections. With this its recognition in the milieu began.

The second generation, embodied by Françoise Eeckman and her husband, Luc Hemeleers, pursued and developed Léon Eeckman’s project. In 2005, their sons Marc and Eric Hemeleers, who comprise the third generation, took over the reign of the company. They defined new goals which consist, on the one hand, in preserving the values of longevity, legitimacy and respect, and, on the other, to make the company’s activities part of a future direction with an international orientation.

Eeckman Art & Insurance may thus be at the start of a new era. Of European scope, the company’s expansion is directed in a first step at neighboring countries, with the opening of offices in Geneva and in Paris.

The success of Eeckman Art & Insurance is not the fruit of chance. Its know-how, technical and practical market knowledge, and durable relationships with a demanding clientele, together comprise the essential, and indeed crucial, elements explaining the success of the company, which throughout the years has been able to grow in a way that is at once natural and profitable.

## BROKER AND CONSULTANT IN INSURANCE FOR ART ENTHUSIASTS

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Eeckman Art & Insurance is regarded on the market as *the* specialist for finding tailor-made solutions. Its clientele concerns the private (collectors, artists, foundations, companies) and public sectors (museums, cultural centres, and public foundations) as much as commercial networks (experts, restorers, galleries, auction houses, antique dealers, and so on).

The need to have recourse to a specialized broker is daily confirmed as the art market continues to develop and become more complex. Thanks to the mediation and expertise of Eeckman Art & Insurance, its clients are privy to a broad range of advice and guaranteed a personal and confidential approach.

Eeckman Art & Insurance has traditionally collaborated with the largest names of the international world of insurance, including the market of Lloyd's, the companies Hiscox, Catlin, Axa Art, XL and Nationale Suisse. These partnerships, built up around reliable values, have earned Eeckman Art & Insurance enormous trust by authorising them notably to sign on behalf of these latter, and in all independence, for amounts up to 300,000,000 €.

Eeckman Art & Insurance has drawn up its own set of general conditions, which received prior endorsement from the insurance companies. Part of the history of this family enterprise, it is an approach that guarantees the clients of Eeckman Art & Insurance a quality insurance policy provided by a legitimate actor in the sector: "In this regard our market position is entirely specific and really unique".

## **THE ART MARKET: A FULLY DEVELOPING SECTOR OF INSURANCE**

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Over past decades, the art market has undergone a spectacular evolution. The time when paintings comprised the essential part of a capital to be insured has definitively gone. Nowadays, the range of art works is ampler and more complex than ever before. Works of contemporary art or design, unique "old-time" vehicles, exceptional watches, antique or more recent hunting weapons, or further still yachts, all require adequate risk coverage. In addition, loans for exhibitions and internationalization mean that many of these "unique items" are escaping national boundaries more often than in the past. All these developments require customised advice and delivery of services.

In a world of art in rapid mutation, it is crucial to be able to provide a range of services adapted to each ordering party. Eeckman Art & Insurance is in a position to be able to supply all actors in the art market and the cultural sector with an overall solution to meet their specific needs.

Its longstanding presence in the world of art and culture has enabled Eeckman Art & Insurance to build a European network based on trust and quality between professionals working in the artistic and cultural milieus.

Eeckman Art & Insurance can, for example, arrange varied experts, , each recognised as a specialist in his or her field, to get involved in helping one or other of its clients with a particular problem. This is the case for experts properly speaking but also for restorers, framers, transporters, tax specialists, private bankers or any other professional who can help, advise and support an interlocutor in his or her choices concerning art. These relationships enable Eeckman Art & Insurance to provide a level of services that exceeds the simple field of insurance. Discretion has a central place in all contacts.

## OFFICES IN THE IMAGE OF THE COMPANY'S PHILOSOPHY

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The parent company of Eeckman Art & Insurance is situated on the ground floor of a classified water tower situated in Brussels and renovated in a contemporary spirit. "A singular prowess is retained by this refurbished water tower which has kept its heritage character and become part of today's times," writes Viviane Eeman in her article published in Eventail. Such is the image of the company that has an affirmed patrimonial character and is definitively turned toward the future.

With its spacious, luminous and welcoming design, the housing of their new offices housed in this atypical site enables Marc and Eric Hemeleers to work in proximity with a team comprising seven persons, as is evidenced by the "open space" arrangement of the premises.

## A POLICY OF LEGITIMATE COMMUNICATION

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Thanks to its key position among cultural actors, Eeckman Art & Insurance traditionally occupies a strategic place in the art world and initiates, by means of targeted communication, synergies between them.

Meetings, exchanges and debates between enthusiasts are the means by which to share and sensitise people interested in the art world to the latest news.

## A POLICY OF ENGAGED PATRONAGE IN THE SECTOR OF ART AND CULTURE

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A legacy of the passion of its founder, Léon Eeckman, his privileged relationships with artists and his commitment to art, the patronage policy stems from the current manager's conviction that their actions be part of the long term. "Our philosophy is to be close to the artists who are today building the cultural and artistic heritage of tomorrow".

Remaining consistent in relation to company strategy, and sometimes exceeding rational considerations, this support evidences the interest that Eric and Marc Hemeleers incessantly reaffirm in the vibratory emotion that artistic creation can arouse.

There is clear evidence that, when the heart overcomes reason, boundaries subside, and that this is the role of the patron, which supplants that of the sponsor.