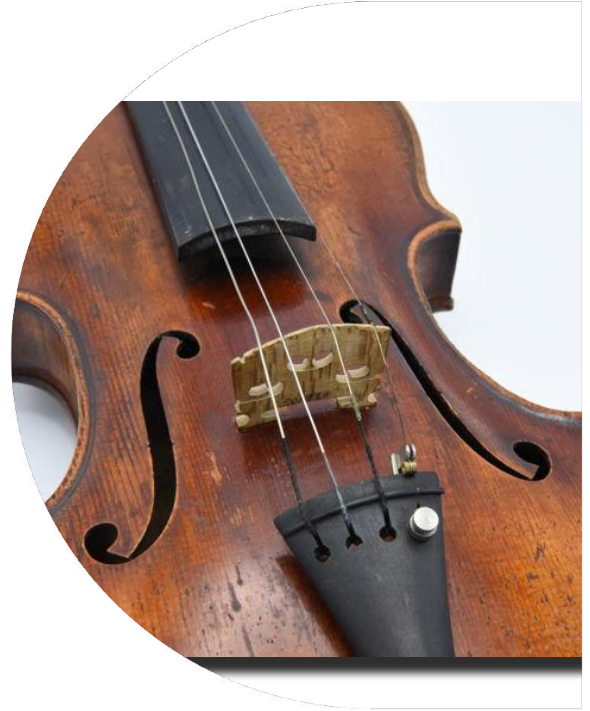


Acceptance & Submission Guidelines

Musical Instruments



Musical Instruments Premium Positioning

At Catawiki we help passionate music enthusiasts add to their collection by offering a wide range musical instruments of premium quality that are hard to find.

Because potential buyers come to Catawiki looking for special and rare musical Instruments, our **in-house experts select every piece** for our auctions, **ensuring** they are of **premium quality** and are presented in the best possible way.

We do this because we aim to **keep our bidders excited**, allowing them to **find the pieces they're interested in** and ensure our **sellers have great selling experiences**.



At Catawiki, we move constantly forward. Our positioning is evolving to a strong premium segment which opens more opportunities for success for us and for you.

From the 14 million visitors that come to our platform every month, we gain valuable information on what they are passionate about and what they prefer to buy.

With your help, we want to make sure we continuously meet this demand and offer the special objects that our growing number of bidders are excited about and want to buy.

In these guidelines, we've defined what the special pieces are that bidders look for in our auctions. We'll also state what we require from you to successfully place them in auction. These guidelines serve to create a level playing field between all our sellers.

We will be happy to make room in our auctions for your lots that meet this high quality demand, and we will aim to shape ourselves to better fit you.

Our experts and account managers will be fully supporting and guiding you for success on Catawiki.

Thank you for being with us on this exciting journey!



Product Guidelines

At **Catawiki** we auction

a wide of musical instruments
of **premium quality**

which are hard to find and appealing
to musicians and collectors.



For our auctions we seek and select a wide range of:

- complete and playable musical instruments, incl. a selection of complementing equipment, that is:
 - not or no longer widely available in retail
 - pre-owned
- collectable vintage instrument accessories
- objects that are from a selection of reputable brands and makers
- objects that are in a good and tested working condition
- lots that have a minimum value of €75



Complete Playable Musical Instruments

♪ We seek a wide range of playable musical instruments that are appealing to musicians as well as collectors, and that are:

- not or no longer widely available in retail, including limited editions
- pre-owned instruments

- ♪ String instruments
- ♪ Wind instruments
- ♪ Brass instruments
- ♪ Keyboard instruments
- ♪ Percussion
- ♪ Electronic musical instruments



Our bidders are also interested in musical instruments that are signed by musicians and that are no longer necessarily playable. These signed items require a proof of authenticity.



Complementing Equipment

Next to musical instruments we also auction:

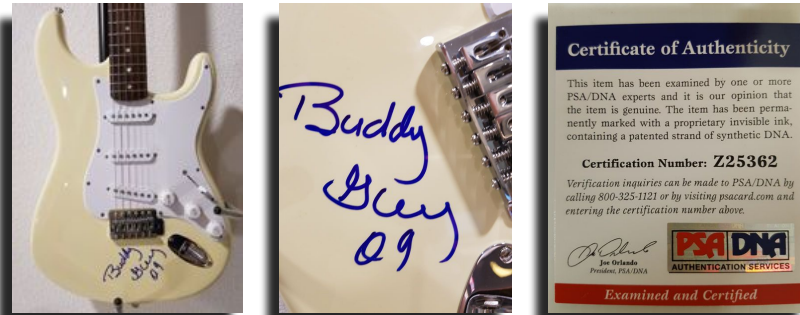
♪ pre-owned complementing equipment

- ♪ Amplifiers
- ♪ Effects/effect pedals
- ♪ Microphones
- ♪ Bows



Proof of Authenticity/ Certification Requirements for Signed Instruments

Buyers are more likely to bid on your lot if they know it is of proven authenticity, particularly for lots of higher value.



Hand signed items require a proof of authenticity which may be asked in the form of:

- a certificate or letter of authenticity from a worldwide trusted and respected authenticator
- a photo proof of the signing taking place, with a clearly readable close-up of the signature

List of trusted certification providers (USA)

PSA/DNA	www.psacard.com/
JSA Authentication	www.spenceloa.com/
Upper Deck	www.upperdeck.com/
TriStar	www.tristarauthentic.com/
UACC	http://uacc.org/dealerdirectory.php
Beckett Authentication	www.beckett-authentication.com/



Unsuitable Musical Instruments & Equipment

The following items are of very little interest to our bidders and are therefore not suitable for our auctions:

- ✗ instruments that are generally and widely available across (music) retail stores, karaoke sets, studio speakers, led lights, USB equipment
- ✗ instrument accessories such as guitar stands, guitar wall mounts, guitar strings, capos, guitar jack cables, guitar straps, drumsticks, new instrument cases
- ✗ dummy or mini-model instruments, as well as toy models
- ✗ unplayable instruments that are made for decoration purposes



Selection of Reputable Makers & Brands

Please find a more detailed list of reputable makers in the appendix.

Fender Gibson



STEINWAY & SONS



KAWAI
THE FUTURE OF THE PIANO

Martin & Co.
EST. 1833



Hofner



Cremona



STRADIVARIUS

Framus



Marshall Aria



Condition

Mint – item is in essentially a like new state but has been played



Excellent – item is used showing minor blemishes or imperfections without any negative influence on the instrument performance



Very good – item may show a few slight marks or scratches but is fully functional and in an overall great shape



Condition



Good – item functions properly but may show wear and tear



Fair – item should function but will show noticeable cosmetic damage or other issues



Poor – item may not work properly but can still perform most functions



Submission Guidelines

Potential buyers are more likely to bid on lots with a good description, all relevant information displayed clearly and, of course, beautiful photos.

Lot Description

To help encourage potential buyers to bid on your lot, you should include a detailed description of your object(s). This should be thorough and honest, and follow the guidelines on the next page.



Description Guidelines

If you are using our website to upload your lots, tips will appear to give you guidance about what information we need to know about your lot. The fields that you fill in help to present the information in a way that's easy for the buyer to read. With it you'll find prepared fields for:

- type of instrument/object type or type of guitar item
- brand
- year of manufacture and country of manufacture
- serial number
- condition, apart from the grading, please further describe any blemishes in the description field
- material
- CITES relevancy – some materials might fall under CITES regulations, therefore please carefully check and indicate the CITES relevancy as follows:
 - not relevant for CITES
 - CITES Appendix I – Annex A in the EU
 - CITES Appendix II – Annex B in the EU
 - CITES Appendix III – Annex B in the EU
- CITES Document Nr.

Do you know any other interesting details about the history of the instrument? Let bidders know about it and share it in the description field.



Submission Guidelines

Including strong photographs is key to catching buyers' eyes, ensuring they bid on your lot.

Of course, buying online means potential bidders do not get a chance to see your lot in person, therefore detailed and high quality photographs are very important.

Photographs

To allow our experts, as well as our bidders, to get the right impression of an item, we require several high quality photos, including:

- a 360 degree view of the item
- close-ups of important details, according to the guidelines on the next page

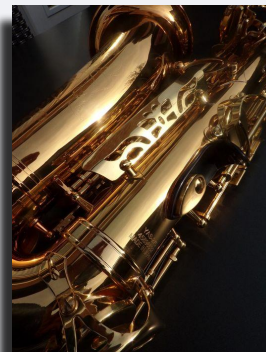


Image Guidelines

- Photograph your item in front of a plain and neutral background, preferably a white wall. Avoid a distracting background, such as a shop interior or outdoors.
- Only show the item(s) you want to put up for auction and avoid any bare hands or self-portraits.
- Please always include images of the back, bottom, top, sides and from the inside where applicable. In case of several items, please photograph the all offered items together as well as every item separately.
- Provide specific sharp images of details, such as a signature or monogram, any decorative details, a logo, title or inscription(s) and, where relevant, of the inside.
- Please also provide clearly readable images of any receipt or certificate (if applicable).
- Accurately show the condition of the item, providing sharp close-up photos of any signs of wear and tear or (minor) damage as well as repaired or restored parts.

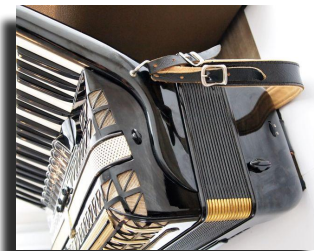


Image Guidelines

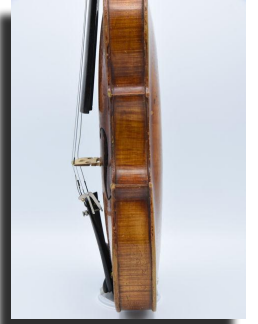


Image Guidelines





Thank *you.*

Appendix



Example List of Reputable Makers & Desired Brands

Aalberg Audio

Acus

Adams

Admira

Akai

Alex. Herrmann

Alhambra

Allen & Heath

Alvarez

Amati-Denak

American Audio

Ampeg

Antigua Winds

Antoine Courtois

Aoyama Harp

Aphex

Aria

Ariana

Arturia



Aug. Förster

August Förster

B.C. Rich

Bach

BassLab

BC Rich

Bechstein

Behringer

Besson (company)

Blüthner

Boosey & Hawkes

Bösendorfer

Boss

Boston

Broadwood

Budda

Buescher Band

Instrument

Company

Buffet Crampon

Burns

C. A. Seydel Söhne

C. F. Martin & Company

C.G. Conn

Cabart

Cannonball Musical Instruments

Carl Bechstein

Casio

Chameleon

Chappel

Chateau

Cherny

Cherrytone

Cimar

Clayton

Clifford Essex

Condor

Conn-Selmer

Conrad Goetz

Cordoba

Cort

D'Angelico

Danelectro

Dean

Diamond

Digitech

Dimavery

Dobro

Dunlop

E. K. Blessing

E.A. Couturier

Ed. Seiler

Egmond

Eko

Electro Harmonix

Electromuse

Elkhart Band

Instrument

Company

Epiphone

Erard

Ernst. Kaps

Example List of Reputable Makers & Desired Brands

ESP LTD

Esteve

Estonia

Eterna

F. E. Olds

Fazer

Fender

Feurich

Forestone

Forster and Andrews

Framus

G&L

Gaveau

Gemeinhardt

Gemini

Getzen

Gibson

Godin

Greco

Gretsch

Grotrian–Steinweg

Guild

Hagström

Hammerschmidt

Hammond

Hemingway

Henri Selmer Paris

Hoffmann & Kühne

Höfner

Hohner

Hondo

Hopf

Hora (company)

Hoyer

Hupfeld

Ibach

Ibanez

J Hudson & Co

Jackson

Johann Lorenz Schiedmayer

Jose Ramirez

Jose Rodriguez

Josef Lidl

Juan Estruch

Juan Salvador

Julius Blüthner

Julius Keilwerth

Jupiter Band Instruments

Kamaka Ukulele

Kawai

Kemper

Kenwood

Ketron

KHS Musical Instruments

King of Tone

Klira

Korg

Kühnl & Hoyer

Lag

Leblanc

Line 6

Ludwig

Manuel Rodriguez

Marigaux

Marshall

Martinez

Morris

Motion

Nektar

Numark

Orange

Ovation

Pan American Band

Instrument

Company

Paxman Musical

Instruments

Pearl

Peavey

Petrof



Example List of Reputable Makers & Desired Brands

Pfeiffer	Schecter	Takamine	W.E. Hill & Sons
Pioneer	Schiller	Tanglewood	W.Hoffmann
Pleyel	Schimmel	Taylor	Warwick
PRS	Scholze	Teisco	Washburn
R. Lipp	Sennheiser	Tek'it Audio	Welmar
Raimundo	Shure	Telefunken	Wurlitzer
Ramirez	Sigma	Telesforo Julve	Yamaha
Reloop	Silverstone	Thürmer	Yanagisawa Wind
Renold Schilke	Soundcraft	Trembita	Instruments
Rickenbacker	Squier	Vega Company	York
Rippen	Steinberg thomann	Vincent Bach	Zeitter & Winkelmann
Roland	Steingraeber	Corporation	Zimmermann
Rönisch	Steinway & Sons	Vintage Vibe	
Rösler	Steinway Musical	Vito (Leblanc)	
Saga Musical	Instruments	Vox	
Instruments	Straube Piano		
Sakai	Company		
Samick	Suhr		
Sauter	Suzuki		
	Swissonic		

