

# Ekso Watches Gallery by Ekaterina Sotnikova

Ekaterina Sotnikova 與她的 Ekso Watches Gallery



這裡賣表，卻不為了賣表；這裡展表，卻從不向外開放；這裡隱蔽，卻引人慕名絡繹而來；這裡不大，然而往來都是殿堂級收藏家。這是一個徹頭徹尾的個性產物，一個讓你乍看不清、二看不懂、再三品味才明就裡的地方。這裡就是位於巴黎香榭麗舍大道附近金三角地帶的 Ekso Watches Gallery-- EKSO 奇珍異表廊。

Ekaterina Sotnikova 是老闆，亦是代言，是銷售，亦是公關。一個個性鮮明幹練的俄羅斯美女搭配一個世上僅有的珍表世界，看似離奇卻又再合適不過的組合。

Ekaterina 本是俄羅斯體操姑娘，但是運動員不能做一輩子，因此她在本國拿到相當於 BAC+10 的文憑後來到了法國，不冷不熱地做著自己不喜歡的黨派公關工作直到邂逅現在的老公，他說：“不如做你真正喜歡的事吧。”她欣然同意，而後迷茫：“我到底喜歡什麼？”

其實她一直有一個愛好，就是收藏手錶。收藏的過程中她發現林林總總的品牌中，已經難得稱心的款式。一隻

The principle purpose of this watches gallery is not only to sell watches; this exhibition here is not opened to the outside. Hidden here, it attracts nonetheless a continuous flow of people; the place is not quite big, but it is a hall of exchanges between top collectors. It is the result of a whole personality, at first glance it is unclear, secondly you do not understand very well, over and over again you appreciate the inside story of the place. It is near the Champs-Elysees golden triangle area in Paris that you will find the rare treasures of the Ekso Watches Gallery.

Ekaterina Sotnikova is the director, she is in charge of the sales and the public relations. She is a beautiful competent Russian woman and a collector of rare treasure watches worldwide, to all appearances it seems weird but is an ideal mix.

Russian Ekaterina was a gymnast, however as one cannot be an athlete eternally, she obtained the French equivalence of her 10-year diploma later. Then working in a political party she was not really passionate about her work in public relations but that is how she luckily met her husband there. He told her: "you'd better do something that you really enjoy", she agreed with him but was still confused: "What do I like in the end?"

In fact, she had a hobby, the collection of watches. She gathered collections from a wide range of brands, with a tasteful and

隻看過去，“這個我已經有了”，“這個樣子和功能我見得太多”……那種預期的不被滿足在心裏慢慢鬱積，直到有一次她去了巴塞爾鐘表展，走到獨立製表師的那個角落，完全被吸引，停下來，聊開了。

那些獨立製表師們同樣擁有自己強烈的個性與堅持，這些都完整地體現在他們所作的表中。她驚喜地發現這是一群真正了解這個行業的人，他們對鐘錶的歷史如數家珍、對於自己說的做的到底是什麼清清楚楚。那些從未見過的款式與極致複雜工藝的融合，帶著手工的特點與世上僅有的自豪，吸引著 Ekaterina 的目光。在自此開的另一個世界中她找到了知音，也找到了她所追求的東西。

這不由令人想到王薇薇因為找不到自己喜愛的婚紗而成就瞭如今 Vera WANG 這個全球女性的婚禮夢想。有一類人就是可以如此固執，他們在追尋路途上的堅持令他們無視阻礙：找不到就繼續找，世上無存就去創造。

獨立製表師們不願自己的心血之作成為某個牌子的批量商品，然而天才們通常又都口才有限，不懂得推銷產品，她由此看到了這個行業需要她的地方。於是天時、地利、人和催化了大膽的想法在 Ekaterina 心中成型——她決定成立一個專門展出珍奇錶款的錶廊。

之所以稱表廊而非錶店，因她認為這就如畫廊、藝廊之於高級鐘錶。那些瀕臨失傳的手工藝、數百數千小時的精工細作，讓這些腕錶成為藝術而值得被展出、欣賞。這裡出現的錶款顯然不是復刻而成的工業成品、人手一隻的奢侈大牌。儘管她也出售，但是對象並非普通愛好者，而是資深收藏人士，是同樣有著強烈個性、追尋與眾不同的人，是那些真正懂得腕錶與手工藝價值的人。她說，她堅持與維護的是製表這門工藝與行業，而品牌所經營的是商業。

通過堅持而尋得的自我價值，需要十分的膽量、十分的熱誠、十分的行動力、十分的毅力！Ekaterina 對這份事業近乎狂熱：一周七天，有約則無休；發給她的郵件即使在凌晨三點也會得到高效而邏輯清晰的回復。她對製表的熱誠與所做的努力，使得獨

elegant style. In the past, she would often say: « I've already got this one », « I've already seen this one too much »... She did not expect to find a real discover until she went to Baselworld. As she saw the independent watchmakers' corner, she was totally attracted to it and began to discuss with them right away.

Those independent watchmakers have both their own strong personality and persistence, the products made by them reflect their own spirit. She was pleasantly surprised to find that this is a group of people who really know the industry and are very familiar with the history of clocks, she clearly figured out what she deeply wanted to do. The ultimate fusion of style and complex process that has never been seen before in the world, with manual features and proud achievements, are what appealed to Ekaterina. This led her to another world where she found a soul mate, and figured out things to pursue.

As Vera Wang could not find the perfect wedding dress for herself, this led her to fulfil the wedding dream of worldwide women. There is that kind of people who are self-willed, pursuing the road and ignoring obstacles: cannot help to try, no barriers on earth can prevent them from creating.

Independent watchmakers hesitate to become a brand of products, their communication skills are limited, and they do not know how to sell a product, so she saw herself in this industry. Therefore, it was the right time and



Ludovic Ballouard  
Half Time specific edition for China

Ludovic Ballouard 是一位天馬行空的天才獨立制錶師。Half Time 中文特別版，Calibre B02專利機芯，讓十二個中文數字小時刻度被分割成亂碼，只有在12時位扇形框中才是當前正確的小時，下方的扇形環是逆跳顯示的分針。Half Time 中文特別版僅兩塊，鉑金款和玫瑰金款。

Ludovic Ballouard is an independant watchmaker. Here is an original and peerless watch. It has a unique and patented complexity. The display of the hours is out of the ordinary: only the current hour is readable, just one single hand indicating the minutes and hours are written in Chinese. This design only exists in gold rose and in platinum.

the right place to build the audacious idea of Ekaterina – she decided to create a special exhibition of rare watches gallery.

The reason why she chose to create a gallery shop is because she considered this as an art gallery, a luxury watchmaking gallery. The transmission of art crafts is on the verge of disappearing, hundreds of thousands of hours of Seiko secret agents to make these watches become art, deserve to be on display and admired. Here appears clearly that watches are not industrial products created by famous luxury brand names. Although she sells the products, the watches are not bought by ordinary amateurs. Veteran collectors who also have a strong personality are those who truly understand the value of watches and crafts. She insists on the maintenance of the watchmaking technology and industry, through a commercial brand such as Ekso.

To attend such an achievement, it needs a lot of courage and perseverance. The involvement of Ekaterina to her project is almost fanatical: seven days a week, one entire week. Send her an email and you will get an efficient and logical reply from her, even at 3am. Her passion for watchmaking and helping independent watchmakers brings the customer relation to another level. The gallery of her collection includes exclusive watches of the current eight brands, each provenance is extraordinary. For example, Bovet, a symbol of today's Haute

立製表師、顧客與她之間都不是一種簡單的生意關係。製表師們給她的授權都是獨享的，表廊裏面目前的八個牌子，各個出處不凡。例如百餘年前清朝皇帝御用懷錶品牌與高級鐘錶的代名——Bovet，推出世上唯一一塊擁有 Deadbeat 獨立差秒系統““One Hertz””手錶的荷蘭獨立製表師兄弟的 Grönefeld，製表奇才 Vianney Halter 的 Les Montres Vianney Halte ..... 除了 Bovet 外，這些品牌都只在她這裡獨家可見。就算是與人共享的 Bovet，提供給她的錶款也是絕無二家的。

表廊只有預約過 Ekaterina 本人才能進入，電梯由專人操作直達四層，她自己親自接待講解。室內擺設簡單而考究：深灰色地毯、黑陶瓷桌椅、兩邊八個展示櫃分屬八個品牌。經典的法式建築窗戶貼著灰調薄紗，陽光灑進來正打在櫃上。兩窗之間放著的一個木質櫃子更是有趣，每一格的開關方法都不同，明明一個長相高檔的昂貴物件卻如此童心未泯。

來到這裡的客人買表與否倒在其次。她常與之相談甚歡，學到不同的東西，顧客也是感逢知音。很

Horlogerie, because over a hundred years ago, The Qing Emperor wore pocket watches of that brand ; One Hertz, made by the two Dutch Brothers Grönefeld who invented the world's second independent “Deadbeat” system; Les Montres Vianney Halter by watchmaking wizard Vianney Halter... Besides Bovet, these brands are only exclusively visible here. Even if she distributes Bovet watches like other places, but she has exclusive models of Bovet that you will find nowhere else.

To enter Ekaterina's gallery, you only need to make an appointment, then a lift leads you up to the 4th floor, and she will personally welcome you. Simple and elegant interiors: dark gray carpet, black ceramic tables and chairs, the display cases of the eight selected brands are on both sides. The classic French architecture windows with gray tone chiffon, the sun shines through the entire room. Between the two windows, a wooden cupboard is even more interesting, each cell is different, it is obviously an expensive object looking upscale but it also has a playful side to it.

The purchase of watches is not the main motivation of the customers who come here. She always has an interesting discussion with them and will teach them different things, she feels that customers are like close friends. Many people simply ask her in the end: "What watches would fit me?", "What models do you see me with?". A customer contacted her, curious to know whether there were new models for him, she replied asking him if he needed her to send the picture of the model, the customer flatly refused, just saying "no need, I believe in your choice, I will certainly like it." Because these top-notch collectors are experts, establishing a trustful relationship with them has not been easy, but it has contributed to her reputation based on the word of mouth.

The watches Gallery has opened three years ago, the collection reflects Ekaterina's personality, her devotion for tasteful pieces give birth to a black pearl in the shellfish of Paris, a successful procreation. She and her Ekso Watches Gallery reputation in the watch industry are resounding. Her achievement is no less due to those lucky encounters.

How excellent and unique is her taste, no need of 10,000 flowery languages, one sentence can describe it all: "Your choice, I will certainly like it".

多人看到最後乾脆問她：“你覺得我適合哪個？”“你覺得在我身上看到什麼（特質）？”曾有顧客聯繫她，想知道有沒有新進適合自己的錶款，她回復了之後詢問對方是否需要發圖片看看，顧客一口回絕，只說句“大可不必，我相信你的品位，是你所選，我定喜歡。”這些頂級收藏家也是經久閱歷的人，可以信賴到這一步實屬不易，肯定了對事業的所有付出。

開表廊至今三年過去，這顆集 Ekaterina 個性、熱誠與品位而生的黑色珍珠已在巴黎這個貝母中磨礪成型、孕育有成。她與她特立獨行的 Ekso Watches Gallery 在鐘錶界已是聲名響亮。然而最令她得意的卻依然是這子期之遇。

多麼優秀獨特有品位，千萬詞藻不必多言，一個懂行的人的一句話就能道明——“是你所選，我定喜歡。”

