

## Background / Discussion Points

### Meeting Purpose

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- Elysium is relatively new and the focus has been organizing Mr. Black's RE, art, and other holdings. The larger wealth planning effort has just started and they have yet to focus on investing. DB wants to become an early partner and a major provider as they grow.

### Client Biography – Leon Black

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- #324 on the Forbes Billionaire list (#113 in US) at a stated net worth of \$4.7BN
- Residence: NYC
- Married w/ 4 grown children
- Education: BA/BS from Dartmouth in Philosophy and History; MBA from Harvard
- Mr. Black founded Apollo Management, L.P. in 1990 to manage investment capital on behalf of a group of institutional investors, focusing on corporate restructuring, leveraged buyouts, and taking minority positions in growth-oriented companies.
- From 1977-1990, Mr. Black worked at Drexel Burnham Lambert Incorporated, where he served as Managing Director, head of Mergers & Acquisitions, and co-head of the Corporate Finance Department.
- **Cultural / Philanthropic:**
  - Co-Chairman of the Museum of Modern Art
  - Trustee of Mt. Sinai Hospital and The Asia Society
  - Member of The Council on Foreign Relations, FasterCures, and the Port Authority Task Force

### Key Asks & Discussion Points

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- Key ask: to be one of Mr. Black's top investment providers going forward and to get a share of the lending wallet
- Mr. Black is focused on transitioning from being solely focused on running Apollo to managing wealth more broadly
- Expected investment focus will be real estate and private companies

### WM Background

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- Client since April 2014
- JP Morgan is his primary WM provider at present
- Currently Mr. Black has a small brokerage account with DB - Current DB AUM: \$174,480
- Opportunities:
  - \$250MM art loan – Close Date 9/30/16
  - \$100MM investments – Close Date 9/30/16

## Appendix

Confidential

