

2018 Account Planning
Financials

Relationship Name	SOUTHERN FINANCIAL
Banker Team	Team New York12
1. CRM	Stewart Oldfield
Rel. ID Number	

Force Date			
Relationship Net Worth	>\$500 M	Relationship Segment	Family Office
Relationship Investable Assets	\$100 - 500 M	Relationship Segment Description	0
Relationship Classification	Tier 2	Industry Group	Financial Sponsors
Breadth of Client Needs (# products)	43,102	Industry	0
Revenue Potential (\$m p.a.)	>\$500K		
Source of Wealth	0		
Description of Wealth/Entity Assets	Epstein began his financial career in 1976 as an options trader at Bear Stearns and became a partner in 1980. In 1982, Epstein founded his own financial management firm, J. Epstein & Co., managing the assets of clients with more than a billion in net worth. In 1996, Epstein changed the name of his firm to The Financial Trust Company and based it on the island of St. Thomas in the US Virgin Islands. All of his clients were anonymous except for the very wealthy businessman Leslie Wexner. His wealth has come from his days at Bear Stearns and his financial management firms		

Forbes 400 Ranking (as of Nov 2017) / Public Records			
Forbes 400 Rank	0	Net Worth	0 \$bn

Description	Revenues YTD		CBV		NNA YTD		NNL YTD	
	Nov-17	Nov-16	Nov-17	Nov-16	Nov-17	Nov-16	Nov-17	Nov-16
Lending Other Structured	0	0	0	0				
Lending Mortgages	0	0	0	0				
Lending Lombard	1	95	0	0				
Lending Structured Solutions		0						
Total Lending	1	95	0	0				
Deposits	962,673	844,158	80,507,990	27,435,468				
L&D Central Mgt	0	0						
Total L&D	962,674	844,253	80,507,990	27,435,468				
Capital Markets	56,424	39,584	119,015,799	114,468,889				
DPM	0	0	0	0				
Custody only	16	0						
Wealth Planning Solutions	0	0		0				
Fund Solutions	1,880	0	20,543,110	58,254,431				
WAM	0	0	0	0				
Other	0	0	0	0				
Total CPS	56,320	39,584	139,558,909	172,723,319				
Partnership	0	0						
Total	1,020,994	883,838	220,066,899	200,152,787	(\$,689,699)	[117,851,279]	0	0

Financial Ranking (by all Relationships in GMT Americas)			
Revenue Rank	63	CBV Rank	37

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