

2018 Account Planning

RM contribution

Relationship Name: Lindemann
Banker Team: Stewart Oldfield
GCIS Number: [REDACTED]

Relationship Team:

ISG: Andrew King

DPM: Paul Bartilucci

KCP: Matt Glassman

Lending: Laura Farischon/Joshua Frank

Trust/Custody:

WPS: Sam Petrucci

Deposits: Charlie Burrows

Other:

Client Profile

This relationship is with Adam Lindemann and George Lindemann Jr, sons of billionaire George Lindemann, a serial entrepreneur who founded and sold a handful of businesses over the past half-century, most notably his Metro Mobile company that was acquired by Bell Atlantic (now Verizon) for \$2.5 billion in 1991 and Southern Union Company which he sold to ETE for \$5.7 billion in 2012. The Lindemann children (George Jr, Adam, and Sloan Lindemann) all held ownership stakes in those businesses.

Adam Lindemann is a private investor and influential collector of contemporary art and design. In partnership with designer Marc Newson, he re-launched Ikepod, a Swiss watch design company. He also writes a monthly column on collecting for The New York Observer. He runs art galleries in NYC and LA (Venus over NY/LA) and is married to Amalia Dayan, another gallery owner.

George Lindemann Jr. was an accomplished equestrian with Olympic hopes. He is now a well-known art collector, investor, environmental advocate and philanthropist in Miami. He serves as the president of the board of directors of the Bass Museum of Art. George runs a commercial property company in Miami and invests in a lot of multi-family residential property with his father.

Adam and George had a previous relationship with the bank (via PCS) and both have legacy mortgages here. That relationship ended in 2012 when the broker left DB. Stewart Oldfield worked with the Lindemann family at Credit Suisse from 2008, helping with various complex credit facilities, and brought the relationship back to Deutsche Bank in February 2015.

The family's primary banking relationship is with BAML, which has given them more than \$1bn of loans secured by art, real estate and shares of ETE. They also have a close relationship with UBS, where their CS broker moved in 2016.

Opportunities and Challenges

Confidential