

2018 Account Planning

RM contribution

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

Relationship Team:

ISG: Andrew King

Lending: Laura Farischon

DPM: Paul Bartilucci

Trust/Custody:

KCP: Xavi Avila/Martin Zeman/Joshua Shoshan
(KCP Capital Markets) and Vahe Stepanian
(Coverage)

WPS: Sam Petrucci

Deposits: Charlie Burrows

Other:

Client Profile

Jeffrey Edward Epstein (born January 20, 1953) is an American financier and billionaire. He is a resident of the US Virgin Islands.

Epstein taught calculus and physics at the Dalton School in Manhattan from 1973 to 1975. In 1976, Epstein started work as an options trader at Bear Stearns where he worked in the special products division, advising high-net-worth clients on tax strategies. In 1980 Epstein became a partner at Bear Stearns.

In 1982, Epstein founded his own financial management firm, J. Epstein & Co., managing the assets of clients with more than \$1 billion in net worth. In 1987, Leslie Wexner, founder and chairman of Ohio-based The Limited chain of women's clothing stores, became a well-known client. In 1992 he converted a private school on the Upper East Side into an enormous residence. Epstein later bought that property, which is one of the largest private residences in NYC and worth well over \$100mm. In 1996, Epstein changed the name of his firm to the Financial Trust Company and, for tax advantages, based it on the island of St. Thomas in the U.S. Virgin Islands.

In 2003, Epstein bid to acquire *New York* magazine. Other bidders were advertising executive Donny Deutsch, investor Nelson Peltz, media mogul and publisher Mortimer Zuckerman, who had the *New York Daily News*, and film producer Harvey Weinstein. They were ultimately outbid by Bruce Wasserstein, a longtime Wall Street investor, who paid \$55 million.

In 2004, Epstein and Zuckerman committed up to \$25 million to finance *Radar* a celebrity and pop culture magazine founded by Maer Roshan. Epstein and Zuckerman were equal partners in the venture. Roshan, as its editor-in-chief, retained a small ownership stake.

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