

2018 Account Planning

RM contribution

Relationship Name: Third Lake Capital

Banker Team: Stewart Oldfield

GCIS Number: 00000490359

Relationship Team:

ISG: Andrew King

DPM: Paul Bartilucci

KCP: Matt Glassman

Lending: Laura Farischon

Trust/Custody:

WPS: Sam Petrucci

Deposits: Charlie Burrows

Other:

Client Profile

Third Lake Capital (TLC) is a single family office that exclusively manages the capital of the family of Ronald Wanek (Forbes 400 family), founder of Ashley Furniture. Established in 2013, TLC is an investment firm primarily focused on the following investment activities:

- Traditional private equity investments
- Direct real estate investments
- Selectively investing with established third-party managers including private equity funds, private debt funds and hedge funds

This relationship was brought to Deutsche Bank by former banker Paul Morris in October 2014 and managed by Stewart Oldfield thereafter. There is weekly contact with the family office. DB currently holds over \$80mn in AUMs for the Wanek family's wealth. This includes trust deposit accounts, CD's, DB AG accounts, and personal joint accounts. Aside from DB, the family has banking relationships at Goldman Sachs and TD Ameritrade. Current contacts for this relationship are:

- Ken Jones – CEO
- Paul Watson – CIO
- Robert Forsythe – VP Investments, grandson of Ron Wanek

Ashley Furniture is the world's largest furniture manufacturer and retailer headquartered in Arcadia, WI. The company is owned by father and son team Ron and Todd Wanek. Ashley Furniture manufactures and distributes home furniture products throughout the world through two distribution channels: independent furniture dealers and more than 500 Ashley Furniture HomeStore retail stores which are independently owned and operated by licensees in the US, Canada, Mexico, Central America, and Japan.

Family net worth is estimated at \$10bn, most of which is Ashley.

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