

- Mr. Wechsler's wife, Patty Newburger, sits on the Board of Directors of Tribeca Film Institute

## Background / Discussion Points

### Meeting Purpose

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- Elysium is relatively new family office and the focus has been organizing Mr. Black's RE, art, and other holdings. Mr. Black has been working over the last two years to properly structure the office and establish a wealth planning structure before turning the focus of the office towards becoming an investment-focused organization. DB wants to become an early partner and a major provider of investment advice as they grow.
- Elysium was initially covered by another banker, Paul Morris, who is no longer with DB. Stewart Oldfield has been involved in the relationship since he joined in 2014 and this meeting will continue to build the relationship.

### 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 his current lending wallet
  - Mr. Black's wealth is currently highly concentrated between his stake in Apollo and has art, so he maintains a credit line for liquidity and investment.
- While Mr. Black remains focused on running Apollo, Brad Wechsler is building the family office to diversify into other investments and continue to build/maintain wealth for future generations

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