

2018 Account Planning
 Financials
 Relationship Name
 Banker Team
 1. CRM
 Rel. ID Number
 SOUTHERN FINANCIAL
 Team New York12
 Stewart Oldfield
 dbForce Date
 Relationship Net Worth
 Relationship Investable Assets
 Relationship Classification
 Source of Wealth
 Description of Wealth/Entity Assets
 >\$500 M
 \$100 - 500 M
 Tier 2
 Breath of Client Needs (# products) 43,102
 Revenue Potential (\$m p.a.)
 >\$500K
 0
 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
 Relationship Segment
 Relationship Segment Description
 Industry Group
 Industry
 Family Office
 0
 Financial Sponsors
 0
 Forbes 400 Ranking (as of Nov 2017) / Public Records
 Forbes 400 Rank
 0
 Net Worth
 0 \$bn
 Financials in USD
 Revenues YTD
 Nov-17
 Lending Other Structured
 Lending Mortgages
 Lending Lombard
 Lending Structured Solutions
 Total Lending
 Deposits
 L&D Central Mgt
 Total L&D
 Capital Markets
 DPM
 Custody only
 Wealth Planning Solutions
 Fund Solutions
 WAM
 Other
 Total GPS
 Parterships
 Total
 0
 0
 1
 1
 962,673
 0
 962,674
 56,424
 0
 16
 0
 1,880
 0
 0
 58,320
 0

1,020,994

Nov-16

0

0

95

0

95

844,158

0

844,253

39,584

0

0

0

0

0

0

39,584

0

883,838

Nov-17

0

0

0

0

80,507,990

80,507,990

119,015,799

0

20,543,110

0

0

139,558,909

220,066,899

CBV

Nov-16

0

0

0

0

27,435,468

27,435,468

114,468,889

0

0

58,254,431

0

0

172,723,319

200,158,787

(6,689,699)

(117,851,278)

0

0

Nov-17

NNA YTD

Nov-16

Nov-17

NNL YTD

Nov-16

Financial Ranking (by all Relationships in GMT Americas)

Revenue Rank

63

CBV Rank

37

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