2018 Account Planning
RM contribution

Relationship Name: Elysium Management
Banker Team: Stewart Oldfield
GCIS Number: 00000490445
Relationship Team:

ISG: Andrew King
DPM: Paul Bartilucci
KCP: Matt Glassman
Lending: Pete Ferrara/Laura Farischon
Trust/Custody:
WPS: Sam Petrucci
Deposits: Charlie Burrows
Other:

Client Profile
Elysium Management is the family office that manages the capital of Leon Black, the Co-Founder and CEO of Apollo Global Management LLC (AGM). Leon Black is an American businessman, specializing in leveraged buyouts and private equity.
[please pull more of Leon’s bio from the internet – include his time at Drexel and his art collecting]
The main point of contact for the family office is Brad Weschsler, Managing Partner of the family office. Brad is Chairman of IMAX and worked with Leon at Drexel. We also work with the CEO of the family office, Barry Cohen, who was a partner at Apollo. Direct private investments are run by Greg Ruben. Leon’s son Josh also works at the family office.
This relationship was established in April 2014 by former banker Paul Morris, and is managed by Stewart Oldfield. It was referred by Jeffrey Epstein who helped Leon set up his family office. The relationship is KCP adopted and currently holds approximately $255k in AUMs. Total net worth is $5mm+
Leon has relationships across the street, but most of his wealth is managed at BAML

Opportunities and Challenges
We have had many sizable opportunities with this client, but there have been many challenges to getting substantial business done.
Most opportunities to date have been on the lending side. Leon uses substantial leverage in his personal portfolio which consists of fairly illiquid assets – shares of APO, art and real estate.
We believe he has close to a $1bn art loan at BAML. In 2015, he had a $500mm loan and we tried to structure a separate loan for him. BAML increased his line to keep the entire position in house.
In 2017, JPM offered Leon a $300mm unsecured loan. We were offered a chance to compete but offered a $200mm mortgage. Leon preferred not to pay the

mortgage recording tax. BAML ended up getting the business done unsecured with a negative pledge over the properties (and APO shares, presumably).
We have recently been given an opportunity to expand our relationship and are currently evaluating a small line of credit to an insurance company that Leon bought last year.
We don’t see much investment opportunity since Leon doesn’t plan to trade public equities in any real size. So far, his family office is really becoming a mini version of Apollo.

Confidential

Confidential