

Le Bon Ton

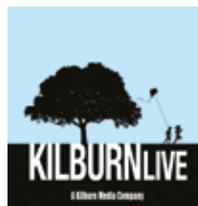
Private Family Office Event
2 May 2019, Yacht Club de Monaco



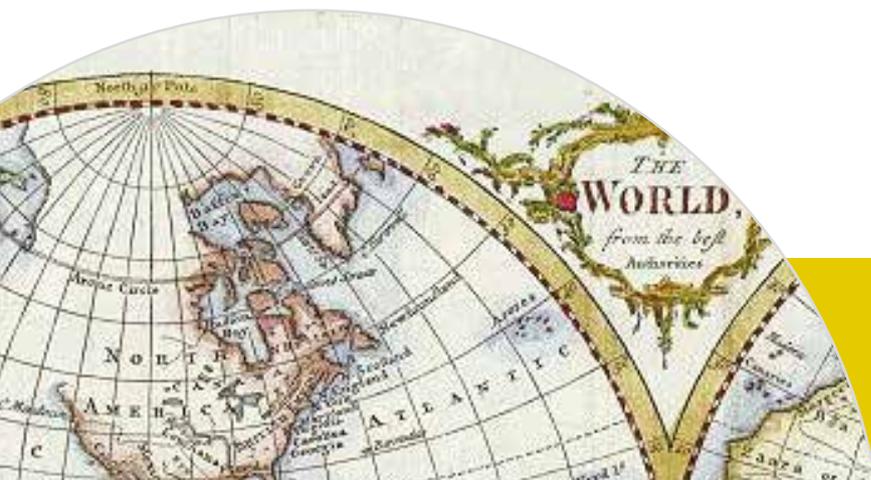
Debrecks



SOSV



CECIL WRIGHT
FANATICAL ABOUT YACHTS



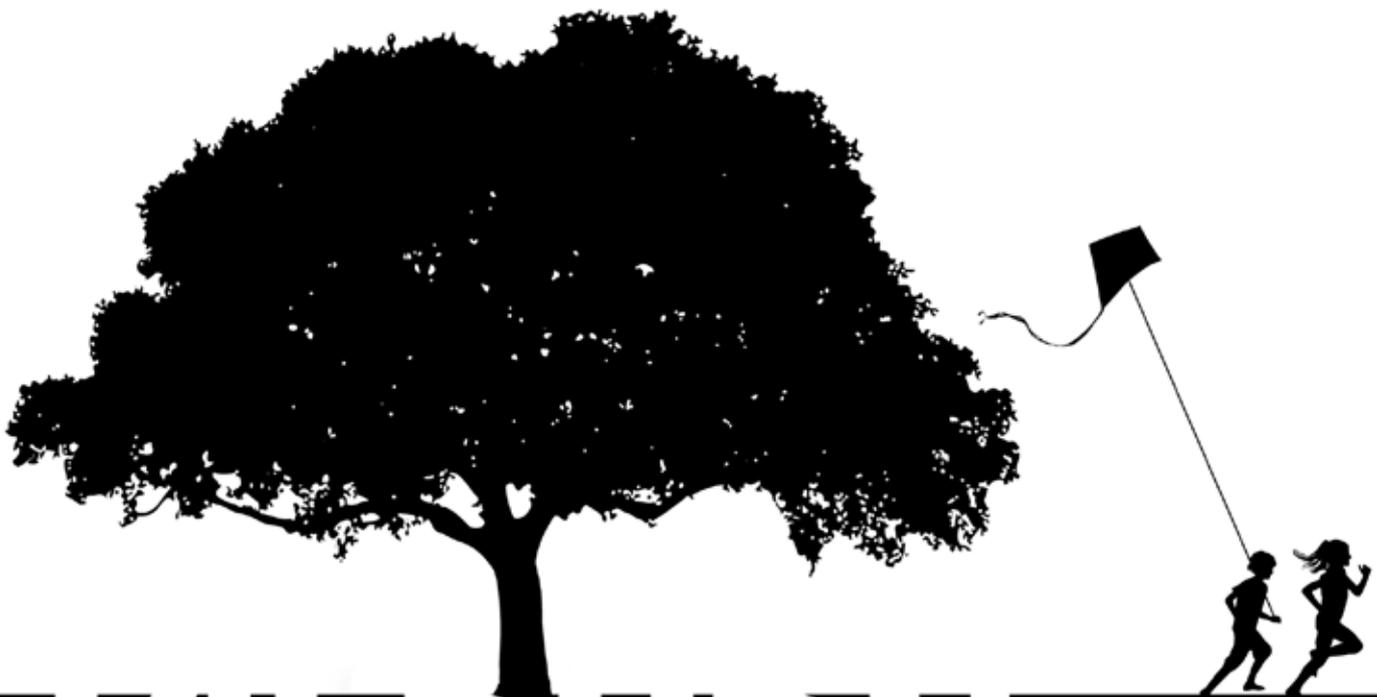
Integrity. Trust. Connection. The Ton.

The
WORLD,
from the best
Authorities



Leading Live Entertainment into the Next Decade

**At Kilburn Live, we create the best experiences
with the world's top brands**



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The Knight Frank Private Office

Access to the best of Knight Frank – expertise, global connectivity and deal flow

Discreet. Connected. Global.

Private clients require access to the best advice and opportunities that Knight Frank has to offer, whether buying a prime residence in London, selling a villa in the South of France or investing into commercial capital markets in Europe, Asia or the US.

Knight Frank's Private Office is a fully-integrated residential and commercial real estate advisory team, advising and transacting for high net worth clients, family offices and their advisors. Clients benefit from one point of contact, high quality service and a long-term relationship that will span family generations to come.



Global Wealth – Our World

25% of the world's billionaires are clients of Knight Frank	4,000 personal relationships with UHNWI's	78% of UHNWI's have mixed residential & commercial portfolios	123 years of knowledge and experience in property markets	523 offices in 60 territories	115 service lines in real estate
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Agenda

	<p>Welcome <i>Seig de Vater, Founder, The Ton</i></p>
	<p>Opening Address <i>Costa Theo and Bianka Topinska, Athos Group</i></p> <p>Athos Group is an international trust boutique, providing trust and corporate services for private clients, entrepreneurs and family owned businesses with offices in key locations worldwide, including Cyprus, Czech Republic, India, Liechtenstein, Luxembourg, Malta, The Netherlands, Switzerland, the Caribbean and Monaco. As an independent group, Athos offers multi family office services and works with a selection of tax and legal firms, wealth managers and private banks. Services offered include formation and administration of trusts and companies in multiple jurisdictions, asset protection, global tax planning, accounting, corporate finance and management of complex structures. In Monaco the Group provides services that include the incorporation and management of foreign companies, Monaco SCP's, trusts and foundations.</p>
	<p>Presentation One <i>Leading Live Entertainment Into The Next Decade</i> <i>Ted O'Neal, Founding Parter, Kilburn Live LLC</i></p> <p>Ted has helped foster Kilburn's phenomenal growth. Active in the production and finance of live events, relationships with key partners, and company strategy. Ted utilizes his strategic, legal, and financial expertise to build long-term partnerships between Kilburn, family offices and key partners around the world. He serves and has served as an officer and on the boards of various funds and operating companies, and in various executive and strategic positions for private equity and family office ownership groups, and has founded or co-founded a variety of successful ventures. Ted graduated from Princeton University with honors where he played golf and volleyball and helped win several Ivy League Championships and holds his law degree with honors from SMU where he was a published member of the law review.</p> <p><i>Jonathan Sanford, Chief Operating Officer, Kilburn Live LLC</i></p> <p>Jonathan is responsible for all day to day operation of Kilburn and is one of the key architects of the company's incredible growth and success story. Jon has worked in the entertainment industry for the past 20 years, starting on stage and then transitioning to producing. Throughout his career he has produced ground-breaking shows in some of the most iconic venues around the world including The Queen Mary, Chicago's Navy Pier, multiple Broadway theaters, and The Sydney Opera House, to name a few. His production credits include: The Illusionists, The Ice Kingdom, The NightGarden, The Unbelievables, Circus 1903, Cirque Paris, The Naked Magicians, The Clairvoyants, Luminasia, Cirque Shanghai, Le Noir and Adrenaline.</p>
	<p>Presentation Two <i>EJFI-Regulatory Event Driven Investment Opportunity</i> <i>Peter Stage, Senior Managing Director Europe, EJF Capital Ltd.</i></p> <p>Mr. Stage joined EJF's London affiliate (EJF Capital Ltd.) in 2013, and is a member of the Executive Committee. Mr. Stage is responsible for identifying investment opportunities in the European fixed income, equity and private markets with a focus on the banking sector. Mr. Stage was previously Head of Credit Research at F&C Asset Management ("F&C") where he also analyzed the banking sector. Prior to joining F&C in 2008, Mr. Stage was Head of Credit at Gordian Knot Limited, an investment management company, which he joined in 1998 as a bank analyst. In addition to serving as a Senior Managing Director for EJF Capital, Ltd., Mr. Stage also serves as Chief Financial Officer of EJF Investments Manager LLC. Mr. Stage holds a BA in Economics from the University of Manchester.</p>

Agenda

Hammad Khan, Senior Managing Director Europe, EJF Capital Ltd.

Mr. Khan joined EJF's London affiliate (EJF Capital Ltd.) in 2013. Mr. Khan is responsible for identifying investment opportunities in the European fixed income markets with a focus on the banking and ABS sectors. Mr. Khan previously worked at Oak Circle Capital LLC in New York as a credit analyst where he analyzed opportunities within the U.S. RMBS & CMBS sectors. Prior to joining Oak Circle Capital LLC, Mr. Khan worked at Ivy Square Ltd. and Ceres Capital Partners LLC in New York where he analyzed investment opportunities in the credit markets, modeled complex structured deals and aided with trading/operations. In addition to his role at EJF Capital Ltd., Mr. Khan is a senior member of the investment team for EJF Investments Manager LLC. Mr. Khan holds a BA in International Economics from Suffolk University in Boston.

Presentation Three

Boutique Brokerage Disrupting the Large Super Yacht Market

Henry Smith, Cecil Wright

Having cut his teeth at a larger brokerage, Henry Smith joined Cecil Wright & Partners at foundation and heads up the Monaco office of Cecil Wright & Partners. With a family background in the banking and finance sector Henry has brought a mathematical skill set to the industry and routinely conducts pricing and market analysis specific to client requirements. An encyclopaedic knowledge of yachts and technology ensures the team are always on top of industry news and trends, and our centrally listed yachts are well exposed to the market.

Presentation Four

The Knight Frank Private Office

Edward de Mallet-Morgan, Partner, Private Office, Knight Frank LLP

Edward de Mallet Morgan is a Partner at Knight Frank within the International Super-Prime Sales and Private Office team. With more than 16 years' personal experience transacting on behalf of clients in 14 countries, Edward assists HNW/UHNW clients with selling and sourcing often 'off market' property through high value city, rural and waterfront locations in Europe, the Caribbean and America. This rare experience has meant that Edward is highly sought after by clients and their professional advisors looking to discreetly and confidentially buy, sell, invest or manage luxury real estate assets. Exceptionally well-travelled, highly trusted and a regular media commentator, Edward is a confidential advisor and trusted single point of contact that enables clients to confidently transact around the world.

Presentation Five

Innovation & Investment at Scale

Daniel Eichner, Partner, RebelBio (SOSV)

At SOSV, Daniel is the Partner in charge of capital development, which includes managing SOSV's global syndicate of co-investors, overseeing business development and raising SOSV's managed funds. He has been an active angel investor and advisor for nearly two decades with fintech and consumer products companies. Previously, Daniel worked in distressed debt research (aka special situations investing) for Goldman Sachs and at investment management funds in NYC and in London.

Thank you and Closing Address

Seig de Vater, Founder, The Ton

Speakers

 <p>Athos Group Family & Business Services</p>	<p>Athos Group is an international trust boutique, providing trust and corporate services for private clients, entrepreneurs and family owned businesses with offices in key locations worldwide, including Cyprus, Czech Republic, India, Liechtenstein, Luxembourg, Malta, The Netherlands, Switzerland, the Caribbean and Monaco. As an independent group, Athos offers multi family office services and works with a selection of tax and legal firms, wealth managers and private banks. Services offered include formation and administration of trusts and companies in multiple jurisdictions, asset protection, global tax planning, accounting, corporate finance and management of complex structures. In Monaco the Group provides services that include the incorporation and management of foreign companies, Monaco SCP's, trusts and foundations.</p>
 <p>KILBURN LIVE A Kilburn Media Company</p>	<p>Kilburn Live is a world leading live entertainment company based in Los Angeles, Ca. Kilburn specializes in producing premiere live events with a heavy focus on family entertainment. The company's live projects fall within three main concentrations, theatrical touring productions, elevated experiential entertainment, and static location based entertainment offerings. Kilburn is privileged to partner with some of the world's leading entertainment brands and companies. These include Dr. Seuss, Hasbro, Nerf, Power Rangers, Jurassic World, My Little Pony, GI Joe, The Illusionists, Disney, Lionsgate, and Universal Studios. Kilburn is excited to make pending announcements in 2019 of additional partnerships with some of the largest IPs in the world.</p>
 <p>EJF Alternative Asset Management</p>	<p>EJF Capital LLC ("EJF") is an SEC-registered¹, employee-owned alternative asset management firm headquartered outside of Washington, DC. EJF manages approximately \$7.3 billion² of hedge, separately managed accounts, and private equity assets, as well as \$3.1 billion² of CDO assets through its affiliates. EJF was founded in 2005 by Manny Friedman and Neal Wilson along with a small team of professionals from Friedman, Billings, Ramsey Group, Inc. ("FBR"). EJF currently employs approximately 80 professionals across three offices globally (Arlington, VA, London, England and Shanghai, China).</p>
 <p>CECIL WRIGHT FANATICAL ABOUT YACHTS</p>	<p>Cecil Wright & Partners is a boutique yacht brokerage with a small and experienced team of large yacht specialists. It has offices in Monaco, London and Jersey. Founding partner, Chris Cecil-Wright, built Cecil Wright & Partners on a fundamental principle; 'fewer clients, serviced better'. The team prides itself on having a natural rapport with clients and a mutual commitment to quality, integrity and authenticity. Its mission is to uphold and nurture its reputation as a highly-personal, discreet and reliable business, that adds significant value to its clients' experience during the charter, sale and construction of the world's finest yachts.</p>
 <p>Knight Frank</p>	<p>Knight Frank LLP is the world's largest, privately owned global property consultancy with a network of over 523 offices spread across more than 60 countries. As a firm, we have over 123 years of experience building long term relationships and currently represent 40% of fortune 500 companies, 30% of FTSE 100 companies and manage 4,000 individual relationships with UHNW clients. Knight Frank provides a worldwide service that's locally expert and globally connected for our private clients who require access to the best properties, market leading research and advice. The Knight Frank Private Office was created to provide a fully-integrated, experienced residential and commercial real estate advisory team, advising and transacting for high net worth clients, family offices and their advisors.</p>
 <p>SOSV</p>	<p>SOSV — The Accelerator VC — is a venture capital firm with \$525 AUM operating global accelerator programs: HAX (Shenzhen/San Francisco) for hardware, IndieBio (San Francisco) and RebelBio (London) for life sciences, Chinaccelerator (Shanghai) and MOX (Taipei) for cross-border internet, Food-X (NYC) for the business of food, and dLab (NYC) for blockchain technology. SOSV invests in over 150 companies per year and over its two-decade history has a net IRR of over 30%, putting it in the top 10% of VC funds in the world.</p>

The Ton

Testimonials



"Our project was a little unusual but Seig and his team were able to communicate this very effectively to their network. This ensured not only a successful fundraising but also long term commercial relationships which have been invaluable."

Henry Guy Stevens
Founder & Chairman, QXE Industries Limited



"I was fortunate enough to speak at one of the first Ton events about cyber security and other physical threats facing high net worth individuals and families. Seig pulled together an amazing group of highly successful people who not only enjoyed the fascinating presentations but also the opportunity to share their experiences and concerns about succeeding in these challenging times. I would strongly recommend anyone who gets the chance to attend or speak at one of these Ton events to do so."

Ed Butler CBE, DSO
Executive Director & Senior Advisor, SRM



"The atmosphere was intimate and friendly, and the IT people were competent (which I have to say is not my experience on most such occasions). I was very struck by the variety of interesting people who were there. So, very many thanks for letting us join you to sell our wares. Not only did we enjoy ourselves, but we have made some useful contacts. Many thanks."

General Sir Timothy Granville-Chapman,
GBE KCB, Grosvenor Estate
The Duke of Westminster's Office



"Over the years I have worked alongside many start-ups, entrepreneurs and investors. As part of our first serious capital raise we explored a number of processes and reached to a number of VCs and brokers as a means of finding the right partner for our capital raise. We were introduced to a very charismatic and effective relationship specialist, Seig, who took a personal interest in our process and ensured that we were matched with a team of great investors, advisors and influencers. The process could not be more seamless with great returns on the investment. We were not just looking for cash, we were looking for value adding capital and really found that in Seig and his team."

Orlando Agrippa
Founder & CEO, Draper & Dash



"Seig was invaluable in helping to guide our early fundraising efforts. Always honest in his approach with us and potential investors, ensuring that we were well prepared to discuss areas of interest. The events we held were always enjoyable and insightful and we have built long lasting relationships with many of the contacts he introduced us to."

Martin Ijaha
Co-Founder & CEO, Neyber

"I can highly recommend the Ton experience. Their network is very strong and critically it is with individuals who are actively looking to invest and are not wasting time. The event is beautifully presented and expertly managed on the day with a professional team. However, this is much more than just a high net worth get together / networking event - these are serious investors and very entrepreneurial. We raised over £1m from our presentation at the event and post meetings were swift with funding received within six weeks. It's like very sophisticated crowd funding but with better wine!"

Entrepreneur of the Year, National Business Awards
David Spencer-Percival
Founder & CEO, Rosemary Water



"We were fortunate enough to be introduced to Seig, who gave us an honest and insightful evaluation of our business and our chances of investment. As a result of Seig's unrivalled contacts, knowledge and acumen we were able to complete our investment round very quickly, with Seig assisting to make sure that we met investors with relevant experience and skill sets to make a real difference. Since our investment round, our company has enjoyed astonishing growth with Seig remaining in close contact and now advising on the next stage of our funding requirements. I couldn't recommend Seig highly enough; he is supportive, helpful and shows great empathy and understanding. We couldn't have got where we are if it wasn't for Seig's help and we consider him a trusted advisor and friend."

Dan O'Connell
Founder & Chairman, Red Storm Agency



"Seig has a tremendous rolodex of family offices and investment personnel. Seig is very thorough on his due diligence of those who pitch investment ideas and has a great rapport with the families at the events. The added due diligence and the environment he creates with investors through the events, makes it easy to do business with Seig and potential investors. I would highly recommend Seig to others who are looking to raise money, due to his professionalism, fun nature and his ability to deliver."

Rahul Mehta
Family Director, ParkerLloyd Group



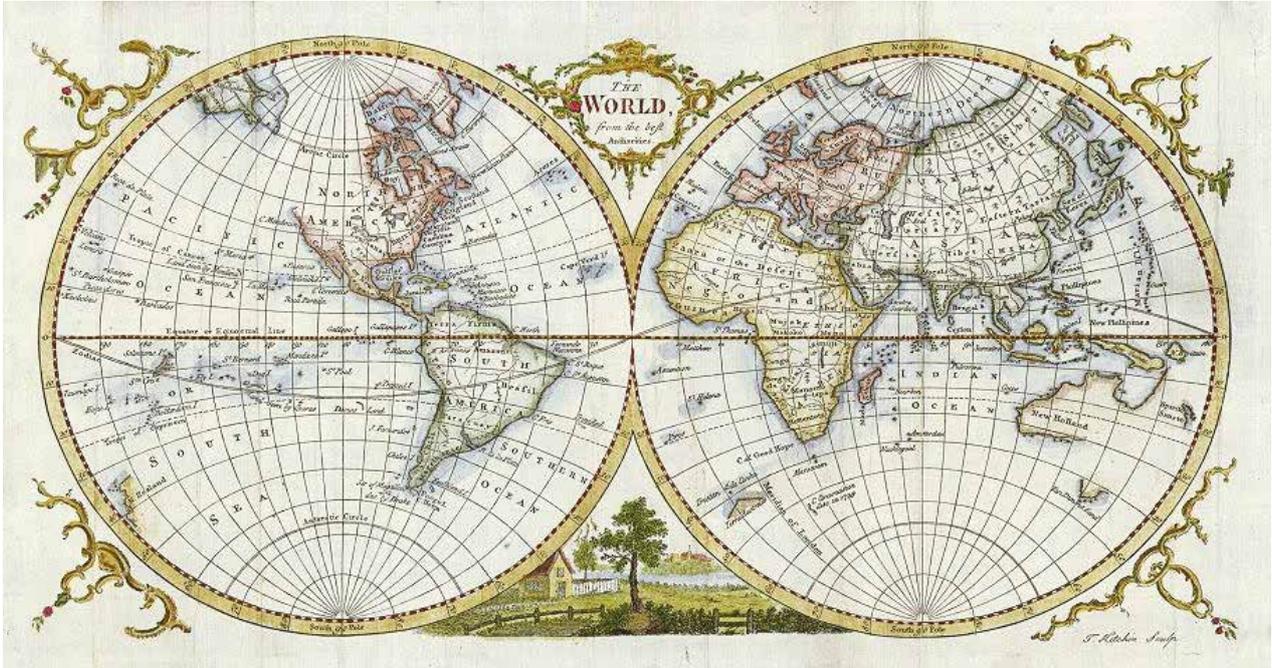
"We had a most successful and enjoyable experience with Seig during our last funding round; a most unique way of connecting with influencers and potential investors that form part of Seig's personal worldwide network of business leaders and founders. We would not hesitate in recommending Seig services to other entrepreneurs and welcome the opportunity of working with his team again."

Mick Newton
Co-Founder & CEO, Live & Loud



The London Ton Private Family Office Events

Thursday, 27 June 2019, Claridges



THE TON

We are delighted to announce the 'Ton's' next gathering

Thursday, 27 June 2019
The French Salon Rooms, Claridges Hotel, Mayfair

The buffet lunch will be followed by enlightening presentations from members of the Ton and other experts in their respective fields.

This event is to bring together leaders and entrepreneurs from the family office, business and finance worlds.

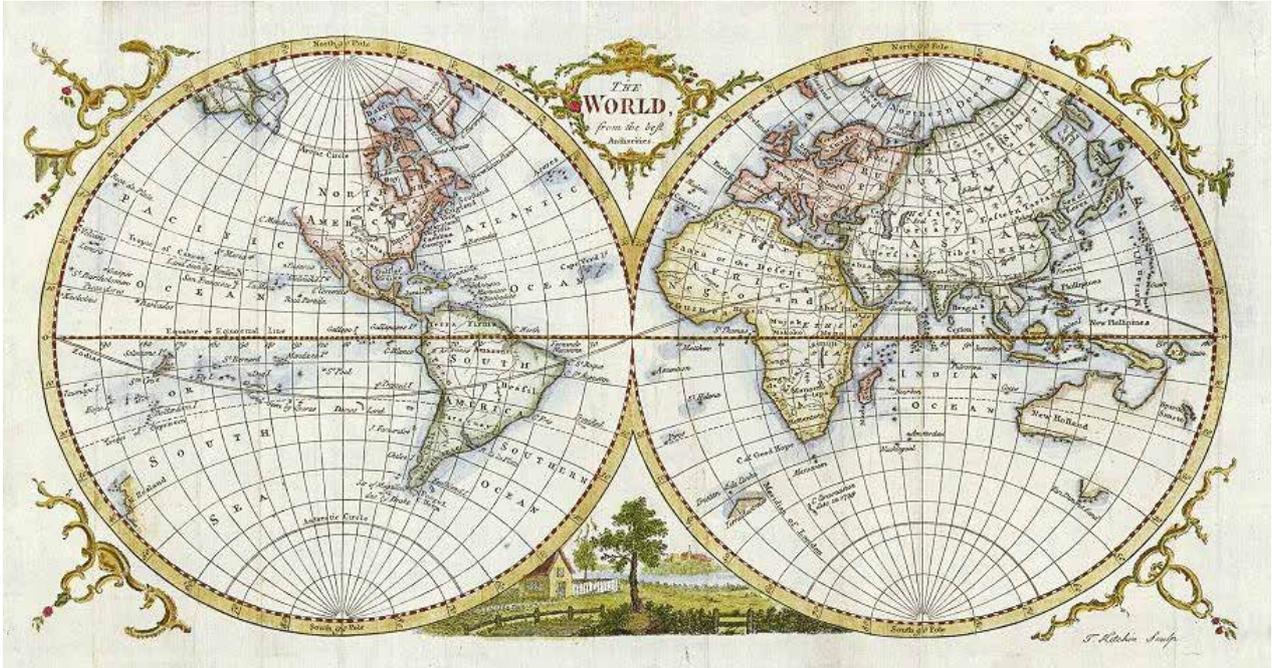
Please note that all these events are by invitation only.

Seig de Vater | **Marguerite L Weber**
seig@theton.co.uk | marguerite@theton.co.uk

The Ton Almanac

Private Family Office Events

We are delighted to announce THE TON'S 2019 gatherings



THE TON

Thursday, 14 March 2019

London Ton, The French Salon Rooms, Claridges Hotel, London

Thursday, 2 May 2019

Le Bon Ton, Yacht Club de Monaco, Monaco

Thursday, 27 June 2019

London Ton, The French Salon Rooms, Claridges Hotel, London

Thursday, 19 September 2019

Jersey Ton, Hollybank House, Jersey

Thursday, 14 November 2019

London Ton, The French Salon Rooms, Claridges Hotel, London

These are private events for leaders and entrepreneurs from the family office, business and finance worlds.

Please note that all these events are by invitation only.

Seig de Vater | **Marguerite L Weber**
seig@theton.co.uk | marguerite@theton.co.uk

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Raised in excess of US\$ 4 billion for a wide variety of investment strategies.

*Debrecks founded in 2000 to bring the most interesting investment ideas
to this new class of global Family Offices.*

Based in London, with connections around the globe, Debrecks founder Seig de Vater started his career at Cazenove & Co, where for 12 years he looked after Family Office funds and companies, building relationships with over 500 Families.

Seig created Debrecks as a vehicle to privately introduce the most interesting investment ideas to this trusted network of investors, built up over almost thirty years, incorporating some of the newest Family Offices and the most established.

Discreet roadshows and bespoke lunches provide the opportunity for pre-qualified Family Office investors to explore select investment ideas with individual entrepreneurs, in a relaxed salubrious environment.

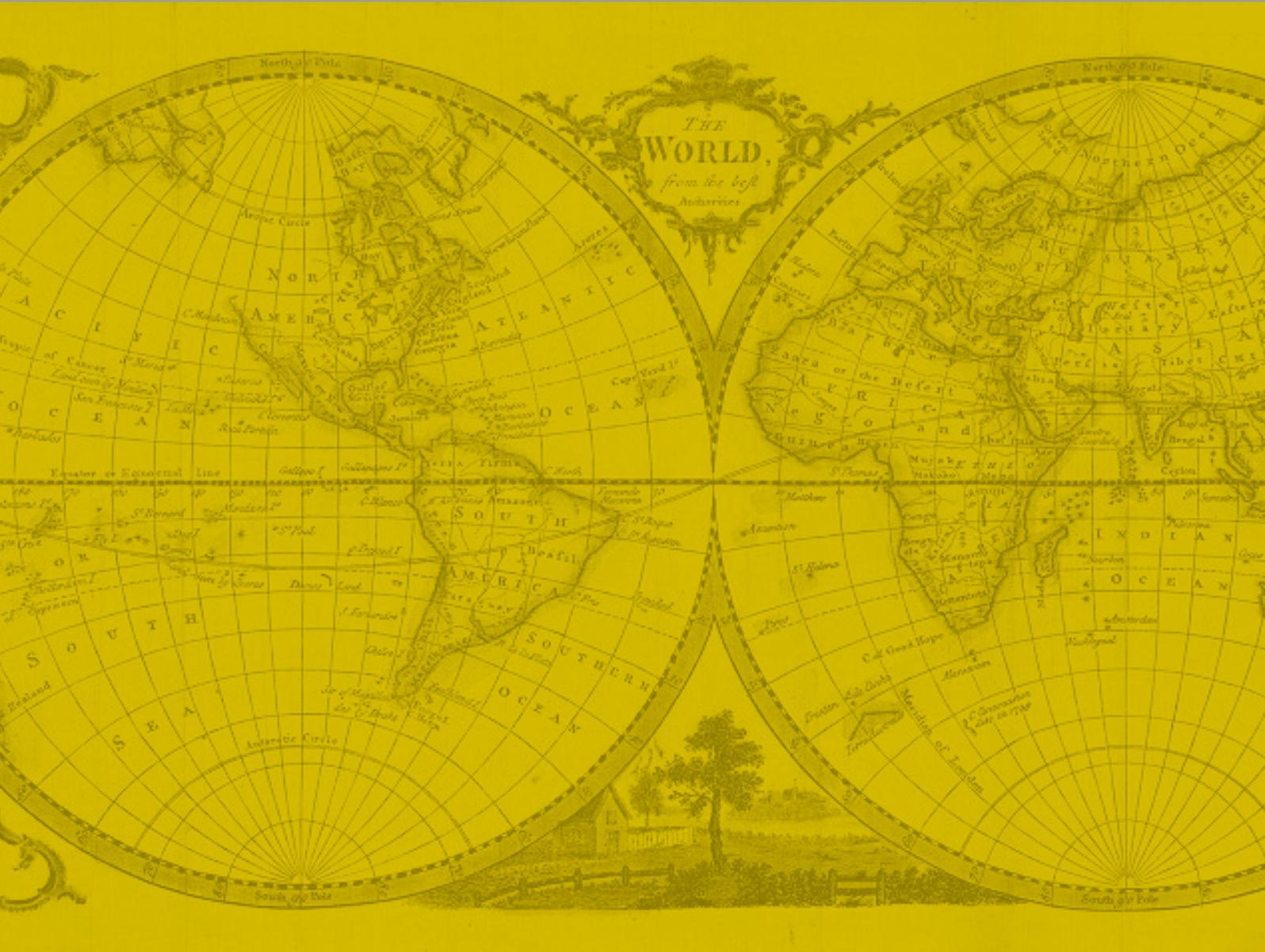
Debrecks has raised in excess of US \$4 billion for a wide variety of investment strategies, connecting some of the world's most dynamic entrepreneurs with some of the most experienced investors.

Seig founded the Ton Private Family Office Events and the European Family Office Investment Forum and launched the first Family Office Leadership Summit and Family Office Investment Summit, in London.

The Ton Notes



Le Bon Ton | Private Family Office Event | Thursday, 2 May 2019 | Yacht Club de Monaco



for more information please contact
Seig de Vater seig@theton.co.uk | Marguerite Weber marguerite@theton.co.uk