

# The Ton

Private Family Office Gathering  
Thursday, 5 March 2020, Claridge's



Debrecks



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Integrity. Trust. Connection. The Ton.

# DEBRECKS



## CONNECTING DYNAMIC ENTREPRENEURS WITH EXPERIENCED INVESTORS

*Private investment roadshows and bespoke events in Europe, Africa (Mauritius), Asia and Australia.*

*Relationships with more than 800 families*

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

*Debrecks brings 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 800 families and their businesses.
- In 2000, 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 and friendly 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 gatherings and the European Family Office Investment Forum and launched the first Family Office Leadership Summit in London.

I found the Ton events extremely helpful for getting in front of the right people at the right time (seed/second round investment/pre private equity). When it comes to UHNW investors Seig is seriously connected. These are hand-picked and sophisticated investors and I think it's fair to say it's the best £20k I've ever spent. We raised £1m investment capital in 10 minutes. And more importantly - from the right people - supportive and experienced investors willing to use risk capital for potential high returns.

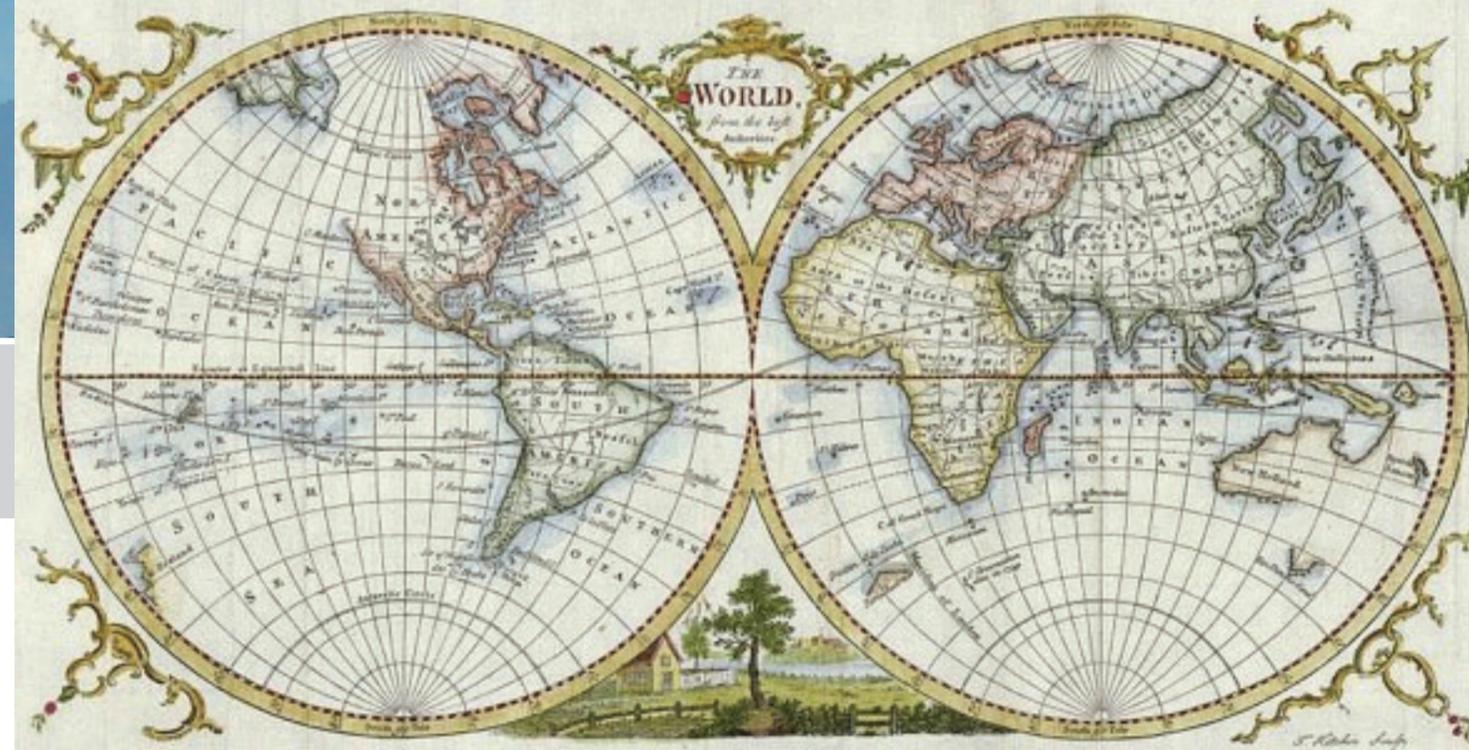
*David Spencer-Percival, CEO & Founder of Rosemary Water.*

We really enjoyed being included in the Jersey Ton event and we had a most interesting time. We were very impressed with the manner in which the whole event was conducted, a very gentlemanly approach and we really found he talks informative. A very engaging couple of days.

*Fiona and Michael Barclay*

# The Ton

## Private Family Office Gathering



The phrase *le bon ton* means “good form”, a requirement of members of the British elite during the 18th-century when Britain was at the epicentre of technological innovation, exploration and huge economic growth.

This elite became known as the *Ton*.

**The Ton** were a select group who understood each other, socialised together, invested together, and made the far-reaching decisions that shaped the globe then and now.

**The Ton** were successful due to these relationships and the investment decisions that developed from them. Investment decisions were more efficient and effective because people knew each other well.

**We have found over the years the new global Ton works as well as the old. We have been marketing to Family Offices for over 25 years. We founded the largest Family Office event in Europe. We know who's who. We know which people have proven themselves as investors over many years, and they know us.**

It is our aim to refine and contact a select and relevant group in order to be more time-efficient and therefore achieve an increased level of opportunity, cooperation, connection, and co- investment.

Integrity. Trust. Connection. The Ton.



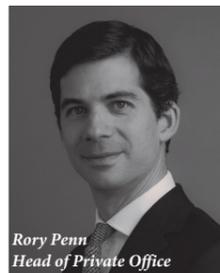
# The Knight Frank Private Office

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

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

## Track Record

A world of advice and experience



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Trophy House, London, UK



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Grevillia, Cap Ferrat, France

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Departure time?  
Whenever you like



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Finding reliable and stable investment opportunities can be difficult. That's why our expert teams selectively partner with a diverse range of specialists to give you access to best-in-class investment capability.

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# Agenda

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| <b>Registration</b>   |
| <b>Buffet Lunch</b>   |
| <b>Welcome and Opening Address   Seig de Vater, Founder, The Ton</b>  |
| <p><b>Presentation One   Lord Andrew Hay</b></p> <p>As the Global Head of Residential, Andrew oversees the residential network across 60 territories and is responsible for driving Knight Frank's Residential business around the world. Andrew joined Knight Frank's Farms &amp; Estates Sales team in 1983. During his 30-plus years at the firm, he has spearheaded its Global Wealth initiative, commissioned global research publication The Wealth Report, and launched the Private Office service. Andrew counts more than 1,000 high-net-worth individuals and numerous billionaires among his exclusive client base. Andrew is also a member of BASC, the Country Landowners Association and an avid fundraiser for Knight Frank's chosen charity the Rainbow Trust.</p>  |
| <p><b>Presentation Two   His Excellency Kristóf Szalay-Bobrovniczky, Former Ambassador of Hungary to the Court of St James's</b></p> <p>Graduated in 1993 from the University of Agricultural Sciences and completed Copernic Programme, a postgraduate management course in Paris, France. Worked in the financial sector for six years with a Big-4 company and an international commercial bank. In 1999, he joined the telecom sector, where he held different sales and marketing executive positions and became CEO of an internet services provider. He got involved with public affairs in 2004 as a Publisher and Chief Editor of a leading political weekly magazine. In 2011, he became the Executive Vice President of Századvég Foundation, the largest and oldest Hungarian think-tank, as well as most influential strategic advisor of the Hungarian government. In 2014, Mr. Szalay-Bobrovniczky was promoted to Ambassador at large of Hungary while keeping his position in the Foundation. From 2016 to 2020, he served as Ambassador of Hungary to the Court of Saint James's. Upon termination of his mission, he returns to his own businesses in the private equity world. He is a captain of the reserves of the Hungarian Armed Forces. Interests include horseback riding – hunting, show jumping and polo, shooting, sailing.</p> |
| <p><b>Presentation Three   Eira Thomas, President, CEO &amp; Director, Lucara Diamond Corporation</b></p> <p>Eira Thomas is a Canadian geologist with over 25 years of experience in the Canadian mining business. She is the President and CEO of Lucara Diamond Corp as well as an original founder of the company. Eira's previous roles include CEO of Kaminak Gold Corporation, Vice President, Aber Resources, now Dominion Diamond Corp., and founder and CEO of Stornoway Diamond Corp. She was elected to Suncor's Board of Directors in April 2006 and is the chair of the Environmental, Health, Safety &amp; Sustainable Development (EHS&amp;SD) Committee and a member of the Human Resources and Compensation Committee. In 2004, Ms. Thomas was honoured as one of "Canada's Top 40 under 40" by the Caldwell Partners and Report on Business magazine. In 2007, she was named to Canada's Most Powerful Women: Top 100 list by the Women's Executive Network.</p>  |
| <p><b>Presentation Four   Roger Weatherby, CEO, Weatherbys Bank</b></p> <p>Roger Weatherby became CEO of Weatherbys Bank in 2000. Educated at Eton College &amp; Sandhurst, he joined 15th/19th Hussars before working at Cazenove &amp; Co for 11 years. He gained his Masters from London Business School and joined Weatherbys in 1997. He is Chairman of Weatherbys Hamilton, the private client insurance partnership, and was Chairman of Arkle Finance, the asset finance subsidiary, until 2018. He held the post of Senior Steward (Chairman) of The Jockey Club from 2014-2019. He was a trustee of Racing Welfare for 12 years and Chairman from 2005-2010. From 2010-2013 he was the inaugural Chairman of The Racing Foundation. He has run several marathons and went on an expedition to the South Pole in 2005, raising over £400,000 for charity. In 2018, Roger started the "Creating the Future Conference" which brings together experts in diverse subjects to stimulate discussion around major issues facing society, with a second conference taking place in 2019.</p>   |

# Agenda

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| <p><b>Presentation Five   George Rolls, Director, Air Charter Service</b></p> <p>George is a well versed private investor and entrepreneur and over the last 30 years has been involved in numerous transactions in the aviation sector. He is an active Director, hands on Manager and advisor to many companies in the private sector and has held Non-Executive positions in public and private companies. In recent years, George was instrumental in the public listing of a private jet aviation management business onto AIM, led their M&amp;A expansion program and more recently chaired a private jet charter broking company. He helps with all aspects of corporate governance and driving both organic and growth by strategic acquisitions. He sits on the boards of both public and private companies. George's history in investments, turnaround situations, structuring mergers and acquisition transactions reflect his strong strategic skills, natural business ability to be successful and desire to oversee and to protect shareholders interests.</p> |
| <p><b>Joe Gallimore - Business Development Director, Private Jets Europe, ACS</b></p> <p>Joe is passionate about the aviation industry with extensive experience and knowledge with Private Jets and Commercial aircraft expanding over 20 years. With humble beginnings at British Airways, for 6 years he travelled the world extensively learning a lot about people and more importantly, aviation. Then with the desire to start a family, he made the switch to private aviation in 2004, working predominantly in the Entertainment, Music and Film business chartering aircraft for the likes of Elton John, Paul McCartney and David Beckham. In 2011, Joe made the step up to Air Charter Service, serving as a Senior Account Manager for 4 years, before promotion to Business Development Director in 2016, where today he delivers development strategy, client management and strategic direction, for the Air Charter Service global office network.</p>  |
| <p><b>Presentation Six   James Bromhead, Partner, Anticus Partners</b></p> <p><b>Mezzanine Finance for the SME Sector</b></p> <p>James Bromhead joined Anticus in 2019 as part of the MBO and has 31 years' experience in funding and running and investing in SMEs. James is the founder investor and Chairman of Immersive Labs, the World's fastest growing Cybersec training company and is now Non-Executive Director, Return to date 38 x. He Co-founded EastWest Partners in 2012. In asset management he was key funder of Syndicate AM, Equity Pre-IPO and Cobra Capital. He entered the finance world in 1986 as an apprenticeship with Capel-Cure Myers before becoming a founder member of Beeson Gregory in 1989 which was sold to Evolution for £100m in 2003. In 2007, he launched Noble's emerging markets operations into India and USA. James previously served in the Military for 5 years. James is also a mentor at CyLon, London's cyber security accelerator program.</p>  |
| <p><b>Presentation Seven   Edwin Harrell, CEO &amp; Founder, FLOvate</b></p> <p>Edwin Harrell is a technology entrepreneur specialising in digital transformation and process design, and the founder of FLOvate. He previously worked as part of the team that founded and later listed WNS Holdings, a global business process outsourcing organisation, on the NYSE. Edwin also led the team that grew WNS Assistance to become one of the UK's leading third-party administrators. Focusing on enabling technology and leading-edge digital process design; WNS Assistance provided its customers with excellent indemnified cost control coupled with digital supply chain management and real time digital customer experience.</p>   |
| <b>Thank you and Closing Address   Seig de Vater, Founder, The Ton</b>  |
| <b>Drinks and networking</b>  |

# Speakers

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|---|---|
|    | <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>Lucara Diamond owns 100% of the Karowe Diamond Mine in Botswana and Clara Diamond Solutions. The Karowe mine is one of the world's foremost producers of large exceptional quality Type Iia diamonds including the historic 1,109 carat Lesedi La Rona, and the 813-carat Constellation. In 2019, the 1,758 carat Sewelô was recovered putting Karowe as the only mine in history to recover 2 diamonds larger than 1,000 carats. The positive results of the Karowe Underground Feasibility Study announced in November 2019 indicate the potential to double the mine life and generate significant revenue and cash flow to 2040. Clara is a secure, digital sales platform that uses proprietary analytics with cloud and blockchain technologies to modernize the existing diamond supply chain, driving efficiencies, unlocking value and ensuring provenance from mine to finger.</p>   |
|   | <p>Weatherbys is a business that has always looked forward and always innovated. The original Weatherbys business, focused on providing services to the racing industry, was founded in 1770 by solicitor James Weatherby. The Banking Group has grown out of his vision and is today part of a seventh generation British business, with a history of careful stewardship and responsible management rooted in family values. As one of only two privately owned banks in Britain, we have the freedom to decide how we run the bank and how we look after our clients. Our clients particularly value the flexibility of the service we offer and how quickly we respond to them, whether that's in relation to picking up the phone or helping to organise a loan. We also know that our clients greatly value our focus on reliability. Weatherbys not only came through the 2008 crisis unscathed but thrived as a result of clients looking for a cautious approach to banking. But above all, we know that it's the one to one relationship with their private banker that our clients value the most; someone who knows exactly who they are and how they like their banking organised.</p> |
|  | <p>Air Charter Service, founded in 1990, is the world's largest air charter brokerage. With specialist teams servicing clients across Cargo, Commercial and Private Jets, delivering over 23,000 flights each year, with 500 employees in 25 offices on 6 continents, the ACS network and buying power is unmatched in the industry.</p>  |
|  | <p>Anticus Partners Ltd is a Yorkshire based private equity company, with an eight year track record of investing in SMEs in the Yorkshire and Humber region. We are a highly experienced, professional and proven team. Our new Anticus Mezzanine Fund 1 is an Alternative Investment Fund that will provide loan finance into unquoted small and medium sized businesses located across the UK. The investments made by the Fund will benefit from low risk, secured loans, repayable over 3 to 5 years, with an upside instrument providing an equity style return if investees meet pre-agreed targets.</p>   |
|  | <p>FLOvate is a software business that has developed the low-code platform LEAP. Low-code is a visual development approach to app development. Users visually design the required system and the LEAP AI analyses these visual requirements and automatically writes all of the code. Business users and IT teams can create, iterate, and release applications in a fraction of the time it takes with traditional methods. Typically reducing timescales, cost and risk by a factor of 10. Deployed apps are high quality and easily changed to incorporate future business requirements. LEAP is a cloud based low-code platform that allows organisations to improve the effectiveness, efficiency and customer experience (CX) of their operational processes without the requirement for scarce development resource. LEAP can be deployed as SAAS (Solutions) or PAAS (low-code), client hosted cloud or on-premise to suit any client infrastructure preferences. FLOvate also offers pre-configured solutions, using LEAP, for insurance claims and policy management. It also has a solution for complaints management.</p>   |



## Building powerful solutions for organisational processes with the LEAP low-code platform

### LOW-CODE

Optimise and automate processes without writing a line of code. Utilise the array of functional building blocks within LEAP to create custom and flexible applications that will enable you to automate your processes.

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Processes can be applied to one of our pre-configured industry solutions. With the majority of the configuration already in place, tailored LEAP solutions can be created in days, and demonstrated to show them in action.

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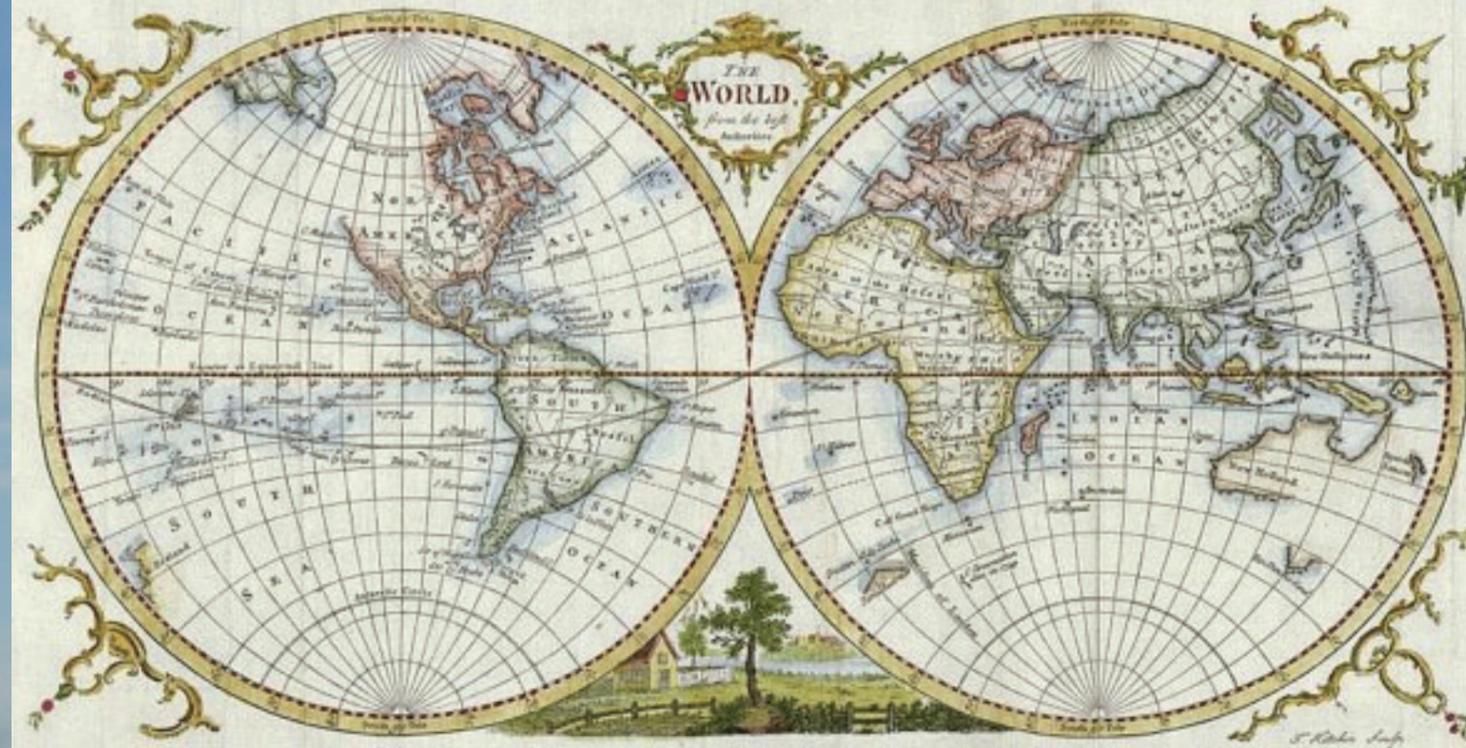
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## The Ton

Private Family Office Gathering  
Thursday, 7 May 2020, Monaco



We are delighted to announce THE TON'S next London gathering on

**Thursday, 7 May 2020**

**Yacht Club de Monaco, Monaco**

Enlightening presentations from members of 'THE TON'  
and other experts in their respective fields.

This private event is for leaders and entrepreneurs from the  
family office, business and finance worlds.

Please note that this event is by invitation only.

# 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

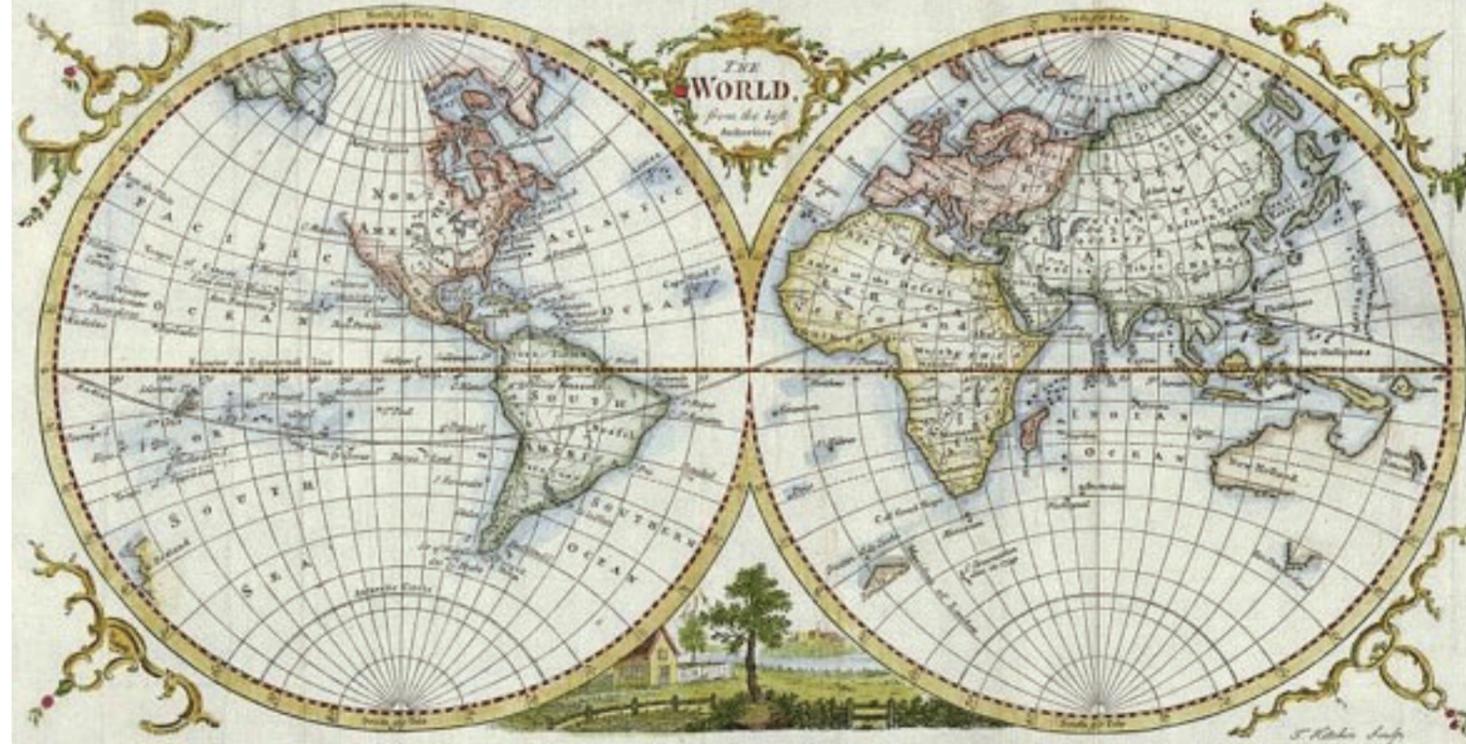


"We had a most successful and enjoyable experience with Seig during our last funding round; a most unique way of connecting with influencers and potential investors that form part of Seig's personal worldwide network of business leaders and founders. We would not hesitate in recommending Seig services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

**Mick Newton**  
Co-Founder & CEO, Live & Loud



# The Ton 2020 Almanac Private Family Office Gathering



**Thursday, 5 March 2020**  
London Ton, The French Salon Rooms, Claridge's Hotel, London

**Thursday, 7 May 2020**  
Le Bon Ton, Yacht Club de Monaco, Monaco

**Thursday, 17 September 2020**  
Jersey Ton, Atlantic Hotel, Jersey

**Thursday, 12 November 2020**  
London Ton, The French Salon Rooms, Claridges Hotel, London

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

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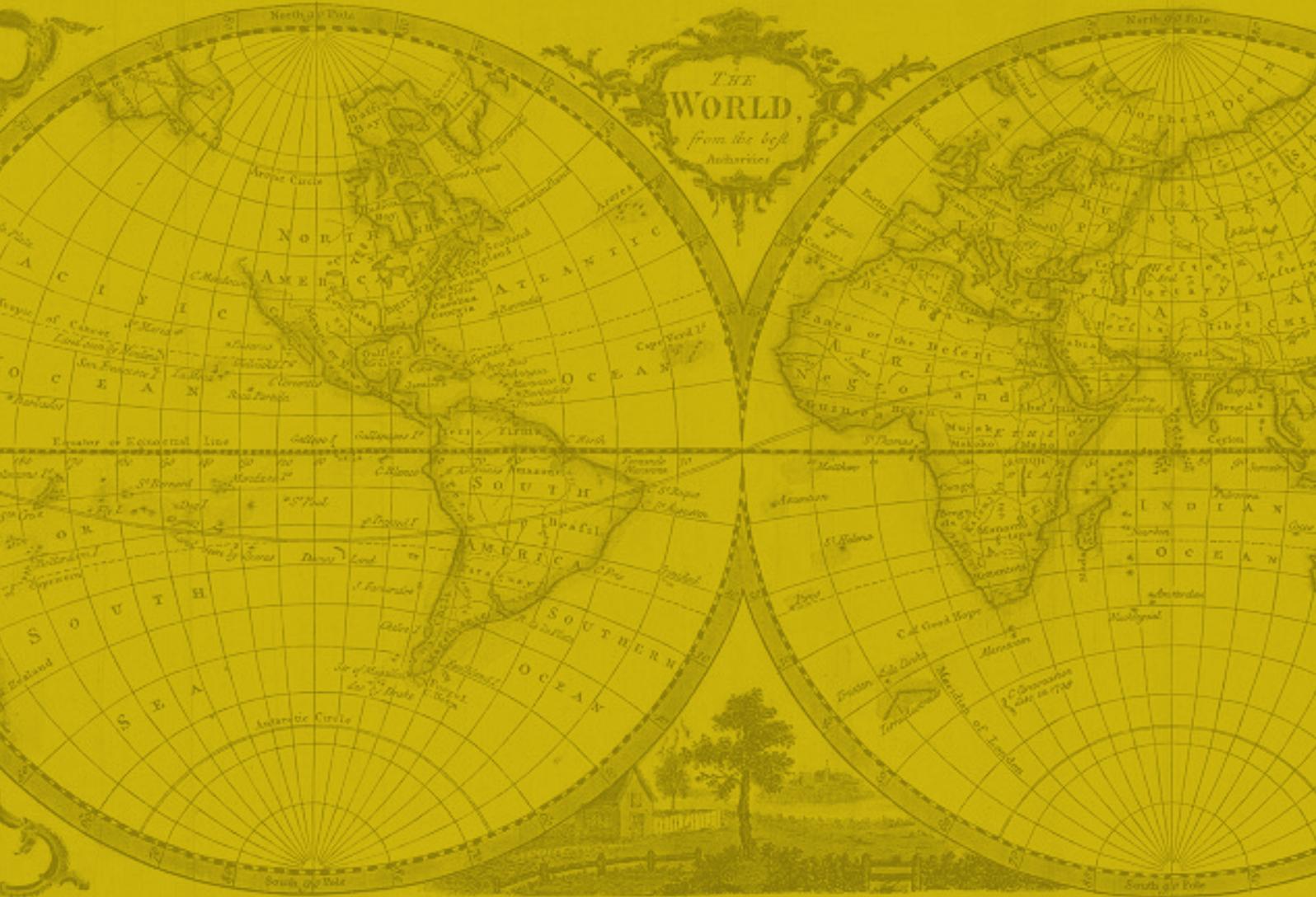
**Ton Gatherings**

**June, Royal Ascot**  
**July, Birch Grove**

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Please note that all these events are by invitation only.

The Ton | Private Family Office Event | Thursday, 5 March 2020, Claridge's



for more information please contact  
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