

The Ton

Private Family Office Event
15th September 2016, Claridges



de Brecks



HIGHCLERE

RegentCapital

CATALYST
GLOBAL MEDIA



CHARLES COCHRANE
FINE ART AGENCY

AYS



Integrity. Trust. Connection. The Ton.

Agenda

12:15	Registration
12:30	Buffet Lunch
13:30	<p>Welcome and Opening Address <i>Seig de Vater, Founder, The Ton</i></p> <p>Seig has over 30 years of experience with family offices in the UK. Starting with Cazenove & Co., where for 12 years he looked after family office funds and companies, and built relationships with over 400 families. In 2000, Seig founded deBrecks Advisory and has raised in excess of US\$6 billion for various investment strategies. In 2004, Seig founded a service to visit and meet with the family offices of Australia and the Super Funds (Pension Funds). In 2005, Seig also co-founded the European Family Office Investment Forum. In 2011, Seig was appointed Chairman of FMG Eurasia, which specialises in frontier funds, Iraq, MENA, Russia, China, India and Africa.</p>
13:40	<p>Presentation one The Sport of Kings and the Thrill of Racehorse Ownership <i>The Hon Harry Herbert, Chairman, Highclere Thoroughbreds</i></p> <p>Harry Herbert is the second son of the 7th Earl of Carnarvon and his ancestral family home is Highclere Castle, better known nowadays as the setting for the hit TV series, Downton Abbey. Harry is the founder of Europe's most successful racehorse syndication business - Highclere Thoroughbred Racing. Harry's brother in law (married to his sister Lady Carolyn) is John Warren, Her Majesty The Queen's Bloodstock Advisor. John and Carolyn own Highclere Stud, situated within the Castle's Capability Brown designed Park. Harry is a well-known after dinner speaker and has twice spoken at the Carbine Club Lunch in Melbourne. His raconteur's style has been popular from London to as far afield as Australia, Hong Kong and the United States. Harry is a Member of the Jockey Club, a Director of Newbury Racecourse plc. Harry's most recent appointment, in November 2013, is Racing Advisor to Sheikh Joaan Bin Hamad Al Thani, the brother of the current Emir of Qatar. Harry advises the Sheikh regarding all his race horses trained in the UK, France, Ireland and America, which all race under the name 'Al Shaqab Racing'.</p>
13:55	<p>Presentation Two Entertainment Media Sales <i>Anna Josse, Director, Regent Capital plc</i></p> <p>Anna Josse is a director and shareholder of Regent Capital plc, the FCA-regulated, leading boutique finance house based in the heart of London. Over the past 15 years Regent has raised over £600million across media, property and renewable energy projects. It has delivered highly tailored media opportunities to high net-worth professional investors, contributing to £80million of production spend with some 200 awards and nominations, including the Palme d'Or for famed British director Ken Loach.</p> <p><i>Charlotte Walls, CEO, Catalyst Global Media</i></p> <p>Charlotte Walls is CEO Catalyst Global Media, a top-tier supplier of commercially viable projects for the studios, networks, digital platforms and major independent distributors worldwide. Charlotte has extensive experience as a producer and executive producer in film and television having produced or executive produced over 20 motion pictures to date that have attracted major international deals with distributors including Paramount Pictures, Universal Pictures, Warner Bros., Sony Entertainment, Entertainment Film Distributors, Lionsgate and the BBC, as well as original television content for ITV Studios and Netflix.</p>
14:05	<p>Presentation Three Piton Investment Management <i>James P. Fortescue, Co-Founder, Partner, Chief Executive Officer, Piton Investment Management</i></p> <p>Mr. Fortescue is a Co-Founder, Partner and serves as the Chief Executive Officer at Piton Investment Management. Prior to founding Piton, Mr. Fortescue most recently served as the Chief Operating Officer at Annaly Capital Management, Inc. ("Annaly", NYSE:NLY). He began his career at Annaly in 1995 and served there until 2014 in various roles including Head of Liabilities, Chief of Staff, Managing Director, Executive Vice President and was a member of Annaly's Executive, Operations, and Risk Committees. Mr. Fortescue was also a director at RCap Securities, a FINRA regulated broker-dealer, and Shannon Funding LLC, a warehouse lending company. Mr. Fortescue has served on multiple industry panels including a Financial Stability Board panel in front of the G-20 at the Federal Reserve Bank of New York, a Markets Stability panel in front of the US Treasury Department and the Risk Management Association Securities Lending and Borrowing Legal & Regulatory Round Table. Mr. Fortescue serves as the Treasurer on the Board of Trustees of Don Bosco Prep High School. Mr. Fortescue received his B.S. in Finance from Siena College and attended the New York Institute of Finance for intense mortgage-backed securities studies.</p>
14:20	<p>Presentation Four Fine Art Agency <i>Charles Cochrane, Founder, Charles Cochrane Fine Art Agency</i></p> <p>Charles Cochrane has worked as an international fine art agent for ten years. He is also a qualified solicitor first working in the corporate finance department at Linklaters and Paines and then in the private client department at Wilsons, which informed his planning practice. He has BAs from Durham University and from Central St Martins where he studied Sculpture and Fine Art. He is a member of the Professional Advisors in the Art Market and The Heritage Group of Professional Advisors. Charles tends to act for sellers and planners.</p> <p><i>Mark Adams, Director</i></p> <p>Mark Adams earned his MA in History of Art from Corpus Christi College, Cambridge and joined Sotheby's in 1989 and spent 11 years with the company, as a Senior Specialist and Director of Sotheby's Europe. He was then Director of Contemporary Art at Agnews' in London. Mark has worked as an advisor to High Net Worth buyers since 2002.</p>
14:35	<p>Presentation Five A World of Adventures <i>Captain Q, Founder, HQ Aviation</i></p> <p>Quentin Smith, AKA Captain Q is a helicopter pilot of extreme excellence. Q is really no ordinary pilot and his CV is long and illustrious. Twice aerobatic world helicopter champion, he is perhaps better known in circles as the first person to circumnavigate the globe in a piston engine helicopter. He has flown to both the North and South Poles and has twice circumnavigated the globe. He's also one of only a small number to have survived ditching an aircraft in the South Atlantic. As an advanced CAA instructor with over 15,000 hours at the controls, he is recognised by many as being one of the best Helicopter Instructors in the world. His pupils have included heads of industry, oligarchs, movie and rock stars. Through his many adventures, Q has learnt innumerable lessons about how to react in high pressure situations, understanding what makes people tick in order to get the best out of them and being able to assess a situation to make the most prudent and safe decision. Captain Q runs HQ Aviation.</p>
14:50	<p>Thank you and Closing Address <i>Seig de Vater, Founder, The Ton</i></p>
15:00	Drinks and networking

Speakers



Debrecks

DeBrecks Advisory was founded in 2000 by Seig de Vater. Through the DeBrecks network of private family offices and entrepreneurs throughout Europe, Middle East, Far East and Australia, DeBrecks offer an introductory service either through one-to-one or full marketing campaigns in Europe. DeBrecks has successfully raised in excess of US\$6bn for many different businesses and investment strategies around the world over the last 16 years. Examples of the work undertaken for the network around the world (i) Seed Capital for media film and small businesses; (ii) Finance from entrepreneurs and peer-to-peer lending and other financial initiatives; (iii) successfully introduced investors to Funds - ABL, European L/S, MENA funds, global macro, long-only boutiques, energy and green funds and private equity ventures. Initiatives and work undertaken in the following territories on behalf of clients include Malta, Isle of Man, India, Indonesia, Australia, China, Africa and Mauritius.



HIGHCLERE

In 1992 Harry Herbert founded Highclere Thoroughbred Racing to provide racing enthusiasts with the opportunity of owning top class racehorses at a fraction of the price normally associated with ownership. This was achieved by forming syndicates between ten and twenty people to share in a number of top quality horses bought by Harry's brother in law John Warren who is also HM The Queen's Bloodstock Advisor. One of those first five yearlings was a horse called Lake Coniston who became European Champion Sprinter in 1995 and who was subsequently sold to Coolmore Stud for the sum of £2.45m. Since then Highclere have raced seven European Champions and one world champion and the company has become one of the best known brands within the Thoroughbred Industry. Now, twenty-four years later, Highclere Thoroughbred Racing is still regarded as the leader in its field, producing a level of personal service and success for its exclusive group of owners that is unparalleled within the industry.

**CATALYST
GLOBAL MEDIA**

RegentCapital

Entertainment Media Sales is a new film and television sales company engaged in the exploitation of a highly commercial media portfolio. The Company will qualify for EIS relief, a government initiative to promote investment into small businesses by offering a range of tax reliefs. The Company is sponsored by leading boutique finance house Regent Capital plc and uniquely advised by London-based production company Catalyst Global Media.



PITON
INVESTMENT MANAGEMENT

Piton Investment Management was established as a New York based registered investment advisor in 2015. Piton has launched a fixed-income hedge fund focused on absolute return and capital preservation. The Fund primarily invests in US Treasuries, German Bunds and US Agency Mortgage Backed Securities. The government-backed markets that Piton invests in are among the deepest and most liquid in the world. The Fund seeks to achieve performance that is uncorrelated to the general debt and equity markets.

CHARLES COCHRANE
FINE ART AGENCY

Charles Cochrane Ltd is an agency, advising clients on all aspects of acquiring, selling, planning with and managing art and art collections. Our clients range from novice buyers to experienced collectors and the custodians of family collections. We can approach all aspects of the art market on behalf of our clients whether as a selling or buying agent. The same expertise informs our planning practice allowing tax and succession issues to be faced with confidence. We are a completely independent agency, working exclusively and transparently in our clients' interests. The modern art world is an under-regulated market in which caveat emptor remains the rule and conflicts of interest abound. We are a unique source of expert, candid and impartial advice, which protects our clients and their family offices and professional advisors.

AXYS

The Ton Lunch Sponsor. AXYS has kindly sponsored today's event lunch. Mauritius has transformed itself from a sugar trade economy back in the 1980s into one of today's most successful and sustainable economies in Africa. Strategically located in the Indian Ocean, linking Africa with India and China, the country boasts a stable Government and a business friendly economy, making it a 'jurisdiction of choice' for conducting international business. With more than two decades of specialist experience in finance, AXYS provides a strong foundation to all for investments in the region.

The Team



Seig de Vater
Founder and Director



Hugh Knowles
Finance Director

Having qualified as a chartered accountant with Arthur Andersen, Hugh spent five years with Blenheim, then Europe's leading trade show and conference organiser. He has been finance director for a number of companies specialising in transportation and storage, including Cadogan Tate and currently Fort Box.



Marguerite Weber
Communications Director

Throughout her career, Marguerite has been involved in launching and developing executive search firms in the UK, Australia and Singapore. Her search experience includes introducing some of the most senior asset raisers and investment specialists in private wealth including family offices. Marguerite is instrumental in facilitating investment presentations and events for family offices.



Marianne van Pelt
Marketing Director

Marianne began working in financial marketing and public relations over 20 years ago in New York and Miami with Burcaw Associates, an investment banking firm specialising in the Caribbean, and went on to work most recently for Fipra International, which runs the world's largest government relations network, of which Finsbury is a founder. Marianne holds a BA in Journalism and an MA in Public Relations.

for more information please contact
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