

# The Ton

Private Family Office Gathering  
Thursday 15th September 2022, The Atlantic Hotel, Jersey



Debrecks

CECIL WRIGHT



Locate  
Jersey

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For business.  
For life.



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.*

Seig has over 25 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 500 families.

In 2000, Seig founded Debrecks Marketing through the Family Office network in Europe, the Middle East, the Far East, and Australia.

DeBrecks offers an introductory service either one-to-one, or a full marketing campaign in the UK and Europe.

Debrecks has raised in excess of US\$4 billion for various investment strategies, including ABL, European long/short, MENA long/short, Africa funds, global macro, long only boutiques, Multi-managers (UK), Fund of Funds, Green Funds, and Private Equity.

In 2004, Seig founded a service to visit and meet with the family offices of Australia and the Super Funds (Pension Funds). In excess of 20 managers representing different strategies have visited and raised money.

In 2005, Seig also founded the European Family Office Investment Forum. He launched the first Leadership Summit and Investment Summit in London and continues to run these events with Incisive Media. The events have become increasingly successful in terms of numbers (over 300 families attend each event), and in terms of raising money for different ideas and funds through presentations to the Family Office audience.

In 2011, Seig was appointed Chairman of FMG Eurasia, which specialises in frontier funds, Iraq, MENA, Russia, China, India, and Africa. As Chairman, Seig facilitates distribution in Europe for FMG.

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. 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.*

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

*Michael Barclay*



Pragnell

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**CECIL WRIGHT**

DRAGON CAPITAL 

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Vietnam's economy has transformed over the past few decades into a high growth, dynamic, manufacturing powerhouse. Secular trends which have driven progress include high levels of foreign direct investment with, for example, recent announcements of more investments from Lego, Apple, and Samsung. Increasing urbanisation, a growing middleclass and wealthier consumer base, and technological progress have also driven development.

Vietnam's latest economic figures are enough to make governments of developed countries green with envy, while they face anaemic growth and potential stagflation, Vietnam's economy grew by 6.4 per cent in the first half of this year. And while western economies sweat over soaring prices, Vietnam's year-on-year consumer price index inflation was 3.1 per cent in July.

**Dominic Scriven OBE**  
**Chairman and Founder of Dragon Capital**

will be speaking at lunches hosted by The Ton in Jersey and Monaco this Autumn.

**JERSEY EVENT**

Wednesday 12<sup>th</sup> October 2022  
Lunch presentation  
The Atlantic Hotel

**MONACO EVENT**

Monday 17<sup>th</sup> October 2022  
Lunch presentation  
The Yacht Club de Monaco

[www.dragoncapital.com](http://www.dragoncapital.com)

IN VIETNAM SINCE 1994

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# Agenda

**Welcome | Seig de Vater, The Ton**

**Welcome to Jersey | Locate Jersey - Kevin Lemasney, Head of High Value Residency Engagement**

As the Head of High Value Residency Engagement for Locate Jersey (part of the Government of Jersey) and acts as a single point of contact for all interested, and existing high net-worth families, working with them on the relocation of their families and businesses to the Island. Acting as an ambassador for Jersey he provides comprehensive, confidential, and free advice to guide them through the process of applying for residency, working closely with industry bodies, regulators, the private sector, and colleagues across Government to make the application process as seamless as possible. He is well placed to do this having himself relocated with his family in 2001. In addition to living and working in his native Ireland, the UK, France, Switzerland, and Jersey, he has carried out consultancy work in Greece, Malta, Kenya, Zimbabwe, Ethiopia, Australia and New Zealand. Married to Cora, with two grown up children, he is a champion of sport, education, culture and community projects in Jersey. He is also a keen traveller, skier, fluent French speaker and a former chairman of the Jersey Rugby Football Club Academy.

**Opening Address | Altis Partners - Stephen Hedgecock, Principal & CEO**

Stephen Hedgecock has worked in the financial industry for over 35 years with experience in corporate operations, implementing systematic trading programs, derivatives dealing, and business development. Since 2005 he has been a Principal of Altis Partners (Jersey) Limited ("Altis"), a prominent Jersey based Quantitative Macro Fund Manager. From 2000 until 2005 the same role was held at Altis Partners Limited in London. Current Directorships in Jersey include being a board Director at two funds organised by Altis, the Altis Master Fund ICC and Blockchain.com Asset Management ICC. In addition, an Executive board position has been held since March 2019 at Revoke Limited (including Revoke USA Limited from September 2019) a technology company offering services in personal data protection. Previous Directorships have been held with the AVI Frontier Fund LLP, an investment vehicle participating in Vietnamese IPOs, Stratagem Technologies Limited, an algorithmic sports trading company, and in Gibraltar he served on the board of Hilltop Funds PCC Limited which invested in a wide array of Hedge Funds from late 2009 until early 2017. Prior to joining Altis Partners he held Directorship positions at QCM Limited and Sabre Fund Management Ltd both focusing on futures trading strategies.

**Presentation One | Cecil Wright Partners | Henry Smith, Broker Partner | An introduction to 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 Two | NewPath | Alasdair Chesney, Founder & CEO | Building the dominant marketplace for refurbished smartphones in underserved markets, coupled with patented instalment finance technology.**

Founder and CEO of NewPath, a VC backed technology business which is focused on making smartphones more affordable for underserved regions via a refurbished phone marketplace and patented instalment finance technology. NewPath has worked with the United Nations and USAID to rollout its technology. Previously he bootstrapped Send SMS growing it to over 4 million users and bootstrapped a business selling sports image rights for 4 of the top 6 premier league football clubs and several of the world's most famous sportsmen. Studied Politics, Philosophy and Economics at Oxford University.

**Presentation Three | MyChoix | Rollo Crichton-Stuart, Founder & CEO | Redefining Consultancy**

Following a career that has spanned finance and strategic consulting, Rollo is passionate about matching modern working practices with professional services. Having been the COO of Odgers Berndtson, followed by a decade in strategic consulting, matching client needs to team capabilities and ensuring the very best results for clients, Rollo's vision of redefining consulting has been realised in Choix. His experiences of corporate leadership and talent management gives him a unique perspective on how Choix can empower independent management consultants and provide a better service for clients. Rollo has been involved in both the buy and sell side of professional services and understands how to get the very best out of people to the benefit of end users. His early career in HM Forces sets him out as a leader with clarity of vision and determination to get things done.

**Thank you and Closing Address | Seig de Vater, Founder, The Ton**

# Speakers



Jersey is a location for those who want to work in a thriving, international centre of excellence, but who also seek a life of more than just work. With some of the lowest direct taxes in Europe, residency in Jersey works for your wealth, your business and offers an enviable quality of life for you and your family - in Jersey, a work-life balance really is achievable. A beautiful island setting, stunning beaches, coastline and countryside; a wealth of leisure and sporting opportunities; friendly and safe; a high standard of education and quality health care; 11 flights a day to London; easy access to Europe from London and Regional airports; 100% of broadband customers connected to high-speed 1GB fibre (JT Global) with an island-wide 4G network. Locate Jersey provides comprehensive, confidential and free advice to facilitate, support and guide individuals and companies through the process of relocating to Jersey – from pre-location information and advice to aftercare once you are established in Jersey. [www.locatejersey.com](http://www.locatejersey.com)



Altis Partners is a quant macro hedge fund trading globally in over 130 exchange traded futures markets since 2001. This year has seen the launch of its new flagship absolute return strategy, Altis Enhanced Macro (“AEM”), which features a series of pioneering trading methodologies developed by CIO, Charlie McGarraugh, and Deputy-CIO, Dr Joel Gibbons. AEM’s approach is a multi-premia systematic strategy, not a pure trend follower. While the AEM strategy features new components it incorporates the same burned in infrastructure, investable universe and robust inbuilt risk controls that were refined over the 20-year lifespan of Altis’ former flagship strategy, Global Futures Portfolio. In an environment where the traditional 60/40 allocation model appears to be less effective, Altis Enhanced Macro offers investors an alternative strategy to diversify their portfolios. [www.altispartners.com](http://www.altispartners.com)

**CECIL WRIGHT**

Cecil Wright is a boutique superyacht brokerage house specialising at the top end of the yachting market, to assist clients who wish to build, buy, sell, and charter large yachts. The company has a particular focus on northern European yachts over 60m, and as such has developed a close working relationship with some of the most prestigious shipyards in the world, including Feadship, Royal Huisman and Lürssen. Formed in 2013 by Chris Cecil-Wright, the company was founded around a central desire not to be the biggest brokerage but the best. Cecil Wright is very selective about who they work with, and this approach allows for the creation of exceptionally strong client relationships. With offices in London, Monaco, Jersey and Hampshire’s New Forest, the team, many who have worked together for over 25 years, are perfectly placed to manage their client’s needs with high level of personal service. [www.cecilwright.com](http://www.cecilwright.com)



NewPath is building the dominant refurbished phone marketplace for underserved customers and regions via our Gettech.com brand. The business grew over 8x from £750k annualised revenue run rate in 2020 to £6 million+ annualised revenue run rate in late Q4 2021. NewPath’s US patented instalment financing technology which can gradually reduce the functionality of a smartphone if payments are late. The technology helps to de-risk device financing in emerging markets. NewPath secured the US patent in 2021. NewPath has worked with and been funded by the United Nations and USAID to rollout its technology in emerging markets. Our closest peer is a refurbished phone marketplace called Backmarket which is focused on developed countries and was recently valued at \$5.7bn where France makes up c40% of their revenue. Compared to Backmarket we’re looking to focus on lower GDP countries, offer our technology on a b2b2c basis and also place a stronger focus on instalment finance via our patented technology. [www.newpath.com](http://www.newpath.com)



Choix is a new SaaS based marketplace that utilises technology to redefine the world of management consulting. Today, the \$250bn a year consulting marketplace is monopolised by traditional suppliers. Choix is turning this around by creating a framework for buyers and sellers, utilising the ever expanding community of qualified independent consultants. The world is being driven by cultural and technological shifts and Choix sits at the forefront of this, providing a safe and secure environment for corporates, consultancies and consultants alike to buy and sell services. Supported by sophisticated investors and individuals, Choix has signed its first clients, Capita plc & Proxima and is currently in discussions on terms and conditions with John Lewis Partners, Brit Insurance and FTI Consulting. A multi-layered value proposition combined with its highly profitable business model, Choix provides a considerable potential return on investment. The management team has global ambitions for the business and is now raising further funds to continue its significant success to date.



# Choix is redefining Consultancy

Disrupting the global consulting industry through a technology-driven platform designed to make connections between companies and independent consultants quicker, easier and more powerful.

To find out more, visit:

[www.mychoix.com](http://www.mychoix.com)



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For life.



## Jersey. For business. For life.

### In Jersey you, your family and business can grow and prosper.

Finding a location that benefits your business and your family might be your principal driving force but choosing a place to become your home is about much more. Residency in Jersey works for your wealth and your business but importantly, the Island also offers an enviable quality of life for you and your family.

- + Enviable Quality of Life
- + Pro-Business, Independent Government
- + Stable, Low Taxation Environment

To discuss residency in Jersey, please call  
Kevin Lemasney, Head of High Value Residency Engagement  
+44 (0)7797 783457 or email [k.lemasney@gov.je](mailto:k.lemasney@gov.je)

   [locatejersey.com/TO22](https://www.locatejersey.com/TO22)



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# The Ton

## 2022 Almanac

### Private Family Office Gathering



**Thursday, 9<sup>th</sup> June 2022**

*Cotswold Ton, Merriscourt, Sarsden*

**Thursday, 15<sup>th</sup> September 2022**

*Jersey Ton, Atlantic Hotel, Jersey*

**Thursday, 6<sup>th</sup> October 2022**

*Le Bon Ton, Yacht Club de Monaco, Monaco*

**Thursday, 10<sup>th</sup> November 2022**

*London Ton, The French Salon Rooms, Claridge's Hotel, London*

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

Please note these events are by private invitation only.

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

# Notes



The Ton | Private Family Office Event | Thursday 15th September 2022, The Atlantic Hotel, Jersey



for more information please contact  
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