

Success Story: Billionaire Entrepreneur



Client profile

- Billionaire entrepreneur; family office, philanthropist
- Highly sophisticated private investor and trader across asset classes and derivatives
- One of largest brokerage clients at JP Morgan; Multiple relationships across the street
- Private investor in early stage VC

Deal description

- Prospect recently moved to DB from JPM approximately \$200mm of securities and cash (equities, currencies, structures, fixed income, swaps, commodities etc)
 - Strong existing relationship with banker, multiple meetings/call with client and team got him comfortable with global trading capabilities
 - Client also liked the focus of the DB platform and KCP model
- Very active trader; ISDAs negotiated and finalized in timely manner
 - Significant growth opportunity for asset growth in 2014
 - Client will trade across all asset classes using cash, derivatives and structures

Key Success Factors

- Deep relationship: frequent dialogue with principal and family office members
- Leverage AWM platform: Client was attracted by the DB product platform and the KCP model
- Teamwork: Involvement of product experts and support across AWM
 - KCP: Caroline Kitidis, Tazia Smith, Vahe Stepanian
 - Wealth Planning: Blanche Christerson
 - Banking team: Amanda Kirby
 - Credit Risk Management, Account Opening Group (India)