

Success Story: Leveraging KCP Capabilities



Client profile	<ul style="list-style-type: none">• Billionaire entrepreneur; family office, philanthropist• Highly sophisticated investor and trader across all asset classes• One of largest brokerage clients at JP Morgan; multiple relationships across the street• Private investor in early stage VC
Deal description	<ul style="list-style-type: none">• Prospect recently moved to DB from JPM approximately \$200mm of securities and cash (equities, currencies, structures, fixed income, swaps, commodities etc)<ul style="list-style-type: none">– Strong existing relationship with banker, multiple meetings/calls with client and team got him comfortable with global trading capabilities and DB platform– Client also liked the focus of the KCP model including FX, rates and private market opportunities• Very active trader; ISDAs negotiated and finalized in timely manner<ul style="list-style-type: none">– Significant opportunity for asset growth in 2014– Client will trade across all asset classes using cash, derivatives, options, structures, etc
Key Success Factors	<ul style="list-style-type: none">• <u>Deep relationship</u>: frequent dialogue with principal and family office members• <u>Leverage AWM platform</u>: Client was attracted by the DB product platform and the KCP model• <u>Teamwork</u>: Involvement of product experts, helpful and responsive client service experience<ul style="list-style-type: none">– KCP: Caroline Kitidis, Tazia Smith, Vahe Stepanian– Wealth Planning: Blanche Christerson– Banking team: Amanda Kirby– Lending: Laura Farischon– Credit Risk Management, Account Opening Group (India)