

Subject: Re: FW: Q3 [I]  
From: Caroline Kitidis <[REDACTED]>  
Date: Tue, 22 Oct 2013 10:30:19 -0400  
To: Michael T Moore <[REDACTED]>  
Cc: [REDACTED],  
Haig Ariyan <[REDACTED]>,  
Chip Packard <[REDACTED]>

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Below are two new KCP onboardings which are meaningful - and one highlight transaction, traded and paid Q3. Don't know how / what is important to you to report-up, meaningful new clients, interesting/new products, larger p/l transactions, Guessing all of these going forward if sizable should highlight...but please let me know if your looking for someone else. Let me know.

1. New KCP relationship: Jeffrey Epstein, \$180mm AUM to PWM - Won from JPM. Client size: \$1-2bn. KCP-US
2. New KCP relationship: Luksic Family, (Andronico Luksic, Entity: Arizona) - \$3bn Family. KCP-LatAm
3. Large Transaction: Bahamas Loan and CLN transaction. EM Trading Desk was Long Bahamas Credit via a loan they did, we sold risk to Miami based clients who wanted Caribbean exposure (2 forms, as a loan participation and 2nd as a Bahamas linked CLN). Revenues: \$800k. KCP-US

Kind regards,

Caroline Kitidis

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Caroline V. Kitidis  
Managing Director | Head of Key Client Partners & Wealth Investment Coverage - Americas

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From: Michael T Moore/db/dbcom@DBCOEX

To: Alexander Preininger/db/dbcom@dbcom, Anurag Mahesh/db/dbcom@DBAPAC, Caroline Kitidis/db/dbcom@DBAMERICAS, Dario Schiraldi/db/dbcom, Elizabeth Zieglmeier/db/dbcom@DBAmericas, Ferdinand Haas/db/dbcom@dbcom, Gregor Guggisberg/db/dbcom@dbcom, Joe Sarbinowski/db/dbcom@DBAmericas, Michael T Moore/db/dbcom, Michael-J Woods/db/dbcom@DBAmericas, Michele Bang/db/dbcom@DBAPAC, Pascal Botteron/db/swiss/dbcom@dbcom, Peter Roemer/db/dbcom@dbcom, Rajan Raju/db/dbcom@DBAPAC, Roelfien Kuijpers/db/dbcom@DBAmericas, Salman Mahdi/db/dbcom@DBEMEA, Steve Doire/db/dbcom@DBAMERICAS, Thomas Rueschen/db/dbcom@dbcom, Thorsten Michalik/db/dbcom, Tsukasa Sekizaki/db/dbcom@DBAPAC, Ty Anderson/db/dbcom@DBAmericas, Vinit Sahni/db/dbcom@DBEMEA,

Date: 10/22/2013 04:28 AM

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Is there anything in particular you would like to highlight from Q3?

Michael

From: Jon Eilbeck

Sent: 22 October 2013 08:54

To: Alexander Maresch; Bernd Amlung; Bruno Giuliani; Cynthia P Nestle; Fiona Bassett; Hans Kraus; Holger Naumann; Michael Luciano; Michael McGovern; Michael T Moore; Nick Stone; Niral Kalaria; Patrick Harris; Roger-Marc Noirot; Thomas Curtis; Venkatesh Narasiah; Wolfram Lange

Cc: Betsy Konvalinka

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We need to come up with a couple of bullets for AJ for Q3 on : i) Opex type success ii) Client or Transaction or Award success.

Thoughts?

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Jon Eilbeck

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