

Subject: Re: USPB MD banker meeting - draft materials [I]
From: Diego Galan <[REDACTED]>
Date: Tue, 03 Dec 2013 16:24:19 -0500
To: Chip Packard <[REDACTED]>

Classification: For internal use only

Chip,

Please use this slightly revised version.

Thanks,
Diego

(See attached file: WM Americas -- USPB MD Update -- 2013-12-3_4pm.pdf)

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Diego Galan
Head of Strategy Wealth Management Americas

DB Securities Inc
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Email [REDACTED]

Assistant: Ladie Whitaker [REDACTED]

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From: Diego Galan/db/dbcom

To: Chip Packard/db/dbcom@DBAmericas,

Date: 12/03/2013 04:06 PM

Subject: USPB MD banker meeting - draft materials [I]

Classification: For internal use only

Chip,

Please find attached the draft materials for the Banker MD meeting this coming Thursday. Paul will be able to do the Success Story presentation over the

phone.

Please let me know if you have any comments.

Thanks,
Diego

[attachment "WM Americas -- USPB MD Update -- 2013-12-3_4pm.pdf" deleted by Diego Galan/db/dbcom]

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Diego Galan
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From: Chip Packard/db/dbcom

To: Diego Galan/db/dbcom@DBAMERICAS,

Date: 12/03/2013 01:10 PM

Subject: Re: Fw: USPB MD banker meeting success story - SFX [I]

Classification: For internal use only

Let's do the Paul Morris deal. It is a new KCP client with more than \$150 mm coming over from JPM.

Don't worry about Roelfien, plenty to talk about at this point.

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Chip Packard
Co-Head, Wealth Management Americas

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From: Diego Galan/db/dbcom

To: Chip Packard/db/dbcom@DBAmericas,

Date: 12/03/2013 11:15 AM

Subject: Re: Fw: USPB MD banker meeting success story - SFX [I]

Classification: For internal use only

Chip,

As per the email below, we won't be able to do Terri's success story. Other options include:

- \$195mm Str. Lending for MX Holdings One, LLC (R. Vrablic)
- \$75mm loan for David H. Murdock Living Trust (C. Paller)
- \$60mm in two brokerage accounts for Southern Financial LLC (P. Morris)

Any other deal you can think of that would be worth presenting?

Also FYI, I have not heard back from Roelfien yet.

Thanks,
Diego

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From: Diego Galan/db/dbcom

To: "Chip Packard" <[REDACTED]>,

Date: 12/02/2013 07:18 PM

Subject: Fw: USPB MD banker meeting success story - SFX

Classification: External Communication

Chip,

See email below from Terri - she does not want to do the success story.

Thoughts?

----- Original Message -----

From: Terri Sohrab

Sent: 12/02/2013 07:16 PM EST

To: Diego Galan/db/[REDACTED]

Subject: Re: USPB MD banker meeting success story - SFX

Classification: External Communication

I am not interested in doing it. Thx

----- Original Message -----

From: Diego Galan

Sent: 12/02/2013 07:07 PM EST

To: Terri Sohrab

Subject: USPB MD banker meeting success story - SFX

Classification: External Communication

Terri,

We would like you to present the SFX Entertainment IPO as a success story during this coming Thursday MD banker meeting (including the corp cash and stock holdings in custody, the pre-IPO loan and wealth planning).

Do you have 30 minutes tomorrow (Tuesday) to meet to develop a one-pager for the meeting? The one pager will include Client profile (including any other business the client did with us in the past), deal description, and key success factor to win the deal / mandates (including Product support people involved)

Thanks,
Diego