

Email: [REDACTED]

www.deutschewealth.com

From: Thomas Klemm

Sent: Monday, December 17, 2018 12:04 PM

To: Justin Crook <[REDACTED]>

Cc: Oliver Esslinger <[REDACTED]>; Emily Craig <emily.craig@db.com>; Julia-C Vetter <julia-c.vetter@db.com>; Patrik Hoffmann <[REDACTED]>; Donna Kerrigan <donna.kerrigan@db.com>

Subject: RE: Steering Committee Presentation

Hi Justin,

happy to help:

Oliver and Zia have been looking into your #1 and we could share that. Oliver, is that correct?

#2, Donna Kerrigan can probably share with you the best available analysis. Breaking this immediately down to single client might not be the most effective way to start with. If Donna sends what we have, we might take it from there?

#3: Julia can get you the data

#4: Patrik will send what we have. Please keep in mind that LatAm strategy is currently being renewed with George Crosby on the platform and we can send you an early draft, but work will continue until Feb.

Let me know if you need more.

Thanks

T

From: Justin Crook

Sent: Montag, 17. Dezember 2018 12:00

To: Thomas Klemm <[REDACTED]>

Cc: Oliver Esslinger <[REDACTED]>

Subject: RE: Steering Committee Presentation

Thomas,

Good afternoon. Back to the topic of the segmentation exercise (see below), can you please send me some information to assist with the planning for the forthcoming new business initiatives audit. In particular:

- All new clients onboarded in 2018; including location, name of relationship manager, sub-GMT (Americas or LatAm), net new assets and which products.
- Net new assets from existing clients in 2018; including client location, name of relationship manager, sub-GMT (Americas or LatAm), and which products.
- All new client-facing staff hired in 2018; including hiring date, office location, sub-GMT (Americas or LatAm).
- Presentations outlining WM Americas' current new business and growth strategies.

Thanks.

Rgds,

Just.