

From: Tanushree Kirti

Sent: Wednesday, 25 July, 2018 0:32

To: Mattias Fuerstenberger <[REDACTED]>; Julia Rubio-Luque <[REDACTED]>; Emily Craig <[REDACTED]>; Anna-Sofiya Lupolover <[REDACTED]>; Ines Schultze-Enden <[REDACTED]>; Danny Heng <[REDACTED]>; Christopher Lai <[REDACTED]>

Cc: Sonya Hunjan <[REDACTED]>

Subject: List of WM clients dependent on CIB ICG sales [1]

Classification: **For internal use only**

Hi All,

As part of the offboarding retention exercise, we have identified a process improvement opportunity in CIB for WM clients where WM is dependent on Institutional Client Group (ICG) Sales desk to place trades for the client.

Currently, there have been issues identified with such clients when WM retains the clients and appoints a WM ACO, trades can sometimes get blocked by ICG as their 'good to go' system (tradefinder) shows red due to the lack of a CIB ACO even if WM ACO has been centrally appointed.

To overcome this challenge, CIB has asked us to provide a list of all WM clients that have trades instructed via ICG.

I already have a list from KCP US and KCP EMEA where they have an agreed set up with ICG. Before I revert to CIB, I wanted to check with the regional leads if there are any WM coverage clients, not subject to data secrecy, in your region that should be added to the this list?

Please let me know.

Kind Regards,
Tanu Kirti



Tanu Kirti
Director

Zig Zag Building
Deutsche Wealth Management Limited
70 Victoria Street, SW1E 6SQ London, United Kingdom

