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Thomas Klemm
Global Head of Digital and COO WM Americas
Deutsche Bank Wealth Management
Floor 24, Office 2427
345 Park Avenue, New York, NY 10154, USA

Tel [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

On May 15, 2019, at 3:34 PM, Patrick Campion <[REDACTED]> wrote:

Thank you. The forecast gap closure rests with the swaps pipeline. I'm getting updated stats from Joe. I'm confident on the 500 needed to achieve LOS. Need to see the upside from the swaps pipeline in order to close the 2MM to forecast.

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From: Donna Kerrigan <[REDACTED]>
Date: Wednesday, May 15, 2019, 2:37 PM
To: Patrick Campion <[REDACTED]>, Thomas Klemm <[REDACTED]>
Subject: RE: May Forecast Update [SC]

Hi Patrick - The LoS remains at 101m which still assumes we'll close another 0.5m in Swaps. Lending also has an Ambition of 0.5m (incl. in the 101) but Bimal seems confident they'll close it.

Also just a reminder the Q2 Lending plan was increased by 1.7m (1/3 of the 5m Plan challenge transferred from EMEA)

Kind regards,
Donna

From: Patrick Campion <[REDACTED]>
Date: Wednesday, May 15, 2019, 6:41 AM
To: Donna Kerrigan <[REDACTED]>, Thomas Klemm <[REDACTED]>
Subject: FW: May Forecast Update [SC]

Hi Donna and apologies for the early morning questions. See below. We have an EXCo huddle in one hour on Q2. Our FC is 103 and our LOS is 101. Per Todd he stands by the 8MM for IWP. Given that, what is your best guess for LOS today assuming that Berg swap closes and Chartuni does not trade their swap? I've asked for another swap update from Cothron because the market is fluid etc.

Thanks