

2018 Account Planning  
Financials

|                   |                     |
|-------------------|---------------------|
| Relationship Name | DZIALGA KIRSTEN & M |
| Banker Team       | Team New York12     |
| 1. CRM            | Stewart Oldfield    |
| Ref. ID Number    |                     |

|                                     |              |                                  |                    |
|-------------------------------------|--------------|----------------------------------|--------------------|
| <b>dbForce Date</b>                 |              |                                  |                    |
| Relationship Net Worth              | \$50 - 100 M | Relationship Segment             | Established Wealth |
| Relationship Investable Assets      | \$50 - 100 M | Relationship Segment Description | 0                  |
| Relationship Classification         | Tier 2       | Industry Group                   | 0                  |
| Breath of Client Needs (# products) | 43,102       | Industry                         | 0                  |
| Revenue Potential (\$m p.a.)        | \$100 - 250K |                                  |                    |
| Source of Wealth                    | 0            |                                  |                    |
|                                     | 0            |                                  |                    |
| Description of Wealth/Entity Assets |              |                                  |                    |

|   |   |           |        |
|---|---|-----------|--------|
| <b>Forbes 400 Ranking (as of Nov 2017) / Public Records</b> |   |           |        |
| Forbes 400 Rank   | 0 | Net Worth | 0 \$bn |

| FINANCIAL DATA               | Revenues YTD |          | CBV        |                  | NNA YTD          |             | NNL YTD  |          |
|------------------------------|--------------|----------|------------|------------------|------------------|-------------|----------|----------|
|                              | Nov-17       | Nov-16   | Nov-17     | Nov-16           | Nov-17           | Nov-16      | Nov-17   | Nov-16   |
| Lending Other Structured     | 0            | 0        | 0          | 0                |                  |             |          |          |
| Lending Mortgages            | 0            | 0        | 0          | 0                |                  |             |          |          |
| Lending Lombard              | 0            | 0        | 0          | 0                |                  |             |          |          |
| Lending Structured Solutions |              | 0        |            |                  |                  |             |          |          |
| Total Lending                | 0            | 0        | 0          | 0                |                  |             |          |          |
| Deposits                     | 1            | 1        | 172        | 190              |                  |             |          |          |
| L&D Central Mgt              | 0            | 0        |            |                  |                  |             |          |          |
| Total L&D                    | 1            | 1        | 172        | 190              |                  |             |          |          |
| Capital Markets              | 0            | 0        | 0          | 1,018,201        |                  |             |          |          |
| DPM                          | 0            | 0        | 0          | 0                |                  |             |          |          |
| Custody only                 | 0            | 0        |            |                  |                  |             |          |          |
| Wealth Planning Solutions    | 0            | 0        |            | 0                |                  |             |          |          |
| Fund Solutions               | 0            | 0        | 0          | 0                |                  |             |          |          |
| WAM                          | 0            | 0        | 0          | 0                |                  |             |          |          |
| Other                        | 0            | 0        | 0          | 0                |                  |             |          |          |
| Total GPS                    | 0            | 0        | 0          | 1,018,201        |                  |             |          |          |
| Partnerships                 | 0            | 0        |            |                  |                  |             |          |          |
| <b>Total</b>                 | <b>1</b>     | <b>1</b> | <b>172</b> | <b>1,018,391</b> | <b>(915,291)</b> | <b>(22)</b> | <b>0</b> | <b>0</b> |

|   |       |          |       |
|---|-------|----------|-------|
| <b>Financial Ranking (by all Relationships in GMT Americas)</b> |       |          |       |
| Revenue Rank  | 4,884 | CBV Rank | 3,286 |

Strictly Confidential