

Subject: RE: May Forecast Update [SC]
From: Oliver Esslinger <[REDACTED]>
Date: Wed, 15 May 2019 12:17:33 -0400
To: Thomas Klemm <[REDACTED]>, Patrick Campion <[REDACTED]>
Cc: Donna Kerrigan <[REDACTED]>

Classification: Strictly Confidential

Sharing latest tracker of completed cases if of interest.

ISG Desk actually closed three major trades two days ago with total rev pool of 600k.

Two additional trades in the pipeline for the month and already fully onboarded hence good to go, one significant one (Baccarat) expecting up to 1MM rev maybe more.

Only one client pending (Gator) with potential 1MM notional volume and 100k+ rev, I have asked team to prioritize.

PS: already engaged with Chris and Jake for one prospect of theirs, review under way

{cid:image001.gif@01D0ADA8.15AE9BA0}

Oliver Esslinger
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From: Thomas Klemm
Sent: Wednesday, May 15, 2019 9:37 AM
To: Patrick Champion <[REDACTED]>
Cc: Donna Kerrigan <[REDACTED]>; Oliver Esslinger
<[REDACTED]>
Subject: Re: May Forecast Update [SC]

Thanks Patrick,

@Oliver: Cothron has some big deals in the pipeline that requires final client appetite to execute but can you check in with him whether he sees any potential onboarding issues?

We will send all Capital Markets revenues generated account opening challenges (both IWP/Pershing) your way (e.g. email to come from Chris Ainsworth) to ensure that those cases are in our daily tracker, to close loops and have right priorities. Hope that makes sense?

T

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EFTA01410764

Thomas Klemm

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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.

Sent with BlackBerry Work
(www.blackberry.com)

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

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From: Sandra Wirfs <[REDACTED]>m>

Date: Wednesday, May 15, 2019, 12:26 PM

To: Claudio de Sanctis <[REDACTED]>, Lok Yim
<[REDACTED]>, Patrick Campion <[REDACTED]>, Peter Seeburger
<[REDACTED]>, Sudhir Nemali <[REDACTED]>, Thomas Klemm
<[REDACTED]>, Julian Thurston <[REDACTED]>, Jan
Wohlschiess <[REDACTED]>

Subject: May Forecast Update [SC]

All, current FC attached as background information for our meeting later.
Best, S.