

Southern Financial

Client ü Segment Interest in investment themes Real estate
 VC / PE Tech / Silicon Valley Sustainable Philanthropy Next
 Generation

Prospect Tracking
 "Top 100" Account Planning Template Platinum ü ü

Client Profile

Client Details Client Service Team Client Insight
 Name Southern Financial LLC GMT Wealth creation cycle Late
 stage / mature business

Beneficial Owner Jeffrey Epstein Sub-GMT Investment objectives
 Growth

Client Identifier (#) [REDACTED] Booking Centre New York Risk
 appetite High

Company name Southern Financial LLC Client Advisor Stew Oldfield
 Succession planning?

Length of WM relationship 3 years Investment Advisor

Significant changes to net worth / investments? No

Client type Legal Entity WM ExCo Sponsor

Estimated total net worth (€m) 909 KCP eligible ü Competitor
 relationships BAML, JPM, MS

Estimated liquid assets (€m) 909 KCP onboarded ü

AuM with DB (€m) KCP contact Daniel Sabba Recent changes to

DB relationship / contacts? Departure of Paul Morris

CBV with DB (€m) Additional DB relationship holders

Source of wealth Business Interests

Industry Private Equity / Investments Last client meeting

8/29/2016 Next client meeting Nov '16

Client Financials

Account Summary Product Breakdown 2016 YtD

2015	2016 YtD (May)	2016 Plan	Investment management	Capital
Markets	Lending and Deposits	Wealth Planning	Partnerships	
Discretionary	Advisory	Lending Deposits		
Revenue YtD (EURk)	917515.6119199999	484451.5928899999		
459000	26000			
AuM (EURk)	2.8759040608999999E8	2.1007018890000004E8		
CBV (EURk)	2.87590406090000003E8	2.1007018890000004E8		
NNA(EURk)	-1.4186861499999993E7	-7.037822308999999E7		

Summary of opportunity Develop ISG relationship with Southern Financial

LLC / Jeffrey Epstein. Expand KCP Capital and Private Markets coverage

Opportunities

Key Client Opportunities Product Breakdown by Revenue (€k)

#	Opportunity	Planned / Incremental	AUM (€m)	Potential
Revenue (k)	Investment management	Capital Markets	Lending and	
Deposits	Wealth Planning	Partnerships		
Discretionary	Advisory	Lending Deposits	CFP/Cross Bank	

3

4

Total SUM(J39:J42)=181000

Planned 0

Incremental SUM(J41:J44)=181000

Action Plan

#	Opportunity	Pricing (bps)	AUM (m)	Rev. size of opportunity
(k)	Action Due date	Status	Responsible	Outcome & Comments
1	ISG/KCP cap markets	50	45000	Conversations with Epstein
	re ISG capabilities	12/31/2016		
	Expand KCP capital markets discussion			
2	KCP pvt markets	300	136000	Follow up on AMP discussions once
	deal is structured	12/31/2016		

Confidential

Deutsche Bank

Wealth Management

Deutsche Bank

Wealth Management