Subject: RE: DB deposits [C]
From: Vahe Stepanian <[redacted]>
Date: Wed, 01 Feb 2017 13:15:42 -0500
To: Stewart Oldfield <[redacted]>

Classification: Confidential

I know the a/b structure pretty well, but will take another look at the TOBs.

Think the focus should be the deposits – where Rich may actually have some influence…

From: Stewart Oldfield
Sent: Wednesday, February 01, 2017 12:57 PM
To: Vahe Stepanian
Subject: Re: DB deposits [C]

Classification: Confidential

2:30 if that works for you. I can make 3 work as well. Let's make sure we know most of the muni structure.

Stewart Oldfield, CFA, CAIA
Director

Deutsche Bank Trust Company Americas
Deutsche Bank Wealth Management
345 Park Avenue, New York, NY 10154
Tel: [redacted]
Mobile: [redacted] blackberry
Email: [redacted]

From: Vahe Stepanian
Sent: Wednesday, February 01, 2017 12:49 PM
To: Stewart Oldfield
Subject: RE: DB deposits [C]

Classification: Confidential

What time?

From: Stewart Oldfield
Sent: Wednesday, February 01, 2017 12:45 PM
To: Vahe Stepanian
Subject: Fw: DB deposits [C]

Classification: Confidential

Can you set up a dial in? Thanks

Stewart Oldfield, CFA, CAIA
Director

Deutsche Bank Trust Company Americas
Deutsche Bank Wealth Management
345 Park Avenue, New York, NY 10154
Tel: [redacted]
Mobile: [redacted] blackberry
Email: [redacted]

From: Richard Kahn [mailto:[redacted]]
Sent: Wednesday, February 01, 2017 11:26 AM
To: Stewart Oldfield
Cc: Vahe Stepanian
Subject: Re: DB deposits [C]

2:30 or 3:00pm would be better

thanks

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel [redacted]
fax [redacted]

cell [redacted]

On Feb 1, 2017, at 11:08 AM, Stewart Oldfield <[redacted]> wrote:

Classification: Confidential

Will do. I'm out of the office, can we schedule for 1 or 2 today? Thanks

Stewart Oldfield, CFA, CAIA
Director

Deutsche Bank Trust Company Americas
Deutsche Bank Wealth Management
345 Park Avenue, New York, NY 10154
Tel: [redacted]
Mobile: [redacted] blackberry
Email: [redacted]

From: Richard Kahn [mailto:[redacted]]
Sent: Wednesday, February 01, 2017 10:42 AM
To: Stewart Oldfield
Subject: Re: DB deposits

please call me to discuss attached along with muni structure

thanks

Richard Kahn
HBRK Associates Inc.
575 Lexington Avenue 4th Floor
New York, NY 10022
tel [redacted]
fax
cell

On Jan 31, 2017, at 10:54 AM, Stewart Oldfield <[redacted]> wrote:

Rich,

I didn't want to discuss JE/SF's cash position with Steve in the room yesterday, but we can offer materially higher deposit rates (65bps currently) if he holds his cash in DBAG's NY Branch.

As we've previously discussed, DB has a strong appetite to increase deposits directly in the US (as opposed to moving funding from Germany to the US). Given the resolution of our main DOJ matter at the end of last year, and new German insolvency laws that went into effect at the beginning of this year to further protect depositors, I wanted to open a dialog about linking DB AG accounts to his existing accounts to earn the higher rate. Ideally he would move even more deposits our way if he plans to maintain cash balances generally.

I owe you more follow up from yesterday as well. Working on that now.

Thanks again,

Stew

____

<image001.png>

Stewart Oldfield, CFA, CAIA
Director

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Deutsche Bank Wealth Management
345 Park Avenue, New York, NY 10154
Tel. [redacted]
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