

Subject: planning email for Patrick  
From: Stewart Oldfield <[REDACTED]>  
Date: Mon, 25 Jun 2018 17:16:37 -0400  
To: Terri Sohrab [REDACTED]  
Bcc: [REDACTED],  
[REDACTED]

Please let me know what you think.

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Career overview:

20yrs in banking overall

- 16yrs investment banking/capital markets (JPM and CS)
- 4 yrs private banking (DB)
- CFA and CAIA charterholder. Series 7,9,10,24,63 licenses

JP Morgan Investment Bank (1998-2002)

- Debt capital markets/structured credit

Credit Suisse Investment Bank (2002-2014)

- Equity derivatives, structured investments, liquid alternatives
- Covered private clients (via CS private bank) for 12yrs
- Ran single stock hedging business for 10yrs (2005-2014)
- Ran structured notes distribution to private bank (2007-2011)
- Led US sales effort of liquid alternative/quantitative strategies to family offices, insurance companies, pensions and fund-of-funds (2010-2014)

Deutsche Bank (2014 to present)

- Had 2 competing DB offers in 2014 – Investment Banking

(derivatives) and Asset Mgmt (liquid alts). Sought advice from Chip Packard, whom I had known for 12yrs

- Chip instead recruited me to join private bank, which was trying to become more investments-focused. Joined October 2014.

- I was initially teamed up with Paul Morris, who had joined from JPM 2yrs prior and was struggling. KCP was fairly new in 2014 and ISG was not yet formed.

- Paul had limited success and was asked to leave in 2016.

- At various times here, I have been offered positions as head of ISG or member of KCP

- Have never sold a share of DB stock

#### Financial progress:

2014 revenues (Paul Morris)– \$0.9mm

2015 revenues (combined w/ Paul) – \$1.3mm

2016 revenues (w/ Paul until May) – \$1.6mm

2016 NNA – negative. After winning \$100mm in CDs, lost all during DOJ crisis

2017 revenues (Stew alone) - \$1.7mm (\$2.5mm exit run rate)

2017 NNA - \$112mm

2018 revenues - \$4mm annualized

2018 NNA - \$211mm

#### Client highlights:



  


Southern Financial – one of the most complicated client situations I've seen. They have been extremely vocal about our lack of trading capabilities since I joined. Withdrew large portion of assets during 2016 (not DOJ related). Client was offboarded by Global markets at the end of 2016 due to lack of profitability. Further internal issues nearly caused us to offboard the client completely. Client was quite close to Paul and viewed his departure as a negative. I've managed to salvage and massively improve this relationship in the last two years. To start, we won \$50mm of deposits into DBNY in 2017. We've also turned around the GM/trading issues via KCP. Client has been re-onboarded and ISDA reestablished, and is now the largest trading counterparty of the KCP capital markets group. Current balances are ~\$230mm across brokerage and deposits.



#### Internal DB highlights:

Banker partnerships – In 2017 I began to work more closely with Terri Sohrab which led to success with MCM and greater collaboration on several other accounts. My background and skill set are complementary to Terri's and we work well together. I've also worked a bit with Heather Kirby and Bruce McDermott. Recently, I've been working with Rosemary Vrablic and her team on an insurance premium finance trade for two of her clients, referred to the bank by one of my close relationships. Other bankers continue to seek me out to help on certain situations and I'm known as a team player. I think this is especially important in the current environment at the bank.

Internal networks – I've become quite involved with our NextGen network and

will continue to contribute to those efforts. I've sent clients to NextGen events since 2016 and attended the Innovation Summit with a client in 2017. Based on my involvement last year, I am part of the steering committee for 2018. I've helped Sarah with parts of the New York events and have discussed taking on a broader role with Paula Pullano. Finally, I've been involved with a global DB branding focus group. Corporate culture is very important to me and I would like to continue to get more involved.

MDs who should be supportive of promotion

Management:

Salman Mahdi

Steve Mattus

Kim Hart

Andrew Gallivan

Wealth Planning:

Sam Petrucci

ISG:

Coley Jellinghaus

KCP:

Todd Stevens

Dan Kaiser

Xavier Avila

Tazia Smith

Daniel von Heyl (CFP)

DPM:

Larry Adam

Paul Bartilucci

Credit:

Tom Clarke

Nick Haigh

Laura Farischon

Pete Ferrara

Deposits:

Charlie Burrows

Bankers:

Terri Sohrab

Bruce McDermott (based on KCP experience)

Heather Kirby

Deirdre Judge

Rosemary Vrablic

CIB:

Several, can discuss

Marketing:

Paula Pullano

Would like to get to know better:

Fabrizio Campelli

Balaji Prasanna

Caroline Kitidis

Bernd Amlung

Christian Nolting

Deepak Puri

James Pereira-Stubbs

Others?

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