

Subject: RE: Account Planning-Stewart Oldfield [I]

From: Cynthia Rodriguez <[REDACTED]>

Date: Mon, 22 Jan 2018 13:07:28 -0500

To: Patrick Campion <[REDACTED]>

Stewart Oldfield <[REDACTED]>

Samantha Harmon <[REDACTED]>

Dana Ponzio <[REDACTED]>

Laura Farischo <[REDACTED]>

Harris Winters <[REDACTED]>

Nina-X Nevidzanska <[REDACTED]>

Andrew King <[REDACTED]>

Brian J Harrington <[REDACTED]>

Charlie Burrows <[REDACTED]>

Frank DeBenedittis <[REDACTED]>

George Hack <[REDACTED]>

Joshua Shosna <[REDACTED]>

Matt Glassman <[REDACTED]>

Paul Bartilucci <[REDACTED]>

Peter Ferrara <[REDACTED]>

Sam Petrucci <[REDACTED]>

Tazia Smith <[REDACTED]>

Xavier Avila <[REDACTED]>

Martin Zeman <[REDACTED]>

Vahe Stepania <[REDACTED]>

Joshua Frank <[REDACTED]>

Cc: Bradley Gillin <[REDACTED]>

Classification: For internal use only

All,

Below are the notes from today's account planning session. Please feel free to add on to the below. Thanks.

Deering/Crosby:

Pitched structured notes in the past, but the client did not have interest

Sell puts on a quarterly basis with DB collecting premium

Stew Oldfield and Frank DeBenedittis to increase coverage and wallet sharing for this relationship

Frank DeBenedittis to follow up and see what can be done from an RIA perspective

Dzialga/General Atlantic:

Mark Dzialga KCP east adopted client

General Atlantic focus is on semi-structured yielding

There is more diversity on an individual level

Stewart Oldfield to contact the clients for a relationship review and make introductions with Michael King

Stewart Oldfield to attempt to get deposits and pitch Partner Capital Lines

with Laura Farischon

Elysium:

Major focus on private investments and structured lending

Stewart Oldfield to take a look into the Leon and Debbie Black Foundation

Stewart Oldfield to set up an investment meeting with KCP/PB/Lending

Jockey Club:

Major opportunity to increase deposits with this relationship and open DB AG and CD accounts

Brian Harrington, Frank DeBenedittis and Stewart Oldfield are currently working on investable opportunities within ISG

Lindemann:

Adam Lindemann and George Lindemann Jr are the family members in which we maintain a relationship with

Stewart Oldfield and Laura Farischon to take a look at Adam's balance sheet to see if there is a potential lending opportunity

George Jr, is in Commercial Real Estate and could be a possible candidate for refinancing (Global Markets) and potential SWAP

Stewart Oldfield to follow with George on potential lending and SWAP.

Safanad:

Stewart Oldfield to set up a meeting and introduce asset class specialists and Chris Partridge from aviation financing to the client

There could be a global markets specialty real estate opportunity and investment/lever up for this relationship as well

Southern Financial:

Mr. Epstein has the potential to introduce DB to other potential clients that are KCP adoptable

Stewart Oldfield to follow up with the client on bringing in more deposits (DB AG)

Josh Shoshan to increase trading with multiple accounts and KCP as a whole

Thirdlake:

Currently interested in Tech views via structured notes, but no appetite for risk

Investment in Harvest Hedge Fund makes sense for this relationship

Stewart Oldfield and Paul Bartilucci to pitch DPM opportunities

Stewart Oldfield to bring in more deposits and pitch consumer retail or corporate financing on this relationship

Tisch:

Hedge Funds such as Harvest could be a possible opportunity for this relationship  
Stewart Oldfield to establish an introduction to Diamond Offshore Drilling with DB  
Stewart Oldfield and ISG to pitch RCM, corporate treasury assets, and possible DB AG accounts

Possible Prospects:  
Willet (Bloomberg Family Office):

Small RCM portfolio with DB  
Look at private markets/managers  
Seed managers

Patrick Campion to establish connection between John Cryan, Stewart Oldfield and Willet  
Internal groups such as ICG Sales, CIB, Prime Brokerage might have hedge fund contacts for Stew to connect to on a principle level  
Laura Farischon pitched the notion of looking on the PE & Hedge Fund public list to see if there are any possible prospects there  
Another option that was pitched was covering hedge funds that Global Markets no longer covers and getting introduction to those principles for possible wealth opportunity.

Kind regards,

Cynthia Rodriguez

---

Cynthia Rodriguez  
Assistant Vice President

Deutsche Bank Trust Company Americas  
Deutsche Bank Wealth Management  
345 Park Avenue, 24th Fl 10154-0004 New York, NY, USA  
Tel. [REDACTED]  
Fax [REDACTED]  
Email [REDACTED]

-----Original Appointment-----  
From: Patrick Campion

Sent: Thursday, January 11, 2018 11:42 AM  
To: Patrick Champion; Stewart Oldfield; Samantha Harmon; Dana Ponzio; Laura Farischon; Harris Winters; Nina-X Nevidzanska; Andrew King; Brian J Harrington; Charlie Burrows; Frank DeBenedittis; George Hack; Joshua Shoshan; Matt Glassman; Paul Bartilucci; Peter Ferrara; Sam Petrucci; Tazia Smith; Xavier Avila; Martin Zeman; Vahe Stepanian; Joshua Frank  
Cc: Bradley Gillin; Cynthia Rodriguez  
Subject: Account Planning-Stewart Oldfield [I]  
When: Monday, January 22, 2018 8:00 AM-10:00 AM (UTC-05:00) Eastern Time (US & Canada).  
Where: CR 2405 / Dial-in Attached

Classification: For internal use only  
<< File: Oldfield 2018 Acct Planning.zip >>  
Dear All,

As we begin 2018 Account Planning, please note that it is very important for the product groups to review the documents provided ahead of time and come to the meeting with ideas for potential new business in your particular product area. There is quite a bit of focus on this exercise this year.

Please make every effort to be in attendance. If you are absolutely unable, please delegate to someone who can represent you, or if there are multiple people from your product area, you can have one person represent all the accounts.  
Documents that are available are attached.

Please contact Samantha Harmon if you have any questions or concerns.

-----  
-----

#### Patrick Champion's Virtual Meeting Room Details

United States [REDACTED]  
Virtual Meeting Room number: [REDACTED]

HOST PIN: [REDACTED]  
Participant PIN: [REDACTED]

Internal Phone and VC Devices  
Virtual Meeting Room number: [REDACTED]

Desktop Video or External Video  
Virtual Meeting Room address: [REDACTED]  
<mailto:[REDACTED]>

External Audio Participants:  
Choose country location below for dial in  
Then enter number [REDACTED]

Major Hubs:

Australia  
China  
Germany  
Hong Kong  
India  
regulatory reasons)  
Singapore  
United Kingdom  
United States

(In progress; delayed due to

Rest of the world:

Austria:  
Belgium  
Canada  
Cayman Islands  
Channel Islands  
France  
Hungary  
Indonesia  
Ireland  
Israel  
Italy  
Japan  
Malaysia  
Mauritius  
Mexico  
Netherlands  
New Zealand  
Philippines  
Poland  
Portugal  
Romania  
Russian Federation  
Saudi Arabia  
South Africa  
South Korea  
Spain  
Sweden  
Taiwan  
Thailand  
United Arab Emirates  
Vietnam

