

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 Competitor
 relationships

Estimated liquid assets (€m) 909 KCP onboarded

AuM with DB (€m) KCP contact 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

5/25/2016 Next client meeting dd/mm/yy

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)	459000	26000	917515.6119199999	484451.5928899999
AuM (EURk)	2.8759040608999999E8		2.1007018890000004E8	
CBV (EURk)	2.8759040609000003E8		2.1007018890000004E8	
NNA(EURk)	-1.4186861499999993E7		-7.037822308999999E7	

Summary of opportunity \$50MM ISG relationship with Southern Financial
 LLC / Jeff Epstein

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	

KCP

1	ISG	Incremental	45000	45000
2	KCP	Incremental	45000	45000
3				
4				

Total SUM(J39:J42)=90000

Planned 0

Incremental SUM(J41:J44)=90000

Action Plan

#	Opportunity	Pricing (bps)	AUM (m)	Rev. size of opportunity
(k)	Action	Due date	Status	Responsible Outcome & Comments
1	ISG	50	45000	Conversations with Epstein re ISG
capabilities		12/31/2016		
2	KCP	50	45000	Preliminary discussions 12/31/2016

Confidential

Deutsche Bank

Wealth Management

Deutsche Bank

Wealth Management