Illustrative Draft
Account Planning Initiative July 2016 (v1.0)
Account review information Main contacts at client and key personnel
Name: Title / role: Notes:
Client or Prospect: Client Jeffrey Epstein CEO
Last client meeting 5/25/2016 Rich Kahn
Next client meeting TBD Darren Indyke
Client details Client insight
Name of WM client Southern Financial LLC Investment objectives
Growth
Beneficial Owner: Jeffrey Epstein Risk appetite High
Client Identifier (#) 00000483882 Succession planning? n/a
Company name Southern Financial LLC Significant changes to net worth /
investments? no
Length of WM relationship 3 years
Client type Legal Entity Competitor relationships
Estimated total net worth (€m): 1000/1.1=909.090909090909 Recent
changes to DB relationship / contacts? Departure of Paul Morris
Estimated liquid assets (€m): 1000/1.1=909.090909090909
Source of wealth: Business Interests
Industry: Private Equity / Investments Other
Wealth creation cycle: Late stage / mature business
Coverage Key Client Opportunities
GMT: Americas $50MM ISG relationship with Southern Financial
LLC / Jeff Epstein
Sub-GMT: New York
Booking Centre: New York
Relationship Manager: Stew Oldfield
Investment Advisor: Name 2
CFP: Name 3
WM Snr Client Executive: n/a
CIB Snr Client Executive (if relevant): n/a
MB Sponsor n/a
Additional DB relationship holders (if relevant): n/a
Financials Product financials & opportunities
Revenue AuM CBV NNA Discretionary Advisory
Deposits Lending Alternatives Cap Mkts CFP/Cross Bank
KCP
2015 917516 287590406 287590406 -14186862 Revenue
YtD (€k) 30.475/1.1=27.7045454545453
506.618/1.1=460.561818181818l
2016 YtD 484452 210070189 210070189 -74920914
Margin (bps)
2016 target Significant opportunity
Potential revenue (€k)
Action plan
# Opportunity Pricing (bps) Rev. size of opportunity (€k)
Action Responsible Due date Status Outcome & Comments
1 ISG 50 50000/1.1=45454.5454545454S Conversations with
Epstein re ISG capabilities Oldfield 12/31/2016 Preliminary
2 KCP 50 45000 Preliminary discussions Oldfield

12/31/2016 Preliminary
3
4
5
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Clean
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Account review information	Main contacts at client and key personnel
Name:	Title / role:	Notes:
Client or Prospect:	Client
Last client meeting	dd/mm/yyyy
Next client meeting	dd/mm/yyyy
Client details	Client insight
Name of WM client	Investment objectives
Beneficial Owner:	Risk appetite
Client Identifier (#)	Succession planning?
Company name	Significant changes to net worth / investments?
Length of WM relationship
Client type	Competitor relationships
Estimated total net worth (€m):	Recent changes to DB relationship / contacts?
Estimated liquid assets (€m):
Source of wealth:	Interests
Industry:	Other
Wealth creation cycle:
Coverage	Key Client Opportunities
GMT:
Sub-GMT:
Booking Centre:
Relationship Manager:
Investment Advisor:
CFP:
WM Snr Client Executive:
CIB Snr Client Executive (if relevant):
MB Sponsor
Additional DB relationship holders (if relevant):
Financials	Product financials & opportunities
Revenue AuM	CBV	NNA	Discretionary	Advisory
Deposits	Lending	Alternatives	Cap Mkts	CFP/Cross Bank
KCP
2015	Revenue YtD (€k)
2016 YtD	Margin (bps)
2016 target	Significant opportunity
Potential revenue (€k)
Action plan
#	Opportunity	Pricing (bps)	Rev. size of opportunity (€k)
Action	Responsible	Due date	Status	Outcome & Comments
1
2
3
4
5
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