

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

Next client meeting

Client details Client insight

Name of WM client Southern Financial LLC Investment objectives

Liquidity / preservation of capital

Beneficial Owner: Jeffrey Epstein Risk appetite Medium

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): 415/1.1=377.272727272725 Recent changes to DB relationship / contacts? no

Estimated liquid assets (€m):

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: WM ExCo 1

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=460.56181818181

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=45454.545454545	Conversations with
Epstein re ISG capabilities	Oldfield	12/31/2016	Preliminary
2			

3

4

5

Deutsche Bank

Wealth Management

Deutsche Bank

Wealth Management

Clean

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Estimated liquid assets (€m):

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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)
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Action	Responsible	Due date	Status Outcome & Comments
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1

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