



## What is Key Client Partners?

- An AWM Global Client Group (GCG) Sales desk providing senior client coverage out of the U.S., offering tailored solutions and investments generally not available to WM clients on a strictly non-advised basis

## What type of clients are covered by KCP?

- AWM-KCP has a mandate to cover private wealth and ultra-high-net worth individuals and their investment vehicles (Private Clients, Family Offices, Foundations, Private Companies, Small-Medium Institutions, Funds)
- Quantitative Criteria: Clients with Total Net Worth > \$100mm, minimum \$50mm Total Assets
- Qualitative Criteria: All services offered to clients deemed sophisticated and KCP eligible based on completed and signed Client Approval Form ("CAF")

## What kind of transactions can be executed via KCP and how are they selected?

KCP offers clients access to:

- a. The full range of Deutsche Bank's institutional capabilities across the Capital Markets platforms
  - b. Proprietary private market investment opportunities from within DB Group and 3rd Parties
  - c. Structured Financing and Lending solutions
  - d. Alternatives (Hedge Funds, Private Equity, Real Estate)
  - e. Non-Core Assets
- Investment opportunities are sourced from the internal DB network, as well as from external sources (including inquiry from AWM client base)
  - The main element of the KCP investment process is a weekly review whereby the KCP investment specialists discuss current themes and trade ideas and then filter various investment opportunities based on a number of key factors
  - The KCP Product Review Committee (KPRC) reviews the eligibility of non-flow product for KCP clients

## How is KCP different from the normal Wealth Management Business / PIC?

- vs WM: senior coverage, access to full product platform, direct CB&S access, KCP owned processes geared towards coverage of top tier Key clients, strictly non-advisory
- vs PIC: part of AWM, focus on holistic client relationship not transactions, open architecture

## What does non-advisory mean?

- KCP is dealing only with sophisticated clients that are able to evaluate the merits/risks of investment opportunities on their own
- Clients must conduct their own due diligence on investment opportunities
- KCP provides factual information only and does not make personal recommendations
- Client Advisors must not give an opinion on KCP investments
- KCP is not discretionary – all investment decisions to come from the client