

KCP FAQs



Why should I involve KCP in the relationship with my client?

- KCP is your service provider to deepen your relationship to key clients
- Client Advisors receive all revenues (KCP as cost centre)
- KCP investment offering as an enabler to win new Key Clients and increase NNA

How do I bring clients on to the KCP platform?

- Contact the KCP team to discuss your client case or KCP prospect
- The U.S. adoption should ensure proper documentation of the client's sophistication and investment experience in order to deal with KCP on a non-advised basis
- The KCP Client Approval Form (available shortly via the WM intranet) is the second step

What documentation is a client required to sign for KCP?

New clients (to DeAWM) will be legally adopted according to the standard KYC/AML process

Mandatory KCP documents:

- a. KCP Non-Advisory Letter
- b. Institutional Account Certification
- c. Additional Documents might be required according to client needs (QIB Certificate, ISDA)

Can my client get direct CB&S access through KCP and how are revenues shared?

- Yes, KCP U.S. clients are on-boarded to the CB&S platform
- Depending on the transaction revenues will be shared 50/50 between AWM and CB&S and reviewed on a monthly basis
- In general, KCP clients will be on-boarded to the AWM (Pershing) platform for execution where possible (100% revenues for AWM, visible in GMIS)

What is the added value of KCP to the client?

- Unique investment opportunities normally not available to WM client base
- Holistic client service for access to all DB capabilities globally
- Access to DB's investment bank and open architecture
- In-house review of product/client suitability enabling quick time to market

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