Key Client Partners (KCP) – Americas

2013 Business Summary & 2014 Business Focus

Wealth Investment Coverage (WIC) Overview

WIC Americas Revenue	Total Revenue 2012 $(MM)	Total Revenue 2013 $(MM)	Number of accounts transacted with	Target Budget 2014 $(MM)
WIC US	26.1	23.4	504	32
WIC LATAM	2.1	2.2	295	6.5
Total Revenue	28.2	25.6	799	38.5

WIC Americas Client	Current WIC Open Accounts	Number of relationships 1:1	Focus WIC Relationships	KCP Prospects from WIC account base	Dormant accounts flagged for relocation to support team	Number of accounts for potential closure	Accounts generated revenue >10k 2013	Accounts generated revenue > 50k 2013
WIC US	1612	976	~115	7	984	~450	97	47
WIC LATAM	572	281	~23	5	227	~50	23	4
Totals	2184	1257	~138	12	1211	~500	120	51

Team Structure & Business Strategy Rollout

Headcount & Hiring
- Hire New Senior Sales [US].
- Hire Analyst, Trading & Support.
- Integrate Investment Managers [IMs].
- Integrate Portfolio Consultants [PCs].

Monetizing existing relationships
- Clean up account base.
- Finalize team structure and budget targets.
- Review target client and focus list.

New Client Acquisition
- To be confirmed.

Challenges & Focuses
- Hiring and retention of talent.
- Implementation of IM's and PC's.
- Increase penetration and wallet share of high quality, high potential accounts.
- Review and target PB clients w/ loans -w/o investment.
- Determine broader compensation and revenue attribution for delivery of WM product through WIC.
- Drive diversified revenues: capital markets and identify cross-sell opportunities with top-tier (KCP) clients.
- Find suitable home for non-core activities: dormant, employee, family and non-revenue accounts.

Expansion of Product Offering

Q1
- SOF III: Secondary Opportunities Fund III.
- Capital Markets Deals: Various.
- Structured Products: Various.
- Passive: CROCI.
- DB-X Trackers.

Q2
- SOF III.
- Liquid Alts - Fund II.
- dbSelect.
- CROCI.

Q3/4
- dbSelect.
- CROCI.

Challenges & Focuses
- Standardized Investment process.
- Cohesive WM product delivery.
- Global coordination for better idea generation, and regional implementation solutions.
- Establish wrap account functionality in WIC.
- Define capital markets focus (product, client).
- Integrate Portfolio Consultants.
- Revamp all marketing materials, professionalize and brand.