

Subject: RE: Southern Financial [C]  
From: Paul Morris <[REDACTED]>  
Date: Mon, 16 Nov 2015 16:07:17 -0500  
To: Andrew Gallivan <[REDACTED]>

Classification: Confidential

Yes absolutely have a good trip

Paul Morris

Managing Director

Deutsche Bank Private Bank

Office: [REDACTED]

Cell: [REDACTED]

From: Andrew Gallivan  
Sent: Monday, November 16, 2015 3:40 PM  
To: Paul Morris  
Subject: RE: Southern Financial [C]

Classification: Confidential

Back in on Thursday so we can talk Thursday or Friday if that works for you

From: Paul Morris  
Sent: Monday, November 16, 2015 3:22 PM  
To: Andrew Gallivan  
Subject: FW: Southern Financial [C]

Classification: Confidential

Andrew, I was away Thur/Fri, sound like you may be out until later in week, perhaps we can address with Todd when back. Thanks

Paul Morris

Managing Director

Deutsche Bank Private Bank

Office: [REDACTED]

Cell: [REDACTED]

From: Chip Packard

Sent: Tuesday, November 10, 2015 2:33 PM

To: Paul Morris

Subject: RE: Southern Financial [C]

Classification: Confidential

Please start with Andrew as we should address this soon. I can follow up with you guys Thursday/Friday. Thanks.

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Chip Packard

Managing Director | Co-Head, Wealth Management Americas

Deutsche Bank Trust Company Americas

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Securities offered through Deutsche Bank Securities, Inc.

From: Paul Morris  
Sent: Tuesday, November 10, 2015 2:03 PM  
To: Chip Packard  
Subject: RE: Southern Financial [C]

Classification: Confidential

This can wait a few days thanks

Paul Morris

Managing Director

Deutsche Bank Private Bank

Office: [REDACTED]

Cell: [REDACTED]

From: Chip Packard  
Sent: Tuesday, November 10, 2015 1:23 PM  
To: Paul Morris  
Subject: RE: Southern Financial [C]

Classification: Confidential

Thanks, I am sandwiched today and this needs immediate attention so please take up with Gallivan and keep me in the loop. I am not as confident though that we can handle this through investor sales and you guys as this is non-

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advised business. Let's think this through carefully.

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Securities offered through Deutsche Bank Securities, Inc.

From: Paul Morris  
Sent: Tuesday, November 10, 2015 11:09 AM  
To: Chip Packard  
Subject: Southern Financial [C]

Classification: Confidential

JE called, he requested coverage change, not working with DS, before I reach out to Todd wanted to discuss, between new investor sales/me /Stew we should be able to cover and increase flow business.

Paul Morris

Managing Director

Deutsche Bank Private Bank

Office: [REDACTED]

Cell: [REDACTED]