

Deutsche Asset  
& Wealth Management  
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Key Client Partners - U.S.  
Capital Markets Build-Out  
September 2014

KCP-US Capital Markets Build-Out

Objectives + Team Introduction

Objectives:

- Coordinate AWM + CB&S Capital Markets Professionals, idea generation, compliance, account services, and other relevant resources to improve consistency, efficiency, and reach of KCP Capital Markets Offering
- Drive diversified capital markets revenues that represent a critical core for the overall KCP-US business
- Create value within KCP clients' capital markets experience at DB

KCP-US Capital Markets Team:

- Daniel Sabba – Director
- Vahe Stepanian – Associate
- Jay Lipman - Analyst

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## KCP-US Capital Markets Mandate

– Trade Idea Generation. Generate daily cross-asset trade ideas for KCP-US clients by utilizing entire suite of DB Resources: Global KCP Capital Markets Team, DB Markets Research, DB CB&S Trading Desks, AWM Global CIO, etc.

– Market Content and Delivery. Reach out to clients daily/weekly to provide relevant market color, leveraging the work of colleagues in EMEA. Create quarterly

Cross Asset Class Deck to aggregate best thinking across DB research globally for

KCP-US clients.

– Trade Execution. Institutional global trade execution for KCP-US clients.

– Account Monitoring. Monitor client positions, proactively updating clients about significant/relevant market events, and identifying opportunities for follow-on investments/trades.

– Cross Sell. Leverage daily capital markets dialogue with KCP-US clients to uncover other credit, private market, and corporate finance opportunities.

– New Client Generation. Generate new client relationships by working closely with

KCP teammates, PCS/Private Bank Relationship Managers, other divisional partners, and existing clients (i.e. referrals).

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## KCP-US Capital Markets Build-Out Priorities

Actions for successful build-out of KCP capital markets coverage falls into 3 critical categories:

### Branding

Formalize and package

KCP Capital Markets

Marketing Materials,

Content and Idea

Generation Platform

✂ Quarterly Cross-Asset

Theme Deck

✂ External KCP trade idea template

Internal Relationships + Infrastructure

Develop Internal DB

Relationships and

Infrastructure

✂ Private Bankers, PCS

Brokers, CB&S

Sales/Trading, and AWM

Solutions & Trading Group

(STG)

✂ CRM, compliance,

reporting and trade

execution systems

Long Term Goal: Set up KCP Clients with seamless global trade execution across KCP

desks in EMEA and Asia

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### Clients

Deepen existing client

relationships while

leveraging RMs to develop

new relationships

✂ ~30 existing KCP Capital

Markets Clients, many of

which have yet to be fully

on-boarded

Client Coverage Model

-Primary coverage of KCP client relationships that have a "capital markets" investment focus.

"Capital Markets" is defined as investment and/or flow trading activity across any/all asset classes (e.g. listed equities, listed options, fixed income, rates, commodities, FX, etc.)

-Co-coverage of KCP client relationships that have a component of "capital markets" investment focus, in addition to other KCP-US business (i.e. private markets, structured finance, etc.)

-Back-up coverage of KCP-US and WIC client relationships

Primary Client Coverage

Client Name

Alan True

Chris Shumway

Clarity Ventures (Steve Karan)

Elysium Capital (Leon Black)

Goff Capital (John Goff)

Jeffrey Epstein

Lee Capital (Thomas H. Lee)

PSQ Capital

Stillwater (Mortimer Sackler)

Think Greene

Toms Capital (Noam Gottesman)

Vulcan Capital (Paul Allen)

Client Type

UHNWI

FO

FO

FO

FO

UHNWI

FO

Multi FO

FO

FO

FO

FO

ISDA

In Process

N

N

N

Y

In Process

Y

N

Y

N

N

In Process \$775m

\$0.00

\$0.00

\$0.00

\$0.00

KCP AUM YTD Rev. Approx. Net Worth

\$4m

\$0.00

\$0.00

\$0.00

\$0.00

\$160mm \$102m

\$0.00

\$0.00

\$95mm \$115m

\$5mm

\$3mm

\$0.00

\$0.00

\$39m

\$14m

\$0.00

\$0.00

\$1B

\$1B

\$0.5B

\$5B

\$1B

\$2B

\$2B

\$5B

\$0.5B

\$1B

\$2B

\$15B

RM

Scheinberg

Morris

Zahringer

Morris

Zahringer

Sohrab

Zahringer

Packard

Laconte

Daulton

Office

Botzenhard LA

Morris

NY

LA

NY  
NY  
NY  
NY  
NY  
NY  
NY  
NY  
SF

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Client Coverage Model (cont.)  
Co-Coverage  
Client Name  
Akkari Family  
Amzak Capital (Kazma Family)  
Falcon Trail (SK Family Office)  
Fanjul Family  
First Reserve  
GE Warren (Corr Family)  
Hart Capital (Eric Watson)  
Henry Ritchotte  
Linden Global  
LLBH Wealth Management  
Parkwood (Mandel Family)  
TFMG (Tisch Family)  
Third Lake  
Yucaipa Companies (Ron Burkle)  
Prospects  
Client Name  
Marron Capital  
Point 72  
Total Primary Relationships  
Total Co-Coverage Relationships  
12  
14  
Client  
Type  
F0  
F0  
F0  
F0  
Fund  
F0  
F0  
Employee  
RIA  
RIA  
F0  
F0  
F0  
Fund  
ISDA KCP AUM YTD Rev.  
\$0.00  
\$0.00  
N  
Y  
N  
N  
In Process  
N  
N

Y  
N  
N  
N  
N  
N  
N  
\$139m  
\$0.00  
\$0.00  
\$0.00  
\$0.00  
\$20m  
\$8m  
\$0.00  
\$13mm \$23m  
\$0.00  
\$0.00  
\$0.00  
\$0.00  
\$0.00  
\$0.00  
\$0.00  
\$32m  
\$42m  
\$0.00  
\$0.00  
\$137m  
\$0.00  
\$0.00  
\$0.00  
\$4m  
Client Type  
F0  
F0  
Primary  
Coverage  
Tazia Smith  
Tazia Smith  
Tazia Smith  
Thomas Ororke  
Tazia Smith  
Tazia Smith  
Thomas Ororke  
Tazia Smith  
Tazia Smith  
Tazia Smith  
David Mann  
Tazia Smith  
Tazia Smith  
Tazia Smith

Approx. Net Worth

\$1B

\$10B

Approx. Net

Worth

\$1B

\$1B

\$0.5B

\$15B

\$20B

\$1B

\$2B

NA

\$1B

\$1.7B

\$3B

\$6B

\$2B

\$4B

RM

Morris

Packard

RM

Wessels

Office

NY

Arrizurieta MIA

Morris

NY

B. Stepanian CT

Vrablic

NY

Zahringer NY

Gonzalez NY

Loudenslager NY

Sabbagh NY

Coleman NY

Mann

Morris

Morris

Burnett

NY

NY

NY

LA

Office

NY

NY

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KCP-US Capital Markets Build-Out Timeline

Q4 2014 – Q2 2015

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Daniel Sabba joins Deutsche Bank

Sept. 29, 2014

Announcement of formalized KCP-US Capital Markets Team

KCP-US Capital Markets Roadshow

Migratrration of existing KCP clients to Cap. Markets Team

October 2014

November 2014

Q1 2015

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KCP-US Capital Markets  
Needs + Remaining Questions – Heat Map  
= considerable progress made  
Issue

Marketing Materials  
Internal Connectivity  
Pricing Models, Valuation  
and Trading Systems  
Streamline Account Set-Up  
AWM Credit

Risk Management  
Reporting  
Infrastructure  
= current inefficiency/poor client experience

Description  
Formalize trade idea generation process and coverage capabilities of  
KCP Capital Markets Team (both US and Global).

(1) Connect Global KCP Capital Markets teams, scaling trade ideas and  
execution.

(2) Ramp up execution capabilities with relevant CB&S traders across  
equities,  
credit, derivatives, FX, etc.

Need direct access to DB proprietary pricing models/systems to provide  
clients

with regular, accurate valuations and performance reports.

Reduce silos across products and divisions, including CB&S Onboarding vs. AWM  
(especially equity derivatives). Include GTB SLA negotiations here for  
select KCPUS

clients (i.e. Institutional Prime Brokerage).

Address bandwidth constraints that restrict trade execution and ISDA  
negotiation.

Accurate and consolidated performance reporting, inclusive of Listed and OTC  
Positions

Broad based account access to all relationships on KCP desk to facilitate  
seamless

coverage, revenue tracking, and KCP relationship analysis.

= severe barrier

Point Person(s) to  
Address

Nav Gupta, Ziggy  
Kozelsky, Will Leong,  
Nav Gupta, Daniel  
Sabba, Vahe  
Stepanian,  
Nav Gupta, Daniel  
Sabba, Vahe Stepanian  
Ziggy Kozelsky,  
Mathew Negus, Vahe  
Stepanian

Nicholas Haigh,  
Daniel Sabba

Daniel Sabba, Mathew  
Negus, Vahe Stepanian  
Zbynek Kozelsky,  
Mathew Negus

Status

Progress made, need to  
expedite process

Need to streamline  
connectivity with Global  
KCP desks + CB&S  
sales/trading

In Progress 整 FX  
granted. Need equity  
derivatives, etc.

Need to create client  
friendly KCP Capital  
Markets onboarding  
package

Slow Progress, Resource  
Constraints in CRM

Slow Progress, Resource  
Constraints in Technology

Progress made. Need  
improved revenue  
tracking.

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Weekly KCP Capital Markets Meeting Schedule

Global KCP Capital Markets Call

Monday @ 7:00am ET

Leaders: Vinit Sahni & Nav Gupta

Attendees: Global KCP Capital Markets Representatives

Global Markets Research Morning Call

Daily @ 7:15am ET

Leader: Greg Poole

KCP/WIC Capital Markets Morning Meeting

Monday & Thursday @ 8:10am ET

STG Weekly Meeting

Tuesday @ 8:10am ET

Leader: Joshua Friedberg

KCP-Americas Weekly Pipeline Meeting

Thursday @ 4:15pm

Leader: Caroline Kitidis

KCP-US Monthly Investments Call

Leader: Caroline Kitidis

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KCP-US Cross Asset Trade Execution - Where to go to Trade  
AWM + CB&S key contacts included in Appendix A  
Flow Trading - AWM / STG Execution  
Equities  
Block Trades – CB&S  
Equity Derivatives  
Structured Solutions  
Fixed Income  
FX  
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Listed Options - AWM / STG Execution (Baltimore)  
OTC Derivatives – CB&S  
Agency / Non-DB Counterparties - AWM / STG Execution  
DB as Counterparty  
Agency / Non-DB Counterparties - AWM / STG Execution  
DB as Counterparty  
Execution and Idea Generation - AWM / STG  
Execution and Idea Generation – CB&S

Appendix A: KCP Key Contact List  
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Appendix A: KCP Key Contact List – cont.  
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