

Sheet1

Revenue Summary Client Analysis Summary				Onboarding Pipeline			Period	
outstanding (days)								
Region	# IWP Clients w revs 2018	Total revs 2018		Total revs 2019 (YTD)				
(€000s)	# IWP Clients w revs 2019 (€000s)							
(€000s)	Total IWP Clients onboarded	Total IWP Client entities		of which: Actively				
onboarded	# of Client entities	onboarded YTD		of which: No access			of which:	
trading	of which: Active dialogue			# Client entities in onboarding				
No engagement	of which: Off-board			WM (<30)			WM	
process	Thereof	Thereof		CIB			CIB (>90)	
(30-90)	WM (>90)	CIB (<30)		CIB (30-90)			CIB (>90)	
Americas	38	10751.934		51	10683	SUM(I4:M4)=17		
24	17	29	10	19				
Europe	SUM(B6:B8)=27	SUM(C6:C8)=20421.314		SUM(D6:D8)=30				
	SUM(E6:E8)=2514	SUM(F6:F8)=127	SUM(G6:G8)=136	SUM(H6:H8)=20				
	SUM(I6:I8)=45	SUM(J6:J8)=66	SUM(K6:K8)=17	SUM(L6:L8)=2				
	SUM(M6:M8)=6	SUM(N6:N8)=26						
of which NEE	20	18917.232		24	2110	50		
SUM(I6:M6)=52	4	26	11	7	2	6	7	7
of which SWE	4	1135.082		5	279	7		
SUM(I7:M7)=7	1	5	1	1	0	0		
of which GE	3	369		125	70	SUM(I8:M8)=77		
15	14	54	9	0	19			
EM	4							
of which MEA	6	6908.684		9	5743	25	25	
2	6	7	2	2	9	N9+N5+N4=59		5
Total	B4+B5+B9=65	C4+C5+C9=31173.248		D4+D5+D9=81				
	E4+E5+E9=13197	F4+F5+F9=127	G4+G5+G9=153	H4+H5+H9=44				
	I4+I5+I9=45	J4+J5+J9=66	K4+K5+K9=17	L4+L5+L9=2				
	M4+M5+M9=23	N4+N5+N9=59	O4+O5+O9=10	P4+P5+P9=19				
	Q4+Q5+Q9=0	R4+R5+R9=0	S4+S5+S9=0	T4+T5+T9=0				
	U4+U5+U9=0	V4+V5+V9=0						

Footnotes:

- YTD - as of April 2019 month end
- Actively trading: IWP client entities generating revenues in 2018, 2019 and or pipeline deal for 2019;
- Active dialogue: No revenues last year, active dialogue with IWP, idea presentations but no trades;
- No access: IWP Client entities that IWP have no direct client access without RM / other presence;
- Offboard: Client entities should / or is in the process of being offboarded;
- No engagement: IWP has direct access, but has not engaged client entities;

WM

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