

Subject: Re: Southern financial [C]
From: Stewart Oldfield <[REDACTED]>
Date: Mon, 27 May 2019 19:01:12 -0400
To: Donna Kerrigan <[REDACTED]>

Ok. I don't think there's any rush or stress to sort this out. Enjoy the trip, if that's possible.

Stewart Oldfield, CFA, CAIA

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On May 27, 2019, at 4:09 PM, Donna Kerrigan <[REDACTED]> wrote:

Hi - I'm in Jax for a few days with Andrew and the Exco, I'll be back in the office on Friday. Happy to chat but Andrew is not expecting any revenue from this client as we adjusted his 2019 target to reflect this.

Kind regards,
Donna

Sent with BlackBerry Work
(www.blackberry.com)

From: Stewart Oldfield <[REDACTED]>
Date: Sunday, May 26, 2019, 11:32 AM
To: Donna Kerrigan <[REDACTED]>
Subject: Re: Southern financial [C]

Are you in next week? Let's have a quick chat with Andrew since there is quite a bit of 2019 revenue on the account that he may not want elsewhere. Thanks

Stewart Oldfield, CFA, CAIA

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On May 26, 2019, at 10:34 AM, Donna Kerrigan <[REDACTED]> wrote:

Hi All - As agreed with Patrick and Andrew, all revenues, NNA, etc. for Souther Financial dating back to Jan 1st 2018 should be moved to House so Stewart is not impacted by the asset outflows in 2019. Lets please correct 2018 as soon as possible as these should have been moved in an earlier restatement.

Thanks,
Donna

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From: Robert Frohlich <[REDACTED]>
Date: Friday, May 24, 2019, 2:52 PM
To: Stewart Oldfield <[REDACTED]>
Cc: Leslie Roth <[REDACTED]>, Donna Kerrigan <[REDACTED]>
Subject: Southern financial [C]

Classification: Confidential

Hi Stewart,

Below is the complete picture of your financials in USD for 2018 and 2019

YTD including Southern Financial. This goes back to the question as to whether the 2019 YTD Southern Financial revenues of \$363k currently mapped to a House account should be mapped back to your name alongside the \$-85m NNA outflow (no further flows and revenues expected).

As you know, we manually removed the Southern Financial revenues from your 2018 data when we provided Andrew with last year's revenues by RM as part of the target setting process but given that we weren't directly involved in how your 2019 number was derived I suggest you discuss directly with him and we can then act accordingly. If the decision is to not change anything then I suggest Leslie will map the remaining 2018 revenues and flows which are still mapped to your name and we missed out on (for whatever reason) to a House account and there will be no impact on your 2019 financials.

USD

FY18 Actuals

Apr19 YTD

FY19 Target

Revenues

Steward Oldfield

3,576,567

1,600,929

4,026,207

Of which: Southern Financial

703,616

0

n.a.

Southern Financial House Acc.

486,673

363,457

n.a.

NNA
(in \$m)

Steward Oldfield

73.2

360.7

110.0

Of which: Southern Financial

(49.2)

0.0

n.a.

Southern Financial House Acc

(7.4)

(85.0)

n.a.

Let us know.

Kind regards,
Rob Frohlich

<image001.gif>

Robert Frohlich

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