NY_Stewart Oldfield
Relationship Information   Account Planning classifications   CBV (USDm) - non-custody onl
y, Sept YTD   Rev (USDm) - Sept YTD   NNA (USDm) - Sept YTD   Pipeline (as at end-October)
Rel Name   Total net worth (2018 estimate) - USDm   Part of 2018 Account Planning   Included? (t
o be filled out by banker)   1. Client / Prospect   2. KCP eligible / adopted clients   3. O
ne dimensional clients (>95% product concentration)   4. Underpenetrated clients   Deposits
DPM   Lending Other Products   Capital Markets Total   >95% product concentration?   Total   >95%
 product concentration? YTD   # deals >25%   12m PWR (USDm)   PW NNA (USDm)   PW NNL (USDm)   Y

JOCKEY CLUB   100   Yes   Client   -   IF(OR(O3="Yes",Q3="Yes"),"Yes","No")=Yes   -
2610978.4066   0   0   5.1931724042509995E7   5066544.0045   SUM(I3:M3)=5.960924645360999
6E7   No   46171.06434000001   Yes   -2534816.853380005   0   0   0
THIRD LAKE CAPITAL   5000   Yes   Client   KCP Adopted   IF(OR(O4="Yes",Q4="Yes"),"Yes","No")
=Yes   IFERROR(IF(N4/(B4*1000000)<0.05,"Yes","No"),"n.a.")=Yes 1.1927278405776998E8   0   0
0   0   SUM(I4:M4)=1.1927278405776998E8 Yes   624587.4135499999   Yes   3.6768044348
59E7   1   0.10416666666666669   0   20.833333333333336
SOUTHERN FINANCIAL   1000   Yes   Client   KCP Adopted   IF(OR(O5="Yes",Q5="Yes"),"Yes","No")
=Yes   -   5.280238340517998E7   0   0   0   0   SUM(I5:M5)=5.280238340517998
E7   Yes   1029235.70171   No   -3.7702635181450024E7   1   0.06250000000000001   6.25
0
RASHID ALI   50   -   Client   -   -   -   2013772.2648800001   2692583.9985
300004 0   0   419752.49584   SUM(I6:M6)=5126108.75925   No   26350.57155   No
1951522.14456   3   0.011822916666666669   1.0416666666666667   0
THE NATIONAL ORGANI   100   -   Client   -   -   IFERROR(IF(N7/(B7*1000000)<0.05,"Yes
","No"),"n.a.")=Yes   64208.32264   0   0   802880.91524   1333241.92057   SUM(I7:M7)=2
200331.15845   No   35331.20682   No   -699366.24513   1   0.020833333333333336   0
2.0833333333333335
ASHLEY HOLDINGS No estimate   -   Client   -   IF(OR(O8="Yes",Q8="Yes"),"Yes","No")=Yes
-     1.7502662217526E8   0   0   0   SUM(I8:M8)=1.7502662217526E8   Yes
1020246.6494000001   Yes   1.7502642983317998E8   2   0.5791666666666667   52.083333333
333336
DEERING/CROSBY   200   Yes   Client   -   -   -   1359.92469   5063809.57014   5257
621.558080001   4.4187047142340004E7   4.351946274225E7   SUM(I9:M9)=9.80293009375E7   No
45176.90181000001   No   -5.0105026995999984E7   1   0.010416666666666668   4.1666666666
66667   0
ADIKESHAVAR   20   -   Client   -   IF(OR(O10="Yes",Q10="Yes"),"Yes","No")=Yes   -
57225.85814   0   0   0   3749324.22761   SUM(I10:M10)=3806550.08575   Yes   1444
.29764 No   3735241.8360300004   0   0   0   0
ELLIN HOWARD   closed   -   Client   -   IF(OR(O11="Yes",Q11="Yes"),"Yes","No")=Yes   -
0   198243.28913000002   0   0   0   SUM(I11:M11)=198243.28913000002 Yes   271.
48352   Yes   1452.62538   0   0   0   0
LINDEMANN JR GEORGE   No estimate   Yes   Client   -   IF(OR(O12="Yes",Q12="Yes"),"Yes","No
")=Yes   -   116264.39138   0   0   0   1132950.00504   SUM(I12:M12)=1249214.39642
No   269.10215   Yes   59700.57256   0   0   0   0
ELYSIUM MANAGEMENT   5000   Yes   Client   KCP Adopted   IF(OR(O13="Yes",Q13="Yes"),"Yes","No
")=Yes   IFERROR(IF(N13/(B13*1000000)<0.05,"Yes","No"),"n.a.")=Yes   0.15108 0   0   0
0   SUM(I13:M13)=0.15108   Yes   4.1000000000000005E-4   Yes   -309609.9955   0   0
0   0
BOIES FAMILY   closed   -   Client   -   IF(OR(O14="Yes",Q14="Yes"),"Yes","No")=Yes   -
0.39513 4482584.17632   0   0   0   SUM(I14:M14)=4482584.57145   Yes   7509.0368899
99999   Yes   303216.16977000004   0   0   0   0
Southern Financial   No estimate   Yes   Client   KCP 2018 revenue   -   -   0
0   0   0   0   SUM(I15:M15)=0   No   75.50563   Yes   0   0   0
0   0
DZIALGA KIRSTEN & M   closed   Yes   Client   KCP Adopted   IF(OR(O16="Yes",Q16="Yes"),"Yes","No
")=Yes   -   0   0   0   0   0   SUM(I16:M16)=0 No   0.11476 Yes   -172
.12328 0   0   0   0
MCM CAPITAL PARTNER   No estimate   -   Client   KCP 2018 revenue   -   -   0
0   0   0   0   SUM(I17:M17)=0   No   1017900.9972999999   Yes   0   0   0
0   0
Echelon Investment   No estimate   -   Client   KCP 2018 revenue   -   -   0
0   0   0   0   SUM(I18:M18)=0   No   5000.0055   Yes   0   0   0
0   0
GENERAL ATLANTIC FA   100   Yes   Client   KCP Adopted   IF(OR(O19="Yes",Q19="Yes"),"Yes","No
")=Yes   IFERROR(IF(N19/(B19*1000000)<0.05,"Yes","No"),"n.a.")=Yes   0   0   0   0
0   SUM(I19:M19)=0   No   0.00245 Yes   -2941259.9987399997   0   0   0   0
BLANK, ARTHUR M.   No estimate   -   Protected Prospect   -   -   -   0
0   0   0   0   SUM(I20:M20)=0   No   0   No   0   0   0   0
0
BLUE MOUNTAIN   No estimate   -   Protected Prospect   -   -   -   0   0
0   0   0   SUM(I21:M21)=0   No   0   No   0   0   0   0
BRIGHT GROUP   No estimate   -   Protected Prospect   -   -   -   0   0
0   0   0   SUM(I22:M22)=0   No   0   No   0   0   0   0
CARUSO, RICHARD No estimate   -   Protected Prospect   -   -   -   0   0
0   0   0   SUM(I23:M23)=0   No   0   No   0   0   0   0
CFM   No estimate   -   Protected Prospect   -   -   -   0   0   0
0   0   SUM(I24:M24)=0   No   0   No   0   0   0   0
COLLIS, CHARLES No estimate   -   Protected Prospect   -   -   -   0   0
0   0   0   SUM(I25:M25)=0   No   0   No   0   0   0   0
DELL, MICHAEL   No estimate   -   Protected Prospect   -   -   -   0   0

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0           0           0           SUM(I26:M26)=0   No      0        No       0        0        0        0        0
DORRANCE FAMILY No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I27:M27)=0   No      0        No       0        0        0        0        0
DUNCAN INVESTMENTS       No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I28:M28)=0   No      0        No       0        0        0        0
0
FORD, GERALD J  No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I29:M29)=0   No      0        No       0        0        0        0        0
FORRESTAL CAPITAL        No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I30:M30)=0   No      0        No       0        0        0        0
0
GEORGETOWN UNIVERSITY    No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I31:M31)=0   No      0        No       0        0        0        0
0
HIGHLANDER PARTNERS      No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I32:M32)=0   No      0        No       0        0        0        0
0
ILLIG, CLIFF    No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I33:M33)=0   No      0        No       0        0        0        0        0
JL SQUARED GROUP         No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I34:M34)=0   No      0        No       0        0        0        0
0
MARRON, DONALD B.        No estimate       -          Protected Prospect       -        -        -        0
0           0           0           0          SUM(I35:M35)=0   No      0        No       0        0        0        0
0
MEISTER, TODD   No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I36:M36)=0   No      0        No       0        0        0        0        0
MONTRONE, PAUL  No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I37:M37)=0   No      0        No       0        0        0        0        0
NICHOLAS, HENRY No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I38:M38)=0   No      0        No       0        0        0        0        0
ORIX     No estimate      -          Protected Prospect       -        -        -        0        0        0
0           0           SUM(I39:M39)=0   No      0        No       0        0        0        0        0
PACIFIC LIFE    No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I40:M40)=0   No      0        No       0        0        0        0        0
SAFANAD No estimate      -          Protected Prospect       -        -        -        0        0        0
0           0           SUM(I41:M41)=0   No      0        No       0        0        0        0        0
SCHMIDT, ERIC   No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I42:M42)=0   No      0        No       0        0        0        0        0
SHAMROCK         No estimate      -          Protected Prospect       -        -        -        0        0
0           0           0           SUM(I43:M43)=0   No      0        No       0        0        0        0        0
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