

Business update

Key contacts and metrics



KCP U.S. Desk

David Mann

Director, KCP U.S. Sales

New York, North East, South East

Thomas O'Rorke

Director, KCP U.S. Sales

New York, Mid Atlantic, Mid & South West

Tazia Smith

Director, KCP U.S. Sales

New York, West Coast

Matt Glassman

Vice President, KCP U.S. Sales

Kevin Quinn

Associate, KCP U.S.

Jay Lipman

Analyst, KCP U.S.

Ariane Dwyer

Analyst, KCP U.S.

Melissa Mittelman

Analyst, KCP U.S.

KCP Americas

Caroline Kitidis

Managing Director, KCP Americas Desk Head

Bruce McDermott

Managing Director, KCP Americas Alternatives
& Private Markets

Mathew Negus

Vice President, KCP Americas COO

People

- Matt Glassman joins KCP US sales desk from Goldman Sachs
- Daniel Sabba will be joining at the end of September to lead KCP Capital Markets

Business

- KCP Americas strong YTD, first half of 2014 business surpassed 2013 full-year revenues
- KCP U.S. + 147% Y/Y, 46% ahead of 2014 budget
- Capital raises of \$190mm across Private markets and AFS/ARA investments
- 55 active relationships
- Client base median net worth ~\$500mm
- Made up of 60% family offices
- Top sectors of clients; Financial services, Real estate, Entrepreneurs/Private businesses

Recent Highlights

- US Client most active regions: NY, Mid-West, South-East
- Private Markets: Project Troop
- \$25mm syndicated loan
- Single Family Office
- PCS Boston
- AWM revenue \$0.35mm
- Client invested in a syndicated loan
- Loan was provided to a recreational ski resort and was collateralized by lease payments from a publicly traded operator
- Structured Financing: Proton Therapy Center
- \$130mm debt financing
- PCS Winston-Salem
- Corporate client
- AWM revenue \$1.5mm (est.)
- Financing provided to a Proton Therapy center ; \$65mm of 5 year bond issuance and \$65mm of 30 year bond issuance
- Real Estate Lending: Commercial London Property
- GBP 42mm loan
- UHNW
- PB Chicago
- AWM revenue \$2.5mm (est.)
- Balance sheet financing for operator of landmark events arena in the UK