

Customer Name	Opportunity Name	Type	Close Date	Stage	Probability (%)	Fiscal Period	Age	Created Date	Opportunity Owner
DF Enterprises	Advisory Mandate	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	927	7/19/2013	Ed Finley
Nikitine, Vadim	Nikitine, Vadim-	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	1141	12/17/2012	Ed Finley
Elysium Management	Proxy Hedge	New Product - Existing Client	12/31/2015	Prospecting	25	Q1-2015	105	10/19/2015	Paul Morris
Elysium Management	Cash Management	New Product - New Client	12/31/2015	Developed	50	Q1-2015	139	9/15/2015	Paul Morris
Fitzgibbons, John	Structured Credit	New Product - Existing Client	12/31/2015	Developed	25	Q1-2015	153	9/1/2015	Paul Morris
Gottesman, Noam	Commerical Real Estate	New Product - New Client	12/31/2015	Developed	50	Q1-2015	133	9/21/2015	Paul Morris
Meister Company LLC	Hatrick Sports Group	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	108	10/16/2015	Paul Morris
Moody, Erik V	Fixed Income	New Product - New Client	12/31/2015	Prospecting	10	Q1-2015	182	8/3/2015	Paul Morris
Moody, Erik V	Banking	New Product - New Client	12/31/2015	Prospecting	10	Q1-2015	182	8/3/2015	Paul Morris
Rubenstein, Keith	Rubenstein, Keith-		2/29/2016	Prospecting	10	Q1-2015	45	12/18/2015	Paul Morris
Somerset Partners	Somerset Partners-		2/29/2016	Prospecting	10	Q1-2015	45	12/18/2015	Paul Morris
Southern Financial LLC	Suntex	New Product - Existing Client	12/31/2015	Developed	25	Q1-2015	153	9/1/2015	Paul Morris
Spurlin, Angela	Spurlin, Angela-		2/29/2016	Prospecting	10	Q1-2015	60	12/3/2015	Paul Morris
The National Organization of the New Apostolic Church of North America	Credit Draw	New Product - Existing Client	12/31/2015	Business Committed-Not Funded	50	Q1-2015	105	10/19/2015	Paul Morris
Third Lake Capital	Cash Management	New Product - Existing Client	12/31/2015	Prospecting	10	Q1-2015	139	9/15/2015	Paul Morris
Third Lake Capital	Phoenix America	New Product - New Client	12/31/2015	Proposal	75	Q1-2015	105	10/19/2015	Paul Morris
Tisch Financial Management	Custody and Trading	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	123	10/1/2015	Paul Morris
Bakhshandehpour, Sam	Bakhshandehpour, Sam-		2/29/2016	Prospecting	10	Q1-2015	45	12/18/2015	Stewart Oldfield
Bulloch, Roger	Loan	New Product - New Client	12/31/2015	Prospecting	10	Q1-2015	178	8/7/2015	Stewart Oldfield
Dorrance Family Foundation	Loan	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	152	9/2/2015	Stewart Oldfield
Dorrance Family Foundation	Cash management	New Product - New Client	12/31/2015	Inactive	0	Q1-2015	152	9/2/2015	Stewart Oldfield
FallLine	FallLine-		2/29/2016	Prospecting	10	Q1-2015	25	1/7/2016	Stewart Oldfield
Lindemann Jr., George	Consumer RE	New Product - Existing Client	12/31/2015	Proposal	50	Q1-2015	152	9/2/2015	Stewart Oldfield
Lindemann Jr., George	Unsecured Loan	New Product - Existing Client	12/31/2015	Proposal	50	Q1-2015	152	9/2/2015	Stewart Oldfield
Lindemann, Adam M.	ETE Loan	New Product - New Client	12/31/2015	Proposal	75	Q1-2015	250	5/27/2015	Stewart Oldfield
The George Lindemann Family Limited Partnership	Deposits	New Product - Existing Client	12/31/2015	Inactive	0	Q1-2015	105	10/19/2015	Stewart Oldfield
The George Lindemann Family Limited Partnership	ETE Brokerage- Series 2	New Product - Existing Client	12/31/2015	Inactive	0	Q1-2015	105	10/19/2015	Stewart Oldfield