# KPI Report (Client-Level) - 1.CRM: Paul Morris

December 2015



| | | Revenues | | | | | CBV | | | | | | | NNA | | | | | | RoA | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | December 2015 | YTD 2015 | YTD 2014 | Growth YoY | | December 2015 | December 2014 | December 2014 | Growth YoY | | Growth YTD | | December 2015 | YTD 2015 | YTD 2014 | Growth YoY | | NNA as % of CBV | YTD 2015 | YTD 2014 | Change |
| | | TUSD | TUSD | TUSD | TUSD | % | TUSD | TUSD | TUSD | TUSD | % | TUSD | % | TUSD | TUSD | TUSD | TUSD | % | % | bps | bps | bps |
| **Paul Morris** | | **196** | **1,362** | **972** | **390** | **40%** | **508,716** | **344,566** | **344,566** | **164,150** | **48%** | **164,150** | **48%** | **72,618** | **77,884** | **122,467** | **(44,583)** | **(36%)** | **15%** | **39** | **36** | **4** |
| [redacted] | **SOUTHERN FINANCIAL** | **97** | **1,012** | **780** | **232** | **30%** | **313,341** | **330,514** | **330,514** | **(17,173)** | **(5%)** | **(17,173)** | **(5%)** | **38,532** | **(16,248)** | **123,803** | **(140,052)** | **(113%)** | **(5%)** | **33** | **31** | **3** |
| | INDYKE PLLC | | | | | | | | | | | | | | | | | | | | | |
| | GRATITUDE AMERICA | 8 | 20 | 0 | 20 | | 10,006 | 0 | 0 | 10,006 | | 10,006 | | 2 | 10,006 | 0 | 10,006 | | 100% | 81 | | |
| | HBRK ASSOCIATES INC | 0 | 1 | 1 | 0 | 23.501557% | 40 | 14 | 14 | 27 | 193% | 27 | 193% | (55) | 27 | (118) | 145 | 123% | 66% | 96 | 87 | 9 |
| | HYPERION AIR INC | 0 | 0 | 1 | (1) | (100.0%) | 0 | 0 | 0 | 0 | | 0 | | 0 | 0 | (408) | 408 | 100% | | | 85 | |
| | HYPERION AIR LLC | 0 | 1 | 1 | 1 | 68.508641% | 118 | 42 | 42 | 77 | 183% | 77 | 183% | (46) | 77 | (59) | 135 | 231% | 65% | 96 | 85 | 12 |
| | J. EPSTEIN VIRGIN ISLANDS FOUNDATION, IN | 0 | 2 | 4 | (2) | (55.87653%) | 1,439 | 1,838 | 1,838 | (399) | (22%) | (399) | (22%) | (197) | (361) | 1,966 | (2,328) | (118%) | (25%) | 10 | 15 | (6) |
| | JEEPERS INC | 0 | 0 | 45 | (45) | (100.0%) | 1,742 | 26,233 | 26,233 | (24,491) | (93%) | (24,491) | (93%) | 7 | (24,393) | (19,357) | (5,035) | (26%) | (1,400%) | 0 | 15 | (15) |
| | JEFFREY EPSTEIN | 3 | 21 | 21 | 0 | 0.525567% | 4,977 | 1,884 | 1,884 | 3,092 | 164% | 3,092 | 164% | 2,412 | 3,109 | (245) | 3,355 | 1,368% | 62% | 85 | 74 | 11 |
| | JEGE INC | 0 | 1 | 2 | (1) | (43.822156%) | 60 | 19 | 19 | 41 | 218% | 41 | 218% | (42) | 41 | (283) | 324 | 115% | 69% | 98 | 89 | 9 |
| | JEGE LLC | 0 | 2 | 2 | 0 | 8.454763% | 341 | 174 | 174 | 168 | 97% | 168 | 97% | (78) | 168 | (167) | 335 | 201% | 49% | 99 | 88 | 11 |
| | [redacted] | 0 | 0 | 0 | 0 | 673.758759% | 8 | 4 | 4 | 4 | 112% | 4 | 112% | 0 | 4 | 4 | 0 | 12% | 53% | 80 | 62 | 19 |
| | JSC INTERIORS LLC | 0 | 0 | 0 | 0 | 1.7113454E +03% | 24 | 17 | 17 | 7 | 39% | 7 | 39% | (7) | 7 | 17 | (11) | (61%) | 28% | 95 | 92 | 3 |
| | LSJE, LLC | 0 | 2 | 0 | 2 | | 200 | 0 | 0 | 200 | | 200 | | (75) | 200 | 0 | 200 | | 100% | 93 | | |
| | MORT, INC | 0 | 0 | 0 | 0 | | 0 | 0 | 0 | 0 | | 0 | | 0 | 0 | 0 | 0 | | 100% | 461,930 | | |
| | NEPTUNE LLC | 0 | 2 | 0 | 1 | 272.1512796% | 120 | 40 | 40 | 80 | 200% | 80 | 200% | (28) | 80 | (67) | 147 | 220% | 67% | 96 | 89 | 8 |
| | NES LLC | 0 | 3 | 2 | 1 | 61.4411054% | 191 | 76 | 76 | 115 | 151% | 115 | 151% | (91) | 115 | 50 | 65 | 130% | 60% | 93 | 87 | 6 |
| | NEW YORK STRATEGY GROUP LLC | 0 | 0 | 0 | 0 | (89.3653713%) | 6 | 6 | 6 | 0 | (1%) | 0 | (1%) | 0 | 0 | (160) | 160 | 100% | (1%) | 71 | 70 | 1 |
| | PLAN D LLC | 0 | 0 | 0 | 0 | (2.6647053%) | 10 | 10 | 10 | 0 | (3%) | 0 | (3%) | 0 | 0 | 0 | 0 | 0% | (3%) | 89 | 89 | 0 |
| | SOUTHERN FINANCIAL LLC | 1 | 185 | 135 | 51 | 37.7825147% | 111,821 | 141,130 | 141,130 | (29,309) | (21%) | (29,309) | (21%) | 98 | (27,104) | 49,276 | (76,380) | (155%) | (24%) | 14 | 12 | 2 |
| | SOUTHERN TRUST COMPANY INC. | 84 | 762 | 535 | 227 | 42.4583346% | 118,338 | 96,081 | 96,081 | 22,257 | 23% | 22,257 | 23% | 36,661 | 22,028 | 53,501 | (31,472) | (59%) | 19% | 86 | 76 | 11 |
| | THE 2007 JEFFREY E. EPSTEIN INSURANCE TR | 0 | 0 | 0 | 0 | (87.420963%) | 0 | 0 | 0 | 0 | 8% | 0 | 8% | 0 | 0 | 0 | 0 | 0% | 7% | 50 | 90 | (40) |
| | THE HAZE TRUST | 0 | 5 | 28 | (23) | (83.5048151%) | 63,643 | 62,303 | 62,303 | 1,340 | 2% | 1,340 | 2% | 54 | 136 | 39,307 | (39,171) | (100%) | 0% | 1 | 9 | (8) |
| | ZORRO DEVELOPMENT CORP. | 0 | 2 | 1 | 1 | 209.8059573% | 238 | 65 | 65 | 173 | 265% | 173 | 265% | (24) | 173 | 65 | 108 | 165% | 73% | 96 | 90 | 6 |
| | **TFMG LLC, US** | **0** | **7** | **1** | **6** | **570%** | **0** | **0** | **0** | **0** | | **0** | | **0** | **0** | **0** | **0** | | | | | |
| | Tfmg LLCUS | 0 | 7 | 1 | 6 | 569.6417768% | 0 | 0 | 0 | 0 | | 0 | | 0 | 0 | 0 | 0 | | | | | |
| | **THE NATIONAL ORGANI** | **47** | **129** | **0** | **129** | | **65,578** | **0** | **0** | **65,578** | | **65,578** | | **4,833** | **7,054** | **0** | **7,054** | | **11%** | **258** | | |
| | THE NATIONAL ORGANIZATION OF THE NEW APO | 47 | 129 | 0 | 129 | | 65,578 | 0 | 0 | 65,578 | | 65,578 | | 4,833 | 7,054 | 0 | 7,054 | | 11% | 258 | | |



CONFIDENTIAL – PURSUANT TO FED. R. CRIM. P. 6(e)
CONFIDENTIAL

DB-SDNY-0119950
SDNY_GM_00266134
EFTA01459504