

---

**From:** Melinda Roy [REDACTED]  
**Sent:** 2/8/2016 11:13:27 AM  
**To:** Paul Morris [REDACTED]; Stewart Oldfield [REDACTED]  
**Subject:** RE: Updated Pipeline [C]  
**Attachments:** Pipeline 2.8.2016.xlsx

Classification: Confidential

Updated - please see attached

-----Original Message-----

**From:** Paul Morris  
**Sent:** Monday, February 08, 2016 9:41 AM  
**To:** Melinda Roy; Stewart Oldfield  
**Subject:** RE: Updated Pipeline [C]

Classification: Confidential

Melinda, I don't see the General Atlantic credit facility in here? Should be \$150 million at 2.0 run rate interest and 25 bps upfront fees, put in 75% category so shows up on first page. thanks

Paul Morris  
Managing Director  
Deutsche Bank Private Bank  
Office: 212-454-0701  
Cell: 917-971-2507

-----Original Message-----

**From:** Melinda Roy  
**Sent:** Thursday, February 04, 2016 9:27 AM  
**To:** Paul Morris; Stewart Oldfield  
**Subject:** Updated Pipeline [C]

Classification: Confidential

If we just wanted to keep the customer/relationship on the list to remember them, I put "Introduction" in the Opportunity name with a probability of 0%.

Pending items:

Heptagon Capital - submitted for conversion to a customer, then I will add the derivative opportunity  
Latona Advisors - can't find them online to submit as a lead..need the state where they are based. Did I misspell their name?

Let me know if there are other items to add, delete, or update. Thanks!

-----Original Message-----

**From:** Paul Morris  
**Sent:** Thursday, February 04, 2016 7:56 AM  
**To:** Melinda Roy  
**Cc:** Stewart Oldfield  
**Subject:** Can you send over the updated pipeline, Thx