



Weekly Business Updates – Pipeline Deals

Sept 16th 2013

KCC US & WIC

KCP LATAM & WIC

Transaction Highlights / Clients

Client: Epstein/Southern Financial [TDS]
Opportunity: \$150mm AUM, immediate; cross-asset trading and investment relationship; >1Bn NW; Referrals
Revenue: >~\$1mm p.a | **Probability:** In process
RM: Morris (PB)

Client: Lorem Ipsum (referred to PCS)
Opportunity: Equity Trading
Revenue: >~\$100k p.a
Probability: In process
RM: Smith referred to McDunough (PCS)

Client: Grassie Dynasty Trust, LLC (employee)
Opportunity: \$20mm AuM trust; cross-asset trading and inv relationship (FX & equity index OTC deriv)
Revenue: > ~\$100k p.a
Probability: In process
RM: Loudenslager (PB); Note: Dario has specifically requested this to be KCP

Client: Wasserman (140-154 W. 72nd) [JC]
Opportunity: 30mm Fwd starting Swap 5-9y
Revenue: \$1-200K (range) | **Probability:** 70%

Client: Steve Schott (Award Homes)
Opportunity: 66mm Fwd starting Swap 5-10y
Revenue: \$200K to 400K (range) | **Probability:** 50%

Client: Amidi
Opportunity: 63mm Fwd starting Swap 5 yr tenor
Revenue: \$200K to 300K (range) | **Probability:** 50%

Client: Tayebi Brothers (MST and UNITY Trust)
Opportunity: \$2mm S&P Twin-Win
Revenue: \$30K | **Probability:** 60%

LATAM Client update from Brazil trip [LC]

- Oris Group: Portfolio divided 3 pillars ~100mm (Equity exposure, direct RE inv)
- Natura Family Office > small fund interested in Autobahn platform
- Trifuno Family Office > have a/c in mcg, interested in Ritz but sophistication issue
- Pragma > 13 family clients min \$200m, offer asset allocation (main AuM) and separately managed a/c (dbSelect, RE)
- Berkana Patrimonios (ironhouse) > purely institutional, very professional(Autobahn, specific trade ideas, GM research)
- Anima Family Office > Met with son, Inv portfolio with multiple stakes (energy, RE, utilities) / Intro to Eq analysts (send Ritz)
- Rosa Family Office > semi sophisticated ,diversify ccy and market exposure (CLN, Euro financials, Gold note)
- Carolina (mcg client) > Wealthy and looming liquidity event (prepare full portfolio proposal)
- Teuto Pharmaceutical > NW~\$1bn, add banker at next liq event (send Ritz), interested in research and airplane loan (52m, 8y)
- Wilson Delara > Finance 3G holdings, 80m 2.5y financing facility quote (send Ritz)

Client: Ellison Banker: Daulton [B.JH]
Transaction :10b5-1
Revenue : 50k to 100k | **Probability:** 75% | 2013

Client: Duker Banker : Barry Morris
Transaction: 30mm self directed trading acct
Revenue: 100k annual flow | **Probability:** 70% | 2013

Client: Jennison Associates [CQ]
Opportunity: \$70mm 3-Month STEP CD
Revenue: \$21K (\$84k /yr if rolled) | **Probability:** 80%

Pipeline Deals