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**From:** Caroline Kitidis [REDACTED]  
**Sent:** 9/17/2013 6:25:19 PM  
**To:** Haig Ariyan [REDACTED]  
**CC:** Chip Packard [REDACTED] Dario Schiraldi [REDACTED]  
**Subject:** Re: a few things - Weekly pipeline, focuses and quick update [I]  
**Attachments:** pic07723.gif; pic28459.gif; pic27985.gif; pic26208.gif

Classification: For internal use only

Jay-bee deal closed, hedge not yet in place (spent time w/ DM and head of commodities today). Rev recognition in process, confirming #s, likely upfront RC and then accrual on the financing balance each quarter. Important point here - this was done w/ James Landers working w/ Commodities desk and CB&, we were brought in on onset and then at end, but important that going forward we direct to work through KCP from start to finish so that we make sure no holes in structure, correct suitability, and importantly can deal with revenues upfront vs. chasing them up which we are doing now. This will be part of the dialogues about structure and process we will have with roll-out but so you are aware.

Spitfire - Placed \$31mm with 5 PCS accounts, 2 accounts specifically we need to confirm one change, but the \$31mm has been placed/accounted for. So once we confirm these 2 accounts we can close the deal - ETA: by weeks end.

Hope Singapore is going well.!

Kind regards,  
Caroline

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(Embedded image moved to file: pic07723.gif)

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**From:** [REDACTED]

**To:** [REDACTED]

**Date:** 09/16/2013 08:07 PM

**Subject:** Re: a few things - Weekly pipeline, focuses and quick update [I]

Caroline,

Thank you. Would definitely like to see this on a weekly basis.

Could you please get me an update/status on the Spitfire and the Jay-Bee deals. CAs are telling me that the trades are circled, but I would appreciate