
From: Dario Schiraldi [REDACTED]
Sent: 9/17/2013 6:30:40 PM
To: Caroline Kitidis [REDACTED]; Haig Ariyan [REDACTED]
CC: Chip Packard [REDACTED]
Subject: Re: a few things - Weekly pipeline, focuses and quick update [I]

Classification: For internal use only

Great - tx for the update!

On RCs - if u get stuck liaise with James Relph.

D

Dario Schiraldi
Managing Director
Deutsche Asset & Wealth Management
Direct : [REDACTED]
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From: Caroline Kitidis
To: Haig Ariyan
Cc: Chip Packard; Dario Schiraldi
Sent: Wed Sep 18 00:25:19 2013
Subject: Re: a few things - Weekly pipeline, focuses and quick update [I]

- 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.

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- 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.

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- Hope Singapore is going well.!

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Kind regards,
Caroline



Caroline V. Kitidis
Managing Director | Head of Key Client Partners - Americas

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