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**From:** Caroline Kitidis [REDACTED]  
**Sent:** 10/17/2013 5:12:39 PM  
**To:** Chip Packard [REDACTED]  
**CC:** Haig Ariyan [REDACTED]  
**Subject:** Re: Fw: KCP Trade Ideas [I]  
**Attachments:** pic32285.gif; pic10435.gif; pic24339.gif; pic29962.gif; pic13665.gif; pic09944.gif; pic20338.gif; pic24913.gif; pic16541.gif

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I am speaking w/ Josh on this - to better coordinate and leverage resources/ideas.

But in general so you are aware, there is a bit of a disconnect that we should try to rectify over time. I am seeing a few issues / crossing of wires:

1. For KCP - we have clients who want capital markets business, therefore the flow and structured transactions are important - a good example of this is Paul Morris/Epstein. This may not be as relevant today for PCS, but I believe we will have this offering for KCP clients (we definitely see this in EMEA and Asia understanding that the PWM business is different there)
2. Global KCP is focused on capital markets and idea generation - Vinit has been tasked with focusing on this with the regions, so there is product and ideas focus from this end as well.
3. Yves team has to be ready and able to have the content and capabilities to do this, not sure they are at this point yet...

Kind regards,

Caroline Kitidis

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**From:** Chip Packard/db/dbcom  
**To:** Caroline Kitidis/db/dbcom@DBAMERICAS,  
**Cc:** Haig Ariyan/db/dbcom@DBAmericas  
**Date:** 10/17/2013 02:13 PM  
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Agree. Let's share with Yves and Josh to see what they can provide. They