

# Weekly Business Updates

## Transactions Closed, Pipeline Deals & Client Updates



Key Client Partners  
Americas

Nov 29<sup>th</sup> 2013

### KCP US & WIC

### KCP LATAM & WIC

Revenue \$(000)k

KCP - YTD: MTD: WIC - YTD: MTD:

KCP - YTD: 266 MTD: 0 WIC - YTD: 2,000 MTD: 128

### Macro Themes & Trade Ideas

**Bullish US Equities:** S&P 1800+ 1Q14 "Mega-Tech" - **Bearish on Interest Rates Long Term:** expectations of rising rates pushed out - **Chinese economic re-acceleration** on the back of 3<sup>rd</sup> Plenum Reforms - **European Recovery:** slow but +ve GDP growth - **Abenomics:** to drive Japanese economic growth and further equity appreciation - **Inflation:** GIC view increase CPI in 2014 - **Municipal Bonds** (dislocated v UST) - **Oil spikes:** Efficient structure to monetize oil spikes - **RREEF:** Price upside due to low supply

### Client Prospects & New Approved Accounts

Client	KCP-A Sales	RM (Office)
▪ Sage Capital	▪ David Mann	▪ Michael David (NY PCS)
▪ NB Zoullas Sec	▪ David Mann	▪ Drew Hearon (NY PCS)
▪ Florida Crystals	▪ Thomas OR	▪ Bryan Stepanian (GWH PCS)
▪ MDCA	▪ Thomas OR	▪ Neal Fiore (NY PCS)
▪ Price Family	▪ Thomas OR	▪ Carolin Botzenhard (LA PB)
▪ Voltaire Capital	▪ Thomas OR	▪ Mark Gonzalez (NY PB)

Client	Sales	RM
▪ 16 Current KCP relationships	▪	▪
▪ 12 KCP Forms signed	▪	▪
▪ 9 KCP Accounts open	▪	▪
▪	▪	▪
▪	▪	▪
▪	▪	▪

### Material Deals in the Pipeline

Desk	Deal	Product	Client	% / \$(000)k	Economics	↕
KCP-US DM	<ul style="list-style-type: none"> <li>▪ 131 s.Dearborn</li> <li>▪ Spitfire 2.0</li> <li>▪ Gold Trade Finance</li> <li>▪ Airfee CLO</li> </ul>	<ul style="list-style-type: none"> <li>▪ Real Estate</li> <li>▪ Private Markets</li> <li>▪ Private Markets</li> <li>▪ Private Markets</li> </ul>	<ul style="list-style-type: none"> <li>▪ Various</li> <li>▪ Jaws, Bill Forest</li> </ul>	<ul style="list-style-type: none"> <li>▪ 40%</li> <li>▪ 95%   1,500</li> </ul>	<ul style="list-style-type: none"> <li>▪ Preferred Equity class A+ tower</li> <li>▪ \$15m, 1% fee</li> <li>▪ 4.5-45m gold deliver</li> <li>▪ \$38m size</li> </ul>	↑
KCP-US TOR	<ul style="list-style-type: none"> <li>▪ MDCA Stock Loan</li> <li>▪ Somerston TRS</li> <li>▪ Yacht Loan</li> </ul>	<ul style="list-style-type: none"> <li>▪ Private Markets</li> <li>▪ Capital Markets</li> <li>▪ St Fin. &amp; Lending</li> </ul>	<ul style="list-style-type: none"> <li>▪ Miles Nadal</li> <li>▪ Somerston</li> <li>▪ C. Gallagher</li> </ul>	<ul style="list-style-type: none"> <li>▪ 60%   650</li> <li>▪ 70%   1,000</li> <li>▪ 70%   4,000</li> </ul>	<ul style="list-style-type: none"> <li>▪ \$45m loan v \$150m stock</li> <li>▪ Muni TRS \$14-60m in size</li> <li>▪ \$63m loan 15%, 4% fee</li> </ul>	↑↔↑
KCP-US TDS	<ul style="list-style-type: none"> <li>▪ Rates, Fx, Comm</li> <li>▪ 6200 Hollywood</li> <li>▪ Equity co-invest</li> </ul>	<ul style="list-style-type: none"> <li>▪ Capital Markets</li> <li>▪ Real Estate</li> <li>▪ Private Markets</li> </ul>	<ul style="list-style-type: none"> <li>▪ Epstein</li> <li>▪ Stillwater</li> <li>▪ Endicott</li> </ul>	<ul style="list-style-type: none"> <li>▪ 50%   75-100</li> <li>▪ 95%   25</li> <li>▪ 5%   2,000</li> </ul>	<ul style="list-style-type: none"> <li>▪ ISDA signed, ready to trade</li> <li>▪ \$5m investment</li> </ul>	↑

Deutsche Asset  
& Wealth Management

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