

Weekly Business Updates

Transactions Closed, Pipeline Deals & Client Updates



Key Client Partners
Americas

Nov 29th 2013

KCP Americas

**Material Deals
in the Pipeline**

| Desk | Deal | Product | Client | % / \$(000)k | Economics / Orders | ↕↔ |
|-------------------|---|---|--|--|--|--|
| KCP-LATAM | <ul style="list-style-type: none"> RE portfolio financing Equity Swap Iron Ore CLN European Property | <ul style="list-style-type: none"> Real Estate Capital Markets Private Markets Private Markets Real Estate | <ul style="list-style-type: none"> Luksic Family Leo Kryss Belford, Optimist Belford, Fund P A.G., RMA Engh | <ul style="list-style-type: none"> 60% 80 90% 100 80% 100 | <ul style="list-style-type: none"> Euro \$60MM loan on \$226MM portfolio \$20MM notional on Bovespa \$2.5-5MM firm orders CLN on Petrobras linked w/ Inflation \$20MM luxury & 100MM commercial | <ul style="list-style-type: none"> ↑ ↑ |
| WIC-US JC / VS | <ul style="list-style-type: none"> 5-9y Fwd Swap Structured Notes | <ul style="list-style-type: none"> Capital Markets Capital Markets | <ul style="list-style-type: none"> Wasserman P&K Kuehner | <ul style="list-style-type: none"> 75% 150 75% 150 | <ul style="list-style-type: none"> \$30m notional Monthly flow structured notes & OTC | <ul style="list-style-type: none"> ↔ ↑ |
| WIC-US BH / CQ | <ul style="list-style-type: none"> Restricted Stock Sale \$10m account | <ul style="list-style-type: none"> Capital Markets Capital Markets | <ul style="list-style-type: none"> Samson Capital Bilgili | <ul style="list-style-type: none"> 80% 75 80% 50 | <ul style="list-style-type: none"> 30 to 60 days 60 to 90 days – lending related | <ul style="list-style-type: none"> ↑ |
| WIC-US JS / DS | <ul style="list-style-type: none"> Equity | <ul style="list-style-type: none"> Capital Markets | <ul style="list-style-type: none"> Hamlin Capital | <ul style="list-style-type: none"> | <ul style="list-style-type: none"> | <ul style="list-style-type: none"> ↔ |
| WIC-LATAM | <ul style="list-style-type: none"> Funds | <ul style="list-style-type: none"> Alts | <ul style="list-style-type: none"> | <ul style="list-style-type: none"> 100% | <ul style="list-style-type: none"> \$2.5m mut funds & offshore ETFs | <ul style="list-style-type: none"> ↑ |

**Transaction
Highlights &
Material
Clients**

| Desk | Deal | Product | Client | % / \$(000)k | Economics | ↕↔ |
|-----------|---|---|--|--|---|---|
| KCP-US | <ul style="list-style-type: none"> Airlee CLO PriceSmart Block Sale | <ul style="list-style-type: none"> Private Markets Private Markets | <ul style="list-style-type: none"> Jaws, Bill F Price Family | <ul style="list-style-type: none"> 1,500 445 | <ul style="list-style-type: none"> \$38m size 400k stock sale (PSMT) | <ul style="list-style-type: none"> ↑ |
| KCP-LATAM | | | | | | |
| WIC-US | <ul style="list-style-type: none"> Preferred stock sale Air Lease 2 x MLP Oxford Lane Capital | <ul style="list-style-type: none"> Fannie & FM stock ICIs Syndicate Syndicate | <ul style="list-style-type: none"> Millstein Housing Various Various Various | <ul style="list-style-type: none"> 184 243 344 123 | <ul style="list-style-type: none"> Sold 4.5MM shares 415k allocations on ICIs 515k 50k extra shares moved 227k Preferred, paid .54 per bond | <ul style="list-style-type: none"> ↑ |
| WIC-LATAM | | | | | | |

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