
From: Caroline Kitidis [REDACTED]
Sent: 12/2/2013 8:24:52 AM
To: Haig Ariyan [REDACTED] Chip Packard [REDACTED]
Subject: Weekly update KCP + WIC Americas (includes past 2 weeks given US holiday) [I]
Attachments: KCP Americas Pipeline Weekly Review - 12.2.13.pdf; Private Markets Framework 29Nov13.pdf; pic11960.gif; pic17945.gif

Classification: For internal use only

Business Planning 2014

-This is ongoing, KCP US & Latam will be re-worked post TG holiday w/ FY forecast and adj for incremental Business now that new KCP is transacting.

Upcoming

- Working on branded monthly KCP pieces - To prepare StreetView and Investment Deck for next call (Week 2 Dec)
- Schedule road-show with offices - Calendar to be drafted (Week 1 Dec)
- WIC rebranding and roll-out, would like to do this when we have finalized PC piece so we can do it all together. (Week 1/2 Dec)

- Finalize Headcount & hiring plan for 1Q14

Current Transactions:

- KCP US: Yacht Loan: \$63MM, 4% fee, verbal confirmation of transaction, termsheet sent, in process. (client: Charlie Gallagher)
- KCP US: MDCA Stock Loan: \$35MM on \$150MM, in process. (client: Miles Nadal)
- KCP LatAm: Zero-coupon CLN \$5MM on 10 Corporates, traded. Working on leveraging this with other clients.

Other:

- KCP US Launch Call: 200+ participants across 17 offices

- KCP Revs Agreed upon (Nov-13): Jay Bee \$2.2M, Crestline \$500k, BPG \$266K, G&K \$100k, Boyd Watterson (GTB referral)

Weekly Pipeline Business Report: Includes some of these transactions, current transaction pipeline, client meetings, new accounts

(See attached file: KCP Americas Pipeline Weekly Review - 12.2.13.pdf)

Private Markets Update:

- Tarun Nagpal provided PM updated framework on today's KCP call.
(See attached file: Private Markets Framework 29Nov13.pdf)

Last Week's Highlights - Transactions printed

Key Client Partners