

Weekly Business Updates

Transactions Closed, Pipeline Deals & Client Updates



Key Client Partners
Americas

Nov 29th 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 3rd 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)	Client	Sales	RM
▪ Sage Capital	▪ David Mann	▪ Michael David (NY PCS)	▪ 16 Current KCP relationships	▪	▪
▪ NB Zoullas Sec	▪ David Mann	▪ Drew Hearon (NY PCS)	▪ 12 KCP Forms signed	▪	▪
▪ Florida Crystals	▪ Thomas OR	▪ Bryan Stepanian (GWH PCS)	▪ 9 KCP Accounts open	▪	▪
▪ MDCA	▪ Thomas OR	▪ Neal Fiore (NY PCS)	▪	▪	▪
▪ Price Family	▪ Thomas OR	▪ Carolin Botzenhard (LA PB)	▪	▪	▪
▪ Voltaire Capital	▪ Thomas OR	▪ Mark Gonzalez (NY PB)	▪	▪	▪

Material Deals in the Pipeline

Desk	Deal	Product	Client	% / \$(000)k	Economics	↑↔
KCP-US DM	▪ 131 s.Dearborn ▪ Spitfire 2.0 ▪ Gold Trade Finance ▪ Airlee CLO	▪ Real Estate ▪ Private Markets ▪ Private Markets ▪ Private Markets	▪ Various ▪ Jaws, Bill Forest	▪ ▪ 40% ▪ 95% 1,500	▪ Preferred Equity class A+ tower ▪ \$15m, 1% fee ▪ 4.5-45m gold deliver ▪ \$38m size	▪ ↑
KCP-US TOR	▪ MDCA Stock Loan ▪ Somerston TRS ▪ Yacht Loan	▪ Private Markets ▪ Capital Markets ▪ St Fin. & Lending	▪ Miles Nadal ▪ Somerston ▪ C. Gallagher	▪ 60% 650 ▪ 70% 1,000 ▪ 70% 4,000	▪ \$45m loan v \$150m stock ▪ Muni TRS \$14-60m in size ▪ \$63m loan 15%, 4% fee	▪ ↑ ▪ ↔ ▪ ↑
KCP-US TDS	▪ Rates, Fx, Comm ▪ 6200 Hollywood ▪ Equity co-invest	▪ Capital Markets ▪ Real Estate ▪ Private Markets	▪ Epstein ▪ Stillwater ▪ Endicott	▪ 50% 75-100 ▪ 95% 25 ▪ 5% 2,000	▪ ISDA signed, ready to trade ▪ \$5m investment ▪	▪ ↑

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