

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 IOIs 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 IOIs 515k 50k extra shares moved 227k Preferred, paid .54 per bond 	<ul style="list-style-type: none"> ↑
	WIC-LATAM						

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