

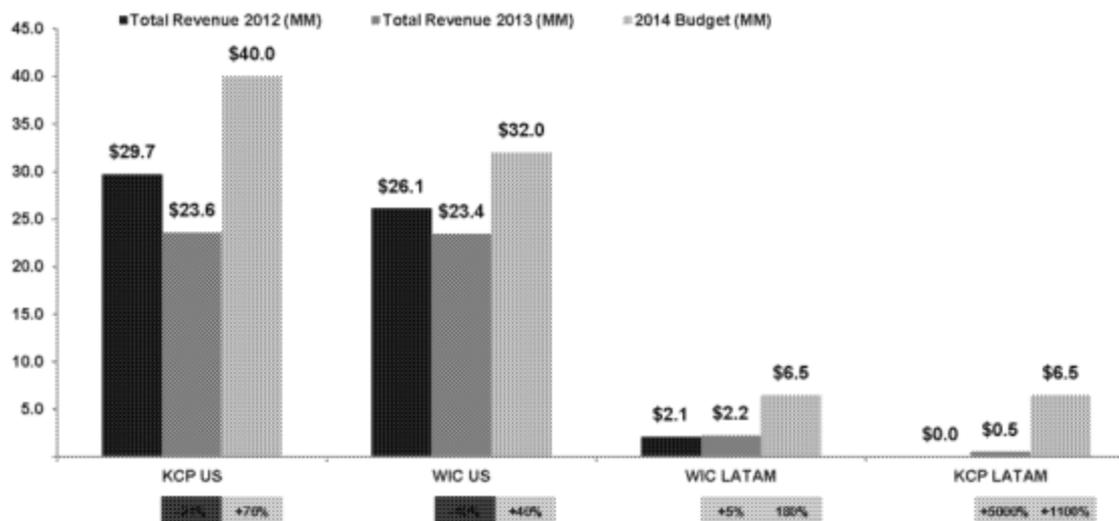


Key Client Partners (KCP) – Americas

2013 Business Review

KCP Americas Gross Revenue 2013 YTD: \$49.7MM (-14% Y/Y)

KCP Americas	Total Revenue 2012 \$(MM)	Total Revenue 2013 \$(MM)	No of relationships contributing to revenues	Target Budget 2014 \$(MM)
KCP US	29.7	23.6	82	40.0
WIC US	26.1	23.4	378	32.0
WIC LATAM	2.1	2.2	280	6.5
KCP LATAM	0.0	0.5	6	6.5
Total Revenue	57.9	49.7	746	85.0



KCP US 2013	Total \$(MM)	KCP LATAM 2013	Total \$(MM)
1Q	2.6	1Q	0.0
2Q	5.7	2Q	0.0
3Q	6.8	3Q	0.2
4Q	8.5	4Q	0.3
Total Revenue	23.6	Total Revenue	0.5

WIC US 2013	Total \$(MM)	WIC LATAM 2013	Total \$(MM)
1Q	6.6	1Q	0.6
2Q	5.7	2Q	0.6
3Q	4.4	3Q	0.5
4Q	6.7	4Q	0.5
Total Revenue	20.9	Total Revenue	2.2

Top 10 Trades	KCP US	KCP Sales	RM	Location	Net RCs Paid \$(MM)	Trading Area	KCP Product
		Mann	Landers	Houston	2.2	Global Commodities	Structured Financing & Lending
		Mann	Furber	Boston	1.5	Fixed Income & Currencies	Capital Markets
		ORorke	Dhody	Miami	1.4	Alternative Fund Solutions	Private Markets
		Mann	Grous	345P	1.3	Fixed Income & Currencies	Capital Markets
		ORorke	Dhody	Miami	1.1	Fixed Income & Currencies	Private Markets
		Mann	Mandala	Miami	0.7	EM Debt	Capital Markets
		Mann	Botzenhard	Los Angeles	0.6	Fixed Income & Currencies	Capital Markets
		ORorke	Daulton	San Francisco	0.5	EM Debt	Private Markets
		Mann	Bennett	Los Angeles	0.5	Alternative Fund Solutions	Capital Markets
	Mann	Grous	345P	0.4	Fixed Income & Currencies	Capital Markets	
					10.2		