

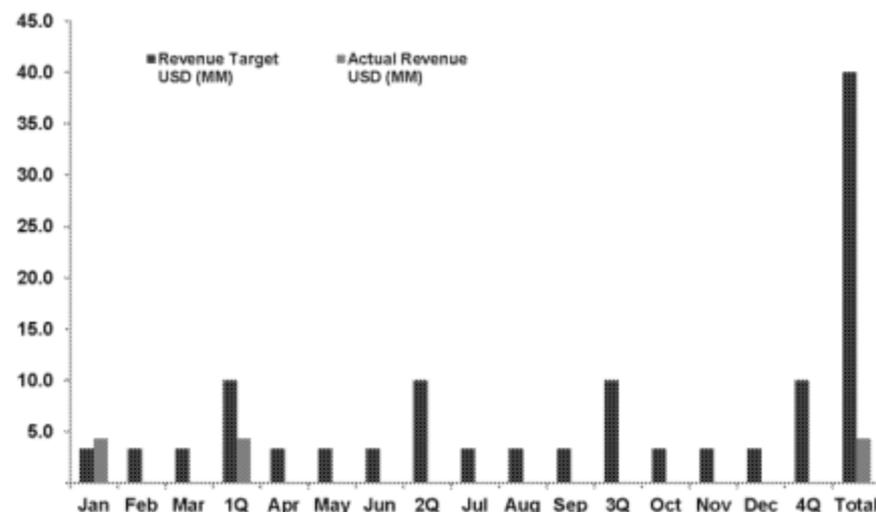


Key Client Partners (KCP) – Americas

2014 Revenue Tracker & Forecast – Summary

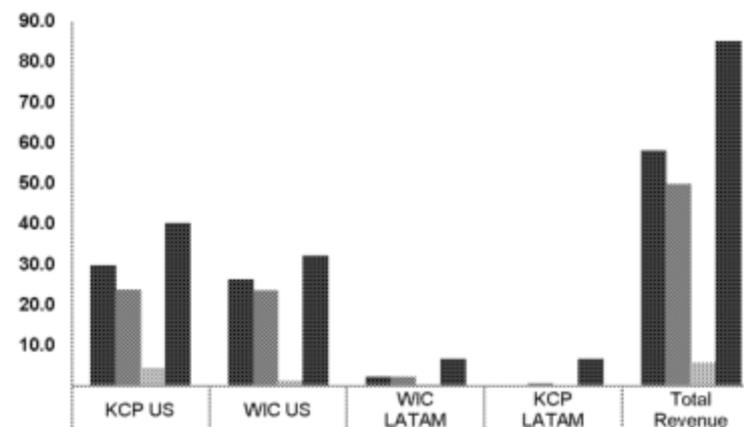
KCP Americas Revenue Tracker 2014: Target \$85MM

KCP Americas	Total Revenue 2012 \$(MM)	Total Revenue 2013 \$(MM)	2014 Revenue YTD \$(MM)	Target Budget 2014 \$(MM)	VaR (%)
KCP US	29.7	23.6	4.3	40.0	
WIC US	26.1	23.4	1.2	32.0	
WIC LATAM	2.1	2.2	0.2	6.5	
KCP LATAM	0.0	0.5	0	6.5	
Total Revenue	57.9	49.7	5.7	85.0	



KCP US (1Q14)	Total Revenue 2014 YTD \$(MM)	2014 Monthly Budget \$(MM)	VaR \$(MM)
Wk1	2.4	0.6	1.8
Wk2	0.4	0.6	(0.2)
Wk3	1.5	0.6	0.9
Wk4		0.6	(0.6)
Total	4.3	2.5	1.9

WIC US (1Q14)	Total Revenue 2014 YTD \$(MM)	2014 Monthly Budget \$(MM)	VaR \$(MM)
Wk1	0.0	0.5	(0.5)
Wk2	0.1	0.5	(0.4)
Wk3	1.1	0.5	0.6
Wk4		0.5	(0.5)
Total	1.2	2.0	(0.8)



	KCP US	WIC US	WIC LATAM	KCP LATAM	Total Revenue
Total Revenue 2012 \$(MM)	29.7	26.1	2.1	0.0	57.9
Total Revenue 2013 \$(MM)	23.6	23.4	2.2	0.5	49.7
2014 Revenue YTD \$(MM)	4.3	1.2	0.2	0	5.7
2014 Budget \$(MM)	40.0	32.0	6.5	6.5	85.0

KCP Americas (1Q14)	KCP-A Sales	RM	Location	Net RCs /GCs \$(MM)	Transaction	Product Bucket
Top Transactions JAN	DM, TOR	Various	Various	0.7	Aviation	Private Markets
	DM	Grous	345P	0.7	Rates	Capital Markets
	TOR	Fagella	Greenwich	1.2	a/c receivable	Structured Fin&Lending
	TOR	Westhoff	Chicago	1.5	TRS	Capital Markets
	JC			0.2	Swap	Capital Markets
	LC			tbd	CDS	Capital Markets
Total				4.1		

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