

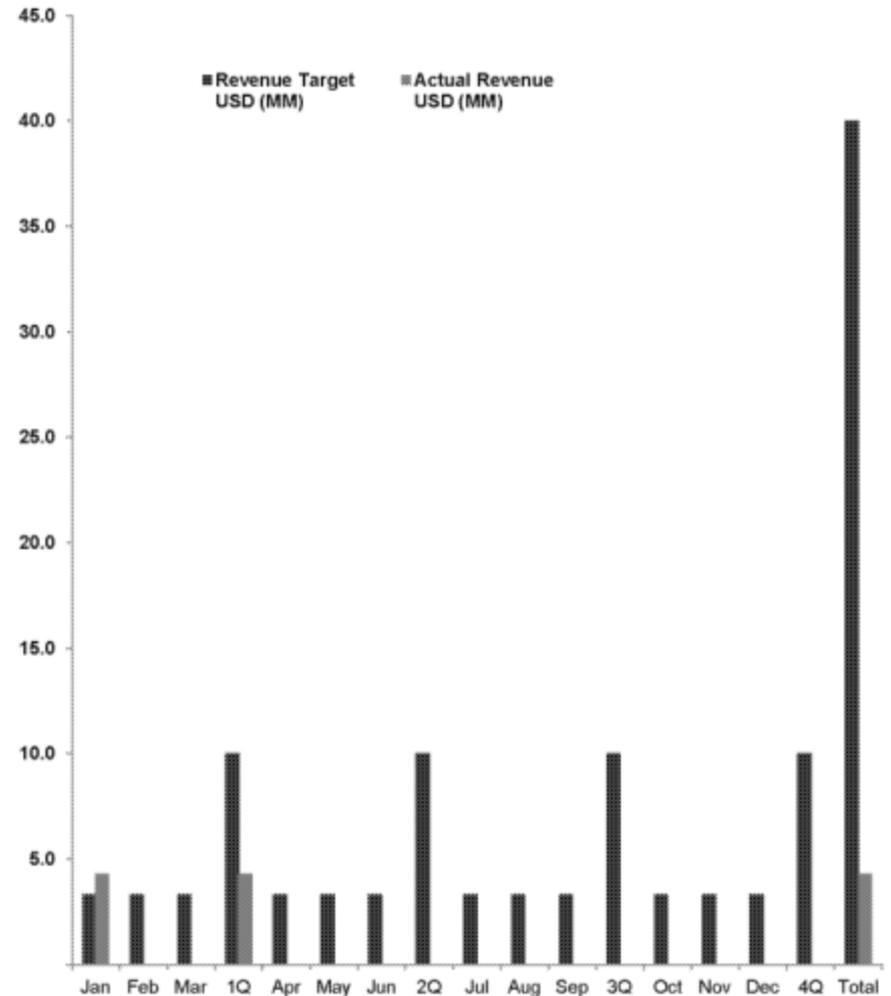


# Key Client Partners (KCP) – Americas

## 2014 Revenue Tracker & Forecast – KCP US

### KCP US Revenue Tracker 2014: Target \$40MM

KCP Americas	Total Revenue 2012 \$(MM)	Total Revenue 2013 \$(MM)	2014 Revenue YTD \$(MM)	Target Budget 2014 \$(MM)
KCP US	29.7	23.6	1.7	40.0
WFC US	26.1	23.4	0	32.0
WFC LATAM	2.1	2.2	0	6.5
KCP LATAM	0.0	0.5	0	6.5
<b>Total Revenue</b>	<b>57.9</b>	<b>49.7</b>	<b>1.7</b>	<b>85.0</b>



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)
<b>Total</b>	<b>4.3</b>	<b>2.5</b>	<b>1.9</b>

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
<b>Total</b>				<b>4.1</b>		