

2014 WIC Client Account Review

Rank	Quantity	Description	% overall accounts
6	18	KCP Candidate	1%
5	417	WIC - consider keeping	30%
4	255	No recent trading activity, follow up RM	18%
3	170	Part of bigger family/relationship/More assets in other BCs/Strategic Client	12%
2	530	Candidate for closure - small account little revenue potential	38%
1	12	Account already closed/in liquidation	1%
Total	1,402		100%

2014 WIC Revenue/ Budget Target

WIC US Desk Budget	2014 FY Plan Euros	2014 FY Plan USD
WIC US	25,000,000	32,000,000

WIC DE Desk Budget (by product)	2014 FY Plan Euros	2014 FY Plan USD	Allocation (%)
Capital Markets	22,000,000	29,810,000	93%
Investment Management	3,000,000	4,065,000	13%
Private Banking	-	-	0%
Structures, Research & Analytics	-	-	0%

WIC US	Team	Total Accounts	% of annual revenue	2013 Revenue	2014 Budget (Lower)	2014 Budget (Fixed)
Syndicate	Josh	244	73%	16,186,718	23,250,765	19,000,000
	Joe/Valie	266	14%	3,089,353	4,437,581	8,000,000
PCS	Brian/Chris	892	13%	3,001,671	4,311,634	5,000,000
	Total	1,402	100%	22,277,742	32,000,000	32,000,000

2014 WIC Support Structure Review

WIC US	Visits	Accounts Opening	Account Open-to-day Coverage	FTE Cost
per day	7	5		
per year	1,764			
Total				

2013 WIC Revenue

WIC US	Chris Skerzner	Joshua Strubhan	Brian J Harrington	Joseph Cottone / Tania Emich	Joseph Cottone	Tara Smith	Grand Total
1Q	790,349	4,291,824	205,238	514,025	401,300	423,258	6,625,994
2Q	206,296	4,281,830	288,019	441,819	233,067	268,052	5,719,102
3Q	345,875	3,232,921	221,776	276,682	152,750	168,902	4,398,907
4Q	402,869	4,380,143	541,260	939,971	129,740	307,941	6,701,924
Total	1,745,379	16,186,718	1,256,292	2,172,496	916,857	1,168,184	23,445,926