

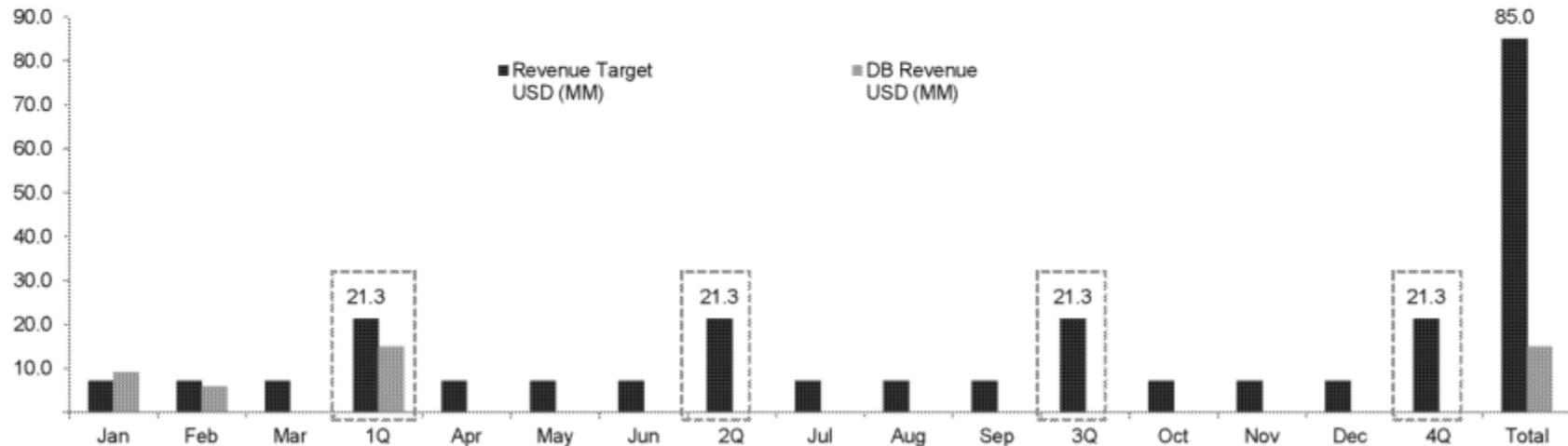
# KCP Weekly Business Review

Revenue-Pipeline deals-Transactions closed-Client updates-Trade ideas



Revenue (\$)MM

Desk	2012	2013	JAN	FEB	2014	Y/Y (%) v 2013 revenue	2014 Target	Y/Y (%) v 2014 budget	Pipeline	NNA*	CBV**	New Client Revenues
KCP U.S.	29.7	23.6	5.9	3.9	9.9	152	40.0	49	13.9	210		5.0
WIC U.S.	26.1	23.4	2.8	1.4	4.2	9	32.0	(21)	0.5			
KCP LATAM	2.1	0.5	0.2	0.2	0.4	365	6.5	(63)	3.5	150		0.5
WIC LATAM	0.0	2.2	0.2	0.3	0.5	35	6.5	(63)	0.2			
<b>Total</b>	<b>57.9</b>	<b>49.7</b>	<b>8.8</b>	<b>5.9</b>	<b>15.0</b>	<b>81</b>	<b>85.0</b>	<b>6</b>	<b>18.1</b>	<b>360</b>		<b>5.5</b>



2014 Budget: Euro 65 million  
 Y/Y based on annualized 2014 revenue  
 Totals may not sum due to rounding (nearest 100k to 1 decimal place)

\*Net New Assets – New funds transferred in / out for both AUM and Lending Volume  
 \*\*Client Business Volume – AUM plus Lending Volume

For internal use only