

Monday, March 24, 2014

KCP Weekly Business Review

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



Product:	Live or Pipeline:	Sponsor/ Contacts:	Dates:	Materials:	Process & Steps:	Management Meetings:	Target Raise/ Fees/Revs:	NPA & DD:	Marketing Plan:
Private Markets:				READY TO SEND DO NOT SEND					
Rated Infrastructure Notes (RIN)	Live	ARA Infrastructure Jorge Rodriguez Jonathan Newman	3/31 close	Teaser NDA Watermarked PPM	QIB Only US Only	PMs are available for meetings	\$75mm target raise	AWM KCP	1. Pre-approve clients 2. Communicate infrastructure offering and investment thesis 3. Articulate CLO Equity warehouse structure 4. Offer calls/meetings with PMs 5. Follow up and document feedback
Maryland Proton Therapy	Live	CB&S Exotic Muni Trading Michael Kuras	TBD	Teaser Post NDA Package	TBD	TBD	\$96.2mm	CB&S	1. Call March 25 th
Bastille	Pipeline	CB&S ECM Jeff Mortara	TBD	Presentation PPM	1. QIBs only 2. Offshore Reg S 3. ECM to send all docs	Upon request	\$25mm target raise	ECC	
Marinas	Pipeline	ECM Chad Cooper	TBD	Presentation	1. QIBs only 2. Offshore Reg S 3. ECM to send all docs	Upon request Perhaps first week of April for large accounts	\$300mm target raise \$50-100mm from KCP 3% net fee = \$1.5-3mm	TBD	1. Please ask all PCS and/or PB CFP's if they have any UHNW (\$100mm +) families that would be interested at the \$50 mm level or above. 2. Any other accounts that would be potentially interested in a minority stake at \$2 mm or more that are FINRA 2111 eligible. We are considering a Reg. D slot for these accounts (144a = QIB) Our next step is to provide management to large accounts for 1:1 meetings to explore interest more deeply. The smaller accounts may participate in a group call. The calls/meetings may occur in the first week or April.
Base Metal & Mining Loans	Pipeline	CB&S Commodity Unwind Chris Zhou	TBD	TBD		n/a	3-4 loans 1st loan: \$75mm 2nd loan: \$25-75mm	TBD	Demand assessment
EcoMotors	Pipeline		TBD	TBD	TBD	TBD	TBD	TBD	TBD
Alternatives:									
SOF III	Live	AFS Private Markets Carlos Munoz-Lucas Billy Obregon Wes Sturdevant	4/30 first document deadline	Sub doc package	1. Pre-approval for Adam Graev for Teaser 3. AIS request 4. Send customized Sub Doc package once AIS is approved	Available to QIBs	\$4.5mm of interest \$20-25mm target 75bps mgmt fee	WM	Create prospect client list Track feedback and interest Closing, Total = \$22.2m (Firm = \$10m + Soft = \$12.2)
RDIF	Live	RREEF Remy Marino	3/31 close	PPM Presentation Teaser		Available	No traction	WM	AFS/GCG Policies
LiquidAlts Omega Seed Capital	Pipeline	AFS Carlo-Edoardo Carlon	TBD	TBD	TBD	TBD	\$25mm		TBD
RetroFit	Pipeline	ARA Todd Henderson	TBD	TBD	1. Pre-approval for Todd Henderson or Teaser 2. Send to agreed KCP list	TBD		5-6 weeks	Waiting on Compliance for final KPRC approval KCP target list (B&C, MN)
Hyperion Homes	Pipeline	Globl Markets GCT Structuring London Liechty	TBD	Non-DB teaser from management	TBD	TBD			MN scheduled meeting with WS LDN

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