Financials

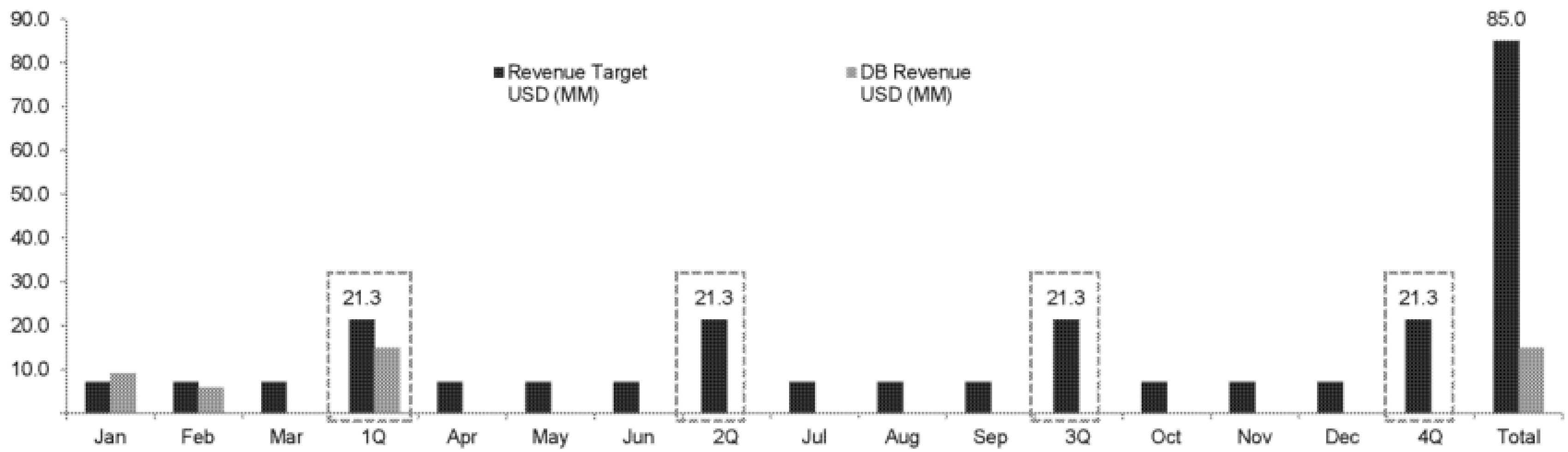
Monday, March 24, 2014

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			
Total	57.9	49.7	8.8	5.9	15.0	81	85.0	6	18.1	360		5.5



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