

KCP Weekly Business Review

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



Client	Trade	Ticket Size	Expected Revenue	Delta	Estimated Annual Revenue	NNA	Relationship Manager	Channel	Office	KCP
KCP US Pipeline										
1 Miles Nadal	MDOA Stock Loan	\$45mm	1,500,000	95%	1,000,000		Miles Nadal	PCS	New York	Thomas O'Rourke
2 GH Palmer Associates	TRS for real estate developer	TBD	5,000,000	75%	TBD		Cheryl Paller	PB	Los Angeles	Tazia Smith
3 JHAC	Project Troop, financing leisure resort	\$20mm	1,000,000	75%	1,000,000		Bill Furber	PCS	Boston	David Mann
4 Olson	CMBS; RB Olson Development (Marriott/Hospitality)	\$20-30mm	500,000	70%	TBD		Elisabeth Schreiber	PCS	Los Angeles	Tazia Smith
5 Jaws, Forest, Toro	Spitfire 3.0	TBD	1,400,000	75%	1,000,000		Various	PCS	NY, MIA	David Mann
6 Angelo Tsakopoulos	\$45mm loan vs \$76mm Water Rights Contract (20yr)	\$45mm loan	500,000	50%	TBD		Ed Lok	PB	San Francisco	Tazia Smith
7 Price Family Office	WWAP dialogue (PSMT) - Block Trade	TBD	300,000	50%	500,000		Carolyn Botzenhard	PB	Los Angeles	David Mann
8 EnTrust	Treasuries on repo and long SPY	\$750mm	2,500,000	50%	1,000,000		Patricia Bennett	PB	Los Angeles	David Mann
9 Wilbur Ross	Puerto Rico 5y TRS	\$100mm	3,000,000	50%	1,000,000		Robert Leidy	PCS	Palm Beach	David Mann
10 Robert Sillerman	FX Management (SFXE)	Ongoing	500,000	25%	500,000		Terri Sohrab	PB	New York	Tazia Smith
11 Veritas (Y-P Au)	PACE financing & Retrofit origination/opportunity	TBD	1,000,000	20%	500,000		Ed Lok	PB	San Francisco	Tazia Smith
12 Mayweather	Aman Hotel Equity (capital raise)	\$50mm	1,000,000	20%	1,000,000		Various	PB/PCS	Various	Bruce McDermott
13 Inland Real Estate	PACE bond program	TBD	TBD	TBD	TBD		Tim Riley	PCS	New York	David Mann
14 Jaws/JHAC	Tobacco bonds	TBD	TBD	TBD	TBD		Various	PCS	Various	David Mann

KCP US deals closed: Trafigura (a/c receivable), Athena (VFN renewal), Gapstow (Pru CLO), Gallagher (Yacht loan), Loeb (Yacht Put)

Product Focus: RfI, SOF III, Maryland Proton Centre, Basille, Project Troop, Mannas International

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KCP LATAM Pipeline										
1 Noble	Fixed Income portfolio	\$10mm	75,000	95%	250,000		Antonio Braun	PWM	Miami	Zagury/Chaves
2 Angelini Family	Structured notes	\$10mm	30,000	90%	250,000		Patricio Leon	PWM	Miami	Zagury/Chaves
3 Siemel Company	Bond portfolio with a cross currency overlay	\$30/50mm	300,000	50%	TBD		Patricio Leon	PWM	Miami	Zagury/Chaves
4 Belford	dbSelect linked note	\$5mm	100,000	30%	500,000		Cristian Gonzalez	PWM	Miami	Zagury/Chaves
5 Fundacion	Structured note switch into dbSelect linked note	\$5mm	100,000	30%	500,000		Cristian Gonzalez	PWM	Miami	Zagury/Chaves
6 ProAltus	CROCI filtered notes	\$10/15mm	200,000	30%	100,000		Mercedes Sampedro	PWM	NY	Zagury/Chaves
7 Bulgheroni Family	Fixed Income portfolio	\$100mm	200,000	20%	TBD		Jan Eddicks	PWM	Hamburg	Zagury/Chaves
8 Stars	US Corporate Loans/CLO/Loan Funds	\$30/50mm	300,000	20%	100,000		Patricio Leon	PWM	Miami	Zagury/Chaves
9 Signature Capital	Leveraged Exposure to Structured Notes	\$10/20mm	100,000	20%	TBD		Antonio Braun	PWM	Miami	Zagury/Chaves
10 Tendencia Asset Management	Equity Swap	\$20mm	75,000	10%	250,000		Joseph Jacinto	PWM	NY	Zagury/Chaves
11 Arizona	Financing of CRE portfolio	\$75mm	2,000,000	10%	500,000		Ana Sosa	PWM	Geneva	Zagury/Chaves

KCP LATAM deals closed: CDS, ETF, MM Fund, Structured Notes, GLD Bullion

Product Focus: SOF III, WAM CLO, Credit Axes, THL CLO

Client	Trade	Ticket Size	Expected Revenue	Delta	Estimated Annual Revenue	NNA	Relationship Manager	Channel	Office	WIC
WIC US Pipeline										
1 Corporate Executive	15k Shares	\$15k					Carlos Arrizurieta	PB	Miami	Joseph Cothron
2 Various	SOF III Feeder Fund	\$4mm		95%						Brian Harrington
3 MS Employee	Stock hedging & monetization	\$50mm				\$20mm	Russell Daulton	PB	San Francisco	Brian Harrington
4 Pearl operations (Golub)	Equity Block Trade (NADL)	\$0.2mm	200,000	10%						Chris Quarataro
5 New client	Fx Long/Short (USDJPY, USDMXN)	\$10mm								Vahe Stepanian
6 Various	SOF III Feeder Fund	\$2-3mm		95%						Joseph Cothron
7 Ferrell Capital	SOF III Feeder Fund	\$5mm	100,000	50%	TBD					Joshua Shoshan
8 New client	Cash & bonds, structured notes					\$34mm	Brian Convey	PB	New York	Chris Quarataro
9 Corporate	Single stock hedging & monetization	\$18-20mm					German Banking Team		New York	Chris Quarataro
10 New client	Estate liquidation, corp, muni, preferreds	\$6mm								Chris Quarataro

WIC US deals closed:

Product Focus:

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