

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:
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## Lodging &amp; Real Estate:

Virgin Miami	Pipeline	CB&S REIB Chad Cooper	TBD				TBD	REIB CFP	Show to two LatAm Clients
Citroen - Lyon, France	Pipeline	AFS/ARA Ronen Ribek	TBD	Teaser				ARA/AFS JV	
Project Aman	Pipeline	AFS Bernard Abdo	30-Apr	Deck Data Room	1. Evaluate capital structure or possible refinance or equity raise 2. Equity intros only	Upon introduction and signed cert doc	\$50mm 3%	n/a intro	Introduction only
Branded Hotel Development	Pipeline		TBD						
Real Estate in Mexico and Caribbean	Pipeline		TBD						
Bacalar Beach, Ambergris Caye Belize	Pipeline	KCP David Mann Pierre Economacos	TBD	DD Items					
Las Olas Tower	Pipeline	AFS Paul A. Milotis Ronen Ribak	TBD	Teaser	Internal teaser for purposes of demand assesment	TBD	\$25-30mm		Demand assesment
Parker Place	Pipeline	AFS Paul A. Milotis Ronen Ribak	TBD	Teaser	Internal teaser for puposes of demand assesment	TBD	\$20-25mm		Demand assesment

## Closed Deals:

Fortress WWT&I Top Up	Live	KCP Bruce McDermott	3/31 close	PPM Consent Letter		Call with management previously held	\$20-50mm target raise 125bps net = 300-600mm \$45mm, gross 2% 50% close 50% May	ECC	1. Contact RMs whose clients participated in first round 2. Gauge interest from existing investors 3. Remaining top-off goes to other Fortress clients 4. If piece remains, can show to new DB investors
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