

Thursday, April 10, 2014

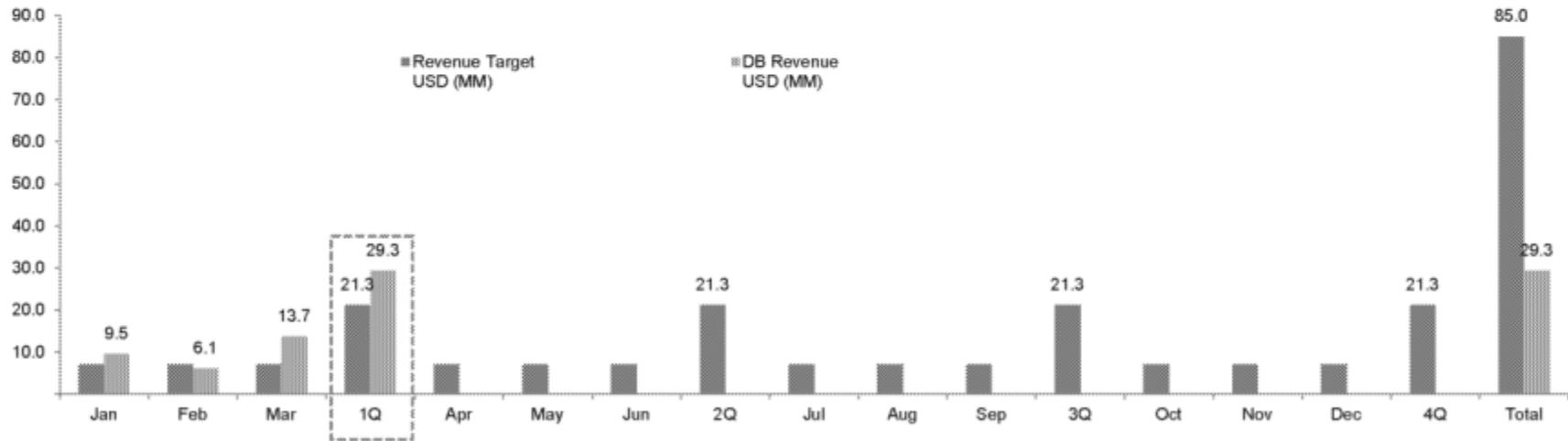
KCP Weekly Business Review

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



Revenue (\$)MM – March flash number

Desk	2012	2013	JAN	FEB	MAR	2014	Y/Y (%) v 2013 revenue	2014 Target	R/R (%) v 2014 budget	Pipeline	NNA*	CBV**	New Client Revenues
KCP U.S.	29.7	23.6	5.9	4.0	11.7	21.7	266	40.0	116	28.0			
WIC U.S.	26.1	23.4	2.8	1.4	1.7	5.9	1	32.0	(26)	0.5			
KCP LATAM	2.1	0.5	0.6	0.5	0.1	1.1	780	6.5	(32)	3.8			
WIC LATAM	0.0	2.2	0.2	0.2	0.1	0.6	27	6.5	(57)	0.2			
Total	57.9	49.7	9.5	6.1	13.6	29.3	136	85.0	38	32.5			



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 Landing Volume

**Client Business Volume – AuM plus Landing Volume

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