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Sent: 4/14/2014 7:33:07 PM
To: Chip Packard [REDACTED] Haig Ariyan [REDACTED]
Subject: Quick business update and pipeline [I]
Attachments: Thur, Apr 10_trim.pdf; pic13131.gif; pic09370.gif

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Haig and Chip,
Quick Biz update - I'll be sending you Q1 detailed update later this week.
Attached is high level revs and current pipeline. Any questions, let me know.
Caroline

Q1 Revenues: \$29.3mm (KCP+WIC Americas), ~\$19mm of Revenues to AWM. *In and accounted for including Gametime*.

We have approx, \$2-3mm unpaid 2013 revenues to continue to follow up with. Nothing unpaid for 2014 transactions at this point. We have approx \$1-2mm of ongoing transactions/ accruals which will come in over course of 2014. The business has been largely driven by US business and largely driven by KCP business. We have seen considerable pickup in LatAm but absolute numbers still low.

All business lines up. +136% YOY, for overall business (although WIC US essentially flat (+1%), KCP US leading this (+116%).

Run rate for overall business is +36% above target budget of \$85 mm. We have some cushion here given strong Q1.

We are updating NNAs and CBVs, so we should have it in a week or two, hence the blank data in file. But there has been decent size NNA from KCP & WIC. LatAm specifically has had large NNA wins YTD.

Page 2 highlights Pipeline for KCP, you can see a number of transactions are in the works. GLS (#1 has closed), ~30 transactions across KCP Americas.

Pages 4,5 highlight the Private investments and Alts. We've closed Fortress, \$43.5mm raise, ~500k Revs. We are in process of closing RIN, \$50mm committed, we are still marketing to raise the additional \$25mm. Next deals in pipeline are RIN (con't), Retrofit, Marinas, Maryland Proton, Las Olas/Parker Place (RE), One offs: Les Bourdes, Aman.

Our Monthly investments call will be next Tues the 22nd.

We are going to start sending (tomorrow) a bi-weekly "Private investments, Alts & RE" email with current offerings and pipeline to more actively communicate this to the system. Also, this will help us see where there is interest in the 'pipeline deals' and where we should focus.

People: Offer letters going out to Maurice (LatAm associate, replacement for Alexis D.) and Stephanie (KCP junior sales VP) in 1-2 weeks. Bruce is doing well so far.

Roadshow, in TX today and tomorrow - last office is Phili likely next week.

(See attached file: Thur, Apr 10_trim.pdf)

Kind regards,

Caroline Kitidis

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