

Thursday, April 10, 2014

KCP Weekly Business Review

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



	Client	Trade	Ticket Size	Expected Revenue	Delta	Estimated Annual Revenue	Relationship Manager	Channel	Office	KCP
KCP US Pipeline										
1	GLS	Warehouse facility v non-standard auto loans	\$100mm	3,000,000	95%	1,750,000	Todd Ryman	PCS	Atlanta	David Mann
2	Price Family Office	WWAP dialogue (PSMT) - Block Trade	TBD	300,000	50%	500,000	Carolyn Botzenhard	PB	Los Angeles	David Mann
3	EnTrust	UST purchase on repo & SPY hedge	\$750mm	2,500,000	50%	1,000,000	Patricia Bennett	PB	Los Angeles	David Mann
4	Wilbur Ross	Puerto Rico 5y TRS	\$100mm	3,000,000	50%	1,000,000	Robert Leidy	PCS	Palm Beach	David Mann
5	Toro / Jaws / Forest	Spitfire 4.0 - Aircraft equity capital reinvestment	\$15m	1,000,000	50%	1,000,000	Dhody/Grous	PCS	MIA / NY	David Mann
6	Jaws / JHAC	Tobacco 3.0 - receivable litigation notes	TBD	TBD	50%	TBD	Dhody/Furber	PCS	MIA / BOS	David Mann
7	Inland Real Estate	PACE bond program	TBD	TBD	TBD	TBD	Tim Riley	PCS	New York	David Mann
8	GH Palmer Associates	TRS for real estate developer	TBD	5,000,000	75%	TBD	Cheryl Paller	PB	Los Angeles	Tazia Smith
9	Angelo Tsakopoulos	\$45mm loan vs \$76mm Water Rights Contract (20yr)	\$45mm loan	500,000	50%	TBD	Ed Lok	PB	San Francisco	Tazia Smith
10	LLBH (RIA)	ENT VDF	\$60mm	500,000	50%	TBD	Mary Ann Coleman	PB	New York	Tazia Smith
11	Veritas (Yat-Pang Au) / Mullin	2 x PACE financing opportunities, Retrofit and Museum Art	\$1-200mm	3,000,000	15%	TBD	Lok / Burnett	PB	SF / LA	Tazia Smith
12	Tutor	Concentrated stock - tax efficient monetization	\$250mm	5,000,000	10%	TBD	Susan Burnett	PB	Los Angeles	Tazia Smith
13	Miles Nadal	MDCA Stock Loan	\$45mm	1,500,000	75%	1,000,000	Neal Fiore	PCS	New York	Thomas O'Rourke
14	Centaurus Capital / GAI	RIN CLO	\$50mm	750,000	75%	TBD	Jim Fink	PCS	Greenwich	Thomas O'Rourke
15	MHHS	Swap novation portfolio	\$350mm	2,000,000	70%	TBD	Frank Winford	PCS	Houston	Thomas O'Rourke

KCP US deals closed: Trafifigra, Athena, Gapstow, Gallagher, Loeb, SK Family Office
 Product Focus: RIN, SOF III, Maryland Proton Centre, Besize, Project Troop, Spitfire 3.0, DEREEF Retrofit, Marinas International

	Client	Trade	Ticket Size	Expected Revenue	Delta	Estimated Annual Revenue	Relationship Manager	Channel	Office	KCP
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
7	Belford	dbSelect linked note	\$5mm	100,000	30%	500,000	Cristian Gonzalez	PWM	Miami	Zagury/Chaves
3	Belford	Preferreds Allocation; Fixed-To-Floaters Investment	\$10mm	100,000	75%	-	Cristian Gonzalez	PWM	Miami	Zagury/Chaves
8	Fundacion	Structured note switch into dbSelect linked note / SOF III	\$5mm	100,000	30%	500,000	Cristian Gonzalez	PWM	Miami	Zagury/Chaves
4	ProAltus	CROCI filtered notes	\$10/15mm	200,000	50%	100,000	Mercedes Sampedro	PWM	NY	Zagury/Chaves
5	Alto Global Fund	Argentine Bond Repo	\$15mm	300,000	50%	-	Diego Canalda	PCS	Miami	Zagury/Chaves
12	Tendencia Asset Management	Equity Swap	\$20mm	75,000	10%	250,000	Joseph Jacinto	PWM	NY	Zagury/Chaves
6	Siemel Company	Bond portfolio with a cross currency overlay	\$30/50mm	300,000	50%	TBD	Patricio Leon	PWM	Miami	Zagury/Chaves
9	Bulgheroni Family	Fixed Income portfolio	\$100mm	200,000	20%	TBD	Jan Eddicks	PWM	Hamburg	Zagury/Chaves
10	Stars	US Corporate Loans/CLO/Loan Funds	\$30/50mm	300,000	20%	100,000	Patricio Leon	PWM	Miami	Zagury/Chaves
11	Signature Capital	Leveraged Exposure to Structured Notes	\$10/20mm	100,000	20%	TBD	Antonio Braun	PWM	Miami	Zagury/Chaves
13	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, Leveraged Fixed Income Portfolio
 Product Focus: SOF III, THL CLO, Credit axes, Fixed Income Flow

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