

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	NNA	Relationship Manager	Channel	Office	WIC	Investor Type
WIC US Pipeline				1,026,500	89%	558,500	44mm					
1	Berkheimer	Corporate Bond Sale	1.25mm	12,500	80%	12,500	0	Salvatore Moore	PB	NY	BH CQ	Individual
2	Obernier	Structured Note	100k	9,000	75%	9,000	0	Brian Convey	PB	NY	BH CQ	Individual
3	Vaccaro	MBS	7mm	10,000	50%	10,000	7mm	Cindy Loundenslager	PB	NY	BH CQ	Individual
4	Roscini	Equity Trading	15mm	25,000	80%	50,000	15mm	Russ Daulton	PB	SF	BH CQ	Individual
5	Samson	Equity Trading	140mm	100,000	80%	150,000	0	Terrence Tangney	PB	NY	BH CQ	LLC
6	Benioff	Options	5mm	80,000	90%	120,000	0	Russ Daulton	PB	SF	BH CQ	Individual
7	Buchsteiner	VDF	22mm	200,000	50%	200,000	22mm	Schmidinger-Brown	PB	NY	BH CQ	Individual
8	Lindfield Inc.	IRS	\$20mm	225,000	75%	-	0	Brand Daniels	PB	Los Angeles	JSP	CRE
9	Meridian Plaza	IRS	\$50mm	350,000	50%	-	0	Ed Lok	PB	San Francisco	JSP	CRE
10	Paul Bloch	SOF III	\$2mm	15,000	90%	5,000	1mm	Dan Gray	PB	Los Angeles	JSP	Personal Acct.
11	Norman Tulchin	FX Option	\$5mm	10,000	75%	-	8mm	Susan Burnett	PB	Los Angeles	JSP	Personal Acct.
12	Michael Muldoon	FX Option	\$5mm	10,000	50%	-	0	Dan Gray	PB	Los Angeles	JSP	Personal Acct.
WIC US deals closed:												
Product Focus: SOF III												

For internal use only