

KCP-US Capital Markets Build-Out Priorities

Actions for successful build-out of KCP capital markets coverage falls into 3 critical categories:



| Branding | Internal Relationships + Infrastructure | Clients |
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| <p>Formalize and package KCP Capital Markets Marketing Materials, Content and Idea Generation Platform</p> <ul style="list-style-type: none">▪ Quarterly Cross-Asset Theme Deck▪ External KCP trade idea template | <p>Develop Internal DB Relationships and Infrastructure</p> <ul style="list-style-type: none">▪ Private Bankers, PCS Brokers, CB&S Sales/Trading, and AWM Solutions & Trading Group (STG)▪ CRM, compliance, reporting and trade execution systems | <p>Deepen existing client relationships while leveraging RMs to develop new relationships</p> <ul style="list-style-type: none">▪ ~30 existing KCP Capital Markets Clients, many of which have yet to be fully on-boarded |

Long Term Goal: Set up KCP Clients with seamless global trade execution across KCP desks in EMEA and Asia