

# Client Coverage Model (cont.)



Co-Coverage								
Client Name	Client Type	ISDA	KCP AUM	YTD Rev.	Primary Coverage	Approx. Net Worth	RM	Office
Akkari Family	FO	N	\$0.00	\$0.00	Tazia Smith	\$1B	Wessels	NY
Amzak Capital (Kazma Family)	FO	Y	\$0.00	\$0.00	Tazia Smith	\$1B	Arrizurietta	MIA
Falcon Trail (SK Family Office)	FO	N	\$139m	\$20m	Tazia Smith	\$0.5B	Morris	NY
Fanjul Family	FO	N	\$0.00	\$8m	Thomas Ororke	\$15B	B. Stepanian	CT
First Reserve	Fund	In Process	\$0.00	\$0.00	Tazia Smith	\$20B	Vrablic	NY
GE Warren (Corr Family)	FO	N	\$13mm	\$23m	Tazia Smith	\$1B	Zahringer	NY
Hart Capital (Eric Watson)	FO	N	\$0.00	\$42m	Thomas Ororke	\$2B	Gonzalez	NY
Henry Ritchotte	Employee	Y	\$0.00	\$0.00	Tazia Smith	NA	Loudenslager	NY
Linden Global	RIA	N	\$0.00	\$0.00	Tazia Smith	\$1B	Sabbagh	NY
LLBH Wealth Management	RIA	N	\$0.00	\$137m	Tazia Smith	\$1.7B	Coleman	NY
Parkwood (Mandel Family)	FO	N	\$0.00	\$0.00	David Mann	\$3B	Mann	NY
TFMG (Tisch Family)	FO	N	\$0.00	\$0.00	Tazia Smith	\$6B	Morris	NY
Third Lake	FO	N	\$0.00	\$0.00	Tazia Smith	\$2B	Morris	NY
Yucaipa Companies (Ron Burkle)	Fund	N	\$32m	\$4m	Tazia Smith	\$4B	Burnett	LA

Prospects				
Client Name	Client Type	Approx. Net Worth	RM	Office
Marron Capital	FO	\$1B	Morris	NY
Point 72	FO	\$10B	Packard	NY

Total Primary Relationships	12
Total Co-Coverage Relationships	14