

KCP-US Capital Markets

Needs + Remaining Questions – Heat Map



= considerable progress made
 = current inefficiency/poor client experience
 = severe barrier

Issue	Description	Point Person(s) to Address	Status
Marketing Materials	Formalize trade idea generation process and coverage capabilities of KCP Capital Markets Team (both US and Global).	Nav Gupta, Ziggy Kozelsky, Will Leong,	Progress made, need to expedite process
Internal Connectivity	(1) Connect Global KCP Capital Markets teams, scaling trade ideas and execution. (2) Ramp up execution capabilities with relevant CB&S traders across equities, credit, derivatives, FX, etc.	Nav Gupta, Daniel Sabba, Vahe Stepanian,	Need to streamline connectivity with Global KCP desks + CB&S sales/trading
Pricing Models, Valuation and Trading Systems	Need direct access to DB proprietary pricing models/systems to provide clients with regular, accurate valuations and performance reports.	Nav Gupta, Daniel Sabba, Vahe Stepanian	In Progress → FX granted. Need equity derivatives, etc.
Streamline Account Set-Up	Reduce silos across products and divisions, including CB&S Onboarding vs. AWM (especially equity derivatives). Include GTB SLA negotiations here for select KCP-US clients (i.e. Institutional Prime Brokerage).	Ziggy Kozelsky, Mathew Negus, Vahe Stepanian	Need to create client friendly KCP Capital Markets onboarding package
AWM Credit Risk Management	Address bandwidth constraints that restrict trade execution and ISDA negotiation.	Nicholas Haigh, Daniel Sabba	Slow Progress, Resource Constraints in CRM
Reporting	Accurate and consolidated performance reporting, inclusive of Listed and OTC Positions	Daniel Sabba, Mathew Negus, Vahe Stepanian	Slow Progress, Resource Constraints in Technology
Infrastructure	Broad based account access to all relationships on KCP desk to facilitate seamless coverage, revenue tracking, and KCP relationship analysis.	Zbynek Kozelsky, Mathew Negus	Progress made. Need improved revenue tracking.