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**From:** Haig Ariyan  
**Sent:** Wednesday, November 12, 2014 2:38 PM  
**To:** Tazia Smith; Joshua Shoshan; Donald Summer  
**Cc:** Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta; Chip Packard  
**Subject:** RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

Classification: **For internal use only**

Let me rephrase: is this a different client than the one for whom we have previously provided this "off the top" allocation for?

Who covers the client?

Thanks

Haig

Haig Ariyan  
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Co-Head Wealth Management, Americas  
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**From:** Tazia Smith  
**Sent:** Wednesday, November 12, 2014 2:32 PM  
**To:** Haig Ariyan; Joshua Shoshan; Donald Summer  
**Cc:** Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta  
**Subject:** RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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This is not a new client, though not a regular retail deal participant so a new name on this exchange. Descrip: >\$2bn family office, RE and operating businesses in Europe, US, and Australia. Work with DB globally. Hart Acquisitions is a KCP-Americas entity. Given the extremely low allocation to retail, we will manage expectations accordingly.

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**From:** Haig Ariyan  
**Sent:** Wednesday, November 12, 2014 2:29 PM  
**To:** Joshua Shoshan; Tazia Smith; Donald Summer  
**Cc:** Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta  
**Subject:** RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]