

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
Managing Director
Co-Head Wealth Management, Americas
Deutsche Asset & Wealth Management

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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.

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]

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Is this a new client you are requesting special consideration for , or is this the same client?

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