

Draft

KCP – WM Am Sep 2013 YTD performance review and FY2013 Fcst



	September YTD								Full Year							
	Revenues (\$mm)				CBVs (\$bn)		NNAs (\$mm)		Revenues				CBVs		NNAs	
	2012	2013	Δ '13 vs. '12		2012	2013	2012	2013	2012	2013F	Δ '13 vs. '12		2012	2013F	2012	2013F
			\$mm	%							\$mm	%				
WM Americas Total	19.7	12.4	(7.3)	(37)%	-	-	-	-	29.7	27.3	(2.4)	(8)%	-	-	-	-
USPB	8.6	4.3	(4.3)	(50)%	-	-	-	-	10	10.9	0.9	9%	-	-	-	-
PCS	11.1	6.6	(4.5)	(41)%	-	-	-	-	19.7	14.9	(4.8)	(24)%	-	-	-	-
LatAm	0	1.5	1.5	-	-	-	-	-	0	1.5	1.5	-	-	-	-	-

KCP – WM Americas Sept-Dec 2013 Pipeline



Pipeline Item	Description	Expected close date	Estimated 2013 Impact							
			NNAs (\$mm)				Revs (\$mm)			
			USPB	PCS	LatAm	Total	USPB	PCS	LatAm	Total
1	•Ansbacher: Bahamas Loan & CLN -€10M loan & \$3m CLN	Oct-13	-	-	-	-	-	0.8	-	0.8
2	•Spitfire: Equity raise fully subscribed -\$23-26M	Oct-13	-	-	-	-	-	1.0	-	1.0
3	•Jay-Bee Oil & Gas: Loan origination -\$115M hybrid revolver w/ varying terms & commodity hedging	Nov-13	-	-	-	-	-	2.0	-	2.0
4	•William Comrie: Conduit Loan -\$28M – Indigo Palms Apt, Phoenix AZ, ETA close when CMBS sells	Nov-13	-	-	-	-	0.4	-	-	0.4
5	•Goldrich & Kest: Conduit Loan -\$7.5M – Memphis, ETA close when CMBS sells	Dec-13	-	-	-	-	0.1	-	-	0.1
6	•Meruelo Group: Grand Sierra Facility -\$40M loan	Dec-13	-	-	-	-	1.0	-	-	1.0
7	•Tricon: CRE -\$150M	Dec-13	-	-	-	-	-	2.3	-	2.3
8	•Entrust: Renewal of lines Select Equity & Select Credit Funds -Select Credit LP \$5M & Ltd \$5M, Select Equity LP \$1M & Ltd \$7.5M	Dec-13	-	-	-	-	-	3.3	-	3.3
Total			-	-	-	-	1.5	9.4	0	10.9
Pipeline Key Clients										
1	•Epstein / Southern Financial (\$180 AuM)	In process	180			180	1.0			1.0
2	•Grassie Dynasty Trust, LLC (\$20 AuM)	In process	20			20	0.1			0.1
3	•Zaro Family / Cavalry	>50%					0.15			0.15
4	•Toms Capital (Noam Gottesman Family Office)	>50%					1.0			1.0
5	•THL Capital (Tom Lee's Family Office)	>50%					0.25			0.25
6	•CSM Capital Corp (Multi-Family Office)	30%					0.1			0.1
7	•Still Water Trust (Mortimer Sackler Family Office)	TBD					-			-
Total			200	-	-	200	2.6	-	-	2.6

Draft

WIC – WM Am Sep 2013 YTD performance review and FY2013 Fcst

Brokerage & Investment Advisory



	September YTD								Full Year							
	Revenues (\$mm)				CBVs (\$bn)		NNAs (\$mm)		Revenues				CBVs		NNAs	
	2012	2013	Δ '13 vs. '12		2012	2013	2012	2013	2012	2013F	Δ '13 vs. '12		2012	2013F	2012	2013F
			\$mm	%							\$mm	%				
WM Americas Total	16.4	16.9	0.5	3%	-	-	-	-	22	24.8	2.8	13%	-	-	-	-
USPB	13.4	15.4	2.0	15%					18	21.8	3.8	21%				
LatAm	3.0	1.5	(1.5)	(50)%					4	3	(1)	(25)%				

Draft

WIC – WM Americas Sept-Dec 2013 pipeline

Brokerage & Investment Advisory



Pipeline Item Description	Expected close date	Estimated 2013 Impact					
		NNAs (\$mm)			Revs (\$mm)		
		USPB	LatAm	Total	USPB	LatAm	Total
1 •Eisenbeiss – Thematic: Debt Ceiling -\$2M S&P Twin-Win	Oct-13	-	-	-	0	-	0
2 •Amidi -5y \$63M Fwd starting swap	Oct-13	-	-	-	0.3	-	0.3
3 •Wasserman -5-9y \$30M Fwd starting swap	Oct-13	-	-	-	0.2	-	0.2
4 •Long Term Solutions -\$3M investment in KKR, \$2M EEM absolute return note	Oct-13	-	-	-	0.01	-	0.01
5 •Golub -Muni and Fixed Income Trading	Oct-13	-	-	-	0.04	-	0.04
6 •Schlessel -2y protection SNE CDS	Oct-13	-	-	-	0.02	-	0.02
7 •Russell -Sell \$1.7M Bond Portfolio	Oct-13	-	-	-	0.02	-	0.02
8 •Jaglem Banker Terrence Tangeny -Stock liquidation 10b5-1	Nov-13	-	-	-	0.07	-	0.07
9 •John Glickman -Referral Trust Group , a/c size \$4M, Municipal Bonds	Dec-13	4.0		4.0	0.04		0.04
10 •Tayebi Brothers -\$2M S&P Twin-Win	Dec-13				0.01		0.01
Total		4.0	-	4.0	0.71	-	0.71