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Score card
KCP Partnership Tracking
Total Client Partnerships        SUM(D11+D25+D31+D32)=51
Total # Opportunities Shown      SUM(F11+F25+F31+F32)=123
Total # Opportunities with Engagement   SUM(G11+G25+G31+G32)=50
Average Net Worth (MM)  AVERAGE(E11,E25,E31,E32)=4987.772657450077
Client #          Avg NW (MM)      # Opps Shown      # Opps w/ Engagement
Private Markets 'Private Markets'!R35=32          AVERAGE('Private Markets'!D3:D34)=4348.709677419355
'Private Markets'!R36=99          'Private Markets'!S36=26
Suntex  'Private Markets'!E35=12          'Private Markets'!E36=3
AcTRS   'Private Markets'!F35=5 'Private Markets'!F36=1
RIN     'Private Markets'!G35=7 'Private Markets'!G36=0
Retrofit          'Private Markets'!H35=1 'Private Markets'!H36=0
ABR-RE  'Private Markets'!I35=10          'Private Markets'!I36=1
Astra   'Private Markets'!J35=15          'Private Markets'!J36=6
Extel   'Private Markets'!K35=10          'Private Markets'!K36=5
RESOF   'Private Markets'!L35=16          'Private Markets'!L36=6
Proton  'Private Markets'!M35=3 'Private Markets'!M36=0
Phoenix 'Private Markets'!N35=5 'Private Markets'!N36=0
Lease   'Private Markets'!O35=5 'Private Markets'!O36=0
Panda   'Private Markets'!P35=3 'Private Markets'!P36=1
ADS     'Private Markets'!Q35=7 'Private Markets'!Q36=0
Markets/CB&S    'Markets CB&S'!B20=14    'Markets CB&S'!H23=5385.714285714285    'Markets CB&S'!D23=1
9       F25=19
CLO     'Markets CB&S'!C20=8    F26=8
CMBS    'Markets CB&S'!D20=1    F27=1
Sturctured Credit       'Markets CB&S'!E20=3    F28=3
CRE     'Markets CB&S'!F20=7    F29=7
Municipal Finance       'Markets CB&S'!G20=0    F30=0
Capital Markets Markets!B11=5   Markets!C11=9066.666666666666   D31=5   F31=5
Risk Factors    'Risk Factors'!B10=0    'Risk Factors'!C10=1150 D32=0   F32=0
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Private Markets

Relationship Name   First   Last   net worth (MM)   Suntex   AcTRS   RIN   Retrofit   ABR
Astra   Extell RESOF   Proton Phoenix Lease Monetization   Panda   ADS   Shown? Discussed
Annandale Capital   281   sent 3/20. May have interest in second close   sent 3/20   sent
 3/1   sent 3/24   SUMPRODUCT(ISTEXT(E3:Q3)*1)=4   1
Anschutz   Scott   Carpenter   1000   sent 12/18   sent 3/18. Passed 4/1 Sent 10/7
SUMPRODUCT(ISTEXT(E4:Q4)*1)=3   1
BBR Partners   Todd   Whitenack   9500   on Blackrock DNC list   sent 3/16. Passed 3/24 SUMP
RODUCT(ISTEXT(E5:Q5)*1)=2   1
Blue Mountain   Peter   Greatrex   500   Sent 9/22   SUMPRODUCT(ISTEXT(E6:Q6)*1)=1   0
Bluestem LLC   1500   sent 3/1. Passed 3/12   SUMPRODUCT(ISTEXT(E7:Q7)*1)=1   1
Bulloch, Roger Roger   Bulloch 1000   sent 8/12   sent 3/1   SUMPRODUCT(ISTEXT(E8:Q8)*1)=
2   0
Caruso, Richard Gary   Deilella   3500   sent 7/28   SUMPRODUCT(ISTEXT(E9:Q9)*1)=1   0
CFM   Rob   11000   sent 2/26. Passed 2/26 Convey sending? y   SUMPRODUCT(ISTEXT(E10:Q10)*1
)=3   1
Dart Management Sharon Cornwell   6600   sent 12/18   teaser sent 2/5 SUMPRODUCT(ISTEXT(E1
1:Q11)*1)=2   0
Shamrock   Greg   Martin 1200   sent 11/7, discussed 1/15, follow up 8/12   teaser sent
2/5   sent 3/1   sent 2/26   mentioned 11/6, sent 3/16   Sent 10/7   y   SUMP
RODUCT(ISTEXT(E12:Q12)*1)=7   2
EverWatch Financial   Frohman Anderson   1000   sent 8/12   sent 3/18. Passed 3/30 sent
 3/16   Sent 11/10   Sent 10/7   Sent 10/19   y   SUMPRODUCT(ISTEXT(E13:Q13)*1)=7 1
Forrestal Capital   Annette Franqui 3600   sent 12/12, follow-up 1/5, 8/12 sent 3/1   sent
 2/26   SUMPRODUCT(ISTEXT(E14:Q14)*1)=3 0
General Atlantic   Gene   Lynch   17400   Sent 11/6/15   SUMPRODUCT(ISTEXT(E15:Q15)*1)=1 0
Georgetown U   1500   teaser sent 2/5 sent 3/16. Passed 3/19 SUMPRODUCT(ISTEXT(E16:Q16)*1)=2 1
Granite Group   Lyle   Himebaugh III   sent 3/16   SUMPRODUCT(ISTEXT(E17:Q17)*1)=1 0
Highlander Partners   Stanley Bould   900   sent 12/12   sent 3/1. Passed 3/30   sent 3/16.
Passed 3/30   SUMPRODUCT(ISTEXT(E18:Q18)*1)=3 2
Infinity Q   1300   sent 8/12   teaser sent 2/5 sent 3/1. Passed 3/30   sent 2/26. Passed 3
/30   sent 3/16. Passed 3/30 SUMPRODUCT(ISTEXT(E19:Q19)*1)=5 3
Ironsides AM   406   sent 8/12   sent 3/1   sent 3/24   SUMPRODUCT(ISTEXT(E20:Q20)*1
)=3   0
M20 Inc 1000   sent 3/1. Passed 3/2   SUMPRODUCT(ISTEXT(E21:Q21)*1)=1 1
Makan, Divesh   ICONIQ Capital LLC   1000   sent 12/18   sent 2/26   SUMPRODUCT(ISTEXT(E2
2:Q22)*1)=2   0
Merage Richard Merage 1800   teaser sent 1/23, follow up 8/12   on Blackrock DNC list   sent
 2/26   sent 3/16   SUMPRODUCT(ISTEXT(E23:Q23)*1)=4 1
Orix   Bonnie Mitra   1000   teaser sent 11/25, discussed 1/20   sent 12/18, met w/ Baxter 1/
20   sent 12/5 Folled up 9/10   teaser sent and call 2/5. passed 3/27 sent 3/1   sent
 3/16   sent 7/28   Sent 9/10   Sent 10/7   SUMPRODUCT(ISTEXT(E24:Q24)*1)=9 3
Peregrine Group 300   mentioned 12/4 mentioned 12/4 sent 3/1   SUMPRODUCT(ISTEXT(E25:Q25)*1
)=3   0
Schmidt, Eric   Chuck   Chai   9000   teaser sent 11/12, follow up 1/5 , 8/12 teaser sent 2/5 sent
 3/1   sent 2/24. passed 3/27 sent 3/16   Sent 9/14   Sent 10/7   SUMPRODUCT(ISTEXT(E2
6:Q26)*1)=7   1
Slome, Ian   John   Service 1000   teaser sent 2/5 passed 2/27   mentioned 2/26, sent 3/16.
Passed 3/30   SUMPRODUCT(ISTEXT(E27:Q27)*1)=3 1
Willett Advisors   Brad   Briner 37200   sent 12/18   sent 12/5   sent 3/1   disc
ussed 2/25 no interest sent 3/16. passed 4/13 SUMPRODUCT(ISTEXT(E28:Q28)*1)=5 2
Thirdlake   15000   sent 3/24   sent 3/24   sent 3/24   sent 3/24   sent 3/24
discussed   y   SUMPRODUCT(ISTEXT(E29:Q29)*1)=7 2
Sonen   323   sent 11/10   discussed   SUMPRODUCT(ISTEXT(E30:Q30)*1)=2 1
Duncan 500   y   SUMPRODUCT(ISTEXT(E31:Q31)*1)=1 0
Illig   3000   y   SUMPRODUCT(ISTEXT(E32:Q32)*1)=1 0
Hillspire   1000   y   SUMPRODUCT(ISTEXT(E33:Q33)*1)=1 0
Dock Street   500   sent 10/27   sent 10/27   SUMPRODUCT(ISTEXT(E34:Q34)*1)=2 0
shown   SUMPRODUCT(ISTEXT(E3:E34)*1)=12 SUMPRODUCT(ISTEXT(F3:F34)*1)=5 SUMPRODUCT(ISTEXT(G3:G34)*1)
=7   SUMPRODUCT(ISTEXT(H3:H34)*1)=1 SUMPRODUCT(ISTEXT(I3:I34)*1)=10 SUMPRODUCT(ISTEXT(J3:J34)*1)
=15   SUMPRODUCT(ISTEXT(K3:K34)*1)=10 SUMPRODUCT(ISTEXT(L3:L34)*1)=16 SUMPRODUCT(ISTEXT(M3:M34)*1)
=3   SUMPRODUCT(ISTEXT(N3:N34)*1)=5 SUMPRODUCT(ISTEXT(O3:O34)*1)=5 SUMPRODUCT(ISTEXT(P3:P34)*1)
=3   SUMPRODUCT(ISTEXT(Q3:Q34)*1)=7 COUNT(R3:R34)=32
discussed   3   1   0   1   6   5   6   0   0   0
1   0   SUM(R3:R34)=99 SUM(S3:S34)=26

Markets CB&S

Client	CLO	CMBS	Sturctured Credit	CRE	Municipal Finance		Net Worth (MM)
Third Lake	y		15000				
54 Madison	y		300				
Dorrance	y		3000				
JL Squared	Y		500				
General Atlantic		Y	17400				
SK	Y	500					
Everwatch	y	Y	1000				
Dish	y						
Aspen Grove	y						
Shamrock	y	y					
Caruso	y	y					
Hillspire	y	y					
Anschutz	y	y					
orix	y						
Totals	SUMPRODUCT(ISTEXT(B4:B19)*1)=14	SUMPRODUCT(ISTEXT(C4:C19)*1)=8	SUMPRODUCT(ISTEXT(D4:D19)*1)=1	SUMPRODUCT(ISTEXT(E4:E19)*1)=3	SUMPRODUCT(ISTEXT(F4:F19)*1)=7	SUMPRODUCT(ISTEXT(G4:G19)*1)=0	
Grand Total	SUM(C20:G20)=19	Average AVERAGE(H4:H19)=5385.714285714285					

Markets
Client Net Worth
Elysium 5100
Dan Snyder   2100
Shumway 8000
Willet 37200
Iconiq 1000
Southern Financial   1000
Count   SUMPRODUCT(ISTEXT(B4:B8)*1)=5   AVERAGE(C4:C9)=9066.666666666   Average

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Risk Factors
Client   Net Worth
500
1000
1500
750
2000
Total    SUMPRODUCT(ISTEXT(B4:B8)*1)=0    AVERAGE(C4:C8)=1150    Average
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