

Customer Name  
DF Enterprises  
Nikitine, Vadim  
Elysium Management  
Elysium Management  
Fitzgibbons, John  
Gottesman, Noam  
Meister Company LLC  
Moody, Erik V  
Moody, Erik V  
Rubenstein, Keith  
Somerset Partners  
Southern Financial LLC  
Spurlin, Angela  
The National Organization of the New Apostolic Church of North America  
Third Lake Capital  
Third Lake Capital  
Tisch Financial Management  
Bakhshandehpour, Sam  
Bulloch, Roger  
Dorrance Family Foundation  
Dorrance Family Foundation  
FallLine  
Lindemann Jr., George  
Lindemann Jr., George  
Lindemann, Adam M.  
The George Lindemann Family Limited Partnership  
The George Lindemann Family Limited Partnership  
Opportunity Name  
Advisory Mandate  
Nikitine, VadimProxy  
Hedge  
Cash Management  
Structured Credit  
Fixed Income  
Banking  
Rubenstein, KeithSomerset  
PartnersSuntex  
Spurlin,  
AngelaCredit  
Draw  
Cash Management  
Phoenix America  
Custody and Trading  
Bakhshandehpour, SamLoan  
Loan  
Cash  
management  
FallLineConsumer  
RE  
Unsecured Loan  
ETE Loan  
Deposits  
New Product - Existing Client  
New Product - Existing Client  
New Product - Existing Client  
New Product - New Client  
New Product - Existing Client  
New Product - Existing Client

New Product - New Client  
 New Product - Existing Client  
 ETE Brokerage- Series 2 New Product - Existing Client  
 Type  
 New Product - New Client  
 New Product - New Client  
 New Product - Existing Client  
 New Product - New Client  
 New Product - Existing Client  
 Commerical Real Estate New Product - New Client  
 Hattrick Sports Group  
 New Product - New Client  
 New Product - New Client  
 New Product - New Client  
 Close Date Stage  
 12/31/2015 Inactive  
 12/31/2015 Inactive  
 12/31/2015 Prospecting  
 12/31/2015 Developed  
 12/31/2015 Developed  
 12/31/2015 Developed  
 12/31/2015 Inactive  
 12/31/2015 Prospecting  
 12/31/2015 Prospecting  
 2/29/2016 Prospecting  
 2/29/2016 Prospecting  
 12/31/2015 Developed  
 2/29/2016 Prospecting  
 12/31/2015 Business Committed-Not Funded  
 12/31/2015 Prospecting  
 12/31/2015 Proposal  
 12/31/2015 Inactive  
 2/29/2016 Prospecting  
 12/31/2015 Prospecting  
 12/31/2015 Inactive  
 12/31/2015 Inactive  
 2/29/2016 Prospecting  
 12/31/2015 Proposal  
 12/31/2015 Proposal  
 12/31/2015 Proposal  
 12/31/2015 Inactive  
 12/31/2015 Inactive  
 Probability (%) Fiscal Period Age Created Date Opportunity Owner  
 927 7/19/2013 Ed Finley  
 0  
 0  
 25  
 50  
 25  
 50  
 0  
 10  
 10  
 10  
 10  
 25  
 10  
 50  
 10  
 75  
 0  
 10  
 10

0  
0  
10  
50  
50  
75  
0  
0  
Q1-2015  
Q1-2015 1141 12/17/2012 Ed Finley  
105 10/19/2015 Paul Morris  
139 9/15/2015 Paul Morris  
9/1/2015 Paul Morris  
Q1-2015  
153  
133 9/21/2015 Paul Morris  
108 10/16/2015 Paul Morris  
8/3/2015 Paul Morris  
8/3/2015 Paul Morris  
182  
182  
45 12/18/2015 Paul Morris  
45 12/18/2015 Paul Morris  
9/1/2015 Paul Morris  
12/3/2015 Paul Morris  
153  
60  
105 10/19/2015 Paul Morris  
139 9/15/2015 Paul Morris  
105 10/19/2015 Paul Morris  
123 10/1/2015 Paul Morris  
45 12/18/2015 Stewart Oldfield  
8/7/2015 Stewart Oldfield  
9/2/2015 Stewart Oldfield  
9/2/2015 Stewart Oldfield  
1/7/2016 Stewart Oldfield  
9/2/2015 Stewart Oldfield  
9/2/2015 Stewart Oldfield  
178

152

152

25

152

152

250 5/27/2015 Stewart Oldfield

105 10/19/2015 Stewart Oldfield

105 10/19/2015 Stewart Oldfield