

Americas						
KCP	Americas					
#	Role/function	Corporate title	Location	Planned start date	Hire identified	
	(No/Yes & name if available)	Internal AWM hire				
	(No/Yes & details if available)	If internal AWM hire - position to be replaced				
	(Yes/No)	DB hire (outside AWM)				
	(No/Yes & details if available)	External hire				
	(No/Yes & details if available)	Headcount approved (No, Yes - details)			Comp details	
	(if available)	Comments				
1	KCP desk head	MD	New York	June-13	Yes, Paul Barrett	No
N/A	No	Yes,				
	JP Morgan	no,				
	submission pending	\$400k base + bonus			US Head of	
	Global Opportunities Group					
2	Generalist/					
	FX specialist	MD	New York	June-13	Yes, Raphael Zagury	No
No	Yes,					N/A
	BofA/Merrill	no,				
	submission pending	\$350k base + bonus			Head of UHNW Solutions	
3	Cap Mkts					
	Generalist	D	New York	March-13	Yes, Tazia Smith	Yes
	, WM MCG desk	tbd				
	(Chip Packard hc)	No	No	Yes,		
	existing AWM hc available				WM Markets Coverage Group	
	team member					
4	Generalist/					
	FI specialist	D	New York	March-13	Yes, David Mann	No
Yes,						N/A
	PIC desk	New York	No	existing CB&S		
	headcount	CB&S hc	CB&S	PIC desk head		
5	Generalist/					
	Credit Specialist	D	New York	March-13	Yes, Patricia Bennett	
No	N/A	Yes,				
	PIC desk	New York	No	existing CB&S		
	headcount	CB&S hc	CB&S	PIC desk team member		
6	Generalist/					
	Rates Specialist	D	New York	March-13	Yes, Tom O'Rourke	
No	N/A	Yes,				
	PIC desk	New York	No	existing CB&S		
	headcount	CB&S hc	CB&S	PIC desk team member		
7	Generalist/					
	LatAm coverage	VP	New York	March-13	Yes, Luis Chaves	Yes
	, WM MCG desk	tbd				
	(Chip Packard hc)	No	No	Yes,		
	existing AWM hc available				WM Market Coverage Group	
	team member					
8	Business Manager		VP	New York	March-13	Yes,
	Alexandra Leavensworth	Yes	no			
	(Dario Schiraldi hc)	No	No	Yes,		
	existing AWM hc available				PIC desk bus Mgr/	
	Debt Sales					
	alternative/optional/additional					
x	Private Mkts					
	Generalist	MD	New York	March-13	Yes, Bruce McDermott	Yes
	, WM Key Client head	no				
	(Dario Schiraldi hc)	No	No	Yes,		
	existing AWM hc available				former	
	Head of WM Key Client Americas					
x	Rates & Swaps					
	Specialist	D	New York	March-13	Yes, Joe Aglione	Yes
	, WM Cap Mkts	tbd				
	(Haig Ariyan hc)	No	No	Yes,		
	existing AWM hc available				WM Cap Mkts Structured Solutions	

team member
X Business
Manager VP New York March-13 Yes, Nicole Thie Yes,
WM Key Client group no
(Dario Schiraldi hc) No No Yes,
existing AWM hc available former
Key Client Americas team member
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