

Key Client Partners

Americas

Weekly Business Updates – Pipeline Deals

KCC US & WIC

Sept 16th 2013

Client: Epstein/Southern Financial [TDS]

Opportunity: \$150mm AUM, immediate; cross-asset trading and investment relationship; >1Bn NW; Referrals

Revenue: >~\$1mm p.a | Probability: In process

RM: Morris (PB)

Transaction Highlights / Clients

Client: Lorem Ipsum (referred to PCS)

Opportunity: Equity Trading

Revenue: >~\$100k p.a

Probability: In process

RM: Smith referred to McDunough (PCS)

Client: Grassie Dynasty Trust, LLC (employee)

Opportunity: \$20mm AuM trust; cross-asset trading and inv relationship (FX & equity index OTC deriv)

Revenue: > ~\$100k p.a

Probability: In process

RM: Loudenslager (PB); Note: Dario has specifically requested this to be KCP

KCP LATAM & WIC

LATAM Client update from Brazil trip [LC]

-Oris Group: Portfolio divided 3 pillars ~100mm (Equity exposure, direct RE inv)

-Natura Family Office > small fund interested in Autobahn platform

-Trifuno Family Office > have a/c in mcg, interested in Ritz but sophistication issue

-Pragma > 13 family clients min \$200m, offer asset allocation (main AuM) and separately managed a/c (dbSelect, RE)

-Berkana Patrimonios (ironhouse) > purely institutional, very professional (Autobahn, specific trade ideas, GM research)

-Anima Family Office > Met with son, Inv portfolio with multiple stakes (energy, RE, utilities) / Intro to Eq analysts (send Ritz)

-Rosa Family Office > semi sophisticated, diversify ccy and market exposure (CLN, Euro financials, Gold note)

-Carolina (mcg client) > Wealthy and looming liquidity event (prepare full portfolio proposal)

-Teuto Pharmaceutical > NW ~\$1bn, add banker at next liq event (send Ritz), interested in research and airplane loan (52m, 8y)

-Wilson Delara > Finance 3G holdings, 80m 2.5y financing facility quote (send Ritz)

Client: Wasserman (140-154 W. 72nd) [JC]

Opportunity: 30mm Fwd starting Swap 5-9y

Revenue: \$1-200K (range) | Probability: 70%

Client: Steve Schott (Award Homes)

Opportunity: 66mm Fwd starting Swap 5-10y

Revenue: \$200K to 400K (range) | Probability: 50%

Pipeline Deals

Client: Amidi

Opportunity: 63mm Fwd starting Swap 5 yr tenor

Revenue: \$200K to 300K (range) | Probability: 50%

Client: Tayebi Brothers (MST and UNITY Trust)

Opportunity: \$2mm S&P Twin-Win

Revenue: \$30K | Probability: 60%

Deutsche Asset

& Wealth Management

Client: Ellison Banker: Daulton [BJH]

Transaction :10b5-1

Revenue : 50k to 100k | Probability: 75% | 2013

Client: Duker Banker : Barry Morris

Transaction: 30mm self directed trading acct

Revenue: 100k annual flow | Probability: 70% | 2013

Client: Jennison Associates [CQ]

Opportunity: \$70mm 3-Month STEP CD

Revenue: \$21K (\$84k /yr if rolled) | Probability: 80%

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Client: Michael Rothbard [CQ]

Opportunity: \$600,000 Adviser Select - Wedgewood Partners and Wentworth, H & V.

Revenue: \$9,000 fee + trail | Probability: 90%

Client: Proton Therapy [TOR]

Opportunity: Bond deal is moving forward under a different structure, sponsor buy 50-70mm of bonds in TRS form & one investor in for 40mm (TRS?)

Revenue: TBD | Probability: 60%

Pipeline Deals

Client: Spitfire [DM] - & Ritz update

Opportunity: Sponsor received final debt terms from GS

Revenue: TBD | Probability: 75% (closing Oct)

Type: Single Stock Monetization | Client: Zuckerman [CK]

Opportunity: ~\$100mm position of BXP

Revenue: TBD (~\$200k) | Probability: TBD | RM: Jensen (PB)

Type: New Key Client | Client: Zaro Family/Cavalry [TDS]

Opportunity: Portfolios of rec's (credit, student loans) | US receivables platforms (M&A) | Single Family Homes (new biz innovation advisory) | Financing (at the Cavalry company level) | Muni bond mgmt & RE financing (family/pers)

Revenue: IBanking, structured fin (TBD); Munis (~\$150k p.a. |

Probability: >50% | RM: Morris (PB)

Macro Themes

Type: New Key Client

Client: Toms Capital (Noam Gottesman Family Office)

Opportunity: (1) Art loan, (2) Franchise lease back financing, (3) private equity, (4) equity/equity derivative trading

Revenue: >~\$1mm p.a | Probability: >50% | RM: Morris (PB)

Guest Pitch

Deutsche Asset

& Wealth Management

Type: New Key Client | Client: THL Capital (Tom Lee's FO)

Opportunity: (1)private equity/co-invest origination, (2)OTC derivative trading, (3)Futures & Options, (4)muni bond portf

Revenue: >\$250k per annum | Probability: >50% | RM:

Zahringer (PB)

Type: Structured Solution (fully funded) | Client: Long

Term Solutions

Opportunity: ~\$3mm EEM absolute return note

Revenue: >\$50k | Probability: >50% | RM: Smith (KCP)

•Type: Structured Credit (Tax-Exempt) | Client:

University of Maryland

Opportunity: \$100mm structured loan; Structuring a selffinancing mechanism for the Corcoran Gallery

Revenue: >~\$500k | Probability: <50% | RM: Barron
(PCS)

Type: New Key Client | Client: CSM Capital Corp [TDS]
(multi-family office)

Opportunity: (1) 6200 Hollywood Investment, (2) Future
alternative investments and co-invests

Revenue: >\$100k per investment | Probability: 30% |
RM: Zahringer (PB)

Type: DB Alternative Investment | Client: Long Term
Solutions

Opportunity: \$3mm investment in KKR

Revenue: ~\$15k per year for 4-7yrs to DB | Probability:
In process | RM: Smith (KCP)

- Concern about rising rates in US
- Long Europe central theme in discussion
- European Equity (private and public)
- Municipal Bonds (dislocated v UST)
- Efficient structure to monetize oil spikes
- Julianna Ingersoll – RREEF Property Launch

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