

Top 100 Program -Platinum-

Top 100 Program - Nominations -- Americas

Client or Prospect GMT Sub-GMT Client information
 Coverage information Please provide a brief rationale for the
 nomination Top 100 Approval

Name of AWM client (person or entity) Name of Beneficial Owner

Company name Est. Total Net Worth

(EUR m) 2012 AWM Revenues

(EUR k) 2013 AWM Revenue Potential

(EUR k) 2013 Franchise Revenue Potential

(EUR k) 2012 AWM CBV

(EUR m) Client Advisor (CA) AWM Senior Client Executive (AWM SCE)

CB&S Senior Client Executive (CB&S SCE)

if relevant GEC sponsor (GMT proposal) Top 100 confirmed?

GEC sponsor

Key Clients (AWM CBV >EUR100mm AND/OR AWM annualized revenues >EUR500k)

1	Existing client	Americas	US Onshore	RONALD PERELMAN
RELATIONSHIP	Ronald Perelman	MacAndrews and Forbes Holdings	10000	Rosemary
	11862.039069253846	8000	10000	380.774230792677
Vrabclic	Chip Packard	John Eydenberg	Anshu Jain	<Select>
<Select>				
A5+1=2	Existing client	Americas	US Onshore	KROENKE GROUP
RELATIONSHIP	Stanley Kroenke	TKG Management Inc.	5000	Rosemary
	12297.303592630775	13000	13000	1541.9709721370384
Vrabclic	Chip Packard	Paul Stefanick	Michele Faissola	
<Select>	<Select>			
A6+1=3	Existing client	Americas	US Onshore	HERBERT SIMON
RELATIONSHIP	Herbert Simon	Simon Property Group	2000	Rosemary
	3858.9263299384615	4500	5000	197.83800294165385
Vrabclic	Chip Packard	Eric Dobi	Robert Rankin	<Select>
<Select>				
A7+1=4	Existing client	Americas	US Onshore	RELATED COMPANIES
RELATIONSHIP	Stephen Ross	The Related Companies	2000	Rosemary
	1887.877441730769	2500	3000	217.32551999386155
Vrabclic	Chip Packard	Jonathan Pollack	Anshu Jain	
<Select>	<Select>			
A8+1=5	Existing client	Americas	US Onshore	RONALD BURKLE
RELATIONSHIP	Ronald Burkle	Yucaipa Companies	2400	Susan
	2530.4052909153843	3000	3500	151.89430197011538
Burnett Michael Davis	Ben Bianchi / Kent Penwell		Michele	
Faissola	<Select>	<Select>		
A9+1=6	Existing client	Americas	US Onshore	MARC BENIOFF
RELATIONSHIP	Marc Benioff	Salesforce.com	850	Russ
	233.05191269999995	500	750	781.4619800724462
Daulton Michael Davis	Chris Colpitts / Richard Hart		Robert Rankin	
and/or Henry Ritchotte	<Select>	<Select>		
A10+1=7	Existing client	Americas	US Onshore	STEPHEN CASE
RELATIONSHIP	Steve Case	Revolution LLC (former Chairman of AOL)		
	1300	1131.4934313461536	1500	2000
Russ Daulton	Michael Davis	Chris Colpitts / Richard Hart	Robert	
Rankin	<Select>	<Select>		

A11+1=8	Existing client	Americas	US Onshore	CHARLES KOCH	
RELATIONSHIP	David and Charles Koch		Koch Industries	25000	
515.6514478230768	1000	5000	2.7247978496923078		David
Rodin	Chip Packard	John Anos	Michele Faissola		
<Select>	<Select>				
A12+1=9	Existing client	Americas	PCS	CORDISH FAMILY	David
Kordish and sons		Cordish Companies	1000	449	800
800	168	Perry Trimble	Haig Ariyan	Drew Goldman	Michele
Faissola	<Select>	<Select>			
A13+1=10	Existing client	Americas	PCS	JAY	
SCHOTTENSTEIN	Jay Schottenstein	DSW	1000	1500	2000
2500	200	Hassan/Germann	Haig Ariyan	Keith Wargo	Michele
Faissola	<Select>	<Select>			
A14+1=11	Existing client	Americas	PCS	PHIL RUFFIN	
Phil Ruffin	1500	50	1000	5000	100
Haig Ariyan	Rich Byrne	Robert Rankin		Sanjan Dhody	
A15+1=12	Existing client	Americas		N. Latin America	
SANTO DOMINGO FAMILY	Santo Domingo Family			Quadrant Capital	
1500	1568.59118	3000	5000	5	Roberto Mendoza Felipe
Godard	Jorge Arce	Jürgen Fitschen	<Select>	<Select>	
A16+1=13	Existing client	Americas		N. Latin America	
ARAMBURUZABALA	Maria Asuncion Aramburuzabala			Tresalia Capital	
12300	286923.076923077/1000=286.923076923077			2000	5000
97763909.7744361/1000000=97.7639097744361				Felipe Godard	Chip
Packard	Manuel Villalvazo / Paul Stefnick			Anshu Jain	
<Select>	<Select>				
A17+1=14	Existing client	Americas		S. Latin America	
MAGNA CAPITAL	Alfredo Alberto Roman	Organizacion Roman			800
1100/1.32=833.3333333333333	1200	1500			
203/1.32=153.78787878787878	Ana Brillembourg			Felipe Godard	
Sebastian Reynal	Michele Faissola	<Select>	<Select>		
Potential Key Clients (Estimated Net Worth >EUR250mm / able to generate AWM CBV >EUR100mm AND/OR AWM annualized revenues >EUR500k)					
A18+1=15	Existing client	Americas	US Onshore	GEORGE	
KAISER RELATIONSHIP	George Kaiser	Bank of Oklahoma		7300	
388.6222108076922	1000	2000	13.29955658183077		Michael E.
McCarthy	Chip Packard	Andrew Safran	Michele Faissola		
<Select>	<Select>				
A21+1=16	Existing client	Americas	US Onshore	ALLEN PAUL	
GARDNER RELATIONSHIP (Vulcan)	Paul Allen	Vulcan Inc.		9000	
0.49017776153846154	1000	2000	0.1324240361230769		Mark
Chiappara	Chip Packard	John Eydenberg	Michele Faissola		
<Select>	<Select>				
A22+1=17	Existing client	Americas	PCS	JOHN	
CATSIMATIDIS	John Catsimatidis	United Refining Co		2500	
600	1000	3000	2	Bill Grous / Steve Grill	Dario
Schiraldi	Rich Byrne / Rob Wheeler	Jacques Brand			
<Select>	<Select>				
A23+1=18	Existing client	Americas	US Onshore	Cerberus /	
Steve Feinberg	Steve Feinberg	Cerberus	2000	0	2000
20000	0	George Zahringer	Chip Packard	John Eydenberg	

Robert Rankin	<Select>	<Select>				
A24+1=19	Existing client	Americas	PCS	Daniel Och		
Daniel Och	Och-Ziff Capital Management		4000	94	1000	
50000	33	Sanjan Dhody	Haig Ariyan	Jeff Mayer	Anshu	
Jain	<Select>	<Select>				
A25+1=20	Existing client	Americas	PCS	BARRY		
STERNLICHT	Barry Sternlicht	Starwood Capital Group			2300	
1800	2500	5000	0	Sanjan Dhody	Haig Ariyan	Eric
Dobi	Jacques Brand	<Select>	<Select>			
A26+1=21	Existing client	Americas	PCS	WILBUR ROSS		
Wilbur Ross	W. L. Ross and Company	2300/1.3=1769.2307692307693				
1000	1000	Robert Leidy / McCluskey	Haig Ariyan	David		
Crescenzi	Anshu Jain	<Select>	<Select>			
A27+1=22	Existing client	Americas	S. Latin America			
TEQUISA/DEVON/ARIZONA	Guillermo Luksic		Quinenco/Antofagasta			
19000	268/1.32=203.03030303030303	1500	5000			
57/1.32=43.18181818181818	Ana Brillembourg		Felipe Godard			
Bernardo Parnes / Khaled Fathallah	Jürgen Fitschen	<Select>				
<Select>						

Prospects (total Net Worth >EUR250mm or Liquid Wealth >EUR100mm / Potential Revenues >EUR500k)

A28+1=23	Prospect	Americas	PCS	Joe Lewis		
Joe Lewis	4000	0	1000	1000	0	Sanjan Dhody
Haig Ariyan	Anshu Jain	<Select>	<Select>			
A31+1=24	Prospect	Americas	PCS	Lady Lynn de		
Rothchild	Lady Lynn de Rothchild	Rothchild		10000	1000	
1000	Sanjan Dhody	Haig Ariyan	Jeff Mayer	Anshu Jain		
<Select>	<Select>					
A32+1=25	Prospect	Americas	N. Latin America			
Carlos Slim	Carlos Slim	Grupo Carso	56700	2500	2500	
Felipe Godard	Chip Packard	Alberto Ardura / Jorge Arce	Jürgen			
Fitschen	and/or Anshu Jain	<Select>	<Select>			
A33+1=26	Prospect	Americas	N. Latin America			
Alberto Bailleres	Alberto Bailleres	Grupo Bal		15000		
500	500	Felipe Godard	Chip Packard	Anshu Jain		
<Select>	<Select>					
A34+1=27	Prospect	Americas	N. Latin America			
German Efromovich	German Efromovich	Avianca, TACA, Pacific				
Rubiales	1800	500	500	Eduardo Castro	Felipe Godard	
Michael Masterson	Michele Faissola	<Select>	<Select>			
A35+1=28	Prospect	Americas	N. Latin America			
Jorge and Andre Gerdau	Jorge and Andre Gerdau	Gerdau	1000	500		
500	Eduardo Pieta	Felipe Godard	Bernardo Parnes	Michele		
Faissola	<Select>	<Select>				
A36+1=29	Prospect	Americas	US Onshore			
Angelo John Angelo	Angelo, Gordon	1000	500	2000		
Zahringer	Chip Packard	Jeff Mayer / Jeff Mortara				
Grassie	<Select>	<Select>				
A37+1=30	Prospect	Americas	US Onshore			
Hamm	Harold Hamm	Continental Resources	8000	1000	2000	
Mike McCarthy	Chip Packard	Andrew Safran	Jacques Brand	and/or		

Stefan Krause	<Select>	<Select>				
A38+1=31	Prospect	Americas		PCS		Junior Cutrale
Jose Luis Cutrale		10000	0	1000	5000	0 Sanjan
Dhody Haig Ariyan		Anshu Jain		<Select>		<Select>
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KCP Platinum list

Top 100 Program - Nominations -- KCP Americas

Client or Prospect GMT Sub-GMT Client information
 Coverage information Please provide a brief rationale for the
 nomination Top 100 Approval

Name of AWM client (person or entity) Name of Beneficial Owner

Company name Est. Total Net Worth

(EUR m) 2012 AWM Revenues

(EUR k) 2013 AWM Revenue Potential

(EUR k) 2013 Franchise Revenue Potential

(EUR k) 2012 AWM CBV

(EUR m) Client Advisor (CA) AWM Senior Client Executive (AWM SCE)

KCP Senior Sales Coverage

if relevant GEC sponsor (GMT proposal) Top 100 confirmed?

GEC sponsor

Key Clients (able to generate AWM annualized revenues >USD500k)

1	Existing client	Americas	US Onshore	RONALD BURKLE
RELATIONSHIP	Ronald Burkle	Yucaipa Companies	2400	
2530.4052909153843	3000	3500	151.89430197011538	Susan
Burnett Michael Davis	Ben Bianchi / Kent Penwell		Michele	
Faissola	<Select>	<Select>		
2	Existing client	Americas	US Onshore	STEPHEN CASE
RELATIONSHIP	Steve Case	Revolution LLC (former Chairman of AOL)		
1300	1131.4934313461536	1500	2000	77.27920691825386
Russ Daulton	Michael Davis	Chris Colpitts / Richard Hart	Robert	
Rankin	<Select>	<Select>		
3	Existing client	Americas	US Onshore	CHARLES KOCH
RELATIONSHIP	David and Charles Koch	Koch Industries	25000	
515.6514478230768	1000	5000	2.7247978496923078	David
Rodin	Chip Packard	John Anos	Michele Faissola	
<Select>	<Select>			
4	Existing client	Americas	PCS	BARRY STERNLICHT
Barry Sternlicht	Starwood Capital Group		2300	1800
5000	0	Sanjan Dhody	Haig Ariyan	Eric Dobi
Brand	<Select>	<Select>		Jacques
5	Existing client	Americas	PCS	SCOTT PRINCE
Prince	Tricon Capital Group			Scott
6	Existing client	Americas	PCS	STEINBRENNER FAMILY
Steinbrenner Family				
7	Existing client	Americas	PCS	JORGE PEREZ
RELATIONSHIP	Jorge Perez	The Related Group		
8	Existing client	Americas	PCS	ART COHEN
Cohen	JHAC Family Office			Art
9	Existing client	Americas	PCS	JOHN ARNOLD
Arnold	Centaurus Capital			John
10	Existing client	Americas	US Onshore	PRITZKER FAMILY
Pritzker Family	John/Nick Pritzker			
11	Existing client	Americas	US Onshore	IZMERLIAN
FAMILY	PSQ / Guardian Investment Company			
12	Existing client	Americas	US Onshore	PHIL ANSCHUTZ
Phil Anschutz				

13	Existing client	Americas	PCS	BILL FOREST	Bill Forest
14	Existing client	Americas	Jeffrey Epstein	Butterfly Trust	
726.0582298700357		Paul Morris			
15	Existing client	Americas	Chris Acitro	Gapstow	
726.0582298700357		Mark Gonzales			
16	Prospect	Americas	Mandel Family	Parkwood	
Capital 726.0582298700357		Patricia Bennett			
17	Existing client	Americas	EnTrust Capital	EnTrust Palmetto	
LLC 1089.0873448050534		Patricia Bennett			
18	Prospect	Americas	Miles Nadal	MDCA	
254.12038045451246		Miles Nadal			
19	Prospect	Americas	Laurence Tisch	Tisch Family	
(TFMG) 3630.291149350178		Paul Morris			
20	Prospect	Americas	Julian Omid	Omid	
90.75727873375446		Matthew Ayers			
21	Prospect	Americas	Leon Black	Black	
2904.2329194801428		Paul Morris			
22	Prospect	Americas	Les Lieberman	Porticoes LLC	
90.75727873375446		Charles Rudnick			
23	Prospect	Americas	Noam Gottesman	TOMS Capital	
1452.1164597400714		Paul Morris/Brad LaConte			
24	Existing client	Americas	Daniel Loeb	Dan Loeb	
1089.0873448050534		Rosemary Vrablic			
25	Existing client	Americas	Wanek Family	Thirdlake	
1089.0873448050534		Paul Morris			
26	Existing client	Americas	Michael Stone	Freestyle	
Capital 726.0582298700357		Jarret Brady			
27	Existing client	Americas	Nathan Leight	Terrapin	
Partners 42.11137733246206		Edward Maier			
28	Existing client	Americas	Jack Thompson	JVB Properties	
47.19378494155231		Edward Maier			
29	Existing client	Americas	Raz Steinmetz	Sage Capital	
363.02911493501784		Michael David			
30	Existing client	Americas	Richard Merkin	Heritage Provider	
Network 2904.2329194801428		Cheryll Paller			
Potential Key Clients (Estimated Net Worth >USD100mm / able to generate AWM annualized revenues >USD1000k)					
1	Existing client	Americas	US Onshore	GEORGE KAISER	
RELATIONSHIP	George Kaiser	Bank of Oklahoma		7300	
388.6222108076922	1000	2000	13.29955658183077		Michael E.
McCarthy	Chip Packard	Andrew Safran	Michele Faissola		
<Select>	<Select>				
2	Existing client	Americas	PCS	JOHN CATSIMATIDIS	
John Catsimatidis	United Refining Co		2500	600	1000
3000	2	Bill Grous / Steve Grill		Dario Schiraldi	Rich
Byrne / Rob Wheeler	Jacques Brand	<Select>		<Select>	
3	Existing client	Americas	PCS	WILBUR ROSS	Wilbur
Ross	W. L. Ross and Company	2300/1.3=1769.2307692307693			1000
1000	Robert Leidy / McCluskey	Haig Ariyan		David Crescenzi	
Anshu Jain	<Select>	<Select>			
4					

Potential Key Clients (Estimated Net Worth >USD100mm / able to generate AWM annualized revenues >USD500k)

1	Prospect	Americas	PCS	Joe Lewis	Joe		
Lewis	4000	0	1000	1000	0	Sanjan Dhody	Haig
Ariyan	Anshu Jain	<Select>	<Select>				
2	Prospect	Americas	US Onshore	Harold Hamm			
Harold Hamm	8000	1000	2000	Mike McCarthy	Chip Packard		
Andrew Safran	Jacques Brand	<Select>	<Select>				

Potential Key Clients (Estimated Net Worth >USD100mm / able to generate AWM annualized revenues >USD250k)

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