

Subject: RE: KCP IOI: Also,now we have a 50k IOI from Hart for PGRE; follow up on Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]
From: Tazia Smith <[REDACTED]>
Date: Thu, 13 Nov 2014 15:36:57 -0500
To: Joshua Shoshan [REDACTED]
Haig Ariyan [REDACTED]
Donald Summer <[REDACTED]>
Cc: Caroline Kitidis [REDACTED]
Thomas ORorke [REDACTED],
Matt Glassman [REDACTED],
Daniel Sabba <[REDACTED]>,
Michael Iaquinta [REDACTED]
Chip Packard [REDACTED]

Classification: For internal use only

Epstein is NOT coming in for VA. Only Hart and we have managed expectations.

To be determined on PGRE.

From: Joshua Shoshan
Sent: Thursday, November 13, 2014 3:35 PM
To: Haig Ariyan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta; Chip Packard
Subject: Re: KCP IOI: Also,now we have a 50k IOI from Hart for PGRE; follow up on Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Kcp, can you confirm Epstein is not coming for VA?

From: Haig Ariyan
Sent: Thursday, November 13, 2014 03:33 PM
To: Joshua Shoshan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta; Chip Packard
Subject: Re: KCP IOI: Also,now we have a 50k IOI from Hart for PGRE; follow up on Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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The allocation is too small for another set of clients to carve off the top, unless Epstein is not indicating for this deal.

From: Joshua Shoshan
Sent: Thursday, November 13, 2014 03:32 PM
To: Joshua Shoshan; Haig Ariyan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta; Chip Packard
Subject: KCP IOI: Also,now we have a 50k IOI from Hart for PGRE; follow up on Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Greetings, Haig. Have you decided about Hart and their order for VA? That deal is tonight.

Also, they have an IOI in for PGRE of 50K. That deal is next week, and we are only 5%. However, that deal is 131mm shares. Mike, do you have any sense of what we can see there?

Best regards, --Josh

Joshua Shoshan
Director

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Office [REDACTED]
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responsible for any discrepancy between the informal execution report and the official trade confirmation(s) or account statements.

From: Joshua Shoshan
Sent: Wednesday, November 12, 2014 2:38 PM
To: Haig Ariyan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquinta; Chip Packard
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Yes, this is different.

Joshua Shoshan
Director

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From: Haig Ariyan
Sent: Wednesday, November 12, 2014 2:38 PM

To: Tazia Smith; Joshua Shoshan; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquina; Chip Packard
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Let me rephrase: is this a different client than the one for whom we have previously provided this "off the top" allocation for?

Who covers the client?

Thanks

Haig

Haig Ariyan
Managing Director
Co-Head Wealth Management, Americas
Deutsche Asset & Wealth Management

345 Park Avenue
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[REDACTED] direct phone
[REDACTED] fax

From: Tazia Smith
Sent: Wednesday, November 12, 2014 2:32 PM
To: Haig Ariyan; Joshua Shoshan; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquina
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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This is not a new client, though not a regular retail deal participant so a new name on this exchange. Descrip: >\$2bn family office, RE and operating businesses in Europe, US, and Australia. Work with DB globally. Hart Acquisitions is a KCP-Americas entity. Given the extremely low allocation to retail, we will manage expectations accordingly.

From: Haig Ariyan
Sent: Wednesday, November 12, 2014 2:29 PM
To: Joshua Shoshan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael Iaquina
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Is this a new client you are requesting special consideration for , or is this the same client?

Haig Ariyan
Managing Director
Co-Head Wealth Management, Americas
Deutsche Asset & Wealth Management

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From: Joshua Shoshan
Sent: Wednesday, November 12, 2014 2:28 PM
To: Tazia Smith; Donald Summer; Haig Ariyan
Cc: Caroline Kitidis; Thomas ORorke; Matt Glassman; Daniel Sabba; Michael

Iaquinta

Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Greetings, Haig. Please see below. Would you give a KCP allocation off the top for Hart below? Mike I. thinks we see no more than 600k shares in Wealth Management. It may well be lower. 50 bps of 600k shares is 3000 shares. What do you want to do? Thanks, Haig. Best regards,--Josh

Joshua Shoshan
Director

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From: Tazia Smith
Sent: Wednesday, November 12, 2014 2:20 PM
To: Joshua Shoshan; Donald Summer
Cc: Caroline Kitidis; Thomas O'Rourke; Matt Glassman; Daniel Sabba
Subject: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

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Classification: For internal use only

Josh – My regrets for the late notice. Hart (Eric Watson's Family Office Entity, Private Banker = Mark Gonzolez) is indicating for 30k shares of VA through KCP.

Thanks

Tazia

{cid:image001.gif@01CFFE84.CDC34B60}

Tazia Smith
Director | Key Client Partners - US

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