

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: Joshua Shoshan <[REDACTED]>
Date: Thu, 13 Nov 2014 16:05:15 -0500
To: Michael Iaquina <[REDACTED]>,
Haig Ariyan <[REDACTED]>,
Tazia Smith <[REDACTED]>,
Donald Summer <[REDACTED]>,
Zbynek Kozelsky <[REDACTED]>
Cc: Caroline Kitidis <[REDACTED]>,
Thomas ORourke <[REDACTED]>,
Matt Glassman <[REDACTED]>,
Daniel Sabba <[REDACTED]>,
Chip Packard <[REDACTED]>

Classification: For internal use only

Thanks. Ziggy, fyi.

Joshua Shoshan
Director

Deutsche Bank Securities Inc.
Private Wealth Management - Americas
Private Client Services
345 Park Ave, 26th Floor
New York, NY 10154

Office [REDACTED]
Cell [REDACTED]
E-Fax [REDACTED]

All trade execution information contained herein is being provided as an accommodation at your request in advance of your receipt of the official trade confirmation(s). Additional trade detail information available upon request. The terms of the trade(s) may be subject to change prior to settlement, and therefore the official trade confirmation(s) and account statements issued by Deutsche Bank shall govern. Deutsche Bank is not responsible for any discrepancy between the informal execution report and the official trade confirmation(s) or account statements.

From: Michael Iaquina
Sent: Thursday, November 13, 2014 3:51 PM
To: Joshua Shoshan; Haig Ariyan; Tazia Smith; Donald Summer
Cc: Caroline Kitidis; Thomas ORourke; Matt Glassman; Daniel Sabba; 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]

Me. All set

Sent with Good (www.good.com)

-----Original Message-----

From: Joshua Shoshan

Sent: Thursday, November 13, 2014 03:50 PM Eastern Standard Time

To: Haig Ariyan; Tazia Smith; Donald Summer

Cc: Caroline Kitidis; Thomas ORourke; 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]

Classification: For Internal Use Only

Mike, who needs this message? Andre? Thanks, --Josh

From: Haig Ariyan

Sent: Thursday, November 13, 2014 03:38 PM

To: Tazia Smith; Joshua Shoshan; Donald Summer

Cc: Caroline Kitidis; Thomas ORourke; 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]

Classification: For Internal Use Only

Ok then carve out 50bps

From: Tazia Smith

Sent: Thursday, November 13, 2014 03:36 PM

To: Joshua Shoshan; Haig Ariyan; Donald Summer

Cc: Caroline Kitidis; Thomas ORourke; 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]

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 ORourke; 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]

Classification: For Internal Use Only

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 ORourke; 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]

Classification: For Internal Use Only

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 ORourke; 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]

Classification: For internal use only

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

Deutsche Bank Securities Inc.
Private Wealth Management - Americas
Private Client Services
345 Park Ave, 26th Floor
New York, NY 10154

Office [REDACTED]
Cell [REDACTED]
E-Fax [REDACTED]

All trade execution information contained herein is being provided as an accommodation at your request in advance of your receipt of the official trade confirmation(s). Additional trade detail information available upon request. The terms of the trade(s) may be subject to change prior to settlement, and therefore the official trade confirmation(s) and account statements issued by Deutsche Bank shall govern. Deutsche Bank is not 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 Iaquina; Chip Packard
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin

America (VA.US) [I]

Classification: For internal use only

Yes, this is different.

Joshua Shoshan
Director

Deutsche Bank Securities Inc.
Private Wealth Management - Americas
Private Client Services
345 Park Ave, 26th Floor
New York, NY 10154

Office [REDACTED]
Cell [REDACTED]
E-Fax [REDACTED]

All trade execution information contained herein is being provided as an accommodation at your request in advance of your receipt of the official trade confirmation(s). Additional trade detail information available upon request. The terms of the trade(s) may be subject to change prior to settlement, and therefore the official trade confirmation(s) and account statements issued by Deutsche Bank shall govern. Deutsche Bank is not responsible for any discrepancy between the informal execution report and the official trade confirmation(s) or account statements.

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

Classification: For internal use only

EFTA01478987

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
New York, NY 10154
[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 ORourke; Matt Glassman; Daniel Sabba; Michael Iaquina
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

Classification: For internal use only

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 ORourke; Matt Glassman; Daniel Sabba; Michael Iaquina
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

Classification: For internal use only

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

345 Park Avenue
New York, NY 10154
[REDACTED] direct phone

[REDACTED] fax

From: Joshua Shoshan
Sent: Wednesday, November 12, 2014 2:28 PM
To: Tazia Smith; Donald Summer; Haig Ariyan
Cc: Caroline Kitidis; Thomas ORourke; Matt Glassman; Daniel Sabba; Michael Iaquina
Subject: RE: KCP IOI: Hart Acquisitions/Watson IOI 30k shares for Virgin America (VA.US) [I]

Classification: For internal use only

Greetings, Haig. Please see below. Would you give a KCP allocation off the top for Hart below? Mike I. thinks we see no more that 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

Deutsche Bank Securities Inc.
Private Wealth Management - Americas
Private Client Services
345 Park Ave, 26th Floor
New York, NY 10154

Office [REDACTED]
Cell [REDACTED]
E-Fax [REDACTED]

All trade execution information contained herein is being provided as an accommodation at your request in advance of your receipt of the official trade confirmation(s). Additional trade detail information available upon request. The terms of the trade(s) may be subject to change prior to settlement, and therefore the official trade confirmation(s) and account statements issued by Deutsche Bank shall govern. Deutsche Bank is not responsible for any discrepancy between the informal execution report and the official trade confirmation(s) or account statements.

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

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

DB Securities Inc
Deutsche Asset & Wealth Management
345 Park Avenue, 10154-0004 New York, NY, USA
Tel. [REDACTED]
Fax [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

{cid:image002.gif@01CFFE84.CDC34B60}

This email may contain confidential and/or privileged information. If you are not the intended recipient (or have received this email in error), please notify the sender immediately and delete the email from your computer. Any unauthorized copying, disclosure or distribution of the material in this email is prohibited.

Deutsche Bank does not accept orders and/or instructions regarding your account by email. Any orders or transactional request sent by e-mail will not be processed until Deutsche Bank can confirm your instruction or obtain appropriate written documentation, where necessary.

Deutsche Bank does not render legal or tax advice and information contained in this e-mail should not be regarded as such.

Unofficial trade confirmations use information from sources that the firm believes to be reliable, but Deutsche Bank Securities Inc. cannot guarantee the accuracy of this information, or the reliability of these sources. Please refer to your official account statements and confirmations for all trade information.