

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: Tue, 18 Nov 2014 10:53:31 -0500
To: Joshua Shoshan <[REDACTED]>,
Michael Iaquina <[REDACTED]>,
Haig Ariyan <[REDACTED]>,
Tazia Smith <[REDACTED]>,
Donald Summer <[REDACTED]>
Cc: Caroline Kitidis <[REDACTED]>,
Thomas O'Rourke <[REDACTED]>,
Matt Glassman <[REDACTED]>,
Daniel Sabba <[REDACTED]>,
Chip Packard <[REDACTED]>

Classification: For internal use only

Haig, hi. What did you want to do about PGRE for Hart? Tazia, please confirm that no other special KCP order is coming in for PGRE. Thanks and regards, --Josh

Joshua Shoshan
Director

Deutsche Bank Securities Inc.
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345 Park Ave, 26th Floor
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From: Joshua Shoshan
Sent: Friday, November 14, 2014 8:45 AM

To: Michael Iaquinta; 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]

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Greetings. Hart is allocated 1800 shares VA. Please confirm that the client will get the call. Best regards, --Josh

Joshua Shoshan
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From: Michael Iaquinta
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]

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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]

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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]

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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 Iaquina; 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 ORourke; Matt Glassman; Daniel Sabba; Michael Iaquina; 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 ORourke; Matt Glassman; Daniel Sabba; Michael Iaquina; 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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From: Joshua Shoshan
Sent: Wednesday, November 12, 2014 2:38 PM
To: Haig Ariyan; Tazia Smith; 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]

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Yes, this is different.

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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 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]

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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
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]

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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 ORourke; 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 ORourke; 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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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
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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]

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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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