

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: Tue, 18 Nov 2014 14:19:01 -0500  
To: Joshua Shoshan <[REDACTED]>,  
Michael Iaquina <[REDACTED]>,  
Haig Ariyan <[REDACTED]>,  
Donald Summer <[REDACTED]>  
Cc: Caroline Kitidis <[REDACTED]>,  
Thomas ORorke <[REDACTED]>,  
Matt Glassman <[REDACTED]>,  
Daniel Sabba <[REDACTED]>,  
Chip Packard <[REDACTED]>

Classification: For internal use only

Hart is the only order for KCP.

From: Joshua Shoshan  
Sent: Tuesday, November 18, 2014 10:54 AM  
To: Joshua Shoshan; Michael Iaquina; Haig Ariyan; Tazia Smith; Donald Summer  
Cc: Caroline Kitidis; Thomas ORorke; 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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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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Private Client Services  
345 Park Ave, 26th Floor  
New York, NY 10154

Office [REDACTED]

Cell [REDACTED]  
E-Fax [REDACTED]

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From: Joshua Shoshan  
Sent: Friday, November 14, 2014 8:45 AM  
To: Michael Iaquina; Haig Ariyan; Tazia Smith; Donald Summer  
Cc: Caroline Kitidis; Thomas ORorke; 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  
Director

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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 Iaquinta  
Sent: Thursday, November 13, 2014 3:51 PM  
To: Joshua Shoshan; Haig Ariyan; Tazia Smith; Donald Summer  
Cc: Caroline Kitidis; Thomas ORorke; 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 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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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 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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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 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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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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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.

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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 Iaquinta; 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 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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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

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 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 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

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From: Tazia Smith  
Sent: Wednesday, November 12, 2014 2:20 PM  
To: Joshua Shoshan; Donald Summer  
Cc: Caroline Kitidis; Thomas ORorke; 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

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Tazia Smith  
Director | Key Client Partners - US

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