

# Weekly Business Updates

## Transactions Closed, Pipeline Deals & Client Updates



Nov 12 <sup>th</sup> 2013	KCP US & WIC			KCP LATAM & WIC				
Revenue (\$ mm)	KCP: YTD	MTD	WIC: YTD	MTD	KCP: YTD	MTD	WIC: YTD	MTD
<b>Macro Themes &amp; Trade Ideas</b>	- <b>Global Equities: Bullish S&amp;P 1750+ YE – “Tech “</b> - US Rates: expectations of rising rates pushed out - <b>European Recovery: slow but +ve GDP growth</b> - Hedging solutions, taking gains - <b>Japanese growth: Abenomics lead to 2x Equity</b> - Inflation: GIC view increase CPI in 2014 - <b>Municipal Bonds (dislocated v UST)</b> - Efficient structure to monetize oil spikes - <b>RREEF: Price upside due to low supply</b>							
<b>Client Prospects</b>	<b>Client</b>	<b>KCP-A Sales</b>	<b>RM (Office)</b>	<b>Client</b>	<b>Sales</b>	<b>RM</b>		
	▪ Sage Capital	▪ David Mann	▪ Michael David (NY PCS)	▪	▪	▪		
	▪ NB Zoullas Sec	▪ David Mann	▪ Drew Hearon (NY PCS)	▪	▪	▪		
	▪ Florida Crystals	▪ Thomas OR	▪ Bryan Stepanian (GWH PCS)	▪	▪	▪		
	▪ MDCA	▪ Thomas OR	▪ Neal Fiore (NY PCS)	▪	▪	▪		
	▪ Price Family	▪ Thomas OR	▪ Carolin Botzenhard (LA PB)	▪	▪	▪		
<b>Transaction Highlights / Clients</b>	<b>Desk</b>	<b>Deal</b>	<b>Product</b>	<b>Client</b>	<b>% / \$(000)k</b>	<b>Economics</b>	<b>↕↔</b>	
	KCP-US	▪ PriceSmart Block Sale	▪ Private Markets	▪ Price Family	▪ 500	▪ 400k stock sale (PSMT)	▪ ↑	
	KCP-LATAM	▪	▪	▪	▪	▪	▪	
	WIC-US	▪ Oxford Lane Capital	▪ Syndicate	▪ Various	▪ 123	▪ 227k Preferred, paid .54 per bond	▪ ↑	
	WIC-LATAM	▪	▪	▪	▪	▪	▪	

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