

# Weekly Business Updates

## Transactions Closed, Pipeline Deals & Client Updates



Key Client Partners  
Americas

Nov 12<sup>th</sup> 2013

### KCP Americas

**Material Deals  
in the Pipeline**

Desk	Deal	Product	Client	% / \$(000)k	Economics	↕
KCP-US DM	<ul style="list-style-type: none"> <li>131 s. Dearborn</li> <li>Spitfire 2.0</li> <li>Gold Trade Finance</li> <li>Airlee CLO</li> </ul>	<ul style="list-style-type: none"> <li>Real Estate</li> <li>Private Markets</li> <li>Private Markets</li> <li>Private Markets</li> </ul>	<ul style="list-style-type: none"> <li>Various</li> <li>Jaws, Bill Forest</li> </ul>	<ul style="list-style-type: none"> <li>40%</li> <li>95%   1,500</li> </ul>	<ul style="list-style-type: none"> <li>Preferred Equity class A+ tower</li> <li>\$15m, 1% fee</li> <li>4.5-45m gold deliver</li> <li>\$38m size</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> </ul>
KCP-US TOR	<ul style="list-style-type: none"> <li>MDCA Stock Loan</li> <li>Somerston TRS</li> <li>Yacht Loan</li> </ul>	<ul style="list-style-type: none"> <li>Private Markets</li> <li>Capital Markets</li> <li>St Fin. &amp; Lending</li> </ul>	<ul style="list-style-type: none"> <li>Miles Nadal</li> <li>Somerston</li> <li>C. Gallagher</li> </ul>	<ul style="list-style-type: none"> <li>60%   650</li> <li>70%   1,000</li> <li>70%   4,000</li> </ul>	<ul style="list-style-type: none"> <li>\$45m loan v \$150m stock</li> <li>Muni TRS \$14-60m in size</li> <li>\$63m loan 15%, 4% fee</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> <li>↔</li> <li>↑</li> </ul>
KCP-US TDS	<ul style="list-style-type: none"> <li>Rates, Fx, Comm</li> <li>6200 Hollywood</li> <li>Equity co-invest</li> </ul>	<ul style="list-style-type: none"> <li>Capital Markets</li> <li>Real Estate</li> <li>Private Markets</li> </ul>	<ul style="list-style-type: none"> <li>Epstein</li> <li>Stillwater</li> <li>Endicott</li> </ul>	<ul style="list-style-type: none"> <li>50%   75-100</li> <li>95%   25</li> <li>5%   2,000</li> </ul>	<ul style="list-style-type: none"> <li>ISDA signed, ready to trade</li> <li>\$5m investment</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> </ul>
KCP- LATAM	<ul style="list-style-type: none"> <li>Equity Swap</li> <li>Iron Ore</li> <li>CLN</li> <li>European Property x 2</li> </ul>	<ul style="list-style-type: none"> <li>Capital Markets</li> <li>Private Markets</li> <li>Private Markets</li> <li>Real Estate</li> </ul>	<ul style="list-style-type: none"> <li>Leo Kryss</li> <li>Belford, Optimist</li> <li>Belford, Fund P</li> <li>A.G., RMA Engh</li> </ul>	<ul style="list-style-type: none"> <li>60%   80</li> <li>90%   150</li> <li>80%   125</li> </ul>	<ul style="list-style-type: none"> <li>\$20m equity swap on Bovespa</li> <li>on Petrobras linked w/ Inflation</li> <li>\$20m+ luxury &amp; 100m+ commercial</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> <li>↑</li> </ul>
WIC-US JC / VS	<ul style="list-style-type: none"> <li>5-9y Fwd Swap</li> <li>Structured Notes</li> </ul>	<ul style="list-style-type: none"> <li>Capital Markets</li> <li>Capital Markets</li> </ul>	<ul style="list-style-type: none"> <li>Wasserman</li> <li>Paul, Karl Kuehner</li> </ul>	<ul style="list-style-type: none"> <li>75%   150</li> <li>75%   150</li> </ul>	<ul style="list-style-type: none"> <li>\$30m notional</li> <li>Monthly flow structured notes &amp; OTC</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> </ul>
WIC-US BH / CQ	<ul style="list-style-type: none"> <li>Restricted Stock Sale</li> </ul>	<ul style="list-style-type: none"> <li>Capital Markets</li> </ul>	<ul style="list-style-type: none"> <li>Samson Capital</li> </ul>	<ul style="list-style-type: none"> <li>80%   75</li> </ul>		<ul style="list-style-type: none"> <li>↑</li> </ul>
WIC-US JS / DS	<ul style="list-style-type: none"> <li>Equity</li> </ul>	<ul style="list-style-type: none"> <li>Capital Markets</li> </ul>	<ul style="list-style-type: none"> <li>Hamlin Capital</li> </ul>			
WIC- LATAM	<ul style="list-style-type: none"> <li>Funds</li> </ul>	<ul style="list-style-type: none"> <li>Alts</li> </ul>		<ul style="list-style-type: none"> <li>100%  </li> </ul>	<ul style="list-style-type: none"> <li>\$2.5m mut funds &amp; offshore ETFs</li> </ul>	<ul style="list-style-type: none"> <li>↑</li> </ul>

Deutsche Asset  
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