

Jensen/Shaw

FY Projection

June YTD Rev	Annualized YTD	Pipeline	Est. FY 2014 Revs	FY Target	Est % Target
23,490,715	46,981,429	601,815	47,583,244	45,000,000	104%

Pipeline by Product

Product	# of Opportunities	CBVs	Ann. Revs	Pro-Rated 2014 Rev
Global Lending	1	35,000,000	1,262,500	601,815
<b>Grand Total</b>	<b>1</b>	<b>35,000,000</b>	<b>1,262,500</b>	<b>601,815</b>

Pipeline by Relationship

Relationship	# of Opportunities	CBVs	Ann. Revs	Pro-Rated 2014 Rev
HARBOURVEST PARTNERS	1	35,000,000	1,262,500	601,815
<b>Grand Total</b>	<b>1</b>	<b>35,000,000</b>	<b>1,262,500</b>	<b>601,815</b>

Top 10 Relationships

Top 10 Relationships	YTD Revenues	CBVs
1 HARBOURVEST PARTNERS	6,821,346	366,473,712
2 WOLFSON	2,856,985	538,690,227
3 WASSERMAN ALAN	2,848,369	409,029,017
4 KUEHNER CARL	2,113,304	138,112,500
5 CARLYLE REALTY PART	1,156,939	148,086,365
6 CARLYLE GROUP	675,999	90,569,625
7 BROOKFIELD	665,200	30,496,142
8 PRINCIPLES OF AQUIL	656,466	355,118,052
9 KAZILIONIS PAUL	498,151	46,826,554
10 KROLL JULES	460,243	77,320,992
<b>Top 10 Relationships Total:</b>	<b>18,753,004</b>	<b>2,200,723,186</b>