

Haig

Haig Ariyan  
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**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]

Classification: **For internal use only**

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.

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**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 Iaquinta  
**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?

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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 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