

Weekly Business Updates

Transactions Closed, Pipeline Deals & Client Updates

Key Client Partners

Americas

Nov 12th 2013

Revenue (\$ mm)

Macro Themes &

Trade Ideas

KCP US & WIC

KCP: YTD MTD

WIC: YTD MTD

KCP LATAM & WIC

KCP: YTD MTD

WIC: YTD MTD

- Global Equities: Bullish S&P 1750+ YE – “Tech “ - US Rates: expectations of rising rates pushed out - European Recovery: slow but +ve GDP

growth - Hedging solutions, taking gains - Japanese growth: Abenomics lead to 2x Equity - Inflation: GIC view increase CPI in 2014 - Municipal

Bonds (dislocated v UST) - Efficient structure to monetize oil spikes -

RREEF: Price upside due to low supply

Client

Client Prospects

|| Sage Capital

|| NB Zoullas Sec

|| Florida Crystals

|| MDCA

|| Price Family

Desk

KCP-US

Transaction

Highlights /

Clients

||
|| KCPLATAM

|| Oxford Lane Capital
|| WIC-US

|| WICLATAM

|| Deutsche

|| Asset

|| & Wealth Management

Syndicate

Various

123

227k Preferred, paid .54 per bond

Deal

PriceSmart Block Sale
KCP-A Sales

David Mann

David Mann

Thomas OR

Thomas OR

Thomas OR
RM (Office)

Michael David (NY PCS)

Drew Hearon (NY PCS)

Bryan Stepanian (GWH PCS)

Neal Fiore (NY PCS)

Carolin Botzenhard (LA PB)
Product

Private Markets
Client

Price Family
Client

% / \$(000)k

500
Sales

Economics

400k stock sale (PSMT)

RM

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Desk

KCP-US

DM

Deal

131 s.Dearborn

Spitfire 2.0

Gold Trade Finance

Airlee CLO

KCP-US

TOR

MDCA Stock Loan

Somerston TRS

Yacht Loan

KCP-US

TDS

Material Deals
in the Pipeline

Rates, Fx, Comm

6200 Hollywood

Equity co-invest

KCPLATAM

Equity Swap

Iron Ore

CLN

European Property x 2

WIC-US

JC / VS

WIC-US

BH / CQ

WIC-US

JS / DS

WICLATAM

5-9y Fwd Swap

Structured Notes

Restricted Stock Sale

Equity

Funds

Product

Real Estate

Private Markets

Private Markets

Private Markets

Private Markets

Capital Markets

St Fin. & Lending

Capital Markets

Real Estate

Private Markets

Capital Markes

Private Markets

Private Markets

Real Estate

Capital Markets

Capital Markets

Capital Markets

Capital Markets

KCP Americas

Client

Various
Jaws, Bill Forest
Miles Nadal
Somerston
C. Gallagher
Epstein
Stillwater
Endicott
Leo Kryss
Belford, Optimist
Belford, Fund P
A.G., RMA Engh
Wasserman
Paul, Karl Kuehner
Samson Capital
Hamlin Capital
% / \$(000)k Economics

40%
95% | 1,500
60% | 650
70% | 1,000
70% | 4,000
50% | 75100
95% | 25

5% |
2,000

60% | 80

90% | 150

80% | 125

75% | 150

75% | 150

80% | 75

Preferred Equity class A+ tower

\$15m, 1% fee

4.5-45m gold deliver

\$38m size

\$45m loan v \$150m stock

Muni TRS \$14-60m in size

\$63m loan 15%, 4% fee

ISDA signed, ready to trade

\$5m investment

\$20m equity swap on Bovespa

on Petrobras linked w/ Inflation

\$20m+ luxury & 100m+ commercial

\$30m notional

Monthly flow structured notes & OTC

Alts

100% |

\$2.5m mut funds & offshore ETFs

Deutsche Asset
& Wealth Management
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