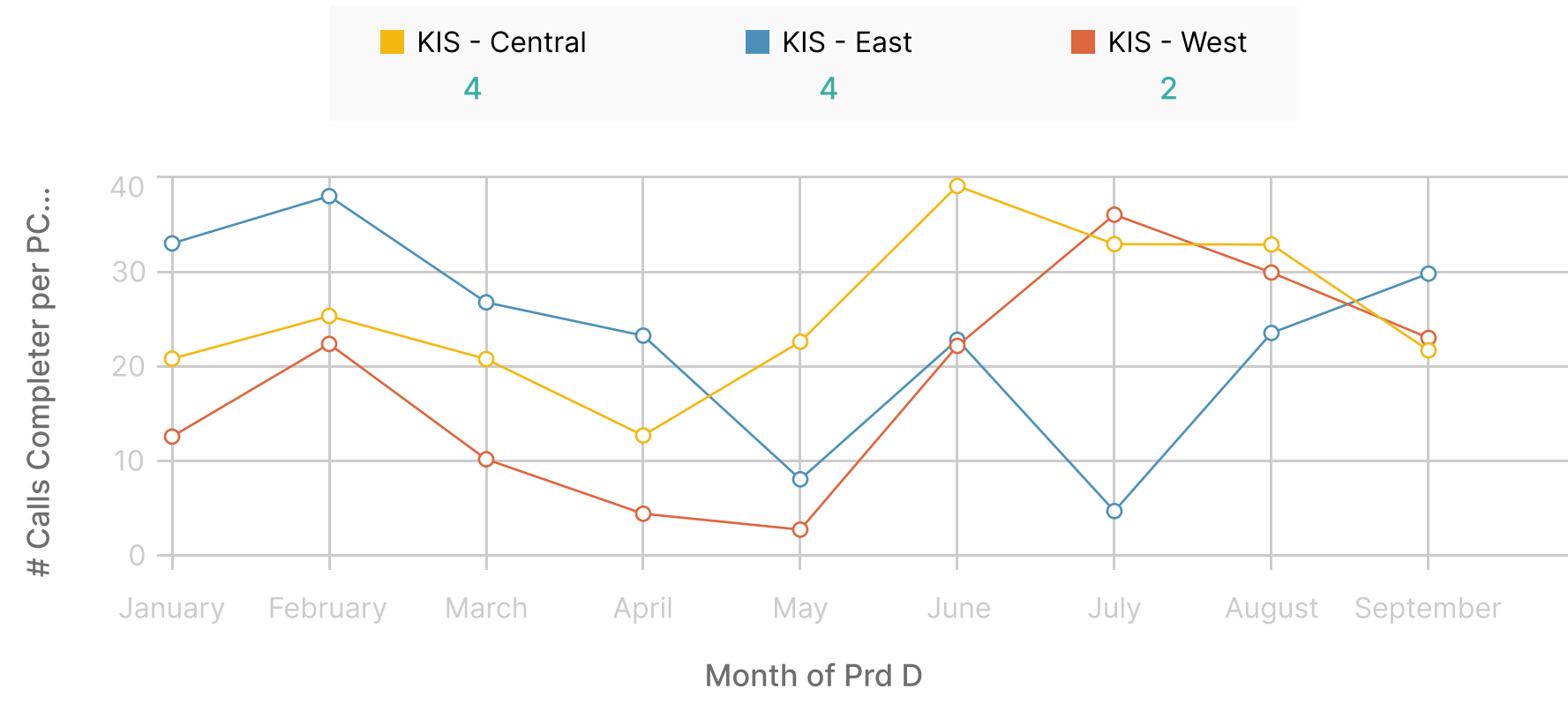


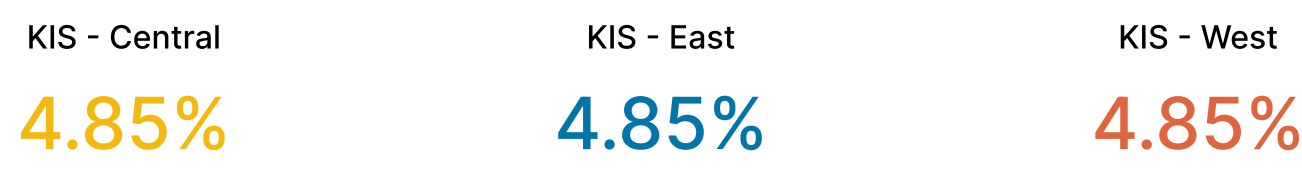
Sales Activity

KPC/KIS

of Calls Completed per PCA/APCA Summary September 2023

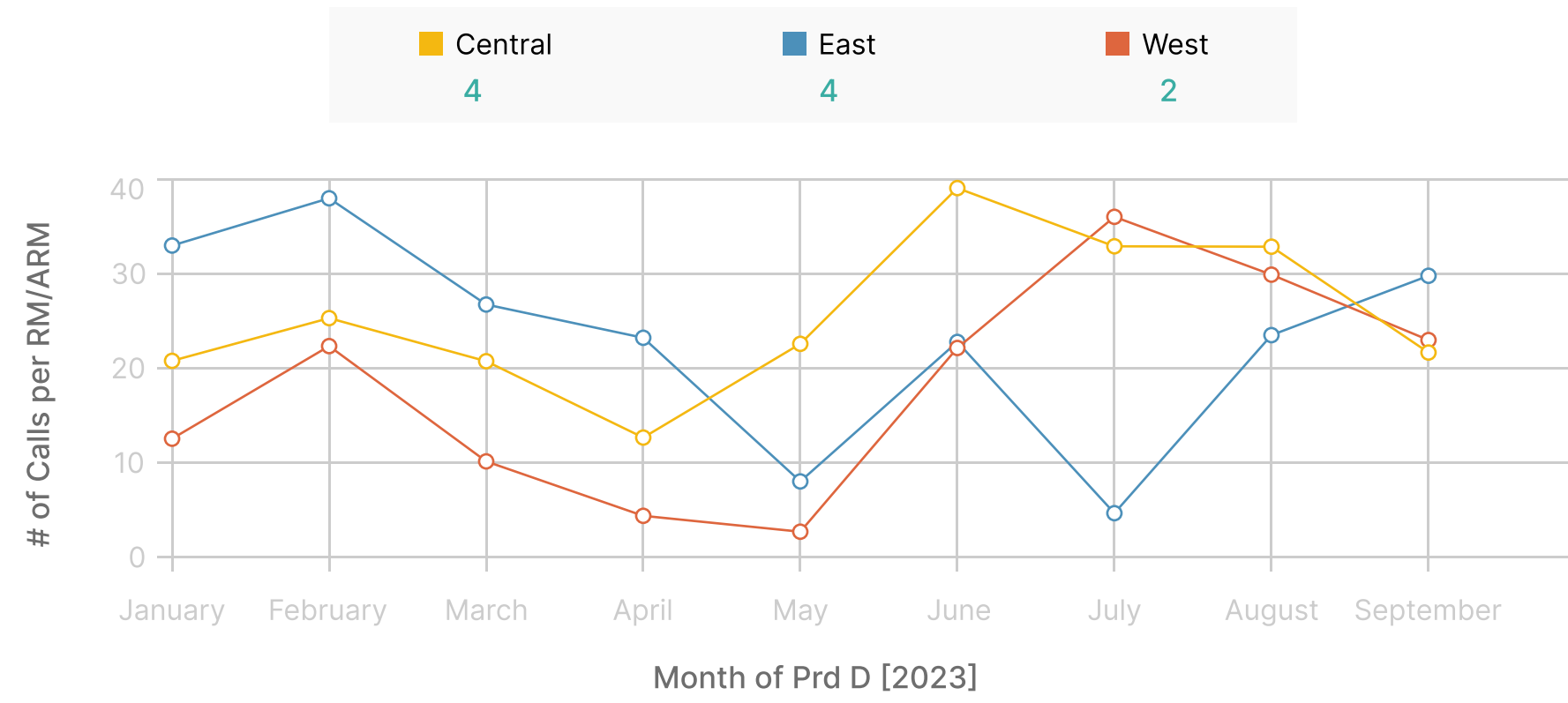
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% of KIS HH with Financial Plans Summary September 2023

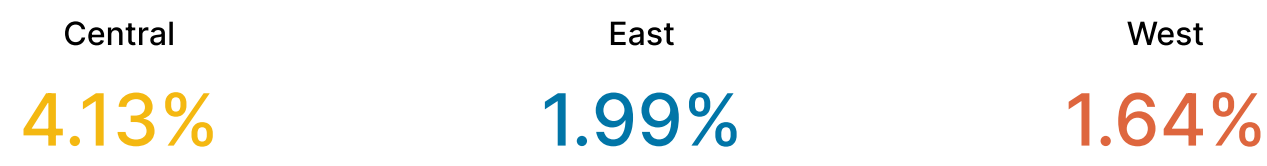
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KPB

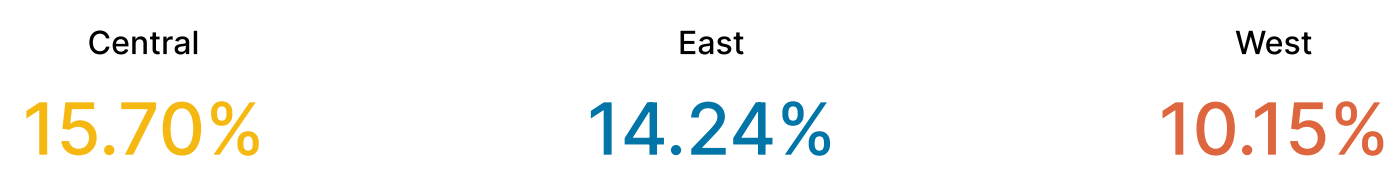
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KPB Contact Rate Summary September 2023

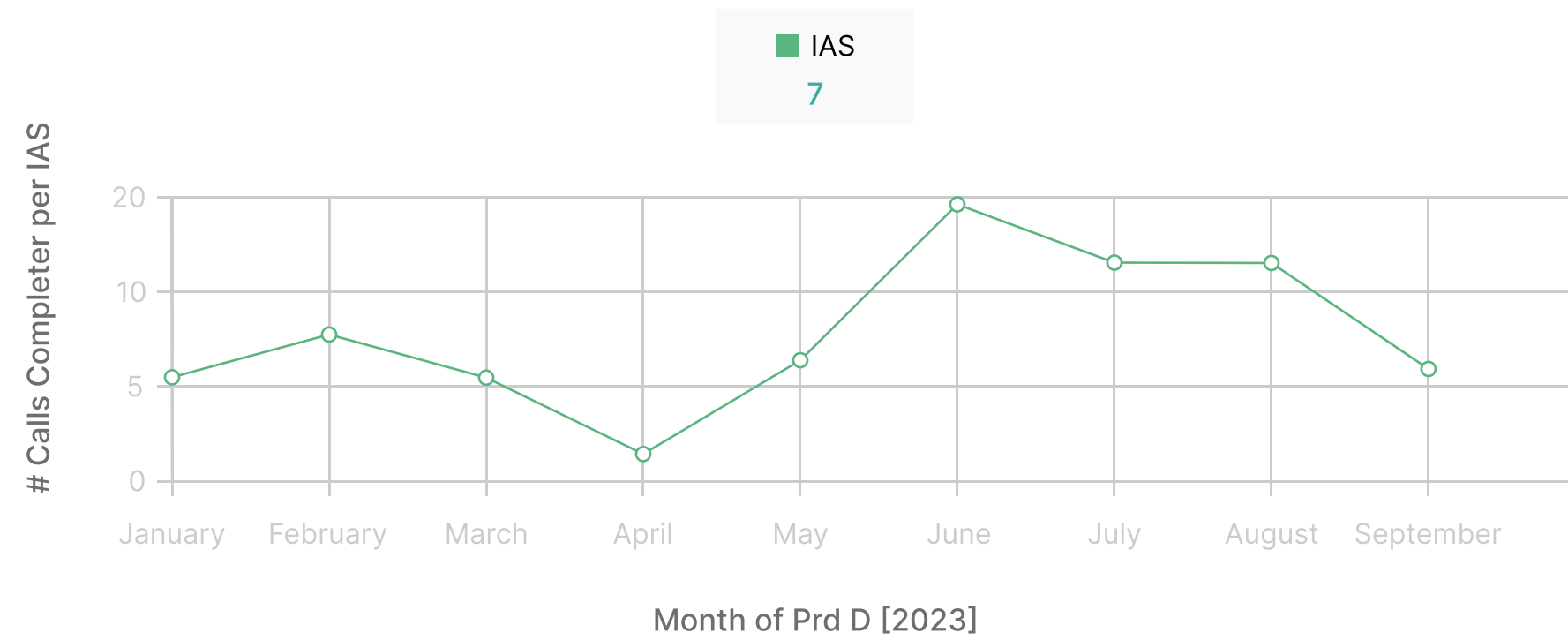
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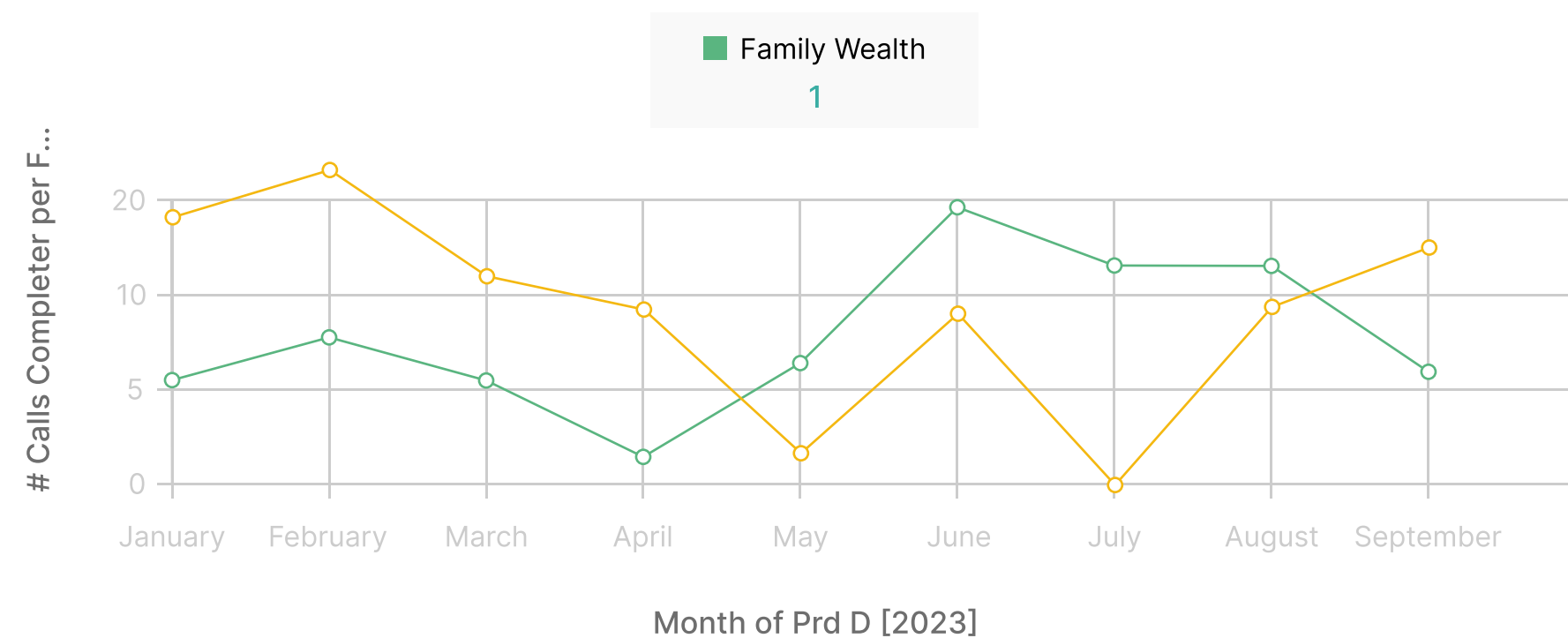
Institutional

Calls per IAS Summary September 2023

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Family Wealth

Calls per FW Strategist Summary September 2023

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