

## UPDATED HOUSE-SENATE TAX COMPARISON

Following the House passage of the Ways and Means Committee's H.R. 1, the Tax Cuts and Jobs Act, last week, the Senate Finance Committee (SFC) amended and passed its version of tax overhaul. **Following this week's recess, the Senate will mark up the SFC's bill with a goal of passing it. A simple majority is required for Senate passage, but assuming no Democratic support and some Republican **pushback, the SFC's version of the tax overhaul will not face easy sailing.****

As with all tax legislation, there are perceived winners and losers—and a lot of misperceptions about who wins and who loses—and the political landscape and lobbyists are lining up as expected. **In addition, while last week's amendments to the SFC's earlier tax proposal made it deficit-neutral after the 10-year projection period—as required by the Byrd Rule—some key provisions are allowed to sunset, and other complications have been added.** Tax experts strive for three ideals in a tax system: *efficiency* (generating tax receipts while minimizing economic distortions and dead-weight losses), *fairness* (this of course is subjective, in the eyes of the beholder) and *simplicity*. The latest Senate version does not match up well, particularly adding unnecessary complications. If a tax provision is good, why allow it to sunset?

*We expect that that the Senate version will undergo significant further modifications, and eventually it will pass. But the final Senate version in all likelihood will differ from the House bill in important ways. Congressional leaders will then choose a House-Senate conference committee to reconcile these differences into a single bill (see Figure 1). Both the House and Senate must then each pass the single tax bill. Gaining a majority approval in the Senate in each step is the biggest stumbling block.*

*While the legislative process has momentum and we continue to expect enactment, the time frame in the remainder of 2017 is very tight. **Let's face it: the current corporate and individual tax systems are very complex, and any overhaul also involves complexities. Accordingly, we put a higher probability on enactment in early 2018.***

The table that follows provides an updated side-by-side comparison of the House bill (H.R. 1) and the current Senate version that was approved by the SFC. Among the new changes in the SFC bill:

- 1) The SFC version repeals the Affordable Care Act individual mandate. This reduces Federal health-care subsidies by an estimated \$318 billion over 10 years, which the SFC bill uses to cut select taxes. However, those proposed cuts are scheduled to sunset.
- 2) Increases the child tax credit to \$2,000 from the initial proposal of \$1,650. The current value of the credit is \$1,000. The new proposal decreases the threshold for the credit phase out to \$500,000 for married taxpayers filing a joint return from the initial proposal of \$1 million (the phase-out for individual taxpayers is also \$500,000).
- 3) Lowers the proposed income tax rates further for three brackets to [22%, 24%, 32%] from [22.5%, 25%, 32.5%].
- 4) Expands the scope of the 17.4% deduction of business income for pass-throughs to include more service firms.
- 5) Removes the earlier proposal of taxing employee stock options at vesting rather than when exercised.

Testimony to House  
Financial Services  
Committee  
November 7, 2017

Japan: ride the positive  
economic and profit  
wave  
October 18, 2017

US: confidence points  
toward sustained  
momentum  
October 9, 2017

The Fed and the shortfall  
of Inflation  
September 15, 2017

US: Jump In Imports in  
July is positive signal  
August 25, 2017

Economic fundamentals  
point to higher stocks  
August 7, 2017

Positive trends in  
international trade  
June 27, 2017

US housing market:  
plenty of room for  
improvement  
June 26, 2017

Synchronized global  
growth and profit gains  
June 1, 2017

US consumer spending  
outlook solid  
May 16, 2017

November 21, 2017

Mickey D. Levy  
Chief Economist US, Americas and Asia  
+1 646 445 4842  
mickey.levy@berenberg-us.com

Roiana Reid  
Economist  
+1 646 445 4865  
roiana.reid@berenberg-us.com

---

**Importantly, the SFC's proposed individual income tax cuts, increases in the child tax credit, repeal of the individual AMT, increases in the standard deduction, and the special deduction for pass-through businesses would all expire after December 31, 2025. The reduction in the corporate tax rate to 20% would be permanent.**

Table 1: Difference Between House and Senate Tax Bills (I)

	House	Senate Finance Committee	Comments
<b>CORPORATE TAXES</b>			
Rate	Permanent reduction from 35% to 20% <i>in 2018</i> .	Permanent reduction of rate to 20% <i>delayed until 2019</i> .	Delaying the lower corporate tax rate for a year would save over \$100 billion.
Pass-through businesses	Reduction in top business income rate to 25%. <i>Taxes 70% of income as wages at individual rate and 30% as business income at 25%</i> . Professional service firms not allowed to use 25% rate. Pass-throughs cannot deduct state and local income taxes, but can deduct sales and certain property taxes. A 9% tax rate for the first \$37.5k in business income for active owners/shareholders earning under \$75k (amounts doubled for married households). Businesses of all types eligible for this 9% rate - will be phased in over five years.	<i>Lowers effective tax rate by allowing individuals to deduct 17.4% of domestic qualified business income from a partnership, S corporation, or sole proprietorship. Limited to 50% of the W-2 wages for taxpayers with taxable income over \$500k for married joint filers (\$250k for individuals). The 17.4% deduction is allowed for specified service businesses whose taxable income does not exceed \$500k for married joint filers (\$250k for individuals). Sunsets on December 31, 2025.</i>	Both versions aim to lower effective taxes on pass-through businesses, but approaches are far different.
Expensing of new investment	Immediate expensing - <i>would sunset after 5 years</i> .	Immediate expensing - <i>would sunset after five years</i> (six years for longer production period property and certain aircrafts). Qualified property definition expanded to include qualified film, television and live theatrical productions but excludes certain public utility property.	This would dramatically reduce complexity of current depreciation schedules. By reducing the tax on new capital, these proposals would stimulate investment and boost economic growth. The sunseting, which reduces projected budget costs over the 10-year projection period, will lead businesses to frontload investment into the next five years. Whether future legislation will extend the expensing beyond the sunset period will be debated.
Deductibility of interest costs	<i>Caps corporate interest deductions to 30% of EBITDA</i> . Real estate firms and small businesses exempt. Taxpayers that paid/accrued interest on "floor plan financing indebtedness" (car dealers) would be exempt from the limit, but would not be allowed to fully expense.	<i>Limits the deduction of net interest expense to 30% of adjusted taxable income</i> . In general this allows less deduction than the House version. Allows a partner of partnership to deduct additional interest expense (beyond 30%) if certain conditions are met. Farming business can elect not to be subject to the limitation.	Moves toward evening the tax treatment of debt and equity financing.
Net operating loss deduction	Taxpayers would be able to deduct a net operating loss carryover or carryback only to the extent of 90% of the taxpayer's taxable income. Begins after 2017.	Limits the net operating loss deduction to 80% of taxable income. Begins after December 31, 2022.	Both versions limit value of net operating loss deductions.

Source: Tax Cuts and Jobs Act (H.R. 1), Senate Committee on Finance, "[Tax Cuts and Jobs Act – Chairman's Mark, Section-by-Section Summary](#)"; November 16, 2017 and Berenberg Capital Markets

Table 1: Difference Between House and Senate Tax Bills (II)

	House	Senate Finance Committee	Comments
Research and experimental expenditures	Certain research and experimental expenditures required to be amortized ratably over a five-year period - no longer allowed to be depreciated over useful life. Begins after 2022.	Similar to House but begins after December 31, 2025.	
Other deductions	Including: repeals deduction for business entertainment and local lobbying expenses.	Including: repeals deduction for business entertainment, facility used in connection with entertainment, membership dues for certain clubs. <i>Disallows employer's deduction for select expenses (Effective after December 31, 2025).</i>	Aim of various provisions is to broaden the tax base, generate revenues, close loopholes and simplify the code.
<i>Tax Treatment of International Income</i>			
Territorial tax system	<i>Moves toward territorial.</i> US corporations would only be taxed on domestic earnings. New 10% tax on "high-profit" foreign subsidiaries of US firms (50% of earnings of foreign subsidiaries in excess of 7% plus the Federal short-term rate would be taxed at the new 20% rate). <i>A 20% excise tax applied to certain payments made by US corporations to related foreign corporations.</i>	<i>Moves toward territorial.</i> US corporations would only be taxed on domestic income with anti-abuse rules and a base erosion minimum tax of the excess of 10% modified taxable income over an amount equal to regular tax liability. <i>US corporations would include in taxable income its global intangible low-tax income (GILTI) earned by controlled foreign corporations (CFCs).</i>	The combination of lower corporate tax rate plus change to territorial approach moves US system closer to tax systems of most advanced nations. Both versions include complex rules designed to deter US corporations from moving production and profits overseas.
One-time tax on accumulated foreign profits	Accumulated profits overseas - Cash: 14%, Non-cash assets: 7%	Accumulated profits overseas - Cash: 10%, Non-cash assets: 5%	Big Treasury tax revenue generator. What will corporations do with repatriated assets?
<b>INDIVIDUAL TAXES</b>			
Brackets and rates	<i>Seven tax brackets reduced to four (12%, 25%, 35%, 39.6%). Highest rate: 39.6%. Permanent.</i>	<i>Number of tax brackets kept at seven but rates changed to [10%, 12%, 22%, 24%, 32%, 35%, 38.5%] from [10%, 15%, 25%, 28%, 33%, 35%, 39.6%]. Highest rate: 38.5%. Sunsets on December 31, 2025.</i>	
Standard deduction	Almost doubled for individuals from \$6,350 to \$12,000, and for married joint filers from \$12,700 to \$24,000.	Same as House version, but <i>sunsets on December 31, 2025.</i>	Reduces the portion of taxpayers who itemize deductions from one-in-three to under 10%. Simplifies tax code.

Source: Tax Cuts and Jobs Act (H.R. 1), Senate Committee on Finance, "[Tax Cuts and Jobs Act – Chairman's Mark, Section-by-Section Summary](#)"; November 16, 2017 and Berenberg Capital Markets

Table 1: Difference Between House and Senate Tax Bills (III)

	House	Senate Finance Committee	Comments
Personal exemptions	Repeals the personal exemption for each taxpayer, <b>taxpayer's spouse and dependents. Valued at \$4,050 in 2017.</b>	Same as House version but <i>sunsets on December 31, 2025.</i>	Value of personal exemptions folded into higher standard deduction, but impact varies among taxpayers.
Child tax credit	<i>Increased from \$1,000 to \$1,600 and available to more middle income households. Refundable portion limited to \$1000 (Social Security number required). Phaseout begins at \$115,000 income for single taxpayers and \$230,000 for joint filers.</i>	<i>Increased from \$1,000 to \$2,000 (\$1000 refundable). Age limit for qualifying child is increased by one year (to any child under age of 18). Phaseout begins at taxpayer income of \$500,000 (for individuals and joint filers). Sunsets on December 31, 2025.</i>	
Non-child tax credit	A \$300 nonrefundable tax credit for non-child dependents and \$300 credit for each taxpayer who is neither a child nor non-child dependent. <i>Expires after 2022.</i>	Provides a \$500 nonrefundable credit for qualifying non-child dependents. <i>Sunsets on December 31, 2025.</i>	
Alternative Inflation Measure	Uses Chained CPI for adjustment of parameters in the individual tax system (not CPI).	Same as House.	The chained CPI rises more slowly than the CPI. JCT estimates this change would increase revenues by \$134 billion over the 10-year projection period.
<i>Deductions</i>			
State and local taxes	State and local income and sales tax deduction repealed. <i>Property tax deduction preserved but capped at \$10,000.</i>	<i>State and local income, sales and property tax deduction fully repealed. Sunsets on December 31, 2025.</i>	Major sticking point for Congressional Republicans in high-tax states.
Mortgage interest	Mortgage interest deduction for existing mortgages maintained, <i>but deduction for newly purchased primary residence reduced to \$500k (from current: \$1 million) and disallowed for newly purchased second homes.</i>	<i>Preserves the mortgage interest deduction cap at \$1 million. Repeals deduction of interest on home equity debt (sunsets on December 31, 2025).</i>	Proposed \$500k limit is well-above median new home price; but along with raising the standard deduction and not allowing the deduction of state and local income and sales taxes, use and value of mortgage deduction will be diminished.
Medical expenses	<i>Repeals itemized deduction for out-of-pocket medical expenses of taxpayer, spouse or dependent; currently, only medical expenses in excess of 10% of AGI are deductible.</i>	<i>Preserved - medical expenses in excess of 10% of AGI are deductible.</i>	

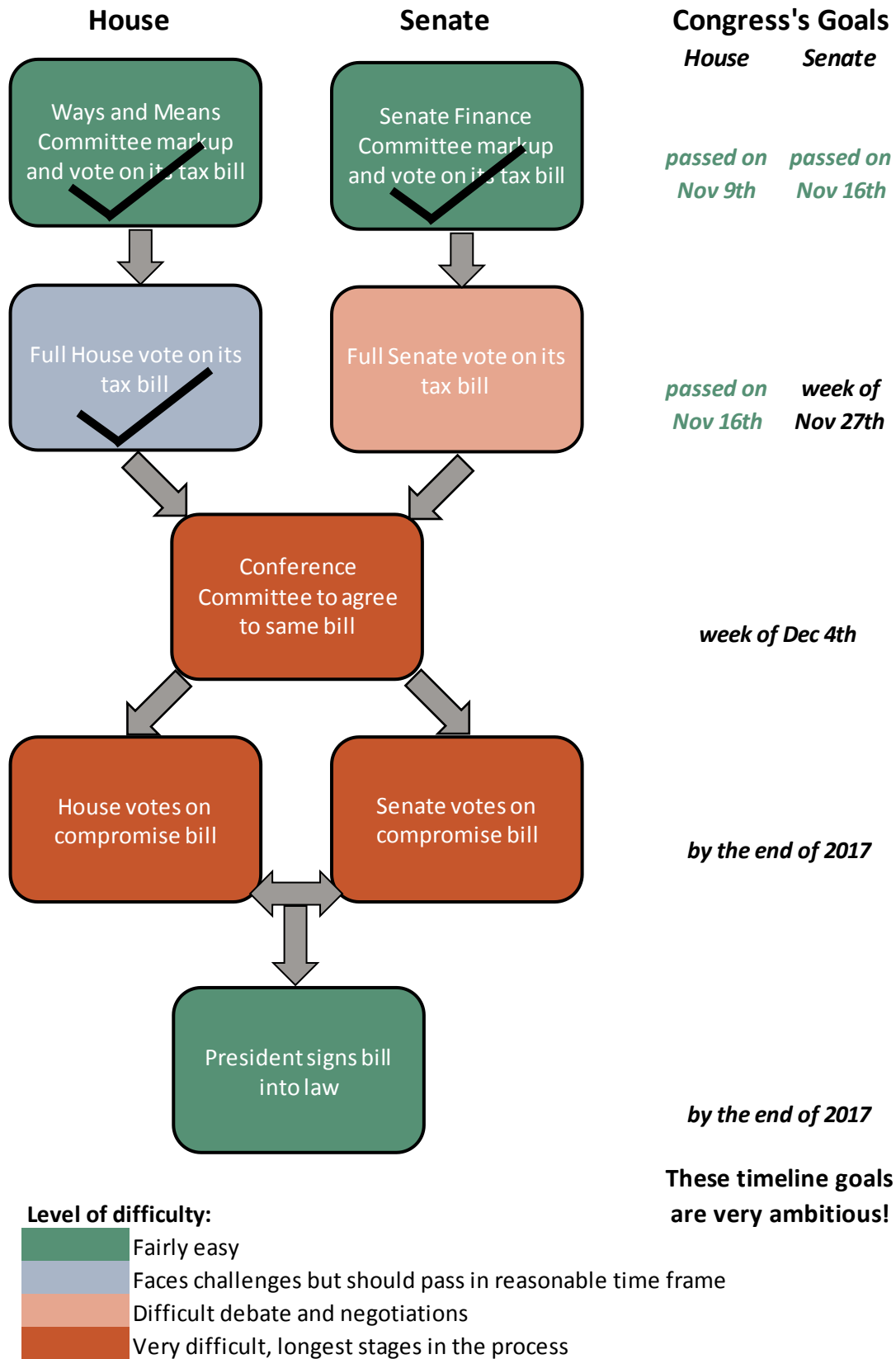
Source: Tax Cuts and Jobs Act (H.R. 1), Senate Committee on Finance, "[Tax Cuts and Jobs Act – Chairman's Mark, Section-by-Section Summary](#)", November 16, 2017 and Berenberg Capital Markets

Table 1: Difference Between House and Senate Tax Bills (IV)

	House	Senate Finance Committee	Comments
Earned income tax credit	Preserves	Preserves	
Charitable contributions	The 50% of AGI limitation for cash contributions increased to 60%. Other minor modifications to disallow deduction of certain charitable contributions.	Increases income-based percentage limit for certain charitable contributions to public charities and other organizations from 50% to 60%. <i>Sunsets on December 31, 2025.</i>	
Retirement savings	Pre-tax contribution limit to 401K savings plans left unchanged.	Pre-tax contribution limit to 401K savings plans left unchanged.	
<i>Other Individual</i>			
Alternative Minimum Tax	Repeals	<i>Repeals until 2025, then reinstates after.</i>	In its current form, affects (increases) the taxes of around 4 million households.
Estate tax	Burden reduced by doubling the exemption to \$11 million through 2023; <i>estate tax repealed after 2024.</i>	<i>Burden reduced by doubling the exemption to \$11 million, sunsetted after 2025. Does not repeal estate tax.</i>	Source of contention between certain House and Senate members. Big Treasury tax receipt loss -- benefits concentrated among high-wealth households.
<i>Other Key Provisions</i>			
Affordable Care Act individual mandate	Preserves	<i>Repeals</i>	Repealing the mandate increases revenues by a projected \$318 billion during 10-year budget period.

Source: Tax Cuts and Jobs Act (H.R. 1), Senate Committee on Finance, "[Tax Cuts and Jobs Act – Chairman’s Mark, Section-by-Section Summary](#)", November 16, 2017 and Berenberg Capital Markets

Figure 1: Legislative Path to Tax Reform Enactment



Source: Berenberg Capital Markets

---

## Disclaimer

This document was compiled by the above mentioned authors of the economics department of Berenberg Capital Markets LLC (hereinafter also referred to as “BCM”). **BCM has made any effort to carefully research and process all information.** The information has been obtained from sources which we believe to be reliable such as, for example, Thomson Reuters, Bloomberg and the relevant specialized press. However, we do not assume liability for the correctness and completeness of all information given. The provided information has not been checked by a third party, especially an independent auditing firm. We explicitly point to the stated date of preparation. The information given can become incorrect due to passage of time and/or as a result of legal, political, economic or other changes. We do not assume responsibility to indicate such changes and/or to publish an updated document. The forecasts contained in this document or other statements on rates of return, capital gains or other accession are the personal opinion of the author and we do not assume liability for the realization of these.

This document is only for information purposes. It does not constitute a financial analysis, investment advice or **recommendation to buy financial instruments. It does not replace the recipient’s procurement of independent legal, tax or financial advice.**

This document has been classified as fair and balanced for the purposes of FINRA rules. Please contact Berenberg Capital Markets LLC (+1 617.292.8200), if you require additional information.

### Remarks regarding foreign investors

The preparation of this document is subject to regulation by US law. The distribution of this document in other jurisdictions may be restricted by law, and persons, into whose possession this document comes, should inform themselves about, and observe, any such restrictions.

### United Kingdom

This document is meant exclusively for institutional investors and market professionals, but not for private customers. It is not for distribution to or the use of private investors or private customers.

### Copyright

BCM is a wholly owned subsidiary of Joh. Berenberg, Gossler & Co. KG (“Berenberg Bank”). **BCM reserves all the rights in this document. No part of the document or its content may be rewritten, copied, photocopied or duplicated in any form by any means or redistributed without the BCM’s prior written consent.** Berenberg Bank may distribute this commentary on a third party basis to its customers.

© 2017 Berenberg Capital Markets, LLC, Member FINRA and SPIC.



# Contacts: BCM

www.berenberg.com  
e-mail US: firstname.lastname@berenberg-us.com



JOH. BERENBERG, GOSSLER & CO. KG

Internet www.berenberg.com

E-mail: firstname.lastname@berenberg.com

## EQUITY RESEARCH

### AEROSPACE & DEFENCE

Andrew Gollan +44 20 3207 7891  
Charlotte Keyworth +44 20 3753 3013  
Ross Law +44 20 3465 2692

### AUTOMOTIVES

Adam Hull +44 20 3465 2749  
Paul Kratz +44 20 3465 2678

### BANKS

Adam Barrass +44 20 3207 7923  
James Chappell +44 20 3207 7844  
Andrew Lowe +44 20 3465 2743  
Andreas Markou (EM) +44 20 3753 3022  
Eoin Mullany +44 20 3207 7854  
Peter Richardson +44 20 3465 2681  
Jonathan Sharpe +44 20 3753 3031

### BEVERAGES

Javier Gonzalez Lastra +44 20 3465 2719  
Batuhan Karabekir (EM) +44 20 3465 2631  
Adam Mizrahi +44 20 3465 2653

### BUSINESS SERVICES, LEISURE & TRANSPORT

Roberta Ciaccia +44 20 3207 7805  
Najet El Kassir +44 20 3207 7836  
Stuart Gordon +44 20 3207 7858  
Josh Puddle +44 20 3207 7881  
Julia Winarso +44 20 3465 2627

### CAPITAL GOODS

Sebastian Kuenne +44 20 3207 7856  
Phillippe Lorrain +44 20 3207 7823  
Rizk Maidi +44 20 3207 7806  
Horace Tam +44 20 3465 2726  
Simon Toennesen +44 20 3207 7819

## EQUITY SALES

### SPECIALIST SALES

AEROSPACE & DEFENCE  
Bruna Zugliani +44 20 3207 7818

### AUTOMOTIVE & THEMATICS

Chris Armstrong +44 20 3207 7809

### BANKS & DIVERSIFIED FINANCIALS

Iro Papadopoulou +44 20 3207 7924

### BUSINESS SERVICES, LEISURE & TRANSPORT

Rebecca Langley +44 20 3207 7930

### CONSTRUCTION, CHEMICALS, METALS & MINING

James Williamson +44 20 3207 7842

### CONSUMER STAPLES

Rupert Trotter +44 20 3207 7815

### CONSUMER DISCRETIONARY

Victoria Maigrot +44 20 3753 3010

### HEALTHCARE

Frazer Hall +44 20 3207 7875

### MEDIA & TELECOMMUNICATIONS

Julia Thannheiser +44 20 3465 2676

### SPECIAL SITUATIONS

Jeremy Grant +44 20 3207 7890

### SALES

BENELUX  
Miel Bakker +44 20 3207 7808  
Martin de Laet +44 20 3207 7804  
Alexander Wace +44 20 3465 2670

### GERMANY

Michael Brauburger +49 69 91 30 90 741  
Nina Buechs +49 69 91 30 90 735  
André Grosskurth +49 69 91 30 90 734

### CHEMICALS

Sebastian Bray +44 20 3753 3011  
Andrew Heap +44 20 3207 7918

### CONSTRUCTION

Lush Mahendrarajah +44 20 3207 7896  
Robert Muir +44 20 3207 7860  
Olivia Peters +44 20 3465 2646

### ENERGY

Yuriy Kukhtanych (EM) +44 20 3465 2675

### FOOD MANUFACTURING AND H&PC

Rosie Edwards +44 20 3207 7880  
Yordana Mavrodieva +44 20 3207 7817  
Fintan Ryan +44 20 3465 2748  
James Targett +44 20 3207 7873

### FOOD RETAIL

Batuhan Karabekir (EM) +44 20 3465 2631

### GENERAL MID CAP - EU

Gunnar Cohrs +44 20 3207 7894  
Martin Comtesse +44 20 3207 7878  
Flavien Hias +44 20 3465 2693  
Aymeric Lang +44 20 3753 3037  
Anna Patrice +44 20 3207 7863  
Benjamin Pfannes-Varrow +44 20 3465 2620  
Simona Sarli +44 20 3207 7834  
Julia Scheufler +44 20 3753 3016

### GENERAL MID CAP - UK

Robert Chantry +44 20 3207 7861  
Sam England +44 20 3465 2687  
Ned Hammond +44 20 3753 3017  
Benjamin May +44 20 3465 2667  
Owen Shirley +44 20 3465 2731

### GERMANY (cont'd)

Florian Peter +49 69 91 30 90 740  
Joerg Wenzel +49 69 91 30 90 743

### UK

Alexandra Clément +44 20 3753 3018  
Fabian De Smet +44 20 3207 7810  
Karl Hancock +44 20 3207 7803  
Sean Heath +44 20 3465 2742  
David Hogg +44 20 3465 2628  
Peter Kaineder +44 20 3753 3062  
James Matthews +44 20 3207 7807  
David Mortlock +44 20 3207 7850  
Eleni Papoula +44 20 3465 2741  
Bhavin Patel +44 20 3207 7926  
Richard Payman +44 20 3207 7825  
Joanna Sanders +44 20 3207 7925  
Mark Sheridan +44 20 3207 7802  
George Smbert +44 20 3207 7911  
Anita Surana +44 20 3207 7855  
Paul Walker +44 20 3465 2632

### FRANCE

Thibault Bourgeat +33 1 5844 9505  
Alexandre Chevassus +33 1 5844 9512  
Dallia Farigoule +33 1 5844 9510  
Clémence Peyraud +33 1 5844 9521  
Benjamin Voisin +33 1 5844 9507

### SCANDINAVIA

Frederik Angel +44 20 3753 3055  
Marco Weiss +49 40 350 60 719

### GENERAL RETAIL

Conrad Bartos +44 20 3753 3053  
Michelle Wilson +44 20 3465 2663

### HEALTHCARE

Scott Bardo +44 20 3207 7869  
Jakob Berry +44 20 3465 2724  
Alistair Campbell +44 20 3207 7876  
Graham Doyle +44 20 3465 2634  
Klara Fernandes +44 20 3465 2718  
Tom Jones +44 20 3207 7877  
Joseph Lockey +44 20 3465 2730  
Louise Pearson +44 20 3465 2747  
Laura Sutcliffe +44 20 3465 2669

### INSURANCE

Trevor Moss +44 20 3207 7893  
Emanuele Musio +44 20 3207 7916  
Iain Pearce +44 20 3465 2665  
Sami Taipalus +44 20 3207 7866

### LUXURY GOODS

Zuzanna Pusz +44 20 3207 7812

### MEDIA

Robert Berg +44 20 3465 2680  
Laura Janssens +44 20 3465 2639  
Alastair Reid +44 20 3207 7841  
Sarah Simon +44 20 3207 7830

### METALS & MINING

Alessandro Abate +44 20 3753 3029  
Fawzi Hanano +44 20 3207 7910  
Yuriy Vlasov +44 20 3465 2674

### SWITZERLAND, AUSTRIA & ITALY

Andrea Ferrari +41 44 283 2020  
Carsten Kinder +41 44 283 2024  
Gianni Lavigna +41 44 283 2038  
Jamie Nettleton +41 44 283 2026  
Benjamin Stillfried +41 44 283 2033

### CRM

Louise Hughes +44 20 3753 3066  
Jessica Jarmyn +44 20 3465 2696  
Edwina Lucas +44 20 3207 7908  
Greg Swallow +44 20 3207 7833

### CORPORATE ACCESS

Lindsay Arnold +44 20 3207 7821  
Jennie Jiriny +44 20 3207 7886  
Stella Siggins +44 20 3465 2630

### EVENTS

Laura Hawes +44 20 3753 3008  
Suzy Khan +44 20 3207 7915  
Charlotte Kilby +44 20 3207 7832  
Natalie Meech +44 20 3207 7831  
Ellen Parker +44 20 3465 2684  
Sarah Weyman +44 20 3207 7801

### SALES TRADING

HAMBURG  
Tim Storm +49 40 350 60 415

### PARIS

Vincent Klein +33 1 58 44 95 09  
Antonio Scutto +33 1 58 44 95 03

### REAL ESTATE

Kai Klose +44 20 3207 7888  
Tina Munda +44 20 3465 2716

### TECHNOLOGY

Jean Beaubois +44 20 3207 7835  
Georgios Kertsos +44 20 3465 2715  
Gal Munda +44 20 3465 2746  
Tammy Qiu +44 20 3465 2673

### TELECOMMUNICATIONS

Ondrej Cabejssek (EM) +44 20 3753 3071  
Usman Ghazi +44 20 3207 7824  
Siyi He +44 20 3465 2697  
Laura Janssens +44 20 3465 2639  
Paul Marsch +44 20 3207 7857  
Michael Summerville +44 20 3207 7914

### THEMATIC RESEARCH

Nick Anderson +44 20 3207 7838  
Asad Farid +44 20 3207 7932

### TOBACCO

Jonathan Leinster +44 20 3465 2645

### UTILITIES

Robin Abrams +44 20 3465 2635  
Andrew Fisher +44 20 3207 7937  
Lawson Steele +44 20 3207 7887

### ECONOMICS

Florian Hense +44 20 3207 7859  
Carsten Hesse (EM) +44 20 3753 3001  
Kallum Pickering +44 20 3465 2672  
Holger Schmieding +44 20 3207 7889

### LONDON

Mike Berry +44 20 3465 2755  
Stewart Cook +44 20 3465 2752  
Mark Edwards +44 20 3753 3004  
Tristan Hedley +44 20 3753 3006  
Peter King +44 20 3753 3139  
Christoph Kleinasser +44 20 3753 3063  
Chris McKeand +44 20 3207 7938  
Simon Messman +44 20 3465 2754  
AJ Pulley +44 20 3465 2756  
Michael Schumacher +44 20 3753 3006  
Paul Somers +44 20 3465 2753

### EQUITY TRADING

#### HAMBURG

David Hohn +49 40 350 60 761  
Gregor Labahn +49 40 350 60 571  
Lennart Pleus +49 40 350 60 596  
Marvin Schweden +49 40 350 60 576  
Linus Weidner +49 40 350 60 798  
Philipp Wiechmann +49 40 350 60 346  
Christoffer Winter +49 40 350 60 559

#### LONDON

Edward Burlison-Rush +44 20 3753 3055  
Richard Kenny +44 20 3753 3083

### ELECTRONIC TRADING

Daniel Eichhorn +49 40 350 60 391  
Matthias Führer +49 40 350 60 597

BERENBERG CAPITAL MARKETS LLC

Member FINRA & SIPC

E-mail: firstname.lastname@berenberg-us.com

## EQUITY SALES

### SALES

Kelleigh Faldi +1 617 292 8288  
Isabella Fantini +1 646 445 4861  
Shawna Giust +1 646 445 7216  
Rich Harb +1 617 292 8228  
Zubin Hubner +1 646 445 5572  
Jessica London +1 646 445 7218  
Ryan McDonnell +1 646 445 7214

### SALES (cont'd)

Emily Mouret +1 415 802 2525  
Peter Nichols +1 646 445 7204  
Kieran O'Sullivan +1 617 292 8292

### CRM

Laura Cooper +1 646 445 7201

### CORPORATE ACCESS

Olivia Lee +1 646 445 7212  
Tiffany Smith +1 646 445 4874

### EVENTS

Patricia Ehrhart +1 646 445 4863

## SALES TRADING

Christopher Kanian +1 646 445 5576  
Lars Schwartz +1 646 445 5571  
Brett Smith +1 646 445 4873  
Bob Spillane +1 646 445 5574

### ECONOMICS

Mickey Levy +1 646 445 4842  
Roiana Reid +1 646 445 4865