

██████ is the banker (from JPM) and ██████ is managing the relationship/ trading given her Capital markets KCP focus. He's started to do some trading but he really wants institutional service and ideas. ██████ and ██████ reviewed his holding today at the client meeting, and gave him advice on what to do with the existing portfolio as well as new ideas.

This is the same client I want to take you to for dinner but he is not here next week so we will do it when your back in town.

He has another \$100mm he mentioned he would send over, at some point but I think we need to really make a good effort on trading ideas, wins, good execution etc, get his trust and confidence. Additionally, he has many many important relationships. 1) ██████ who I met the last time we were at his home, who has \$500mm of cash that he wants to put to work (would like to get ██████ in front of him soon...), ██████, among a number of other people.

So in short a very good opportunity, we think this is hopefully a Tier 1 relationship, and ██████ and team have been v helpful and will continue to be in the coming months.

Kind regards,

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