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**From:** Funda Bozkurt  
**Sent:** Friday, June 01, 2018 4:06 PM  
**To:** Xavier Avila [REDACTED]  
**Cc:** Ian Salters <[REDACTED]>; Zbynek Kozelsky [REDACTED]  
**Subject:** RE: NCA's Completed in May/Update [I]

Thanks Xavi.

As discussed, the requirements are not completed on the KYC part yet, and I presume I will receive these hopefully soon. I was just looking at the list below. What does business outreach mean? Is this ACO? If yes, I thought we said MD only. And why is Southern Financial a PIC client? Didn't we onboard them on to WM?

I will take O3 as an example.

Thanks,

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Funda Bozkurt

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**From:** Xavier Avila  
**Sent:** Thursday, May 31, 2018 6:36 PM  
**To:** Funda Bozkurt <[REDACTED]>  
**Cc:** Ian Salters [REDACTED]; Zbynek Kozelsky [REDACTED]  
**Subject:** FW: NCA's Completed in May/Update [I]

See below for an example of the KCP "PIC Accounts" GM KYC/NCA/Product Extension prioritization list we send on a weekly basis to Jitan in GM, and we get very slow progress due to backlog but as you can see some are moving forward. I got encouraged with your dbCAR WM tick the box KYC process, that might allow us to even KYC PIC accounts here and cut the time we need to do the whole GM process.

Let's also discuss what is next with Dakota Pacific, as you can see is not in the below prioritization as we sent that through the WM OTC Derivs "core" process through Ellenoi, but now it seems stuck and mixed up with the below process.

Thanks

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**From:** Nina Tona  
**Sent:** Wednesday, May 30, 2018 1:47 PM  
**To:** Xavier Avila [REDACTED]; Martin Zeman [REDACTED]; Billy Obregon [REDACTED]  
[REDACTED]; Davide-A Sferrazza <[REDACTED]>