

**To:** Xavier Avila <xavier.avila@db.com>; Rita Shteynberg <rita.shteynberg@db.com>; Jitan Patel <[REDACTED]>; Mathew Negus <[REDACTED]>; GM ACO <[REDACTED]>  
**Cc:** Nina Tona <[REDACTED]>; Alastair Mackinlay <alastair.mackinlay@db.com>; Martin Zeman <[REDACTED]>; Davide-A Sferrazza <[REDACTED]>  
**Subject:** RE: SF [I]

Gm ACO – can you liaise with central merc and establish the CIB colour on the rhp below?

thx

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**From:** Xavier Avila  
**Sent:** 01 March 2018 16:08  
**To:** Iain Macara <[REDACTED]>; Rita Shteynberg <[REDACTED]>; Jitan Patel <[REDACTED]>; Mathew Negus <[REDACTED]>  
**Cc:** Nina Tona <[REDACTED]>; Alastair Mackinlay <[REDACTED]>; Martin Zeman <[REDACTED]>; Davide-A Sferrazza <[REDACTED]>  
**Subject:** SF

Ian, thanks for the call.

So Rita who is the Case Manager seems to suggest that she sees Southern Financial Red and therefore we cannot extend it to Credit Derivatives, while we think we should see this Green from a KCP perspective.

Bu you explain to me that the Red might be only when it comes to your ICG world.

Can you pls clarify if this client is Red for everyone including KCP and if so how do we turn it Green, as discussed this is an example of a KCP Americas account that is ACOed by us, in this case myself.

Thanks  
Xavi

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**From:** Nina Tona  
**Sent:** Thursday, March 01, 2018 11:00 AM  
**To:** Xavier Avila <[REDACTED]>  
**Subject:** SF

<image003.png>

Kind regards,

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<image004.gif>

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