
From: Stewart Oldfield [REDACTED]
Sent: 7/6/2016 6:10:53 PM
To: Vahe Stepanian [REDACTED]; Mathew Negus [REDACTED]
CC: Brianna Fowler [REDACTED]
Subject: Re: Southern Financial revs [I]

Classification: For Internal Use Only

Cool. Thanks

Stewart Oldfield, CFA, CAIA
Director

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Securities offered through Deutsche Bank Securities Inc.

From: Vahe Stepanian
Sent: Wednesday, July 06, 2016 06:04 PM
To: Stewart Oldfield; Mathew Negus
Cc: Brianna Fowler
Subject: RE: Southern Financial revs [I]

Classification: **For internal use only**

Stew – we'll take a look and get back to you before EOW.

Best,
Vahe

From: Stewart Oldfield
Sent: Wednesday, July 06, 2016 4:35 PM
To: Mathew Negus; Vahe Stepanian
Cc: Brianna Fowler
Subject: Southern Financial revs [I]

Classification: **For internal use only**

Gents,

Anna is working to reconcile pnl now that Paul has left and his accounts are coming under my revenue stream. Once she is able to make sure the numbers are right, it will be much easier for us all to track going forward as we do new trades. Not surprisingly, we don't have a great way to reconcile the SF revenues from here and need your help. Would like to see a list of trades and the associated revs. We can see the deposits on our side, so nothing to do there. Other than that, I think all revs are categorized as brokerage, so not sure how you report the swaps and other trades done with the investment bank.

Thanks