

Issuer Name	Preferred Equity Symbol	Cusip
BB&T CORPORATION	bbt h pfd	54937875
CAPITAL ONE FINANCIAL CO	cof d pfd	14040H709
CAPITAL ONE FINANCIAL CO	cof f pfd	14040H881
CHARLES SCHWAB CORP	schw c Pfd	808513402
CHARLES SCHWAB CORP	schw d Pfd	808513600
DIGITAL REALTY TRUST INC	Dlr g Pfd	253868889
DTE ENERGY CO	dtj pfd	233331800
EBAY INC	ebayl Pfd	278642202
GENERAL ELECTRIC CO	gek pfd	369622394
JPMORGAN CHASE & CO	JPM f Pfd	48127R461
JPMORGAN CHASE & CO	JPM h Pfd	48127V827
KKR	KRPPP pfd	48248M300
NEXTERA ENERGY CAPITAL	nee j Pfd	65339K886
NEXTERA ENERGY CAPITAL	nee k Pfd	65339K100
PITNEY BOWES	PBI B pfd	724479506
PUBLIC STORAGE	psa b pfd	74460W776
PUBLIC STORAGE	psa c pfd	74460W750
STANLEY BLACK & DECKER INC	SWJ pfd	854502705
STATE STREET CORP	stt e pfd	857477889
STATE STREET CORP	stt d pfd	857477608
US BANCORP	usb m pfd	902973833
VERIZON COMMUNICATIONS	vza pfd	92343V302
WELLS FARGO & COMPANY	wfc v pfd	94988U730
WELLS FARGO & COMPANY	wfc r pfd	949746465

**From:** Vahe Stepanian  
**Sent:** Tuesday, June 28, 2016 3:19 PM  
**To:** Stewart Oldfield  
**Cc:** Daniel Sabba; Andrew King  
**Subject:** FW: Southern Financial - IA Request [I]

Classification: **For internal use only**

Stew – quick update on below, still waiting on pricing from our Global Markets colleagues for Southern Financial’s pref basket.

See below. The IA requirement is 40% as requested by CRM. Will be back to you once I have pricing – I expect to have shortly.

Best,  
Vahe

**From:** Andrew Xu  
**Sent:** Tuesday, June 28, 2016 1:19 PM  
**To:** Vahe Stepanian; Roddy Moore