
From: Martin Zeman [REDACTED]
Sent: 9/20/2017 12:56:54 PM
To: Paul Barrett [REDACTED]; Richard Kahn [REDACTED]
CC: Xavier Avila [REDACTED]; Joshua Shoshan [REDACTED]; Daniel-E Kaiser [REDACTED]; [REDACTED]; Todd Stevens [REDACTED]; Stewart Oldfield [REDACTED]; Vahe Stepanian [REDACTED]; Davide-A Sferrazza [REDACTED]; Liam Osullivan [REDACTED]
Subject: Great to meet you!
Attachments: The Next Financial Crisis.pdf

Paul, Richard,

It was a pleasure meeting you both this morning. As a follow-up, we will prioritize the ISDA re-activation so we can get going as soon as possible. In the meantime, we can start sending you trade ideas that we find interesting. Attached is a research piece Jim Reid (Deutsche Bank's most read analyst) published on Monday discussing where the **Next Financial Crisis** could come from. Clearly he doesn't agree with Nassim Taleb's black swan theory, but it's an interesting read.

Follow-up items:

- Research access
- Flowchart for the rest of the team
- Electronic communications form
- Grid on pricing

Equities pricing agreed:

- \$0.04 per share

Options

- \$3.00 per contract (\geq \$1 premium)
- \$1.00 per contract ($<$ \$1 premium)

We all look forward to working with you.

Martin



Martin Zeman

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