

Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]
From: Mathew Negus <[REDACTED]>
Date: Tue, 17 Apr 2018 10:44:22 -0400
To: Xavier Avila <[REDACTED]>, Nina Tona <[REDACTED]>
Cc: Ian Salters <[REDACTED]>, Martin Zeman <[REDACTED]>

Classification: For internal use only

Yep Thursday let's catch up.

There is a Council call today so I'll get some feedback on system access. This doesn't have the green light yet, GM silo'd so I expect it will be a difficult sell to give WM access to all GM systems.

Mathew Negus
Director | ICG Business Management | [REDACTED] | [REDACTED] |

From: Xavier Avila
Sent: Tuesday, April 17, 2018 10:17 AM
To: Mathew Negus <[REDACTED]>; Nina Tona <[REDACTED]>
Cc: Ian Salters <[REDACTED]>; Martin Zeman <[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

2028

We will need most of our clients trading XCCY business...so lets see how difficult this is.

03 we suddently stuck with basic DB AG London adoptions.

Can we have anoher call rhis thursday to go through some NAC thoughts and also the booking systems pls?

Thanks

From: Mathew Negus <[REDACTED]>

Date: Tuesday, Apr 17, 2018, 08:10

To: Nina Tona <[REDACTED]>, Xavier Avila <[REDACTED]>

Cc: Ian Salters <[REDACTED]>, Martin Zeman <[REDACTED]>

Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

Extension to FFT goes to US Case Management.

What's the mat date on the xccy swap?

Mathew Negus
Director | ICG Business Management | [REDACTED] | [REDACTED] |

From: Nina Tona
Sent: Tuesday, April 17, 2018 8:32 AM
To: Mathew Negus <[REDACTED]>; Jimmy-H Xu <[REDACTED]>;
Xavier Avila <[REDACTED]>; Akash Malhotra <[REDACTED]>;
[REDACTED]
Cc: Joe Aglione <[REDACTED]>; Ian Salters <[REDACTED]>;
Pankaj-A Chopra <[REDACTED]>; NCAOTC Derivatives
<[REDACTED]>; Martin Zeman <[REDACTED]>; Alka Gopala
<[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

Mat – let me know if I can help you with this.

Thank you

Nina Tona

KCP products and services are intended and available only for persons who are sophisticated institutional investors within the meaning of the FINRA Rule 4512(C)(3), and who are capable of evaluating the strategies, characteristics and investment risks of, and exercising independent judgment in evaluating, the ideas and products discussed herein. Trades and transactions are subject to relevant internal approvals of DBSI or its affiliates prior to execution, and the execution of any transaction or idea discussed herein is conditional on your becoming a client of Deutsche Bank.

Key Client Partners (KCP) products, investment ideas and solutions and related matters discussed herein are provided for discussion purposes only, and strictly on a non-advisory basis. The KCP Americas desk does not provide

investment advice.

The information set forth herein is confidential and personal to you and is being presented for your information and for discussion purposes only. Any reproduction and/or redistribution thereof (in whole or in part) or disclosure of its content without our written consent is strictly forbidden. This communication does not create any legally binding obligation on the part of DBSI or any of its affiliates.

From: Mathew Negus
Sent: Tuesday, April 17, 2018 7:11 AM
To: Jimmy-H Xu <[REDACTED]>; Xavier Avila <[REDACTED]>;
Akash Malhotra <[REDACTED]>; [REDACTED]
Cc: Joe Aglione <[REDACTED]>; Ian Salters <[REDACTED]>; Nina
Tona <[REDACTED]>; Pankaj-A Chopra <[REDACTED]>; NCAOTC
Derivatives <[REDACTED]>; Martin Zeman <[REDACTED]>;
Alka Gopala <[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

I'll check who should handle the product extension to FFT. I expect it will be the US team.

Jimmy, FYI, I still see mostly London as the primary adoption location for OTC Derivs.

Best,
Mathew

From: Jimmy-H Xu <[REDACTED]>

Date: Tuesday, Apr 17, 2018, 2:53 AM

To: Xavier Avila <[REDACTED]>, Mathew Negus <[REDACTED]>, Akash Malhotra <[REDACTED]>, <[REDACTED]>

Cc: Joe Aglione <[REDACTED]>, Ian Salters <[REDACTED]>, Nina Tona <[REDACTED]>, Pankaj-A Chopra <[REDACTED]>, NCAOTC Derivatives <[REDACTED]>, Martin Zeman <[REDACTED]>, Alka Gopala <[REDACTED]>

Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

In general, everything should face FFT and other booking centres are only used in exceptional circumstances I believe

Thanks

Kind regards

Jimmy

{<https://brandportal.intranet.db.com/img/modules/logo.gif>}

Jimmy-H Xu
Cross Currency Swap Trading

Deutsche Bank AG, Filiale London
CB&S - Markets
Winchester House, 1 Great Winchester Street, EC2N 2DB London, United Kingdom
Tel. [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

From: Xavier Avila
Sent: 17 April 2018 02:30
To: Jimmy-H Xu <[REDACTED]>; Mathew Negus <[REDACTED]>;
Akash Malhotra <[REDACTED]>; [REDACTED]
Cc: Joe Aglione <[REDACTED]>; Ian Salters <[REDACTED]>; Nina
Tona <[REDACTED]>; Pankaj-A Chopra <[REDACTED]>; NCAOTC
Derivatives <[REDACTED]>; Martin Zeman <[REDACTED]>;
Alka Gopala <[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Done, thanks.

Are all the XCCYs generally booked and clients KYCed in DB AG FFT? What about EUR and GBP vanilla and inflation swaps? We might have some of those coming.

Mat/Nina, who can help us with FFT extensions, same NY CMs?

Thanks

From: Jimmy-H Xu <[REDACTED]>

Date: Monday, Apr 16, 2018, 11:56

To: Xavier Avila <[REDACTED]>, Mathew Negus <[REDACTED]>,
Akash Malhotra <[REDACTED]>, [REDACTED]
<[REDACTED]>

Cc: Joe Aglione <[REDACTED]>, Ian Salters <[REDACTED]>, Nina Tona <[REDACTED]>, Pankaj-A Chopra <[REDACTED]>, NCAOTC Derivatives <[REDACTED]>, Martin Zeman <[REDACTED]>, Alka Gopala <[REDACTED]>

Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

Approved as one-off, but let's get the KYC done for FFT please

Thanks

Kind regards

Jimmy

{<https://brandportal.intranet.db.com/img/modules/logo.gif>}

Jimmy-H Xu
Cross Currency Swap Trading

Deutsche Bank AG, Filiale London
CB&S - Markets
Winchester House, 1 Great Winchester Street, EC2N 2DB London, United Kingdom
Tel. [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

From: Xavier Avila [mailto:[REDACTED]]
Sent: 16 April 2018 17:55
To: Mathew Negus <[REDACTED]>; Akash Malhotra <[REDACTED]>;
<[REDACTED]>;
Cc: Joe Aglione <[REDACTED]>; Ian Salters <[REDACTED]>; Nina Tona <[REDACTED]>; Pankaj-A Chopra <[REDACTED]>; NCAOTC

Derivatives <[REDACTED]>; Martin Zeman <[REDACTED]>;
Alka Gopala <[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Shawn, MO, is it ok to move this trade to London pls?

From: Mathew Negus
Sent: Monday, April 16, 2018 9:03 AM
To: Xavier Avila <[REDACTED]>; Akash Malhotra
<[REDACTED]>
Cc: Shawn Staker <[REDACTED]>; NCAOTC Derivatives
<[REDACTED]>; Pankaj-A Chopra <[REDACTED]>; Alka
Gopala <[REDACTED]>; Nina Tona <[REDACTED]>; Ian Salters
<[REDACTED]>; Martin Zeman <[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

I would re-book to London if the desk agrees.

From: Xavier Avila
Sent: Monday, April 16, 2018 7:44 AM
To: Akash Malhotra <[REDACTED]>
Cc: Shawn Staker <[REDACTED]>; NCAOTC Derivatives
<[REDACTED]>; Pankaj-A Chopra <[REDACTED]>; Alka
Gopala <[REDACTED]>; Nina Tona <[REDACTED]>; Ian Salters
<[REDACTED]>; Mathew Negus <[REDACTED]>; Martin Zeman
<[REDACTED]>
Subject: RE: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Negus, what do we do with the below?

If easy extension to OTC Rates FFT we can provide docs, if not we move this to London where client is onboarded? Thanks

Xavier Avila
Managing Director
Deutsche Bank Securities Inc

From: Akash Malhotra <[REDACTED]>

Date: Monday, Apr 16, 2018, 07:34

To: Xavier Avila <[REDACTED]>

Cc: Shawn Staker <[REDACTED]>, NCAOTC Derivatives
<[REDACTED]>, Pankaj-A Chopra <[REDACTED]>, Alka
Gopala <[REDACTED]>

Subject: KYC Breach_SOUTHFINANMD_Southern Financial, LLC_FFT Location [I]

Classification: For internal use only

Hi Alex,

For adoption location Frankfurt, the following trade has been booked in Summit application for OTC Derivative Product, details as follows:

Trade ID: G175714L

Summit Code: SOUTHFINANMD

Date of Trade: 13/04/2018

Client Name: Southern Financial, LLC

We have got your name as a sales person from Summit application.

We have observed that the client is not adopted for Frankfurt location, which results in a KYC violation. In order to comply with DB's internal policies and procedures, all KYC requirements

now have to be fulfilled, if the trade should stand against Deutsche Bank

Kindly review your trade and where possible, please consider to rebook the trade to an adoption location, where the client is already adopted for OTC Derivative product or confirm

if it is a valid trade for the particular location.

Upon your confirmation, we will review the client and would request the missing documents to be obtained from the client/business as per Frankfurt location guidelines.

Summit screenshot: Trade Details

{cid:image001.png@01D3D561.AD31EA70}

Regards

Akash Malhotra
Associate | Client on Boarding

DBOI Global Services Private Limited
Global Business Services
A-1 & A-2, Evolve - Mahindra Technology Park, Inside Mahindra World City -
SEZ, 302029 Jaipur, India
Tel. [REDACTED]
Email [REDACTED]

Escalations Contact:- 

This communication may contain confidential and/or privileged information. If you are not the intended recipient (or have received this communication in error) please notify the sender immediately and destroy this communication. Any unauthorized copying, disclosure or distribution of the material in this communication is strictly forbidden.

Please refer to <https://db.com/disclosures> for additional EU corporate and regulatory disclosures.

Deutsche Bank does not render legal or tax advice, and the information contained in this communication should not be regarded as such.