

Subject: RE: Southern Financial - IA Request [I]
From: Vahe Stepanian <[REDACTED]>
Date: Wed, 29 Jun 2016 08:23:57 -0400
To: Stewart Oldfield <[REDACTED]>
Cc: Daniel Sabba <[REDACTED]>, Andrew King <[REDACTED]>

Classification: For internal use only

Stew,

Please see below from the Global Markets team - take a look and let us know if you have questions.

We will send to Rich Kahn shortly.

Thank you,

Vahe

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Following a lot of analysis, we can't do this swap on the basket as it isn't operationally feasible, however, this can be done as a series of single name total returns swaps.

For the client to purchase 1-year swaps with bilateral break rights at any time, we can offer:

- 1mL+150bps (Yellow highlighted names)
- 1mL+140bps (Green highlighted names)

Given the bid/ask and liquidity profile of these names getting into and out of these is going to be a challenge, thus we would suggest that we trade into these at about 15-20% adv until complete, which could take several days.

Preferred Equity Information

Issuer Name

Preferred Equity Symbol

Cusip

BB&T CORPORATION

bbt h pfd

[REDACTED]

CAPITAL ONE FINANCIAL CO

cof d pfd

[REDACTED]

CAPITAL ONE FINANCIAL CO

cof f pfd

[REDACTED]

CHARLES SCHWAB CORP

schw c Pfd

[REDACTED]

CHARLES SCHWAB CORP

schw d Pfd

[REDACTED]

DIGITAL REALTY TRUST INC

Dlr g Pfd



DTE ENERGY CO

dtj pfd



EBAY INC

ebayl Pfd



GENERAL ELECTRIC CO

gek pfd



JPMORGAN CHASE & CO

JPM f Pfd



JPMORGAN CHASE & CO

JPM h Pfd



KKR

KRPPP pfd



NEXTERA ENERGY CAPITAL

nee j Pfd



NEXTERA ENERGY CAPITAL

nee k Pfd



PITNEY BOWES

PBI B pfd



PUBLIC STORAGE

psa b pfd



PUBLIC STORAGE

psa c pfd



STANLEY BLACK & DECKER INC

SWJ pfd



STATE STREET CORP

stt e pfd



STATE STREET CORP

stt d pfd

[REDACTED]
US BANCORP

usb m pfd
[REDACTED]

VERIZON COMMUNICATIONS

vza pfd
[REDACTED]

WELLS FARGO & COMPANY

wfc v pfd
[REDACTED]

WELLS FARGO & COMPANY

wfc r pfd
[REDACTED]

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
Cc: Daniel Sabba; Keith Buckholz
Subject: RE: Southern Financial - IA Request [I]

Classification: For internal use only

Ok thanks. I'm satisfied on our end.

Andrew Xu, CFA

From: Vahe Stepanian
Sent: Tuesday, June 28, 2016 1:17 PM
To: Andrew Xu; Roddy Moore
Cc: Daniel Sabba; Keith Buckholz
Subject: RE: Southern Financial - IA Request [I]

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Andrew – just in the brokerage accts there are > \$100mm in assets.

Thank you,

Vahe

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EPSTEIN

[REDACTED]

SOUTHERN FINANCIAL LLC 6100 RED HOOK QUARTER B3 ST THOMAS VI 00802

98,610,505.00

EPSTEIN

[REDACTED]

THE HAZE TRUST UAD 02/09/99 JEFFREY EPSTEIN & DARREN K INDYKE TTEES 6100
RED HOOK QUARTER B3 ST THOMAS VI 00802

41,108,732.17

EPSTEIN

[REDACTED]

SOUTHERN TRUST COMPANY INC 6100 RED HOOK QUARTER B3 ST THOMAS VI 00802

7,668,026.80

EPSTEIN

[REDACTED]

JEEPERS INC 6100 RED HOOK QUARTER B3 ST THOMAS VI 00802

7,108,576.30

EPSTEIN

[REDACTED]

J EPSTEIN VIRGIN ISLANDS FOUNDATION INC 6100 RED HOOK QUARTER B3 ST THOMAS
VI 00802

1,367,641.87

EPSTEIN



JEFFREY EPSTEIN 6100 RED HOOK QTRS STE B-3 ST THOMAS VI 00802-1348

667,218.67

From: Andrew Xu
Sent: Tuesday, June 28, 2016 1:04 PM
To: Vahe Stepanian; Roddy Moore
Cc: Daniel Sabba; Keith Buckholz
Subject: RE: Southern Financial - IA Request [I]

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I'm ok with the 3/31. Do we have a bank / brokerage statement? How much assets they have with us? If they have a lot I don't need an updated one.

Andrew Xu, CFA

From: Vahe Stepanian
Sent: Tuesday, June 28, 2016 11:21 AM
To: Andrew Xu; Roddy Moore
Cc: Daniel Sabba; Keith Buckholz
Subject: RE: Southern Financial - IA Request [I]

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Thanks Andrew. For the caveat - we received updated financials which were

sent over to your team as of 3/31/16 (Q1) – will forward under separate cover. Per the agreed ISDA amendment (attached), the client has 10 business days from the end of the relevant calendar quarter to deliver updated financials. Let us know if the caveat still applies?

As of now the client has enough cash in house to meet the IA requirement – we can revisit if he wishes to post other assets.

Best,

Vahe

From: Andrew Xu
Sent: Tuesday, June 28, 2016 11:00 AM
To: Vahe Stepanian; Roddy Moore
Cc: Daniel Sabba; Keith Buckholz
Subject: RE: Southern Financial - IA Request [I]

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Hi Vahe,

We can do 40% IM for this trade. Caveat, we need updated financials and brokerage statements. Additionally we need to discuss what type of collateral they are going to post. If non standard we should talk now, but if standard(cash, munis, treasuries) we have no issues.

Thank you.

Andrew Xu, CFA

From: Vahe Stepanian

Sent: Tuesday, June 28, 2016 8:24 AM
To: Roddy Moore; Andrew Xu
Cc: Daniel Sabba
Subject: RE: Southern Financial - IA Request [I]

Classification: For internal use only

Roddy / Andrew – please let us know.

Best,

Vahe

From: Vahe Stepanian
Sent: Monday, June 27, 2016 11:44 AM
To: Roddy Moore; Andrew Xu
Cc: Daniel Sabba
Subject: Southern Financial - IA Request [I]

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Roddy/Andrew – Southern Financial has indicated that they would like to enter into a TRS on the attached basket of preferreds. The total notional size would be \$20mm and assume 1y tenor.

What would be the required IA for the attached basket?

Thank you,

Vahe

Vahe Stepanian

Key Client Partners

Deutsche Bank Securities Inc.

Tel. [REDACTED]

Mobile [REDACTED]

Email [REDACTED]