

Subject: RE: Southern Financial - Saudi bond new issue. [I]
From: Darlene Zong <[REDACTED]>
Date: Mon, 29 Aug 2016 12:09:01 -0400
To: Stewart Oldfield <[REDACTED]>,
Vahe Stepanian <[REDACTED]>,
Daniel Sabba <[REDACTED]>
Cc: Joseph Dursi <[REDACTED]>

Classification: For internal use only

Just spoke with the syndicate desk – timing is expected in October yes, but there's not much we can comment on at this point, including our role on the deal. Hoping after Labor Day there will be more info that can be publicly discussed..

{cid:image001.gif@01D1F86B.01CFA6B0}

Darlene Zong, CFA

Key Client Partners | Deutsche Bank Securities, Inc

[REDACTED] | [REDACTED] [REDACTED]

345 Park Avenue, 26th Floor, New York, NY, 10154

From: Stewart Oldfield
Sent: Monday, August 29, 2016 11:49 AM
To: Vahe Stepanian; Daniel Sabba; Darlene Zong
Cc: Joseph Dursi
Subject: RE: Southern Financial - Saudi bond new issue. [I]

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Guess we aren't leading the deal

From: Vahe Stepanian

Sent: Monday, August 29, 2016 11:47 AM
To: Stewart Oldfield; Daniel Sabba; Darlene Zong
Cc: Joseph Dursi
Subject: RE: Southern Financial - Saudi bond new issue. [I]

Classification: For internal use only

Stew – came across the below. Timing seems to be early October...

<http://www.bloomberg.com/news/articles/2016-08-26/saudi-arabia-seen-undeterred-by-potential-fed-hike-to-sell-bond>

Best,

Vahe

From: Stewart Oldfield
Sent: Monday, August 29, 2016 8:34 AM
To: Vahe Stepanian; Daniel Sabba; Darlene Zong
Cc: Joseph Dursi
Subject: RE: Southern Financial - Saudi bond new issue. [I]

Classification: For internal use only

Seeing Rich tonight. Do we have any more color on this? Thanks

From: Vahe Stepanian
Sent: Tuesday, August 16, 2016 2:26 PM
To: Stewart Oldfield; Daniel Sabba; Darlene Zong
Subject: RE: Southern Financial - Saudi bond new issue. [I]

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No problem. Going well - holding down the fort while Sabba is gallivanting around the world ;)

From: Stewart Oldfield
Sent: Tuesday, August 16, 2016 2:20 PM
To: Vahe Stepanian; Daniel Sabba; Darlene Zong
Subject: Re: Southern Financial - Saudi bond new issue. [I]

Classification: For Internal Use Only

That's great. Thanks. Hope all is well up there in kcp land.

Stewart Oldfield, CFA, CAIA
Director

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Securities offered through Deutsche Bank Securities Inc.

From: Vahe Stepanian
Sent: Tuesday, August 16, 2016 02:09 PM
To: Stewart Oldfield; Daniel Sabba; Darlene Zong
Cc: Vahe Stepanian
Subject: Southern Financial - Saudi bond new issue. [I]

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FYI – Rich Kahn called today and mentioned that JE wanted to learn more about the upcoming Saudi Arabia bond offering. I relayed the below:

VAHE STEPANIAN

11:16:19 Hi Dennis - recall on work on the Key Client Partners covering

family offices.

11:16:25 *** DENNIS EISELE (DEUTSCHE BANK SECURI) acknowledged the chat request

VAHE STEPANIAN

11:16:26 Question for you

11:16:36 A client asked about the Saudi Bond offering

11:17:01 Do you know who I can reach out to with regards to timing, etc.?

DENNIS EISELE

11:17:44 i am involved but issue is we can't share that information until it is public

11:18:10 what i can say is expectations were for before august or after labor day

VAHE STEPANIAN

11:18:55 Ok. Will US clients have an opportunity to participate?

11:19:06 or unclear as of now

DENNIS EISELE

11:19:51 yes US clients will have an opportunity to participate

VAHE STEPANIAN

11:20:34 Ok, thus we'll be able to share more information once the deal launches?

DENNIS EISELE

11:20:46 exactlly

VAHE STEPANIAN

11:20:56 Ok, thanks much

Told him that we would reach out with additional information once its available.

Some publicly available info here: <http://www.bloomberg.com/news/articles/-2016-07-14/goldman-sachs-deutsche-bank-said-among-saudi-bond-lead-managers->

iqmewqwv

Thank you,

Vahe

Vahe Stepanian

Key Client Partners

Deutsche Bank Securities Inc.

Tel. [REDACTED]

Mobile [REDACTED]

Email [REDACTED]