

Subject: RE: Follow-up  
From: Martin Zeman <[REDACTED]>  
Date: Tue, 18 Sep 2018 08:53:10 -0400  
To: Nadean Novogratz <[REDACTED]>  
Xavier Avila <[REDACTED]>,  
Davide-A Sferrazza <[REDACTED]>  
Stewart Oldfield <[REDACTED]>

Sure I will call you.

From: Nadean Novogratz  
Sent: Tuesday, September 18, 2018 8:52 AM  
To: Martin Zeman <[REDACTED]>; Xavier Avila <[REDACTED]>  
Davide-A Sferrazza <[REDACTED]>; Stewart Oldfield  
<[REDACTED]>  
Subject: RE: Follow-up

Perfect – thank you. happy to be on the call this morning if you like – I’m available. Thanks

From: Martin Zeman  
Sent: Tuesday, September 18, 2018 8:51 AM  
To: Nadean Novogratz; Xavier Avila; Davide-A Sferrazza; Stewart Oldfield  
Subject: RE: Follow-up

Stewart and I have a call with him this morning to discuss a few ideas, including the EM contagion we had a call on yesterday. I will put this on the list for him to give back to us.

From: Nadean Novogratz  
Sent: Tuesday, September 18, 2018 8:39 AM  
To: Martin Zeman <[REDACTED]>; Xavier Avila <[REDACTED]>;

Davide-A Sferrazza <[REDACTED]>; Stewart Oldfield

<[REDACTED]>

Subject: FW: Follow-up

FYI – I put a call into Paul this morning regarding the attached form – I haven't heard back from him since 7/26 when he said he would get them complete. I left a voicemail. Have you heard anything from them since the end of July?

From: Nadean Novogratz

Sent: Thursday, July 26, 2018 5:01 PM

To: Paul Barrett

Cc: Martin Zeman; Stewart Oldfield; Xavier Avila; Davide-A Sferrazza; Devin Anderson

Subject: Follow-up

Hi Paul,

Great to meet you over the phone today and discuss our derivatives offerings / market color. As mentioned, Southern Financial is fully onboarded to trade OTC equity derivatives here. We've reviewed our docs for listed options and just need 2 simple forms completed (attached). They are pretty straight forward but we're here to answer any questions on them that you have.

Per Devin's comments on short-term upside, below are charts that compare SPY ATM vs 2% out of the money upside in the near-term experies. Vols are in the 8v range for the 2% OTM calls and as you can see for the next four weeks term structure is flat. We've continued to see the spot up / vol up correlation remain positive and if this theme continues, now is a good entry level into buying inexpensive vol.

SPY ATM Calls:

{cid:image002.png@01D42502.3A928470}

SPY 2% Upside Calls:

{cid:image004.png@01D42502.3A928470}

Kind regards,

Nadean

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Nadean Novogratz

Deutsche Bank Securities Inc.

Global Equity Derivative Sales

60 Wall Street, 4th Floor

New York, NY 10005

Tel. +1 (212) 250-4960

Cell [REDACTED]

Email [REDACTED]

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