

Subject: Re: Jeffrey - latest prices with suggested sizes - Nav [I]
From: Tazia Smith <[REDACTED]>
Date: Mon, 21 Apr 2014 14:59:22 -0400
To: Nav Gupta <[REDACTED]>
Cc: Paul Morris <[REDACTED]>,
Vinit Sahni <[REDACTED]>

Classification: For internal use only

great - i agree with (2).
can you highlight to him? he won't want to hear it from me, just you!

(Embedded image moved to file: pic30655.gif)

Tazia Smith
Director | Key Client Partners - US

DB Securities Inc
Deutsche Asset & Wealth Management
345 Park Avenue, 10154-0004 New York, NY, USA
Tel. [REDACTED]
Fax [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

(Embedded image moved to file: pic23758.gif)

From: [REDACTED] Nav Gupta/db/-
[REDACTED]

To: [REDACTED] Tazia Smith/db/-
[REDACTED]

Cc: [REDACTED] Vinit Sahni [REDACTED] Paul Morris/db/-
[REDACTED]

Date: 04/21/2014 02:43
PM

Subject: Re: Jeffrey - latest prices with suggested sizes - Nav
[I]

The qns are 1) do we think usdjpy can exceed 103 his approx break even from current valuation before may1st and 2) is it worth spending more money on the same bet by rolling his option longer.

1). Spot is 102.60. 103 isn't far away. In the next month I don't see any obvious triggers for usdjpy to drop or rise a lot. For 50k I'd keep it and if usdjpy rises to 103.25 or 103.50 sell 100pct of the delta to lock in p&l

2) is it worth spending more. The japan story seems to be losing momentum. This has shown up in nky but not usdjpy. I'd be inclined to find a longer term cheaper way to bet. I'll take a look tomorrow to see what looks smart now that vols are a lot lower.

Best
Nav

On 21 Apr 2014, at 19:33, "Tazia Smith" <[REDACTED]> wrote:

Classification: For internal use only

Nav - thoughts on his 102.50 strike USDcJPYp that matures 5/1...~46k left of value (down ~143k). Maintain short yen view (this was his, he thought it was going to 110 within the time frame). Do you roll it here and save what's left in the premium?

<0.25A.gif>

<0.50CC.gif>

Tazia Smith
Director | Key Client Partners - US

DB Securities Inc
Deutsche Asset & Wealth Management
345 Park Avenue, 10154-0004 New York, NY, USA
Tel [REDACTED]
Fax [REDACTED]
Mobile [REDACTED]
Email [REDACTED]

<0.5B0E.gif>

Paul Morris---04/21/2014 01:59:09 PM---Classification: For internal use only thx pls stay on him, hope you're all well,

From: Paul Morris/db/-
[REDACTED]

To: Nav Gupta/db/-
[REDACTED]

Cc: [REDACTED],
[REDACTED]

Date: 04/21/2014 01:59
PM

Subject: Re: Jeffrey - latest prices with suggested sizes - Nav
[I]

Classification: For internal use only

thx pls stay on him, hope you're all well,

Paul Morris
Managing Director
Deutsche Bank Private Bank
345 Park Avenue, 27th Floor
New York, NY 10154

EFTA01468449

Office: [REDACTED]
Cell: [REDACTED]

From Nav Gupta/db/-
[REDACTED]

To:
jeevacation@gmail.com,

Cc: Joseph Cothron [REDACTED] Tazia Smith/db/-
[REDACTED]

Paul Morris [REDACTED] Vinit Sahni/db/-
[REDACTED]

Date 04/15/2014 07:46
AM
:

Subj Jeffrey - latest prices with suggested sizes - Nav
[C]

ect:

Classification: Confidential

Jeffrey,

Updated prices and proposed sizes.

1. Buy 10y BTP (March2024). 10y yield is 5bp lower today. I still like eur2mm here 3.125% YTM and suggest work a soft order to add eur1.5mm at 3.25%, eur1.5mm 3.35%.

2. EURUSD spot FX is 1.3802 from 1.3827 yesterday. Suggest buying 2week

vanilla 1.40c at 5-6c in EUR 50mm notional (cost EUR25-30k)

3. position for a stronger dollar by buying 1y 5% OTM SPOT EURUSD
binary

puts at 21% of payout. suggest do half (eur500k payout costing
0.21*500k) now, and the other half when spot 139-140

4. nationwide coco currently 6.42% offered. I suggest scaling in £2mm
on
an order at 6.5% and £2mm on order at 6.75%

thanks
Nav

From: Nav Gupta/db/-
dbcom

To:
jeevacation@gmail.com,

Cc: Vinit Sahni [REDACTED] Paul Morris [REDACTED]
Tazia
Smith/db/-
[REDACTED]

Date: 14/04/2014
18:17

Subje Jeffrey - 4 trades I like - Nav
[C]

ct:

Classification: Confidential

Hi Jeffrey,

There hasn't been much I've really liked recently.
Here are four trades - 3 I like right now and 1 for now or soon.

1) BUY 10y BTPS @ 3.16% - This is a 3-6mth 'buy the rumour sell the fact' tactical trade to position for ECB QE (now)

The ECB is preparing both itself and markets for QE - Its senior board members have stepped up public comments over the past 48hrs. This is the clearest sign so far QE could happen and why I am writing to you now.

Ideally ECB wants to buy ABS from small to medium sized European companies but the outstanding available is relatively small so it will likely buy Eurozone Government Bonds. The spread between Italian BTPs and German Bunds has tightened significantly past 18months but old metrics of value make no sense in Europe because they rely on history when there was no QE.

While It's hard to get excited about 10y BTPs yielding 3.16% (164bp over 10Y German Bunds) I'd still have 5-10mm 10y BTPs in my portfolio both for the duration and spread compression potential. I prefer 10y over 5y because the recent nearly parallel spread compression has left 5s10s steep relative to 0-5s..

3 reasons i like this trade:

i) macro investors view ECB QE as a second bite at the cherry. Everyone I talk to wants European risk assets having seen QE in the US.

ii) ECB QE is probably still 3-6mths away which will keep credit bid. This will be a buy the rumour sell the fact trade

iii) Credit has been bulletproof during the recent risk selloff because a) ECB QE expectations, b) G3 rate hikes are being pushed into the future while cash has nowhere else to go. This price action is telling

as and when equities recover i think credit continues to tighten

Yields of 10Y Italy, 10y Germany and the Yield Spread
<0.7E0C.gif>

2) Tactically position for higher EURUSD - 2 week view (now)
BUY EUR50mm 2week expiry 1.40 strike European Style EURUSD Calls @ 6bp
(EUR30,000)

This is a low cost contrarian short term tactical call. Most investors

myself included are bullish USD in the medium term (see trade 3) but in the very short term I see EURUSD higher because:

i) Despite ECB preparing the markets for QE, the price action of EURUSD (broadly unchanged) has been quite bullish compared to what one would expect

ii) Speculators don't appear long EURUSD to us. Majority are short or flat.

iii) implied volatility is 5.25% (offer for 2week options) which is very low historically. So this is a penny option, highly convex, pain trade bet against other speculators betting on QE

If my view is wrong 6bp is lost. If i'm right i'd plan to exit in a week making 4-6x

Scenario Analysis - Premium in bp of EUR notional
<2.350A.gif><< 4bp is mid mkt, offer is 6bp

3) Position for a Stronger Dollar - 1year view (now or soon)

Buy 1y expiry European style digital binary option on EURUSD struck 5% below spot @ 21% of payout (which i think is too cheap)

Current strike (spot - 5%) would be 1.3120

At expiry if EURUSD has fallen by more than 5% from current levels the option payout is EUR1mm. Upfront premium is EUR210k.

The option is liquid and can be unwound at any time.

i) Yellen has done a poor job of communicating the Fed's thinking but its increasingly clear the Fed will brake later than usual

ii) Betting on higher US interest rates in the rates market isn't cost effective because the forward curve is already pricing in higher rates

iii) The Dollar hasn't appreciated yet because short rates in the US haven't risen meaningfully

iv) THE KEY POINT - FX volatility is very low in currency pairs like EURUSD where central bank policy on each side is increasingly diverging.

The low vol makes this bet inexpensive to put on.

v) Because FX vol is so low betting now or soon with a one year time horizon costs very little. id rather be early than late here

vi) i prefer 1y expiry because this trade could take 6-12mths to play out

1Y EURUSD VOL: Low - but then again most most vols are

What I like about EURUSD is that central bank policy on each side is diverging

<2.49F0.gif>

time This Table shows mid-market premiums (in % of notional) as spot and
change.

<4.47E4.gif>

19.5 is mid (offer is 21)

4) Scale into £4mm Nationwide (UK Building Society) 6.875% perpetual
which yields 6.4% in GBP and is likely to be called in 5years
European Bank AT1 Hybrid Bonds (aka CoCo's) have rallied significantly.
We were unable to get the BBVA issue at the right levels.

yields A very similar bond which has rallied 30bp less than the BBVA is the
Nationwide (UK Building Society) 6.875% perpetual which currently

6.4% and is likely to be called in 5years time. It has a tier1 capital
trigger of 7% and current tier1 capital ratio is 13% which is fair
margin.

The Nationwide one i'm suggesting today is rated Fitch/S&P BB+, its
parent is Fitch/S&P rated single-A

The BBVA bond we tried to buy earlier is rated Fitch BB-, its parent is
S&P rated BBB-

I suggest scaling £2mm at 6.5% and £2mm at 6.75%. Transaction cost is
6bp from mid.

Yield to call of Nationwide 6.875% perpetual ISIN XS1043181269

<5.215E.gif>

Tazia for any execution, Q&A to me.

Best,
Nav

<6.26FC.gif>

Nav Gupta
Managing Director

Deutsche Bank AG, Filiale London
Deutsche Asset & Wealth Management
105/108 Old Broad St (Pinners Hall), EC2N 1EN London, United Kingdom
Tel. [REDACTED]
Mobile [REDACTED]

Email [REDACTED]

Any proposed ideas are being delivered to you by the DeAWM Key Client Partners ("KCP") London desk for discussion purposes only, and do not create any legally binding obligation on the part of Deutsche Bank AG and / or its affiliates ("DB"). These ideas are for the consideration

of

the intended recipients of this mail only. The KCP London desk does not provide investment advice. All intended recipients are Professional investors (as defined by MiFID), who understand the strategy, characteristics and risks associated with any ideas proposed herein and will be able to evaluate it independently. All trades on proposed ideas shall be subject to the relevant internal approvals prior to execution.

<6.33A6.gif>