

Subject: Fw: Fw: For Approval [I]  
From: Nav Gupta <[REDACTED]>  
Date: Wed, 30 Jul 2014 01:46:55 -0400  
To: VS Vinit <[REDACTED]>,  
Paul Morris <[REDACTED]>

Classification: For internal use only

To keep u in the loop. Tazia still working w/ compl on language to send JE my s+p idea from last week

----- Original Message -----

From: Tazia Smith

Sent: 07/29/2014 07:04 PM EDT

To: Siri Cowden

Cc: Zbynek Kozelsky; Vahe Stepanian; Nav Gupta

Subject: Re: Fw: For Approval [I]

Classification: For internal use only

Hi Siri -

Revised the point of view language:

Intended for Non-Advisory Clients

Since the Malaysian airline disaster and rising tensions with Russia, the put skew on S&P equity options has richened.

Investors bought equity puts for protection and dealers who were already short

the put skew had to short cover.

Result - the skew has widened to levels where calls appear really quite inexpensive to puts.

Trade 1

3mth Expiry, strikes 5% either side of the forward. Buy 3 to 3.25 calls for every 1 put sold

Trade 2

6mth Expiry, strikes 10% either side of the forward. That ratio becomes 4 to 4.35.

Max loss is 100% downside exposure to the market from the strike of the sold put.

These are big numbers - even if investors are slightly bearish on the market, skew makes an attractive relative-value entry to sell puts to buy calls.

Is 3:1 - 4:1 compelling enough?

For investors who are long equities, or bullish going forward, using these risk reversals is attractive for equity replacement or participation.

This is not an argument from the KCP Capital Markets Global team that the market will rise, or fall. Rather, this is an opportunistic entry point for a trading position in which you are well compensated with upside exposure (arguably over compensated) to take the risk that the market falls.

Note that the options referenced here are priced around the forward, not around spot, so we are looking at the true skew rather than the optics involving spot/forward spread.

Please contact the desk for live pricing

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Tazia Smith  
Director | Key Client Partners - US

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From: [REDACTED]

To: [REDACTED]

Cc: [REDACTED]

Date: 07/29/2014 11:41 AM

Subject: Fw: For Approval [I]

Classification: For internal use only

Hi Tazia:

Unfortunately, there are the same issues with the document as we had last week.

The same revisions regarding Nav's personalized comments and his contact information apply equally here when compared to the earlier communique. Please edit as you did previously.

I understand that you wish to challenge that decision, but to get this piece out today we need to follow existing guidance and revise. I am in contact with Compliance, and either Ziggy or I will give you an update when available.

Here is the correct disclosure to add:

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Thanks. I will look for your revision.

Kind regards,  
Siri

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Siri Cowden  
Vice President | Head, Marketing Review Group

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----- Forwarded by Siri Cowden/db/dbcom on 07/29/2014 11:14 AM -----

From: [REDACTED]  
[REDACTED]

To: "Siri Cowden" [REDACTED] "Zbynek Kozelsky"  
[REDACTED]

Cc: "Nav Gupta"  
<[REDACTED]>

Date: 07/29/2014 09:06  
AM

Subject: Re: For Approval  
[I]

Classification: For internal use only

Siri/Ziggy -

are we able to send the commentary on S&P skew if we include this disclaimer?

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From: [REDACTED]

To: "Siri Cowden" [REDACTED] "Zbynek Kozelsky"  
[REDACTED] "Nav Gupta"

<[REDACTED]>,

Date: 07/25/2014 07:13  
AM

Subject: For  
Approval

Classification: External Communication

Good Morning Siri - we'd like to send this observation of skew dislocation to Epstein (KCP) client as well. If we use your disclaimer that you sent for the JPY trade, can we send?

--

Tazia Smith  
Director  
Key Client Partners - US

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From: Nav Gupta  
Sent: 07/23/2014 06:22 PM CET  
To: [REDACTED]  
Subject: KCP Capital Markets Trade Idea - Extreme demand for S&P Put options  
presents very interesting trades

Intended for Non-Advisory Clients

Since the Malaysian airline disaster and rising tensions with Russia, the put skew on S&P equity options has richened. Investors bought equity puts for protection and dealers who were already short the put skew had to short cover.

Result - the skew has widened to levels where calls appear really quite inexpensive to puts.

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3mth Expiry, strikes 5% either side of the forward. Buy 3 to 3.25 calls for every 1 put sold

Trade 2

6mth Expiry, strikes 10% either side of the forward. That ratio becomes 4 to 4.35.

These are big numbers - even if you are slightly bearish on the market there's

always a price at which you'd sell puts to buy calls.

Is 3:1 - 4:1 compelling enough? If on the other hand you're long equities or bullish this looks way better to me.

I'm not arguing that the market rises or falls, just that you are (overly I believe) well compensated to take the risk it falls.

Also the options i've priced are around the forward not around spot so we are looking at the true skew not optics involving spot/forward spread.

Call with any qns or for live pricing

best,  
Nav

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Nav Gupta  
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