**Task 1**

Hi,

Centum is one of our potential clients. It is a quant fund with AUM $1.9bn, which has one systematic and one fundamental strategy with a particular interest in China, Hong Kong and Japan.

Their YTD performance has been exceptional gaining 39% YTD. They are using the momentum of their high performance to raise capital and have recently hired 2 high profile sell side traders as portfolio managers (link 2).

I suggest we initiate a meeting with their CEO Anton Duran and PMs with the below points to pitch with:

* Their electronically executed quant strategy lends itself well to be incorporated to our electronic platform pricing. As the number one FX platform provider we can offer a range of products and liquidity to suit their needs.
* Our electronic equity trading desk also suits the client’s needs well, focusing on a low latency offering through direct market access, as well as a strong algorithmic execution platform for the fundamental portion of their trading strategy
* JPMorgan’s fortress balance sheet and award-winning Prime Broker business suits the hedge fund client’s leverage needs, coupled with the ability to utilize our well-diversified and deep inventory
* JPMorgan’s Global exchange connectivity will also become beneficial as they are looking to expand into additional markets in the near future
* With the client particularly interested in trading China, the recent approval of our Chinese securities and futures license (the first US bank to be approved) will allow us to uniquely provide securities brokerage, underwriting and investment advisory services in China

Thanks for considering, I will be happy to provide any further information required.

Best Regards,