

Hi,

I've assessed the products in terms of suitability for ABC Capital (our Swiss Hedge Fund client) and Pear Inc (the Large Global Technology Firm).

Our hedge fund clients seek high returns on investment and are typically interested in stocks that are higher risk, to generate the higher yields they are after.

Corporates like Pear Inc with spare cash on the balance sheet seek safer (lower risk) investments to store excess funds. They also need foreign currency to pay salaries, rent and other invoices in various locations.

I have prepared a table below explaining the products you should talk to ABC Capital and Pear Inc about. They are relevant and risk appropriate for you to sell to these clients.

Please let me know if you have any feedback or concerns.

Best Regards,

Aakanksha

Client	Suitable products to discuss/sell	Rationale
<i>Large Global Technology Firm</i>	<ul style="list-style-type: none">• Currency including USD; GBP; AUD; JPY; HKD; CNY; EUR; SGD• Precious metals commodities including gold; silver• Australian ASX listed blue chip equities	<p>Global firms need access to global currency to pay staff and other expenses around the world.</p> <p>Technology firms' core business is the tech products they design and sell. When they have excess cash on their balance sheet, they need safe and low-risk harbours for that cash such as gold and other blue-chip securities.</p>
<i>Sophisticated Swiss Hedge Fund</i>	<ul style="list-style-type: none">• LATAM AgriBusiness OTC Options• Industrial commodities including rubber; steel; lumber	<p>Sophisticated hedge funds are experienced at making riskier trades and are comfortable taking on calculated risk in order to maximise returns.</p>