Morgan Stanley

At A Glance

THE STRENGTH OF THE MORGAN STANLEY FRANCHISE

Part of a global financial legacy that dates back over 150 years, Morgan Stanley has emerged as a truly global institution with the scale, scope and commitment to serve the international investor. We are among the world's most capitalized institutions, and stand as one of the largest wealth management firms in the world.

MEASURES OF STRENGTH

82,000
Over 82,000 employees in 41 countries on six continents[1]

$356 BILLION[1]
Liquid reserves of $356 billion

45 YEARS
Over 45 years providing wealth management services to sophisticated investors and their families

$4.1 TRILLION
Over $4.1 trillion in assets under management at Morgan Stanley Wealth Management[1]

85 YEARS
Over 85 years serving clients around the world

These metrics are reflective of all Morgan Stanley entities. Morgan Stanley Smith Barney LLC, which is the Morgan Stanley entity through which the Wealth Management services noted herein are offered, services clients from outside the United States but does not maintain IWM offices outside the United States.

MORGAN STANLEY FIRMWIDE GLOBAL FOOTPRINT[2]

NORTH AMERICA
- Canada
- United States
- Mexico

AUSTRALIA
- Australia

EUROPE
- Bulgaria
- France
- Germany
- Hungary
- Ireland
- Italy
- Luxembourg
- Netherlands
- Poland
- Spain
- Sweden
- Switzerland
- United Kingdom
- Ukraine

ASIA
- China
- India
- Indonesia
- Israel
- Japan
- Malaysia
- Philippines
- Qatar
- Russia
- Saudi Arabia
- Singapore
- South Korea
- Taiwan
- Thailand
- Turkey
- United Arab Emirates

CENTRAL AND SOUTH AMERICA
- Argentina
- Brazil
- Chile
- Colombia
- Costa Rica
- Peru

AFRICA
- South Africa

U.S. based International Wealth Management services clients who reside in some, but not all of these countries.

Locations listed are institutional offices

THE INTERNATIONAL WEALTH MANAGEMENT COMMITMENT

Morgan Stanley International Wealth Management, a specialized area within Morgan Stanley Smith Barney LLC, focuses on the unique financial needs of clients who live outside the United States. We serve individuals from over 68 countries across the globe.

Our International Client Advisors often specialize in a specific country or region, so they frequently speak the language, understand the culture and are familiar with the economic and regulatory climate. Combining their investment knowledge with the vast resources and intellectual capital of Morgan Stanley, International Client Advisors deliver solutions that help our clients pursue the goals and aspirations they have for themselves, their families and their communities.

Serving clients from over
68 COUNTRIES[3]

COMPREHENSIVE FIRMWIDE CAPABILITIES*

Morgan Stanley Investment Management

Knowledge and Experience Across Public and Private Markets
- Global Liquidity
- Global Fixed Income
- Active Fundamental Equity
- Private Credit and Equity
- Global Multi-Asset
- Real Assets

Morgan Stanley Investment Management is the asset management division of Morgan Stanley.

Risk Management

Hedging Strategies
Concentrated/Restricted Stock Advice
Interest Rate Risk Management
Currency Exposure Strategies
Insurance Solutions

Investment Solutions

Wealth Planning
Goals-Based Planning
Referrals to Trust and Estate Planning Professionals

Corporate Services

Directed Shares, Stock Plans, 10b5-1 Programs
Capital Markets and Investment Banking Interaction
Retirement and Pension Plans

Cash Management and Lending

Our experienced professionals can help you develop customized solutions to address your cash flow, liquidity management and deposit needs.

*Not all products and services are available in all jurisdictions or countries.

INVESTMENT MANAGEMENT HIGHLIGHTS

Morgan Stanley Consulting Group manages $1.3 trillion[1] on fee-based advisory platforms, offering an extensive range of investment consulting advice and services. This includes tactical and strategic asset allocation recommendations based primarily on the insights of the Morgan Stanley Global Investment Committee, or customized allocations based on your specific objectives.

INVESTMENT CONSULTING ADVICE AND SERVICES

1 **Consulting Group Advisor**
A platform for clients who wish to maintain control over their investment decisions.

2 **Portfolio Management**
For International Client Advisors who are managing portfolios for clients on a discretionary basis.

3 **Separately Managed Accounts**
Subcontract investment decisions to a carefully vetted selection of appropriate third-party managers.

4 **Unified Managed Accounts**
For clients who prefer a more consolidated approach to developing an asset allocation, choosing underlying products from a selection of carefully screened professional managers and disciplined portfolio rebalancing.

Structured Products

Morgan Stanley offers an extensive array of customizable instruments that can be designed to reflect your view of the market. These strategies can provide investors with solutions to pursue particular investment objectives — such as yield enhancement or risk management — or achieve desired risk-reward or diversification goals through the implementation of investments or portfolio overlays.

Emerging Market Debt

The Morgan Stanley desk offers execution and sales of emerging market and domestic fixed-income and cash securities and provides Fixed Income investment ideas appropriate for international clients. Consistent, reliable and transparent, we help your International Client Advisor provide you with execution and strategic support.

- **The Morgan Stanley desk provides execution and sales of emerging market and domestic fixed income and cash securities.**
- **Daily runs cover a universe of approximately 1,000 securities.**
- **Our desk offers an open architecture model.**

Comprehensive Wealth Planning

Morgan Stanley Family Office Resources supports International Client Advisors in their efforts to help international clients create personalized investment strategies based on their unique situation, including the knowledge to tailor plans to the specific circumstances of their jurisdiction.

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Cash Management and Lending

We provide access to experienced professionals who can help develop customized solutions to address your cash flow, liquidity management and deposit needs. We can also provide access to experienced Cash Management Specialists. Together, our experienced professionals suggest solutions that can potentially provide you with the liquidity you need, often with competitive pricing.

Family Office Resources

The Family Governance and Wealth Education

Our Family Governance and Wealth Education experts help ultra high net worth families manage the complexities of intergenerational wealth transfer, seeking to preserve shared values and create an enduring family legacy.

Philanthropy Management

Philanthropy Management works with ultra high net worth individuals, families and foundations in the development of philanthropic focus; selection of charitable entities; measurement of giving effectiveness; and philanthropic legacy and succession planning. We also provide direct assistance to nonprofits in the areas of fundraising strategy, governance, capacity building, and board development and recruitment.

Signature Access

Upon client request, we may offer referrals and introductions to trusted professionals in the areas of Art, Aircraft, Household Staffing, Health Advisory, Personal Security, College Admissions Counseling, Experiential Travel and a variety of other services of interest to affluent families.

[1] Morgan Stanley 4Q 2022 Earnings Report
[2] With offices in more than 41 countries, Morgan Stanley's employees serve clients worldwide, including corporations, governments, institutions and individuals.
[3] Wealth Management Finance as of January 2023

This material does not provide individually tailored investment advice. It has been prepared without regard to the individual financial circumstances and objectives of persons who receive it. The securities discussed in this material may not be appropriate for all investors. Morgan Stanley Smith Barney LLC recommends that investors independently evaluate particular investments and strategies, and encourages investors to seek the advice of a Financial Advisor/International Client Advisor. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.

Asset allocation does not assure a profit or protect against loss in declining financial markets.

Alternative Investments are speculative and include a high degree of risk. An investor could lose all or a substantial amount of his/her investment. Alternative investments are appropriate only for qualified, long-term investors who are willing to forgo liquidity and put capital at risk for an indefinite period of time.

Structured Investments are complex and not appropriate for all investors, and there is no assurance that a strategy of using structured products for wealth preservation, yield enhancement, and/or interest rate risk hedging will meet its objectives.

Emerging Markets Debt. Investing in foreign emerging markets entails greater risks than those normally associated with domestic markets, such as political, currency, economic and market risks. Emerging market debt should comprise only a limited portion of a balanced portfolio. Investing in currency or currency exposure strategies involves additional special risks such as credit risk, interest rate fluctuations, derivative investment risk, and domestic and foreign inflation rates, which can be volatile and may be less liquid than other securities and more sensitive to the effect of varied economic conditions.

To understand the differences **between brokerage and advisory relationship**, you should consult your Financial Advisor/International Client Advisor, or review our Understanding Your Brokerage and Investment Advisory Relationships brochure available at http://www.morganstanley.com/ourcommitment/.

Morgan Stanley Smith Barney LLC offers **investment program services** through a variety of investment programs, which are opened pursuant to written client agreements. Each program offers investment managers, funds and features that are not available in other programs; conversely, some investment managers, funds or investment strategies may be available in more than one program. Morgan Stanley's investment advisory programs may require a minimum asset level and, depending on a client's specific investment objectives and financial position, may not be appropriate for the client.

Morgan Stanley Smith Barney LLC offers **insurance products** in conjunction with its licensed insurance agency affiliates.

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Tax laws are complex and subject to change. Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors/International Client Advisors do not provide tax or legal advice and are not "fiduciaries" (under ERISA, the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise provided in writing by Morgan Stanley and/or as described at www.morganstanley.com/disclosures/dol.

Individuals are encouraged to consult their tax and legal advisors (a) before establishing a retirement plan or account, (b) regarding any potential tax, ERISA and related consequences of any investments made under such plan or account, and (c) consult their tax advisor for matters involving taxation and tax planning and their attorney for matters involving trust and estate planning, charitable giving, philanthropic planning and other legal matters.

Private Bankers are employees of Morgan Stanley Private Bank, National Association.

Morgan Stanley Smith Barney LLC is a registered broker-dealer, member SIPC, and not a bank. Where appropriate, Morgan Stanley Smith Barney LLC has entered into arrangements with banks and other third parties to assist in offering certain banking-related products and services.

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