



Morgan Stanley

Morgan Stanley Private Markets

Morgan Stanley Private Markets connects a broad network of potential private investors in an accessible ecosystem.

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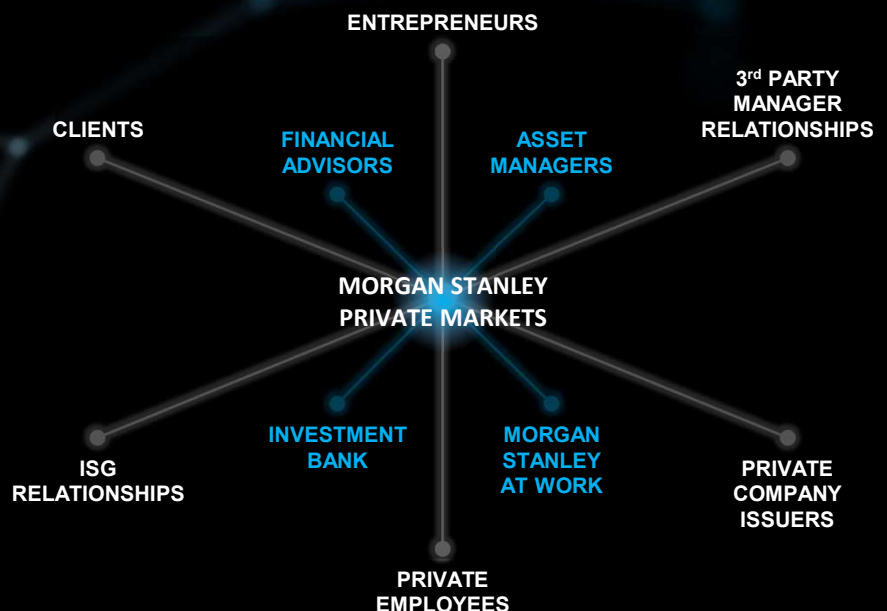
Our long history of having the right specialty in the right places. For over 87 years, Morgan Stanley has served as a global leader in financial services, building deep relationships that create a consistent source of new private investment opportunities.

We have a broad reach with multiple sources for deal flow. Morgan Stanley draws on a breadth of connections from our asset manager relationships, our investment bank, and our financial advisor network to deliver private investment opportunities across asset classes, industries, investment stages, and geographies.

Our goal is to bring together private investors and give them access to private market solutions. The scale of our business and ongoing commitment to addressing the scope of the financial lives of our clients is a priority at Morgan Stanley.

A BROAD NETWORK WITH MULTIPLE POTENTIAL SOURCES FOR DEAL FLOW

Morgan Stanley Private Markets offers access to exclusive deal flow originated by Morgan Stanley's broad global network.



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ACCESS

the Morgan Stanley network of private investors:

Bespoke offerings from best-in-class Alternatives Platform

- Leading alternative investments platform with 50% market share across wirehouses¹
- 40% of new alternative offerings are first look or exclusive funds²

Proprietary deal flow from an industry-leading investment bank

- Since 2020, Morgan Stanley has successfully raised \$47Bn+ of private capital for leading companies across sectors³
- Named 2020 Bank of the Year by International Financing Review and awarded Euromoney North America World's Best Bank for Financing in 2020⁴

Connection to private market equity solutions through Morgan Stanley at Work

- Issuer controlled secondary sales*
- Tender offers for private market issuers



EVALUATE

private market opportunities:

Investment approach

- The platform allows for two different approaches to potential investment:
 - i) investments where Morgan Stanley acts as the Placement Agent. Financial Advisors may provide investment advice, and;
 - ii) investments where Morgan Stanley acts as the Referral Agent. Financial Advisors will introduce opportunities to eligible clients who are responsible for independently evaluating the investment opportunity.

Due diligence materials

- Access offering materials and data directly from the sponsor and/or issuer to guide decisions
- Select access to Morgan Stanley proprietary private markets research



INVEST

across a curated list of high-quality private investments:

Direct investments

- Invest directly into private companies, or alongside best-in-class asset managers

Transaction Desk

- Eligible⁵ Morgan Stanley clients can sell U.S. based, \$1B+ valuation private company securities

*The above is for illustrative purposes only and the availability of particular services and products at any given time will vary.

1. Money Management Institute, 2021 Retail Distribution of Alternative Investments; traditional alternative investments AUM across 4 wirehouses was \$200Bn in 2020, while Morgan Stanley represented ~100Bn .

2. Morgan Stanley Wealth Management Alternative Investments Group. Includes only non-specialized offerings. 16 out of 30 new non-specialized offerings as of September 30, 2021 were first look or exclusive funds.

3. Morgan Stanley Equity Capital Markets Syndicate Desk (As of 7/17/22)

4. [International Finance Review Bank of the Year 2020](#); [Euromoney North America's best bank for financing 2020](#)

5. Clients must be willing to sell at least \$500,000 in private company shares in a single transaction.

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EXAMPLE PRIVATE DEALS

ARTIFICIAL INTELLIGENCE TECHNOLOGY

Software | Series E & F

Investment in one of the world's leading artificial intelligence (AI) platforms that detects the earliest signals of high-impact events and emerging risks, in real time, from publicly available information

TELECOM ASSET CARVE-OUT

Telecommunications | Carve-out

Co-investment alongside a renowned private equity firm in a carve-out of telecom assets across 20 states acquired from a ~\$45 billion telecommunications company

PRIVATE INVESTMENT PLATFORM

Financial Technology | Series B

Investment alongside a major technology-focused venture firm and institutional investors in series B equity of a platform; platform mission to democratize private investing by enabling users to invest in high-growth asset classes

GRAPHIC DESIGN PLATFORM


Technology | Secondary Sale

Co-investment alongside a major technology-focused venture firm and institutional investors in a secondary sale of a graphic design platform; platform used to create social media graphics, presentations, posters, documents, and other visual content

VIDEO GAME DEVELOPER

Media | Pre-IPO Growth

Co-investment alongside a leading private equity firm in a pre-IPO growth round of an American video game and software developer known for creating one of the world's most played games



**REACH OUT TO A MORGAN STANLEY
FINANCIAL ADVISOR TO LEARN
MORE IF...**

- You are interested in diversifying your portfolio with private market allocations and want to explore opportunities across various industries, geographies, and growth stages
- You have private investments that you want to sell
- You want to learn more about Morgan Stanley's private investment offerings and capabilities

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