## November perspectives NBA version



### Where We Are

#### November 2025

- The US equity bull market, entering its fourth year, has stalled over the past month pulling back roughly 1% from all-time highs during what is typically one of the strongest months of the year. Much better-than-expected earnings in Q3, characterized by strong revenue beats, have not catalyzed a major upgrade in 2026 earnings revisions. In fact, while total earnings forecasts have improved by ~1% to \$306/sh, earnings revisions breadth has once again deteriorated. Factors weighing on stocks in the last month:
  - Somewhat hawkish Fed rhetoric following the October 27 rate cut has reduced odds for December cut from 90% to ~70%.
  - Cracks in credit markets from several high-profile bankruptcies have focused attention on defaults plus "liquidity management exercises."
  - The longest government shutdown in history, though now in the process of being resolved, is likely to shave 0.3-0.4% off Q4 GDP, with 0.1-0.2% permanent loss.
  - In the absence of government labor data, markets have focused on deterioration in layoffs data and still declining job openings and rising youth unemployment.
  - Continuing uncertainty around Supreme Court cases surrounding tariffs and Fed independence.
- That said, the forces supporting the bull market remain firmly in place and the key controversy has refocused on whether 2026 is an "early cycle" reacceleration, which implies improving breadth and has been priced in for most of the summer or a late cycle narrowing grind as forecast by the GIC.
  Against a backdrop of already easy financial conditions, we have observed the following extremes that are typically seen only coming out of recessions and have only begun to unwind.
  - S&P 500 up nearly 90% since the October 2022 low and selling for 22.8x forward earnings; up 13% YTD toward all time highs.
  - · Most extreme six-month rebound outside of recessions (up nearly 40%) in history.
  - Most extreme six-month period of outperformance of cyclicals versus defensive stocks in 35 years.
  - YTD record outperformance of the high beta factor versus quality factor.
  - Material outperformance of IPOs, micro-cap and small cap stocks versus large cap stocks.
  - Outperformance by unprofitable tech of the Mag 7.
- We don't think that we are emerging from recession and that 2026 will not mark a broad-based economic re-acceleration. Consequently, we are cautious
  about the achievability of 2026/27 earnings estimates. Within the context of being 300bps overweight US equities, we position GIC portfolios to be up in
  quality/larger capitalization
  - Current market valuations are premised on 2026 delivering record profit margins; blended forward earnings breaching \$310/sh from current estimates of \$270-280/sh and acceleration of profit growth among the "493" who are likely to face continued headwinds from tariffs, a slowing consumer and slower-than-hoped productivity gains.
  - · We see rate cut expectations potentially disappointing with yield curves staying biased toward steepening.
  - 2026 stock gains are in the 5-10% range to an S&P 500 at 7,200.
- Bull markets are meant to be ridden NOT timed but exuberance should be tempered; GIC continues to recommend maximum portfolio diversification and
  risk management; it's a risk manager's market, not a passive investor market

Source: Morgan Stanley Wealth Management Global Investment Office (GIO).

Morgan Stanley

## 2026 Key Controversies

#### 1. Market Valuations; It's "show me" time on earnings

- Overall index metrics are near historic extremes, S&P 500 index at ~22-23x forward earnings, Buffet indicator at historic high.
- But valuation extremes are concentrated among the top 10 names, which are historically more profitable and cashflow generative.
- The S&P500 equal weighted is relatively cheap in historic terms and could revalue if cyclical re-acceleration occurs.

#### 2. Early Cycle or Late?

- Reacceleration, not recession risk is what is priced; market assumes another 75bps of Fed cuts.
- Key is broadening of capex spending and recovery/stabilization of labor market (cyclical versus secular?); Six-month forward plans not encouraging.
- GIC sees GDP slowing in 1H26, not re-accelerating; consumer still matters; manufacturing and housing lackluster.

#### 3. Inflation Tamed?

- Readings are sticky and tariff risks remain as middle market corporate margins have absorbed price changes.
- Weaker US dollar is headwind; monetary and fiscal stimulus could cause prices to run hot; Fed independence remains issue.
- · Tug of war between lower oil prices but higher electricity prices.

#### 4. The K-shaped Economy?

- Wealth effects may be swamping income effects; obscuring true read of breadth of economic health.
- Monetary policy accommodation may exacerbate 'bubbles."

#### 5. Al Productivity Gains and Corporate Margins A Productivity Renaissance?

- Promises are big but adoption is only 15-20%.
- Productivity gains not yet in evidence, concentrated among tech companies themselves.
- Scale and size are overwhelming drivers leaving the "493" and small-mid behind.

#### 6. Credit Cockroaches?

- Private credit is the epicenter of stress, defaults plus "liquidity management exercises" are over 4%.
- Fed easing may not be enough as floating rate borrowing costs are well above large cap competitors.

#### 7. Al Bubble?

- Spending is accelerating and FCF growth of Mag-7 has gone negative; GIC believes we are in the sixth inning for pricing potential.
- Ecosystem is increasingly using debt and interconnected vendor financing.

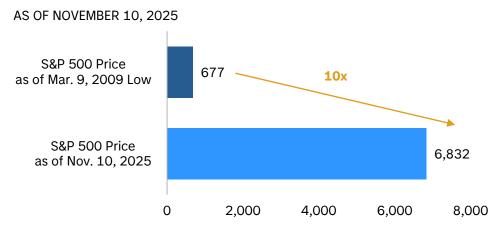
#### 8. American Exceptionalism Everlasting?

- Valuation differentials extreme; growth advantages closing; debts/deficits become long run constraint.
- Rest of world outperforming by 1,000bps in 2025.

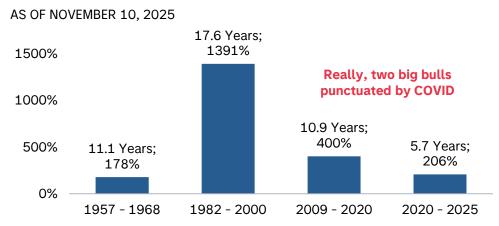
Source: Morgan Stanley Wealth Management GIO

## US Investors Should Not Underestimate the Uniqueness of These Times

#### POST GFC TENFOLD MOVE: THE GREAT DELEVERAGING



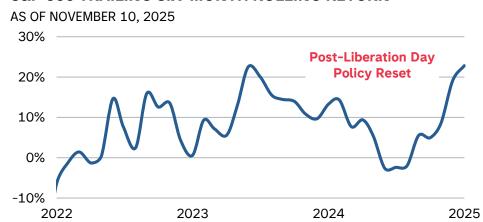
#### **S&P 500 CUMULATIVE RETURN**



#### S&P 500 GREAT TECH RESET OF 2022: A GEN AI TECH BOOM



#### **S&P 500 TRAILING SIX-MONTH ROLLING RETURN**



Source: Morgan Stanley Wealth Management GIO, Bloomberg

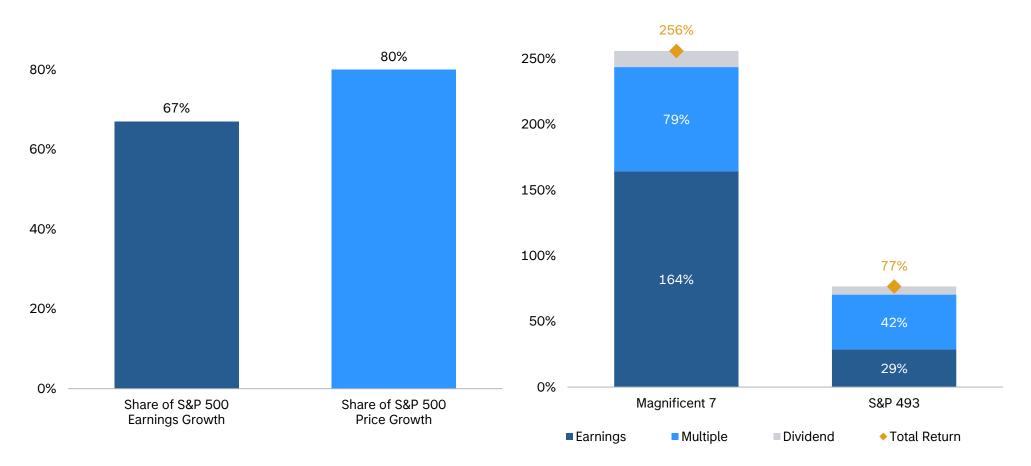
### This Three-Year Old Bull Market Has Been One Note



AS OF NOVEMBER 7, 2025 100%

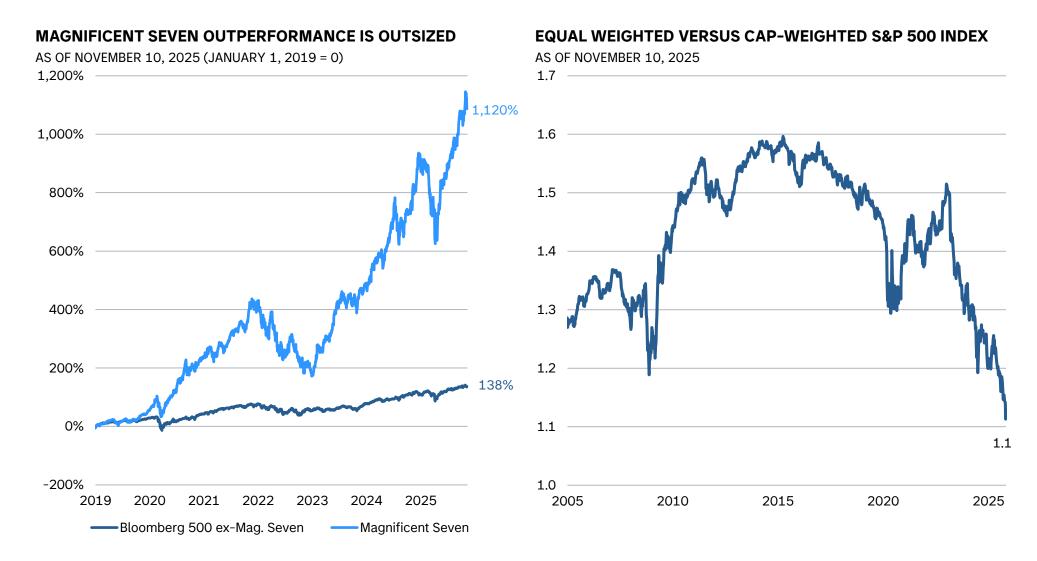
#### **COMPOSITION OF TOTAL RETURNS SINCE OCT. 12, 2022**

AS OF NOVEMBER 7, 2025 300%



Source: Morgan Stanley Wealth Management GIO, Bloomberg

### The Great Gen AI Bull Market Is Not Debatable



Source: Morgan Stanley Wealth Management GIO, Bloomberg

## Producing a Concentrated and Expensive Market



AS OF OCTOBER 31, 2025
50%

#### S&P 500 12-MONTH FORWARD P/E RATIO

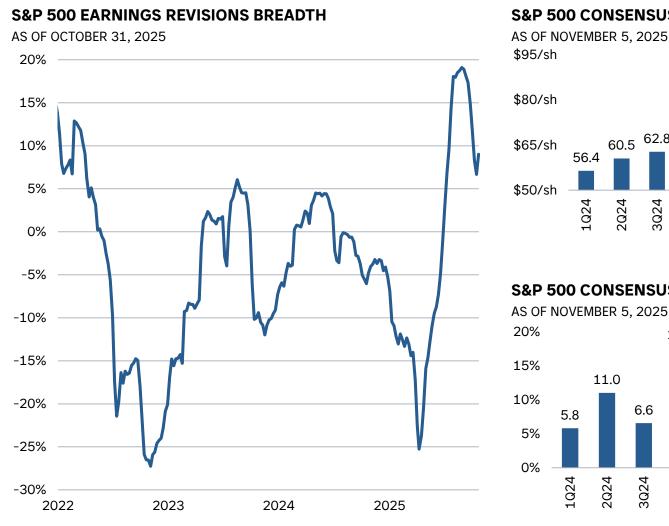
AS OF OCTOBER 31, 2025

50x

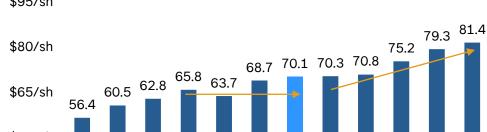


Source: Morgan Stanley Wealth Management GIO, Bloomberg, Strategas

### And Expectations for 2026 Are Ambitious



#### **S&P 500 CONSENSUS EPS**



2025

4Q25E

3Q25E

1Q26E

2Q26E

3Q26E

#### S&P 500 CONSENSUS EPS YEAR-OVER-YEAR GROWTH

1025

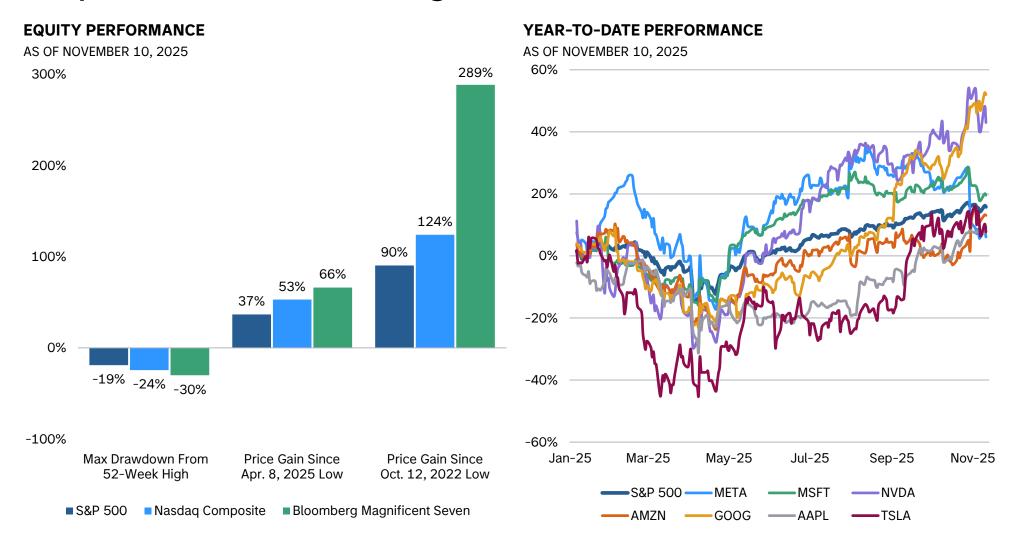
4024

3024



Source: Morgan Stanley Wealth Management GIO, Morgan Stanley & Co. (MS & Co.) Research. Earnings revisions breadth is defined as the number of positive analyst revisions minus the number of negative analyst revisions divided by the total number of revisions.

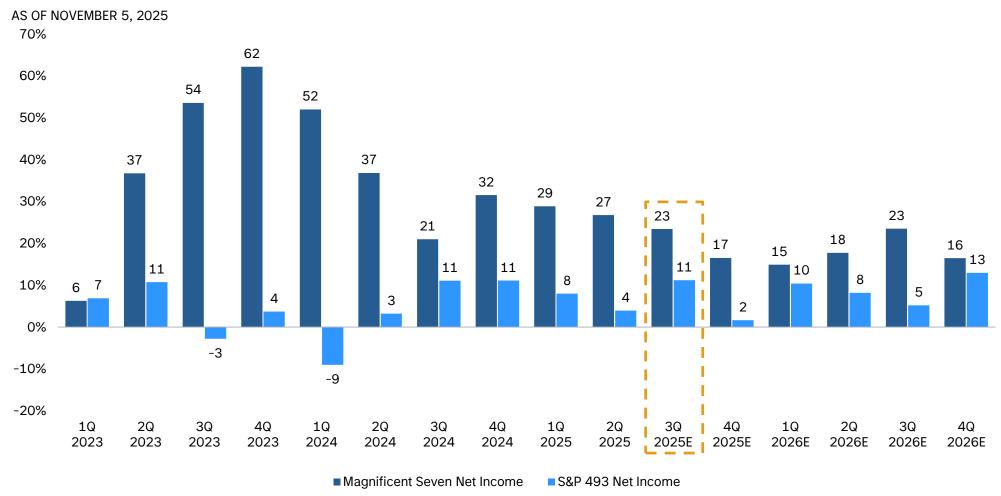
# NASDAQ and "Mag 7" Have Led, but Performance Dispersion Is Widening



Source: Morgan Stanley Wealth Management GIO, Bloomberg. Drawdown is the peak-to-trough decline during a specific period.

### 2026 DEPENDS on "493" Reacceleration

#### MAGNIFICENT SEVEN AND S&P 493 NET INCOME YEAR-OVER-YEAR GROWTH

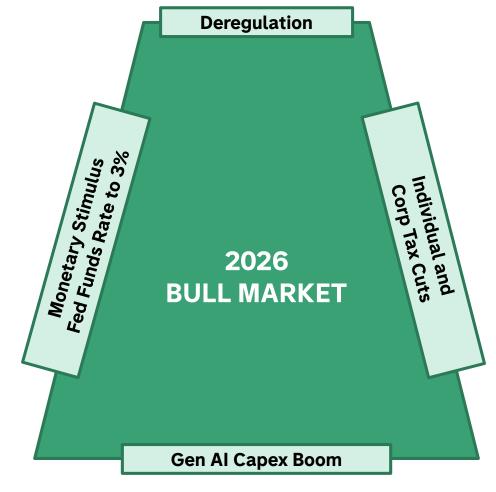


Source: Morgan Stanley Wealth Management GIO, MS & Co. Research, consensus estimates

### But the Bull Case Is Formidable

#### **DRIVERS OF THE 2026 BULL MARKET**

AS OF NOVEMBER 10, 2025

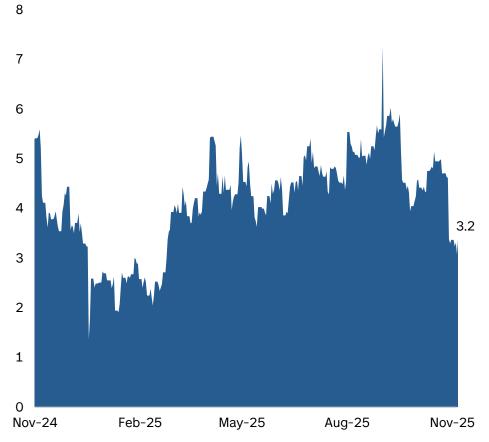


Source: Morgan Stanley Wealth Management GIO

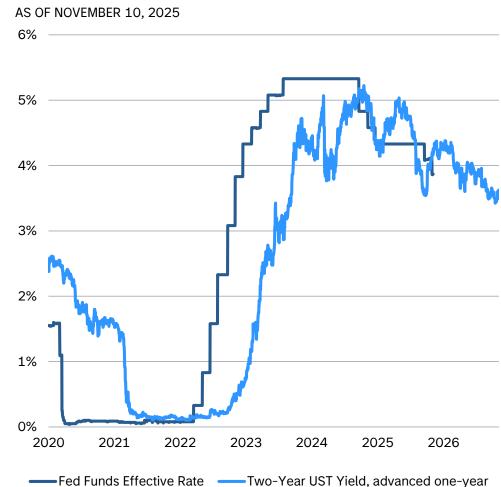
AS OF NOVEMBER 10, 2025

## Another 75bps of Rate Cuts Priced Through 2026

#### 25BP RATE CUTS PRICED THROUGH DEC. 2026



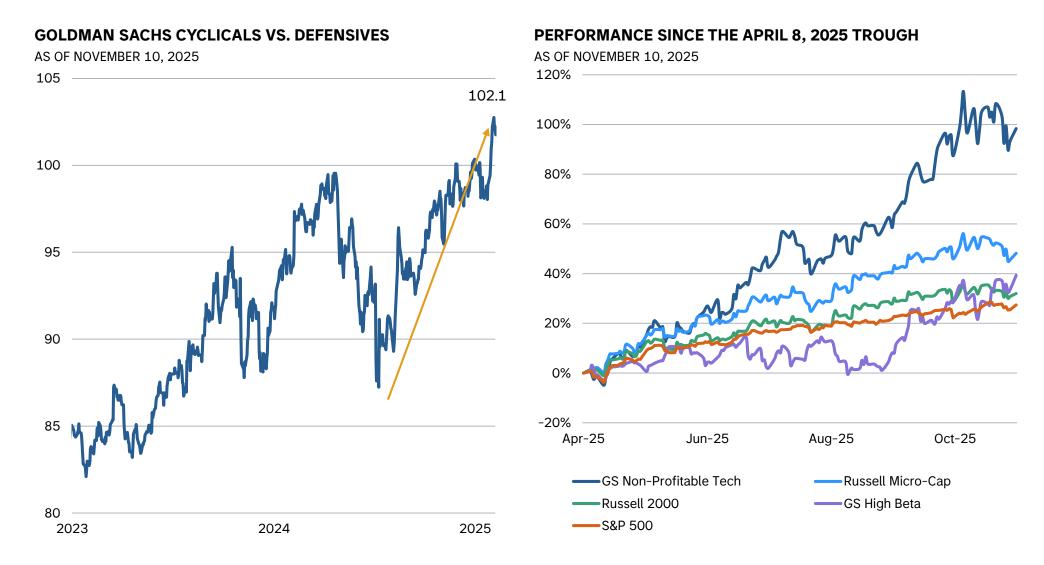
#### FED FUNDS EFFECTIVE RATE VS. TWO-YEAR US TREASURY



Source: Morgan Stanley Wealth Management GIO, Bloomberg

## Controversy #2: Early Cycle or Late?

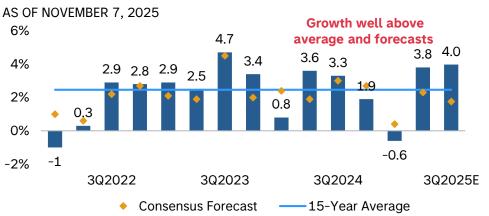
#### Markets Are Pricing Cyclical Reacceleration



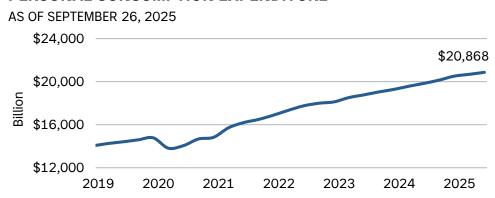
Source: Morgan Stanley Wealth Management GIO, Bloomberg

# Recession Has Been Nowhere in Sight; GDP Growth Healthy

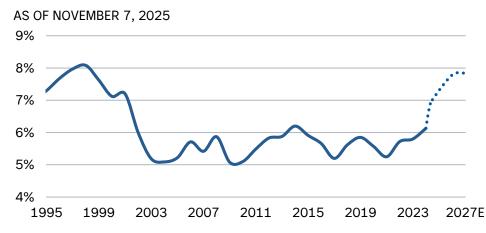
#### **QUARTERLY REAL GDP (ANN.)**



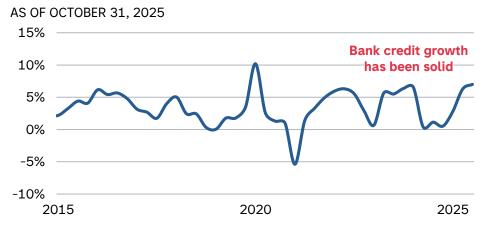
#### PERSONAL CONSUMPTION EXPENDITURE



#### **S&P 500 CAPEX AS A SHARE OF SALES**



#### **US BANK TOTAL LOANS, YEAR-OVER-YEAR CHANGE**

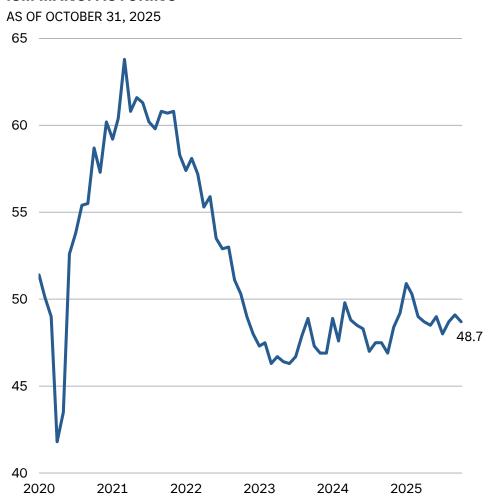


Source: Morgan Stanley Wealth Management GIO, Bloomberg. 3Q2025 GDP estimates are from Atlanta Fed GDPNow Forecast. Capex as a share of sales uses consensus estimates.

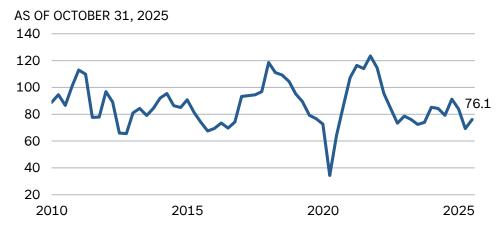
Past performance is no guarantee of future results. Estimates of future performance are based on assumptions that may not be realized. This material is not a solicitation of any offer to buy or sell any security or other financial instrument or to participate in any trading strategy. Please refer to important information, disclosures and qualifications at the end of this material.

# But Manufacturing Is Lackluster and Sentiment Weak...No Evidence of Broadening Capex Boom

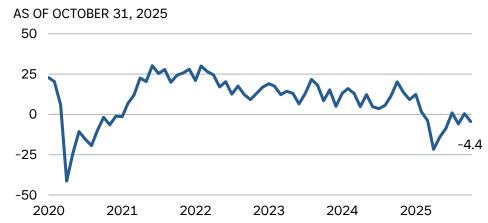
#### ISM MANUFACTURING



#### US ROUNDTABLE CEO ECONOMIC CONDITIONS SURVEY



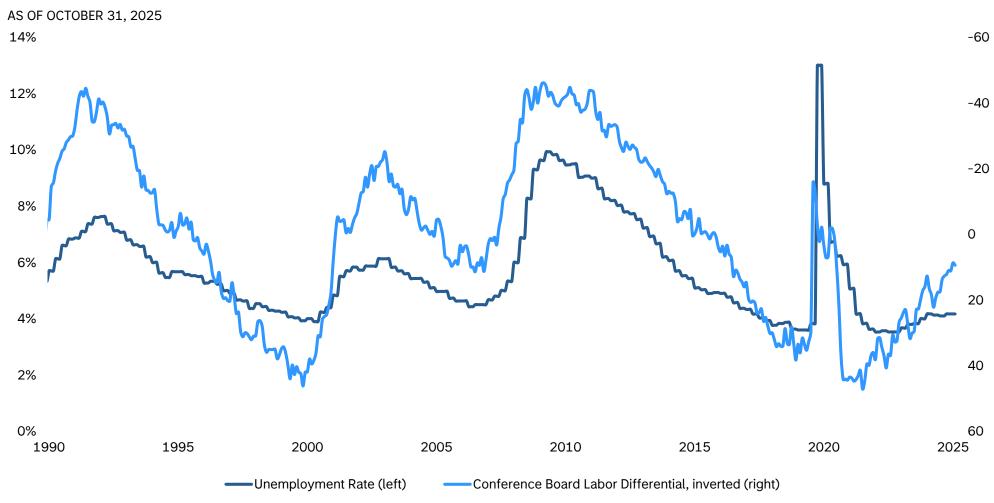
#### **CEO INTENTIONS OF CAPEX IN SIX MONTHS**



Source: Morgan Stanley Wealth Management GIO, Bloomberg

## Labor Market Looks Fragile

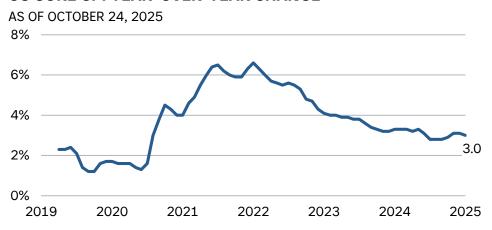
#### UNEMPLOYMENT RATE VS. CONFERENCE BOARD LABOR DIFFERENTIAL: JOBS PLENTIFUL LESS HARD TO GET



Source: Morgan Stanley Wealth Management GIO, Bloomberg

## Controversy #3: Inflation Is Tamed?

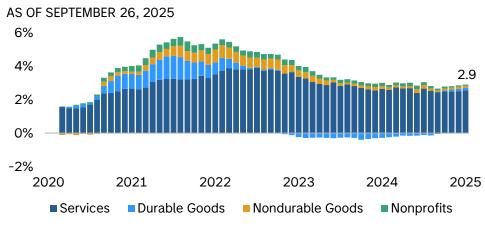
#### US CORE CPI YEAR-OVER-YEAR CHANGE



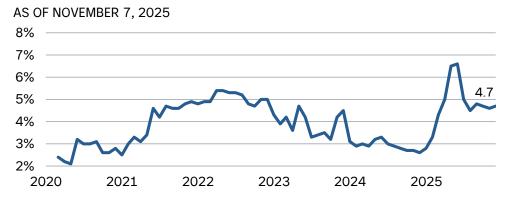
#### NY FED ONE-YEAR INFLATION EXPECTATIONS



#### **CONTRIBUTIONS TO CORE PCE, YEAR-OVER-YEAR**

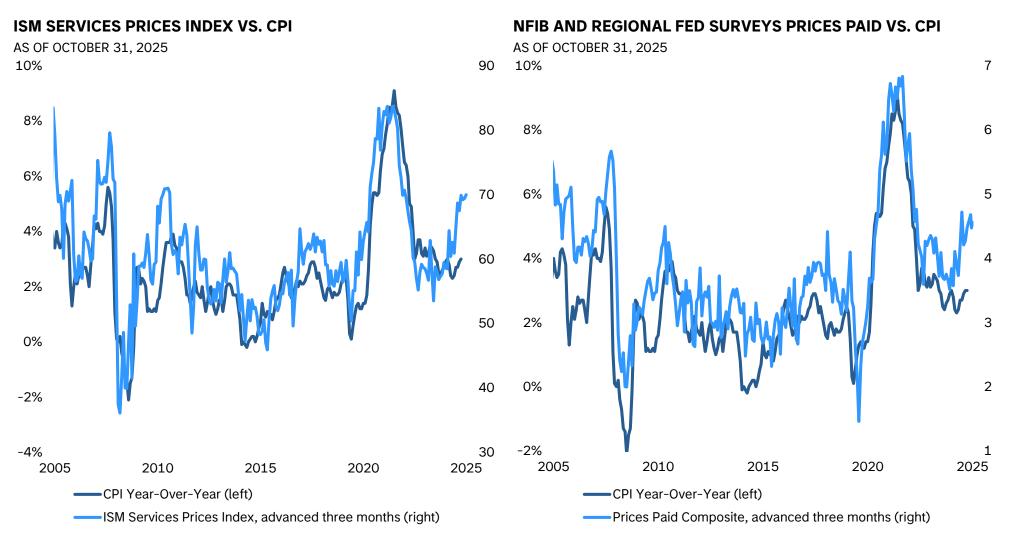


#### **U. MICHIGAN ONE-YEAR INFLATION EXPECTATIONS**



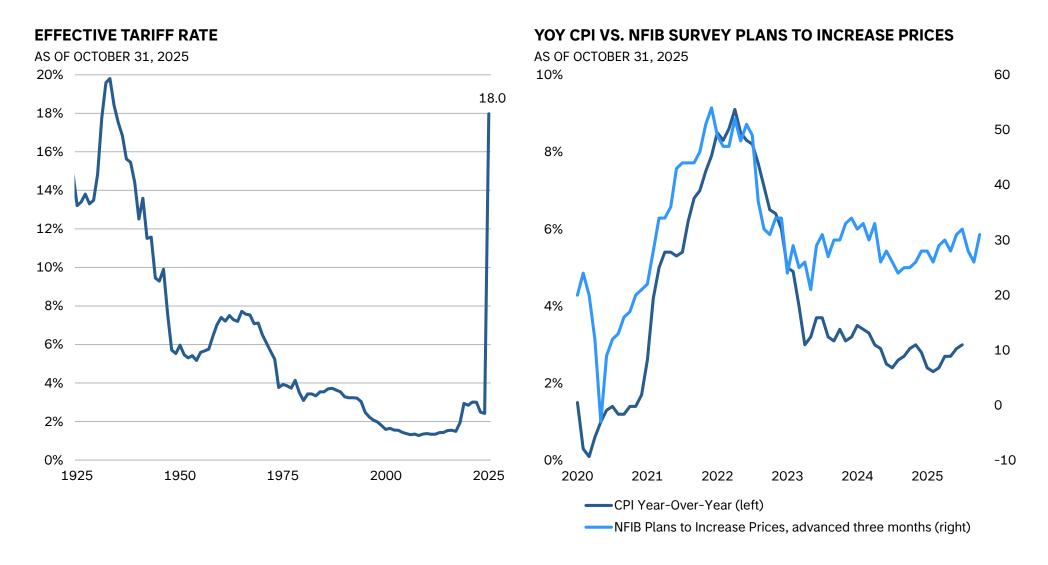
Source: Morgan Stanley Wealth Management GIO, Bloomberg.

## Pricing Pressure in the Supply Chain Is Building



Source: Morgan Stanley Wealth Management GIO, Bloomberg. Prices Paid Composite use the average of the NFIB Selling Prices Survey, ISM Prices Paid, and the Federal Reserve Bank of Philadelphia Prices Paid Manufacturing Survey

### Tariff Risk Remains



Source: Morgan Stanley Wealth Management GIO, Bloomberg, Yale Budget Lab

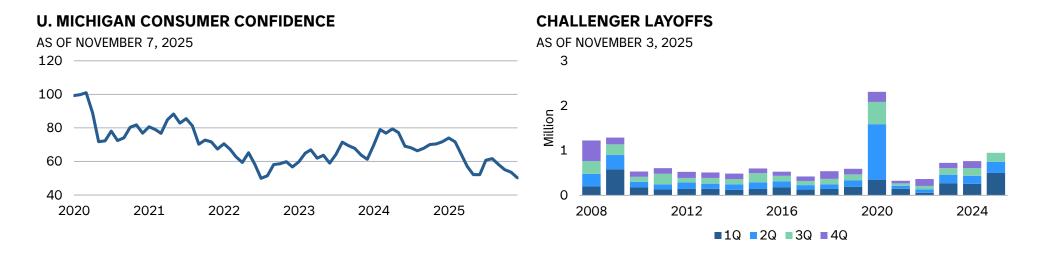
## We May Be in New Inflation Regime

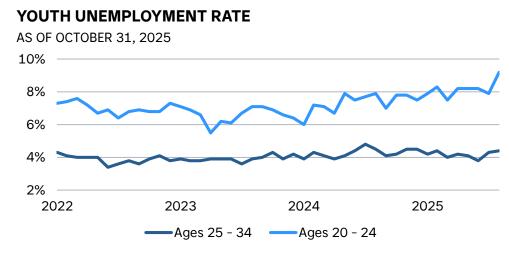
### Especially if Fed Independence Is Questioned

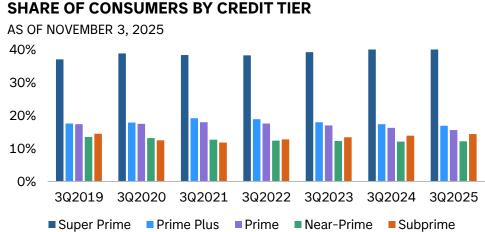


Source: Morgan Stanley Wealth Management GIO, Bloomberg

## Controversy #4: Is the Consumer Really Resilient?

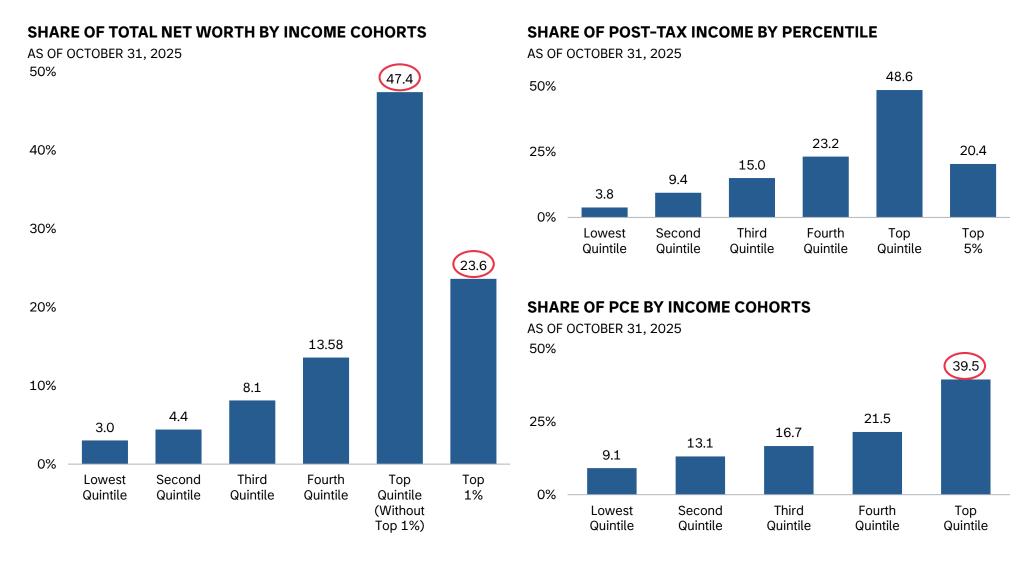






Source: Morgan Stanley Wealth Management GIO, Bloomberg

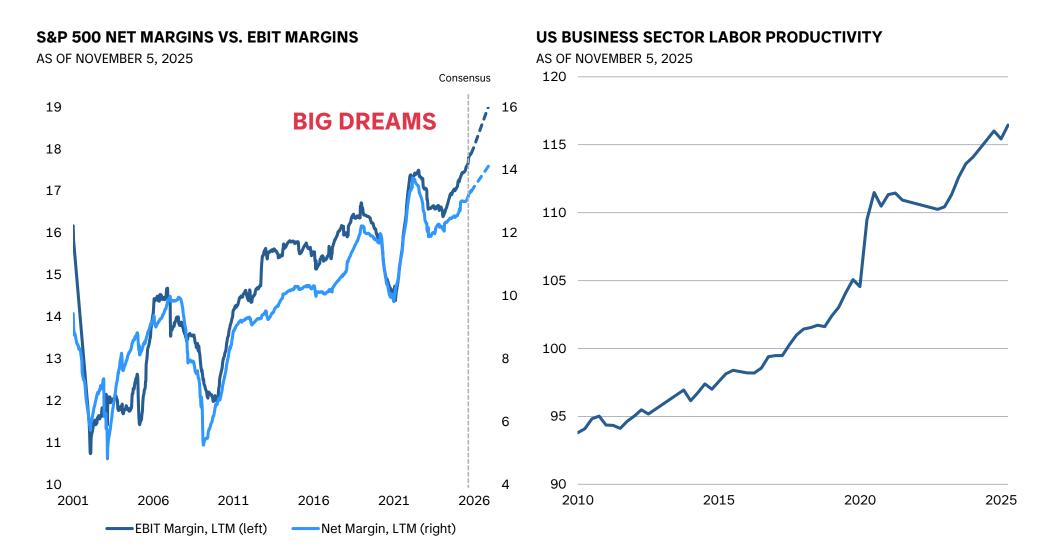
## The K-Economy: Wealth Effects Now Larger Than Income Effects



Source: Morgan Stanley Wealth Management GIO, MS & Co. Research

## Controversy #5: A Productivity Renaissance?

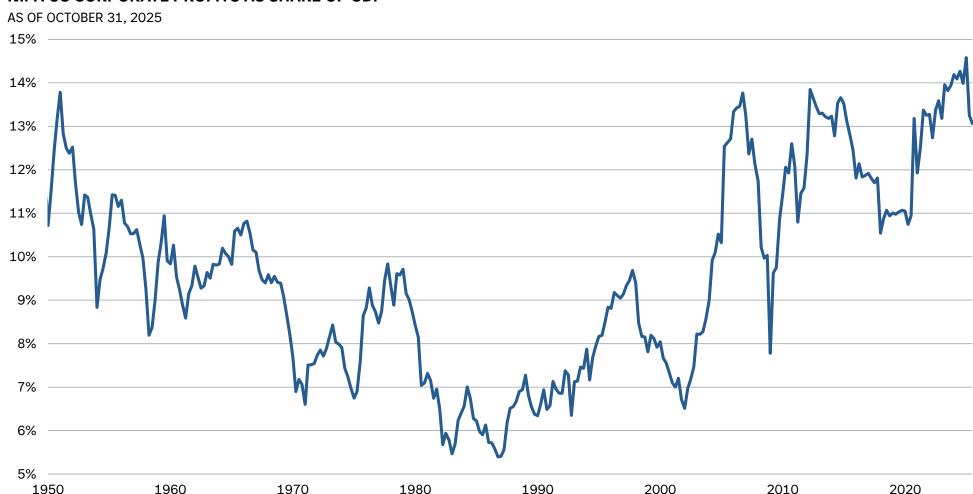
Forecasts Largely Driven by Margins



Source: Morgan Stanley Wealth Management GIO, MS & Co. Research, Haver Analytics, Consensus estimates

# Corporate Profits as Share of US GDP Have Peaked; Margins Compressing?

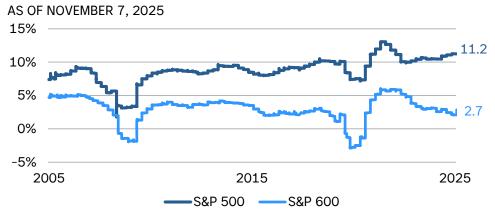
#### NIPA US CORPORATE PROFITS AS SHARE OF GDP

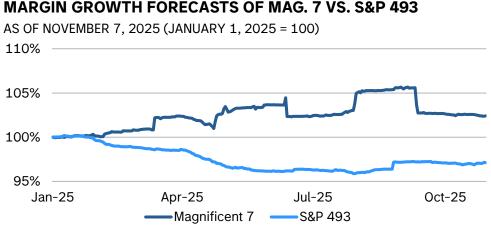


Source: Morgan Stanley Wealth Management GIO, Bloomberg

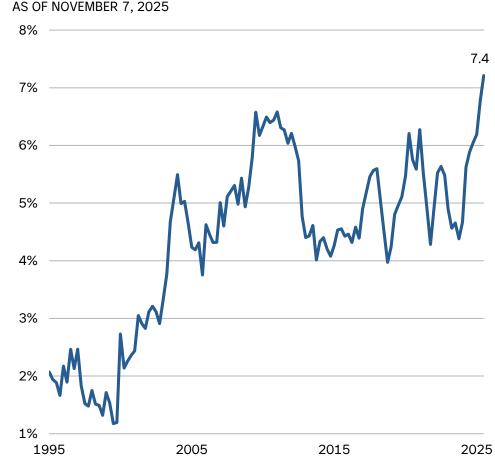
## The Largest Companies Are Dominating Productivity Gains

#### PROFIT MARGINS OF THE S&P 500 VS. S&P 600



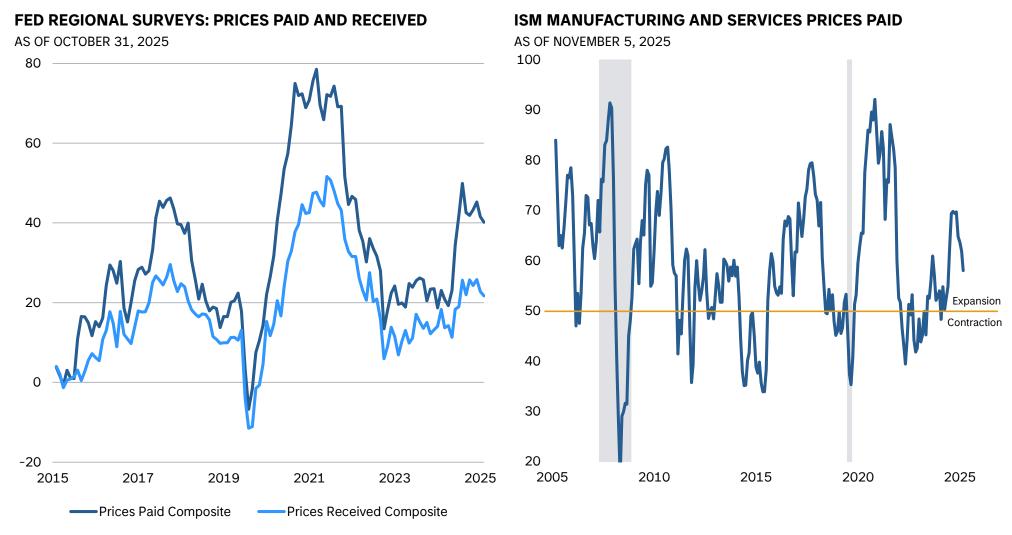


#### **RUSSELL 3000 SHARE OF UNPROFITABLE COMPANIES**



Source: Morgan Stanley Wealth Management GIO, Apollo Global Management, Bloomberg, Piper Sandler. Note: Zombie companies are defined as those having three consecutive years of interest coverage ratio < 1.

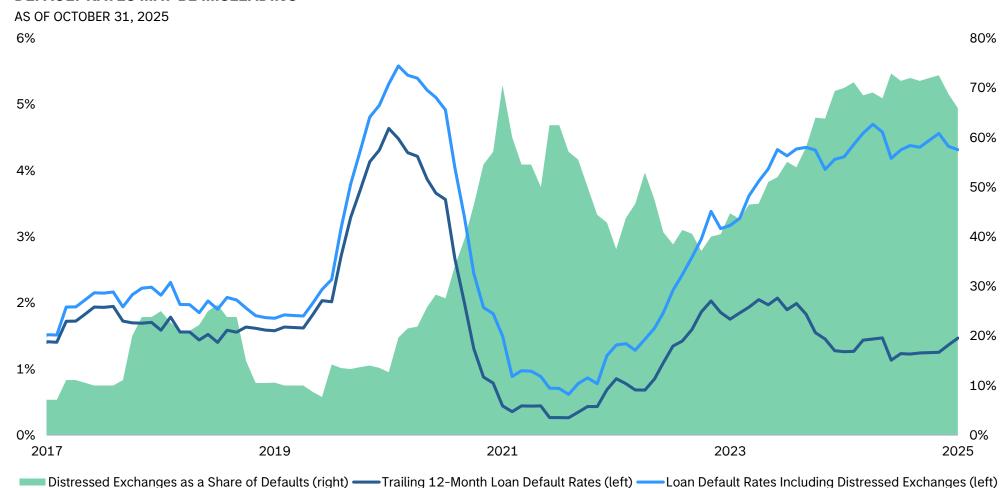
## Margins Could Still Be Pressured by Tariffs



Source: Morgan Stanley Wealth Management GIO, Bloomberg. Prices Paid and Received Composite use the average of the Federal Reserve Bank of Dallas, Kansas City, Philadelphia, and Empire State Manufacturing Surveys

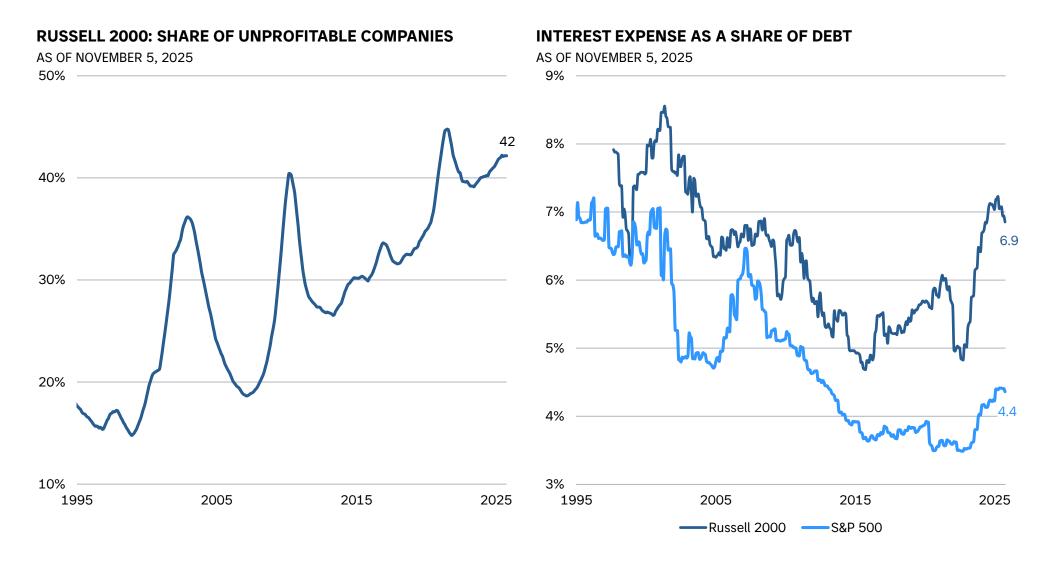
## Controversy #6: Credit Cockroaches?

#### **DEFAULT RATES MAY BE MISLEADING**



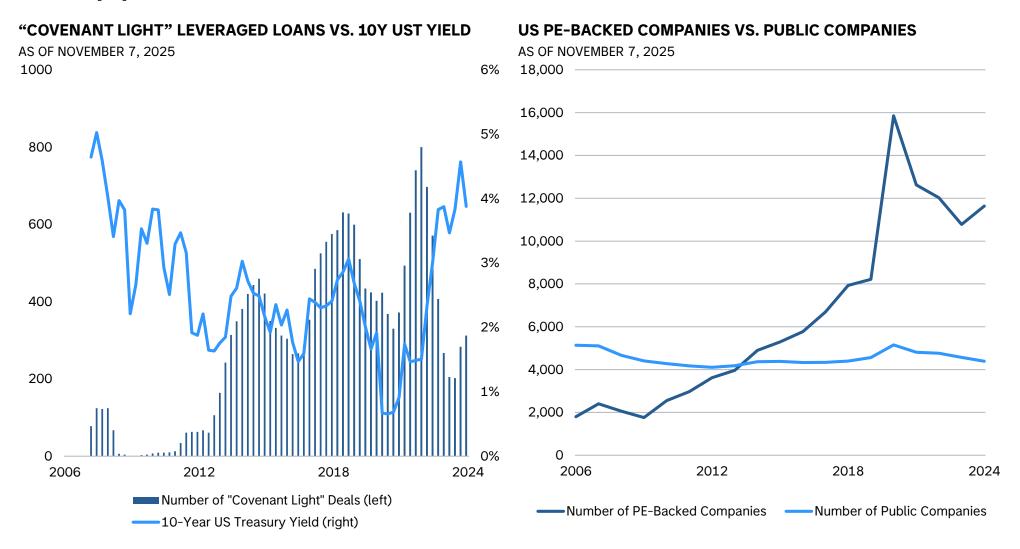
Source: Morgan Stanley Wealth Management GIO, MS & Co. Research

## Smaller Companies Are Stressed



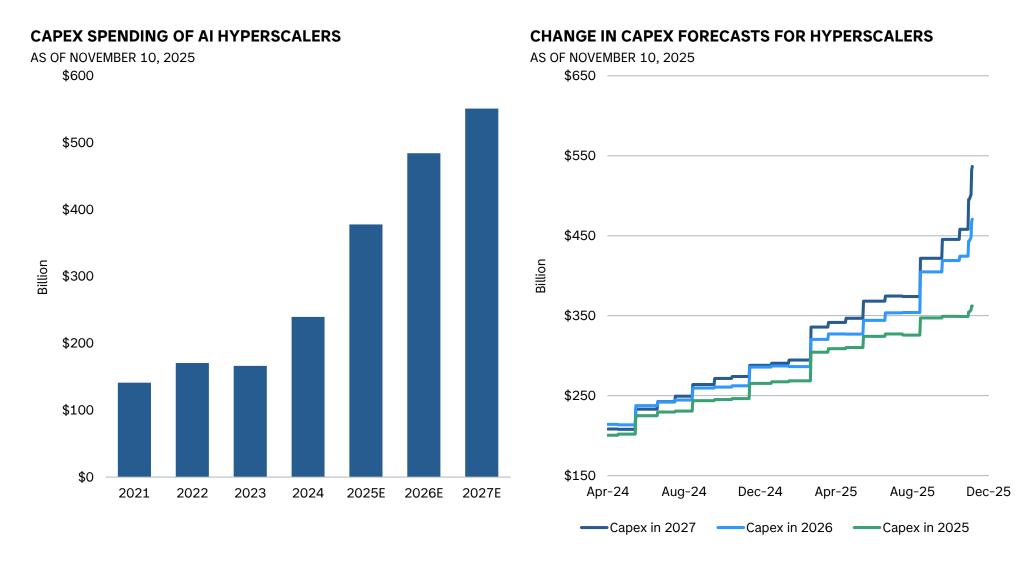
Source: Morgan Stanley Wealth Management GIO, Strategas

# Private Market Could Be Source of Credit Disappointments



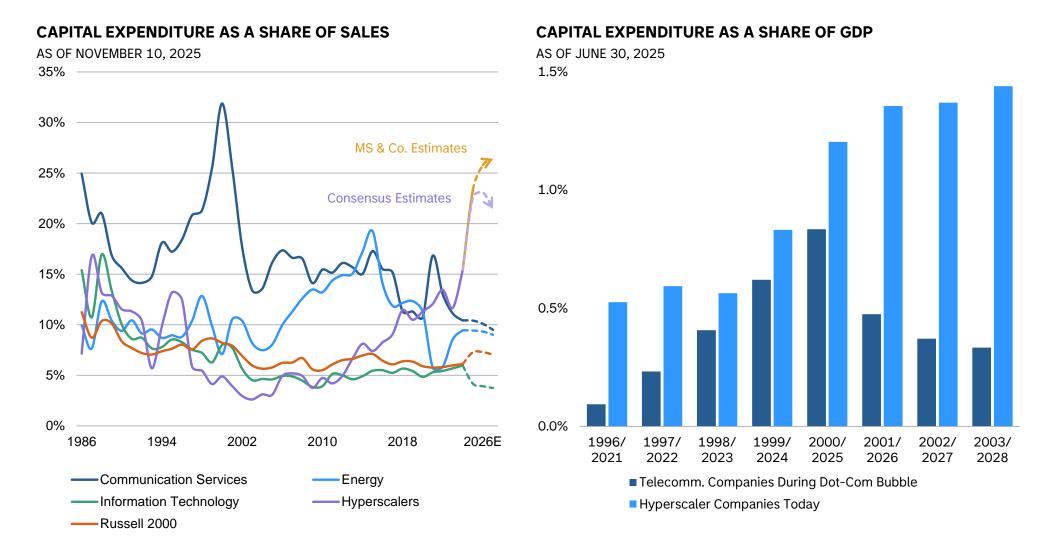
Source: Morgan Stanley Wealth Management GIO, BCA Research. Note: Number of "covenant light" leveraged loans is the four-quarter moving average.

## Controversy #7: An Al Bubble?



Source: Morgan Stanley Wealth Management GIO, ASR estimates

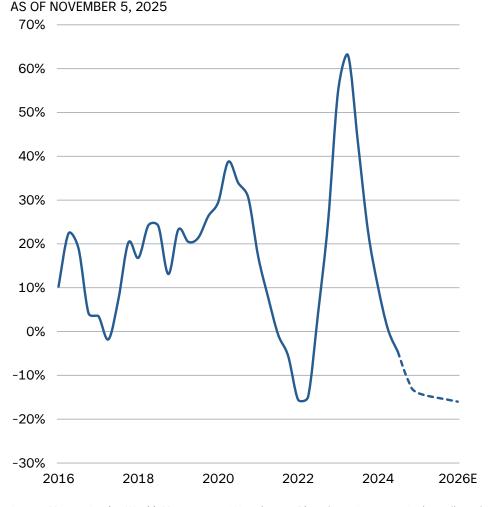
### Gen Al Capex Boom: In Context, Where Are We?



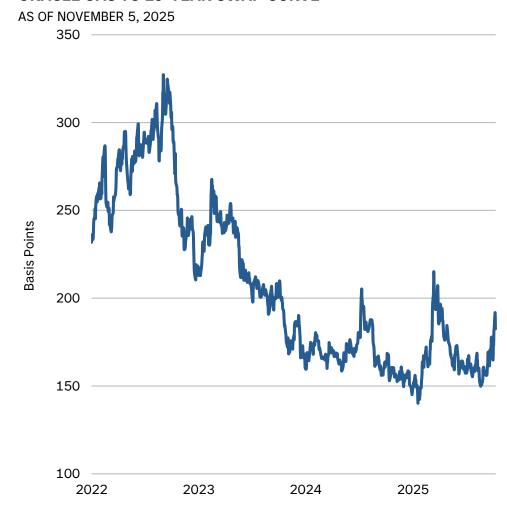
Source: Morgan Stanley Wealth Management GIO, Apollo Global Management, MS & Co. Research and consensus estimates

# Hyperscaler Free Cash Flow Growth Negative; Debt Financing Increasing





#### **ORACLE OAS TO 10-YEAR SWAP CURVE**

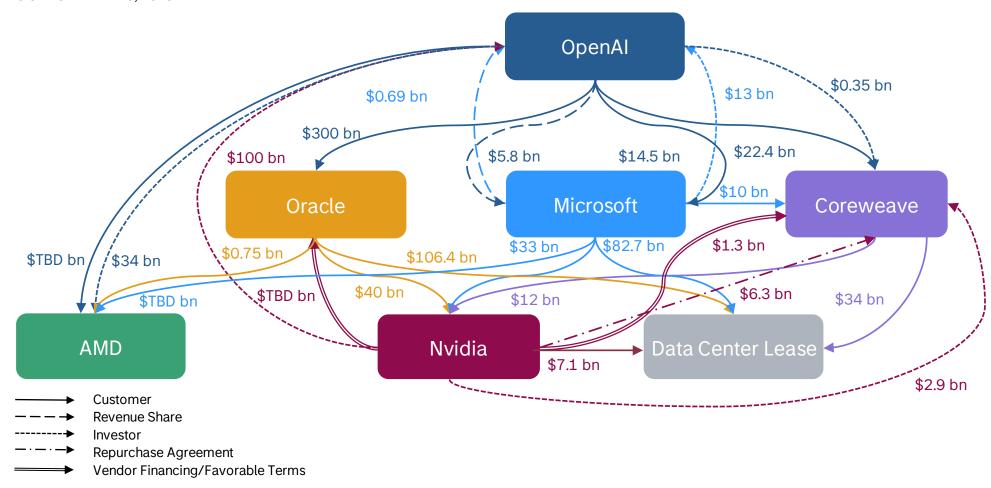


Source: Morgan Stanley Wealth Management GIO estimates, Bloomberg, Strategas. Option-adjusted spread (OAS) is a measurement of the spread of a fixed income security rate and the risk-free rate of return, which is adjusted to take into account an embedded option.

## Risk Is Increasing Circularity

#### AI ECOSYSTEM CAPITAL FLOWS

AS OF NOVEMBER 10, 2025

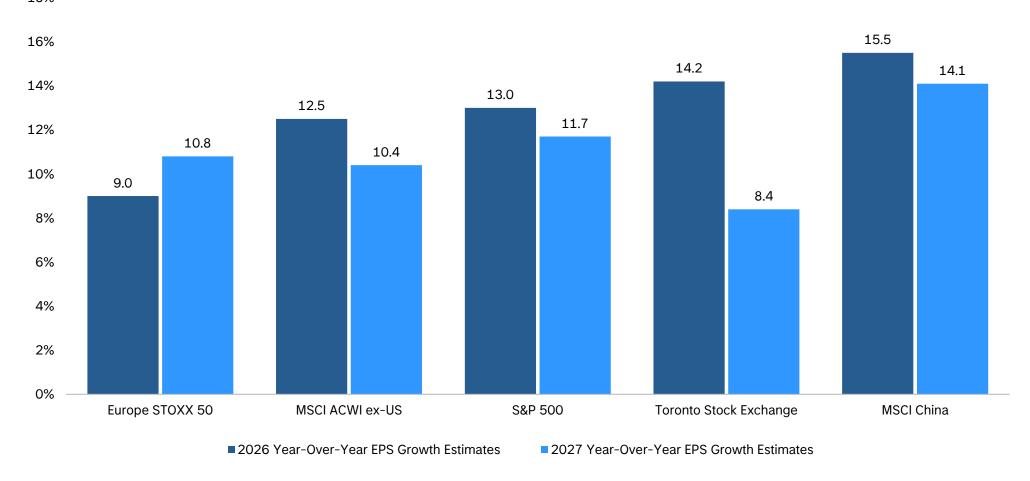


Source: Morgan Stanley Wealth Management GIO, MS & Co Research, "Al: Mapping Circularity," October 8, 2025.

# Controversy #8: American Exceptionalism Everlasting?

#### AMERICA'S PROFIT GROWTH PREMIUM NARROWING

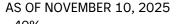
AS OF NOVEMBER 7, 2025 18%

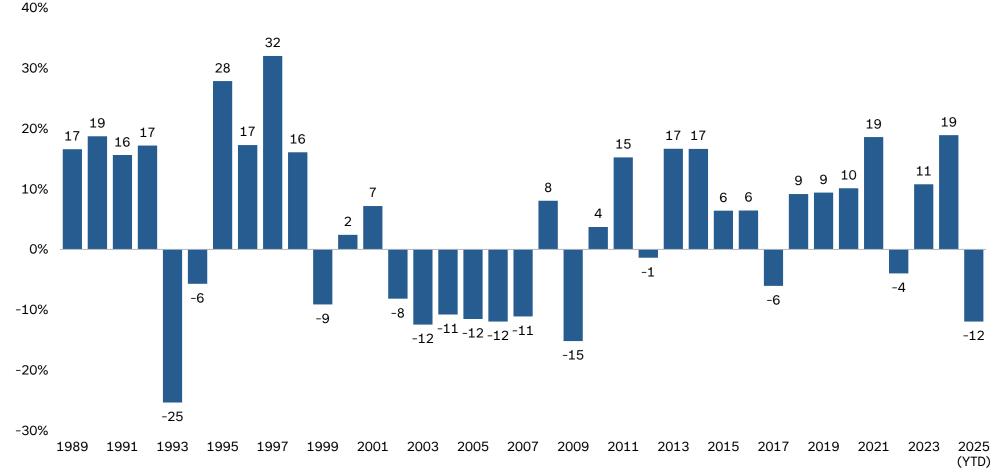


Source: Morgan Stanley Wealth Management GIO, Bloomberg, consensus estimates

## US Trailing Rest of World by Most Since 2009

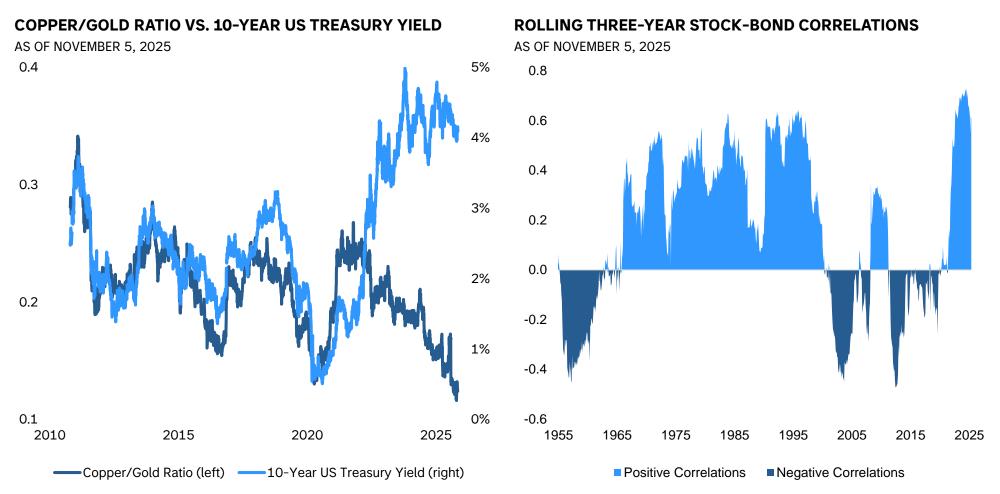
#### MSCI US YEARLY RETURN LESS MSCI ACWI EXCLUDING US YEARLY RETURN





Source: Morgan Stanley Wealth Management GIO, Bloomberg

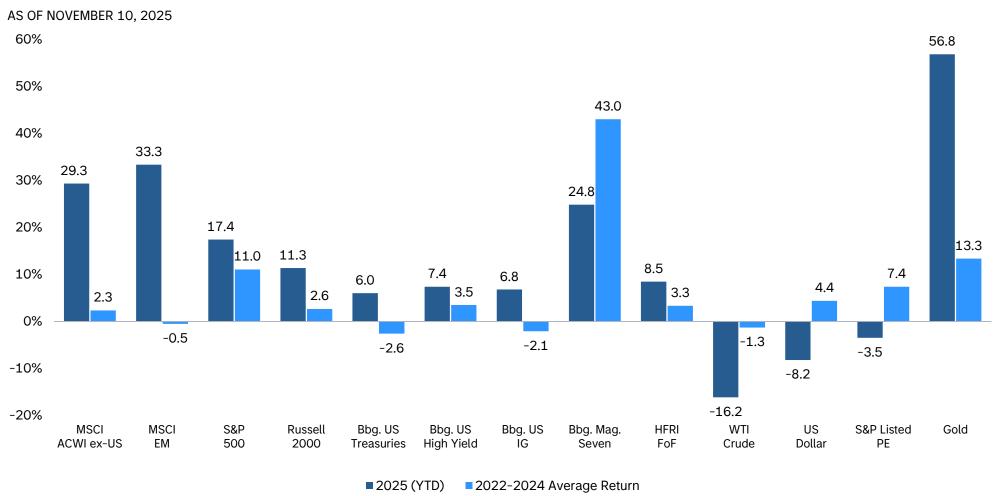
## US Treasuries Are Signaling a Regime Change...



Source: Morgan Stanley Wealth Management GIO, Bloomberg. Correlation This is a statistical measure of how two securities move in relation to each other. This measure is often converted into what is known as correlation coefficient, which ranges between -1 and +1. Perfect positive correlation (a correlation coefficient of +1) implies that as one security moves, either up or down, the other security will move in lockstep, in the same direction. Alternatively, perfect negative correlation means that if one security moves in either direction the security that is perfectly negatively correlated will move in the opposite direction. If the correlation is 0, the movements of the securities are said to have no correlation; they are completely random. A correlation greater than 0.8 is generally described as strong, whereas a correlation less than 0.5 is generally described as weak.

### The Case for Diversification Returns

#### YEAR-TO-DATE RETURN VS. 2022-2024 AVERAGE RETURN BY ASSET CLASS



Source: Morgan Stanley Wealth Management GIO, Bloomberg

WEALTH MANAGEMENT MORGAN Stanley

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Asset allocation, diversification, rebalancing and dollar cost averaging do not guarantee a profit or protect against loss in declining markets. Past performance is no guarantee of future results and actual results may vary. Rebalancing strategies may also have tax consequences; investors should consult a qualified tax advisor before implementing such strategies.

Conflicts of Interest: As a diversified global financial services firm, Morgan Stanley engages in a broad range of activities, including financial advisory and investment management services; sponsoring and managing private investment funds; broker-dealer and principal securities transactions, commodities and foreign exchange transactions; and the publication of research, among other activities. In the ordinary course of its business, these activities may create situations where Morgan Stanley's interests may conflict with those of its clients, including the private investment funds it manages. Morgan Stanley can give no assurance that such conflicts of interest will be resolved in favor of its clients or any particular fund.

Indices are unmanaged and cannot be invested in directly. For index, indicator and survey definitions referenced in this report, please visit: <a href="https://www.morganstanley.com/wealth-investmentsolutions/wmir-definitions">wmir-definitions</a>

For more information, please refer to additional General Disclosures here: www.morganstanley.com/wealthbooks#general-disclosures.

#### **Risks Associated With Investing**

Investing in the markets entails the risk of market volatility. The value of all types of investments, including stocks, mutual funds, exchange-traded funds ("ETFs"), closed-end funds, and unit investment trusts, may increase or decrease over varying time periods. Please carefully consider the investment objectives, risks, charges and expenses of investment fund(s). To obtain a prospectus, contact your financial advisor. Please read the prospectus carefully before investing. There is no assurance that investment investment risk of holding securities that may decline in value and the possible loss of principal invested, closed-end funds may have additional risks related to declining market prices relative to net asset values (NAVs), active manager underperformance and potential leverage. To the extent the investments depicted herein represent international securities, you should be aware that there may be additional risks associated with international investing, including foreign economic, political, monetary and/or legal factors, changing currency exchange rates, foreign taxes, and differences in financial and accounting standards. These risks may be magnified in emerging markets and frontier markets. Some funds also invest in foreign securities, which may involve currency risk. Equity securities may fluctuate in response to news on companies, industries, market conditions and general economic environment Companies paying dividends can reduce or cut payouts at any time. Small- and mid-capitalization companies may lack the financial resources, product diversification and competitive strengths of larger companies. In addition, the securities of small- and mid-capitalization companies may lack the financial resources, product diversification and competitive strengths of larger companies. Growth investing does not guarantee a profit or eliminate risk. Growth stocks can trade at relatively high valuations which may increase risk compared with an investment in a company with more modest growth expectations. Value inv

The value of **fixed income securities** will fluctuate and, upon a sale, may be worth more or less than their original cost or value at maturity. Bonds are subject to interest rate risk, call risk, reinvestment risk, liquidity risk, and credit risk of the issuer. Yields may change with economic conditions and should be considered alongside other factors when making investment decisions. Credit ratings are subject to change. **High yield bonds** carry additional risks, including increased risk of default and greater volatility due to lower credit quality of the issues. In the case of **municipal bonds**, income is generally exempt from federal income taxes, though some income may be subject to state and local taxes and to the federal alternative minimum tax. Capital gains, if any, are subject to tax. **Treasury Inflation Protection Securities (TIPS)** adjust coupon payments and underlying principal to compensate for inflation in line with the consumer price index (CPI). While the real rate of return is guaranteed, TIPS typically offer lower returns and may significantly underperform conventional U.S. Treasuries during periods of low inflation. There is no guarantee that investors will receive par if TIPS are sold prior to maturity. The **Ultrashort-term fixed income** asset class consists of high-quality securities with very short maturities and is therefore still subject to the risks associated with debt securities such as credit and interest rate risk.

Money Market Funds: You could lose money in money market funds. Although government money market funds (defined as investing 99.5% of total assets in cash and/or securities backed by the U.S. government) and retail funds (defined as money market funds open to natural person investors only) seek to preserve value at \$1.00 per share, they cannot guarantee doing so. The price of other money market funds will fluctuate, and when you sell shares they may be worth more or less than originally paid. Money market funds may impose a fee upon sale or temporarily suspend sales if liquidity falls below required minimums. During suspensions, shares would not be available for purchases, withdrawals, check writing or ATM debits. A money market fund investment is not insured or guaranteed by the Federal Deposit Insurance Corporation or other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund and investors should not expect that the sponsor will provide financial support to the Fund at any time.

Investing in Commodities: Commodity prices may be affected by factors such as supply and demand, government policies, domestic or international political and economic events (including war or terrorism), changes in interest and exchange rates, trading activity in commodities and related contracts, pestilence, technological developments, weather, price volatility, and liquidity constraints. Physical precious metals are speculative, non-regulated products that may experience short- and long-term price volatility. Precious metals do not make interest or dividend payments and therefore may not be appropriate for investors who require current income. Precious metals must be stored, which may impose additional costs on investors.

Master Limited Partnerships (MLPs): Investments in MLPs are subject to the risks generally applicable to companies in the energy and natural resources sectors, including commodity price fluctuations, supply

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and demand imbalances, resource depletion and exploration risk. MLPs also carry interest rate risk and may underperform in rising interest rate environments. In addition, MLP funds accrue deferred income taxes on net operating gains and capital appreciation; as a result their after-tax performance could differ significantly from that of its underlying assets.

Exchange Funds are private placement vehicles that enable holders of concentrated single-stock positions to exchange those stocks for a diversified portfolio. Investors may benefit from greater diversification.

Alternative investments are often speculative and include a high degree of risk. Investors can lose all or a substantial amount of their investment. They are appropriate only for eligible, long-term investors willing to forgo liquidity and put capital at risk for an indefinite period. They are often illiquid, may employ leverage, short-selling, or other speculative practices that increase volatility and risk of loss, and may require large minimum investments and initial lock-ups. Alternative investments may also involve complex tax structures, tax-inefficient investing, and delays in distributing important tax documents. Clients should consult their own tax and legal advisors, as Morgan Stanley Wealth Management does not provide tax or legal advice. They also typically carry higher fees and expenses than traditional investments, which can reduce overall returns.

Sector investments, due to their narrow focus, tend to be more volatile than broadly diversified investments. Non-diversified portfolios: Portfolios that hold a concentrated number of securities may experience greater overall declines when those securities lose value compared with more diversified portfolios. Portfolios that invest heavily in one or a few industry sectors are more vulnerable to price fluctuations than those diversified across a wider range of sectors.

Environmental, Social and Governance (ESG) investments in a portfolio may experience performance that is lower or higher than a portfolio not employing such practices. Portfolios with ESG restrictions and strategies as well as ESG investments may not be able to take advantage of the same opportunities or market trends as portfolios where ESG criteria is not applied. There are inconsistent ESG definitions and criteria within the industry, as well as multiple ESG ratings providers that provide ESG ratings of the same subject companies and/or securities that vary among the providers. Certain issuers of investments may have inconsistent views concerning ESG criteria where the ESG claims made in offering documents or other literature may overstate ESG impact. ESG designations are as of the date of this material, and no assurance is provided that the underlying assets have maintained or will maintain any such designation or any stated ESG compliance. As a result, it is difficult to compare ESG investment products or to evaluate an ESG investment product in comparison to one that does not focus on ESG. Investors should also independently consider whether the ESG investment product meets their own ESG objectives or criteria. There is no assurance that an ESG investing strategy or techniques employed will be successful. Past performance is not a guarantee or a dependable measure of future results.

Buying, selling, and transacting in Bitcoin, Ethereum or other digital assets ("Digital Assets"), and related funds and products, is highly speculative and may result in a loss of the entire investment. Risks and considerations include but are not limited to: Digital Assets have only been in existence for a short period of time and historical trading prices for Digital Assets have been highly volatile. The price of Digital Assets could decline rapidly, and investors could lose their entire investment. Although any Digital Asset product and its service providers have in place significant safeguards against loss, theft, destruction and inaccessibility, there is nonetheless a risk that some or all of a product's Digital Asset could be permanently lost, stolen, destroyed or inaccessible by virtue of, among other things, the loss or theft of the "private keys" necessary to access a product's Digital Assets may not have an established track record of credibility and trust. Further, any performance data relating to Digital Asset products may not be verifiable as pricing models are not uniform.

For more information, please refer to additional Risks Associated With Investing here: <a href="www.morgan.stanley.com/wealthbooks#risks-associated-with-investing.">www.morgan.stanley.com/wealthbooks#risks-associated-with-investing.</a>

#### Investment Advisory Programs

The sole purpose of this material is to inform, and it in no way is intended to be an offer or solicitation to purchase or sell any security, other investment or service, or to attract any funds or deposits. Investments mentioned may not be appropriate for all clients. MSWM 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. For more information, please see the Morgan Stanley Smith Barney LLC MSWM program disclosure brochure (the "Morgan Stanley ADV"). The Morgan Stanley ADV is available at <a href="https://www.morganstanley.com/ADV">www.morganstanley.com/ADV</a>.

The Morgan Stanley Pathway Funds, Firm Discretionary UMA Model Portfolios, and other asset allocation or any other model portfolios that are discussed in this material are available only to investors participating in Morgan Stanley Consulting Group advisory programs. For additional information on the Morgan Stanley Consulting Group advisory programs, see the applicable ADV brochure, available at <a href="https://www.morganstanley.com/ADV">www.morganstanley.com/ADV</a> or request from your Morgan Stanley Financial Advisor or Private Wealth Advisor. To learn more about the Morgan Stanley Pathway Funds, visit the Funds' website at <a href="https://www.morganstanley.com/wealth-investmentsolutions/cgcm">www.morganstanley.com/wealth-investmentsolutions/cgcm</a>.

Generally, investment advisory accounts are subject to an **annual asset-based fee** (the "Fee") which is payable monthly in advance (some account types may be billed differently). In general, the Fee covers Morgan Stanley investment advisory services, custody of securities with Morgan Stanley, trade execution with or through Morgan Stanley or its affiliates, as well as compensation to any Morgan Stanley Financial Advisor.

In addition, each account that is invested in a program that is eligible to purchase certain investment products, such as mutual funds, will also pay a **Platform Fee** (which is subject to a Platform Fee offset) as described in the Morgan Stanley ADV. Accounts invested in the Select UMA program may also pay a separate Sub-Manager fee, if applicable.

If your account is invested in mutual funds or exchange traded funds (collectively "funds"), you will pay the fees and expenses of any funds in which your account is invested. Fees and expenses are charged directly to the pool of assets the fund invests in and are reflected in each fund's share price. These fees and expenses are an additional cost to you and would not be included in the Fee amount in your account statements. The advisory program you choose is described in the Morgan Stanley ADV.

Morgan Stanley or Executing Sub-Managers, as applicable, in some of Morgan Stanley's SMA programs may effect transactions through broker-dealers other than Morgan Stanley or our affiliates. In such instances, you may be assessed additional costs by the other firm in addition to the Morgan Stanley and Sub-Manager fees. Those costs will be included in the net price of the security, not separately reported

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on trade confirmations or account statements. Certain Sub-Managers have historically directed most, if not all, of their trades to outside firms. Information provided by Sub-Managers concerning trade execution away from Morgan Stanley is summarized at: <a href="https://www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf">www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf</a>. For more information on trading and costs, please refer to the Morgan Stanley ADV or contact your Financial Advisor / Private Wealth Advisor.

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MSWM, managers, MS & Co., and their affiliates receive compensation and fees in connection with these services. MSWM believes that the nature and range of clients to which such services are rendered is such that it would be inadvisable to exclude categorically all these companies from an account.

Morgan Stanley charges each fund family we offer a mutual fund support fee, also called a "revenue-sharing payment," on client account holdings in fund families according to a tiered rate that increases along with the management fee of the fund so that lower management fee funds pay lower rates than those with higher management fees.

For more information, please refer to additional Investment Advisory Programs disclosures here: <a href="www.morganstanley.com/wealthbooks#investment-advisory-programs">www.morganstanley.com/wealthbooks#investment-advisory-programs</a>.

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Annuities and insurance products are offered in conjunction with Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates. Not all products and services discussed herein are available through Morgan Stanley Smith Barney LLC's licensed insurance agency affiliates. Since life and long-term care insurance are medically underwritten, you should not cancel your current policy until your new policy is in force. A change to your current policy may incur charges, fees and costs. A new policy will require a medical exam. Surrender charges may be imposed and the period of time for which the surrender charges apply may increase with a new policy. You should consult with your own tax advisors regarding your potential tax liability on surrenders. Investment, insurance and annuity products offered through Morgan Stanley Smith Barney LLC are: NOT FDIC INSURED | MAY LOSE VALUE | NOT BANK GUARANTEED | NOT A BANK DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY.

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Deposit Products and FDIC: Under the Bank Deposit Program, free credit balances held in an account(s) at Morgan Stanley Smith Barney LLC are automatically deposited into an interest-bearing deposit account(s) at FDIC-insured banks. Certain conditions must be met. For more information, view the Bank Deposit Program Disclosure Statement. The Savings and Preferred Savings Programs offer FDIC-insured deposit accounts at Morgan Stanley Private Bank, National Association, Member FDIC or Morgan Stanley Bank, N.A., Member FDIC. The Savings programs are not intended for clients who need to have frequent access to funds and those funds will not be automatically accessed to reduce a debit or margin loan in your brokerage account. Withdrawals are limited to 10 per calendar month, and excess withdrawals may incur fees. Promotional rates may be offered from time to time and are subject to change at any time.

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CRC 4953093 (11/25)