

Family Wealth Director Family Office Capabilities

Helping You Manage the Complex, Multigenerational Challenges of Managing Significant Wealth

At Morgan Stanley, we have an elite group of Financial Advisors who earned the Family Wealth Director designation. It is given to those who have extensive experience working with ultra high net worth families, and who have undergone specialized training. Family Wealth Directors have direct access to an extensive range of resources needed to help highly affluent families manage the complex, multigenerational challenges of managing significant wealth.



Our integrated approach to planning includes family issues, wealth transfer, asset protection and location, and business succession planning, with a focus on helping you:

Protect your assets and transfer them efficiently to the next generation and the causes and institutions you support

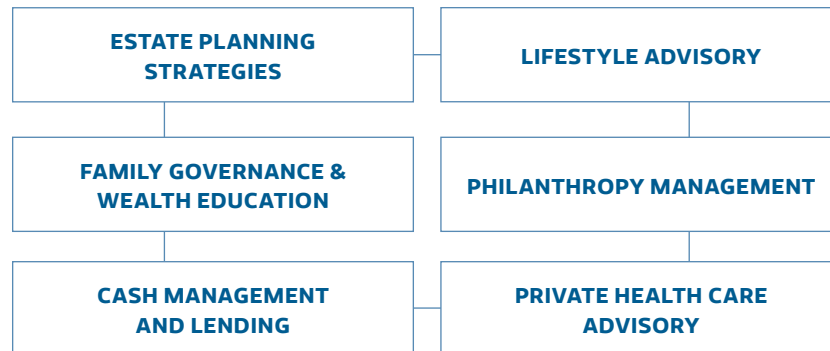
Maintain family unity across generations, focusing on family mission, governance, conflict management and family endowments

Develop strategies that pass down family values as well as family assets

Ease administration burdens by managing some of the most complex aspects of your life

Access specialized ultra high net worth resources and strategies tailored specifically to your needs and goals

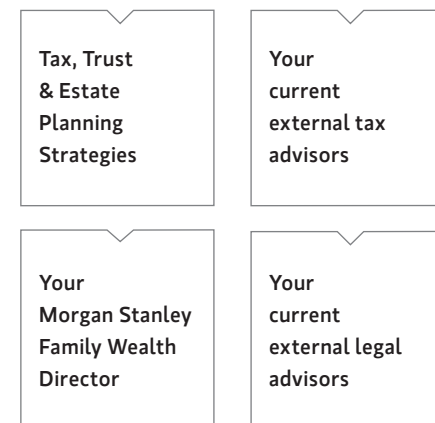
Manage wealth with a long-term view and an unwavering focus on your family's interests



1. Estate Planning Strategies

A fully integrated, holistic analysis of your balance sheet, estate plan and investment strategy through a collaborative process, including your Morgan Stanley Family Wealth Director, WEPS and, at your request, can include your legal and tax advisors

OUR COLLABORATIVE APPROACH



OUR PROCESS



2. Access to Cash Management & Lending

Comprehensive cash management and borrowing strategies that help you manage day-to-day transactions and access liquidity

RESIDENTIAL MORTGAGE LOANS

First-lien mortgage loans and home equity lines of credit

TAILORED LENDING SOLUTIONS

Customized borrowing options, which are developed and offered by Morgan Stanley Private Bank, National Association for qualified clients

ACCESS TO CASH MANAGEMENT AND LENDING

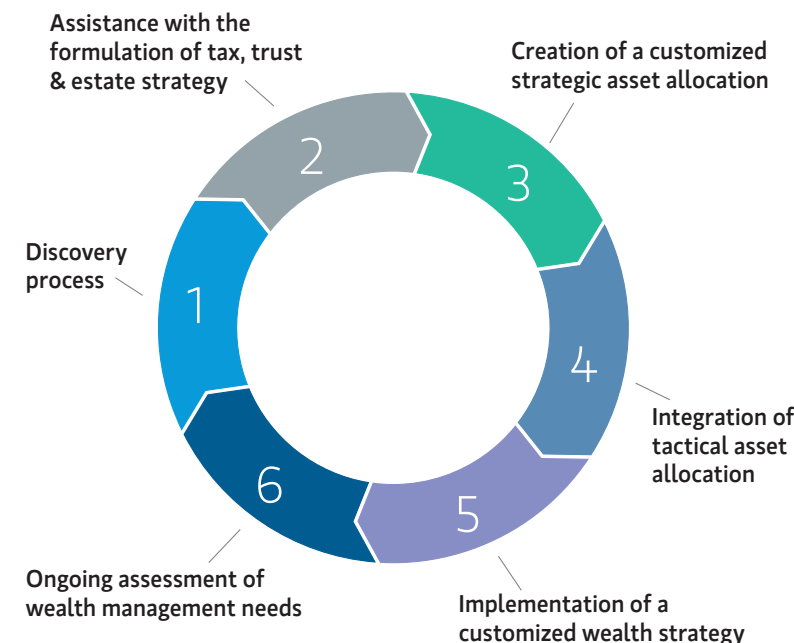
Cash management products and services to manage your day-to-day finances

SECURITIES BASED LENDING

Loans which may be used for certain qualified personal or business needs² such as home improvements, educational funding and business expansion³

Margin: A variable line of credit, which enables you to purchase securities

Customized Wealth Management Approach



Family Office Capabilities

An integrated approach to planning, which includes family issues, wealth transfer, asset protection and business succession planning

Helps you maintain family unity across generations by focusing on family mission, governance, conflict management and family endowments

Access to solutions to help ease administrative burdens—from consolidating your financial reports to helping you manage some of the most complex aspects of your life

Management of wealth focused on your family's interests over the long term

Helping you protect what you will transfer to the next generation—your values as well as financial assets

Access to solutions tailored specifically to your highly exclusive range of lifestyle

Family Wealth Director Family Office Capabilities

3. Family Governance & Wealth Education

Dedicated professionals who can help you address sensitive family issues, facilitate communication, manage conflict and achieve a shared sense of common direction in coordination with clients' outside advisors

FAMILY GOVERNANCE

Family mission statements and family governance documents (such as family constitutions, bylaws) and structures (such as family councils)

WEALTH PRESERVATION STRATEGIES

Helping you develop strategies that can help protect the integrity of existing wealth management structures and develop new protective approaches

FAMILY DYNAMICS AND LEGACY

Advising on the dynamics of intergenerational wealth transfer and the management of family conflict

EFFECTIVE COMMUNICATIONS STRATEGIES

Helping you structure and lead family meetings and retreats, and address communication challenges

Helping families integrate shared values into estate planning

Helping parents conduct discussions about wealth

WEALTH EDUCATION

Working in collaboration with you and your Family Wealth Director, our Wealth Education team will develop a fully customized financial education curriculum based on your family's goals and aspirations, existing knowledge base and learning styles. Developed and taught by experienced wealth education specialists, the program employs a diverse set of methods to engage the family member and promote mastery. Courses can be designed for an individual member or multiple generations, and programs are held in locations that are most convenient for your family.

4. Philanthropy Management

Provide strategic advisory solutions that can help our clients achieve their philanthropic goals



INDIVIDUALS AND FAMILIES

- Develop philanthropic and mission statements
- Assist with selecting and structuring charitable giving vehicles
- Facilitate family meetings, coordinate site visits and mentor next-generation family members
- Advise on effective grant-making strategies



PRIVATE AND CORPORATE FOUNDATIONS

- Turnkey, web-based, back-office services
- Setup and configuration
- Grant-making support



NONPROFITS

- Fundraising strategy consulting
- Board development and placement
- Create innovative partnerships
- Raise nonprofit's visibility

Services may be provided by a third party or through an affiliate of Morgan Stanley Smith Barney LLC.

5. Lifestyle Advisory¹

Provide bespoke solutions and access to knowledgeable, highly personal third-party providers to help meet your exceptional needs from the everyday to the extraordinary



TRAVEL & CONCIERGE SERVICES

- Travel and Luxury Vacations
- Exclusive Experiences
- Tickets to Shows and Events
- Personal Interests and Hobbyist Specialties



HEALTH & SECURITY ADVISORY

- Eldercare Services
- Personal and Home Security
- Private Health Advisory and Advocacy



PERSONAL ENRICHMENT

- Executive and Professional Coaching
- College and Admissions Counseling
- Genealogy



TANGIBLE ASSET MANAGEMENT

- Aircraft Advisory Services
- Art Advisory Services
- Home Advisory/Recruitment of Household Staff
- Property and Casualty Risk Management
- Real Estate Services
- Yacht Advisory Services



FINANCIAL ADMINISTRATION

- Bookkeeping and Bill Pay Services

Services may be provided by a third party or through an affiliate of Morgan Stanley Smith Barney LLC.

Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors and Private Wealth Advisors do not provide tax or legal advice. Clients should 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.

¹ Morgan Stanley Smith Barney LLC (the "Firm") and its affiliates do not currently offer private health advisory services or other lifestyle advisory services, which are provided by third-party Service Providers. The Service Providers are not affiliates of the Firm. Any review of the Service Providers performed by the Firm was based on information from sources that we believe are reliable but we cannot guarantee its accuracy or completeness. This referral should in no way be considered to be a solicitation by the Firm for business on behalf of the Service Providers. The Firm makes no representations regarding the suitability or otherwise of the products or services provided by the Service Providers. There may be additional service providers for comparative purposes. If you choose to contact the Service Providers, do thorough due diligence, and make your own independent decision.

The Firm is a diversified financial services company with clients in several countries around the world. The Firm routinely enters into a variety of business relationships for which either the Firm receives compensation or pays for services, and such business relationships may include the named Service Providers, its employees or agents, or companies affiliated with the Service Provider. The Firm will not receive a referral fee for referring you to the Service Providers.

The lending products referenced are separate and distinct, and are not connected in any way. The ability to qualify for one product is not connected to an individual's eligibility for another.

² **With the exception of a margin loan, the proceeds from securities based loan products may not be used to purchase, trade, or carry margin stock (or securities, with respect to Express CreditLine); repay margin debt that was used to purchase, trade or carry margin stock (or securities, with respect to Express CreditLine); and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

Margin Loans are investment products offered through Morgan Stanley Smith Barney LLC. Margin Loans are securities based loans, which can be risky, and are not suitable for all investors. To be eligible for a securities based loan, a client must have a brokerage account at Morgan Stanley Smith Barney LLC that contains eligible securities, which shall serve as collateral for the securities based loan.

³ **Important Risk Information for Securities Based Lending:** You need to understand that: (1) Sufficient collateral must be maintained to support your loan(s) and to take future advances; (2) You may have to deposit additional cash or eligible securities on short notice; (3) Some or all of your securities may be sold without prior notice in order to maintain account equity at required maintenance levels. You will not be entitled to choose the securities that will be sold. These actions may interrupt your long-term investment strategy and may result in adverse tax consequences or in additional fees being assessed; (4) Morgan Stanley Bank, N.A., Morgan Stanley Private Bank, National Association or Morgan Stanley Smith Barney LLC (collectively referred to as "Morgan Stanley") reserves the right not to fund

any advance request due to insufficient collateral or for any other reason except for any portion of a securities based loan that is identified as a committed facility; (5) Morgan Stanley reserves the right to increase your collateral maintenance requirements at any time without notice; and (6) Morgan Stanley reserves the right to call securities based loans at any time and for any reason.

Securities based loans are provided by Morgan Stanley Smith Barney LLC, Morgan Stanley Private Bank, National Association or Morgan Stanley Bank, N.A, as applicable.

Tailored Lending is a loan/line of credit product offered by Morgan Stanley Private Bank, National Association, an affiliate of Morgan Stanley Smith Barney LLC. A Tailored Lending credit facility may be a committed or demand loan/line of credit. All Tailored Lending loans/lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Private Bank, National Association. Tailored Lending loans/lines of credit may not be available in all locations. Rates, terms, and programs are subject to change without notice. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Private Bank, National Association is a Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. **The proceeds from a Tailored Lending loan/line of credit (including draws and other advances) may not be used to purchase, trade, or carry margin stock; repay margin debt that was used to purchase, trade, or carry margin stock; and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

Residential mortgage loans/home equity lines of credit are offered by Morgan Stanley Private Bank, National Association, an affiliate of Morgan Stanley Smith Barney LLC. With the exception of the pledged-asset feature, an investment relationship with Morgan Stanley Smith Barney LLC does not have to be established or maintained to obtain the residential mortgage products offered by Morgan Stanley Private Bank, National Association. All residential mortgage loans/home equity lines of credit are subject to the underwriting standards and independent approval of Morgan Stanley Private Bank, National Association. Rates, terms, and programs are subject to change without notice. Residential mortgage loans/home equity lines of credit may not be available in all states; not available in Guam, Puerto Rico and the U.S. Virgin Islands. Other restrictions may apply. The information contained herein should not be construed as a commitment to lend. Morgan Stanley Private Bank, National Association is an Equal Housing Lender and Member FDIC that is primarily regulated by the Office of the Comptroller of the Currency. Nationwide Mortgage Licensing System Unique Identifier #663185. **The proceeds from a residential mortgage loan (including draws and advances from a home equity line of credit) are not permitted to be used to purchase, trade, or carry eligible margin stock; repay margin debt that was used to purchase, trade, or carry margin stock; or to make payments on any amounts owed under the note, loan agreement, or loan security agreement; and cannot be deposited into a Morgan Stanley Smith Barney LLC or other brokerage account.**

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.

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

