WEALTH MANAGEMENT

Morgan Stanley

Estate Planning Strategy

Estate Planning Strategies

Does my current estate plan reflect my desired intentions during and after my lifetime?

Does my estate plan reflect my current wealth level and consider recent tax law changes that may affect the way I protect and transfer assets?

Are the dispositive provisions to allocate funds to my family and philanthropy consistent with my intentions? Have I quantified and prepared for the potential impact of current and future taxes?

Does the timing of my tax, trust & estate planning implementation happen intentionally or arbitrarily and are my actions more reactive and rushed rather than prescribed?

Do my investments complement and enhance my tax, trust and estate strategy?

Estate Planning Strategies

Tax, Trust & Estate (TTE) strategy has the potential to be incredibly powerful if executed effectively. For a successful TTE plan, it is critical to coordinate TTE implementation in combination with a TTE strategy.

1 DISCOVERY PROCESS

Perform preliminary due diligence by reviewing the existing balance sheet and tax, trust and estate plan

2 UNDERSTAND CLIENT'S SITUATION

Review and discuss the attributes of the existing tax, trust and estate plan and identify areas to be revisited by analyzing planning techniques in relation to your goals

3 ANALYSIS OF TECHNIQUES

Work closely with you to explore factors that are relevant to existing and/or future estate structures and strategies by objectively educating you about income tax and estate planning strategies

4 IMPLEMENTATION

Collaborate and implement the estate plan with your external tax and legal advisors

5 INTEGRATION WITH INVESTMENT DECISIONS

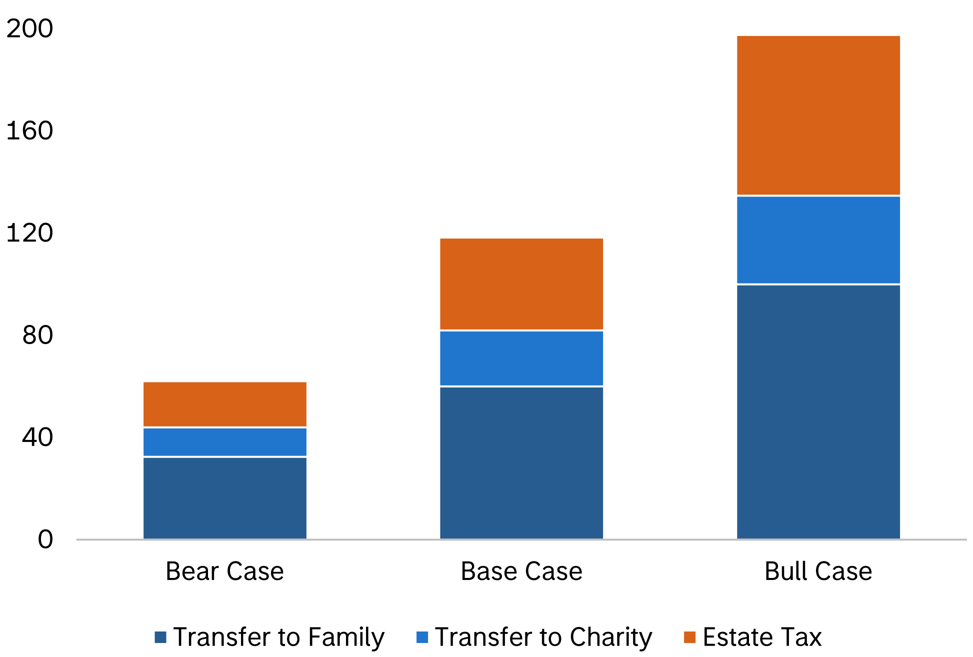
Analyze and integrate tax and estate structures so that the character of taxation is accurately incorporated into your investment implementation by informing and combining "asset location" within "asset allocation"

Estate Planning Strategies

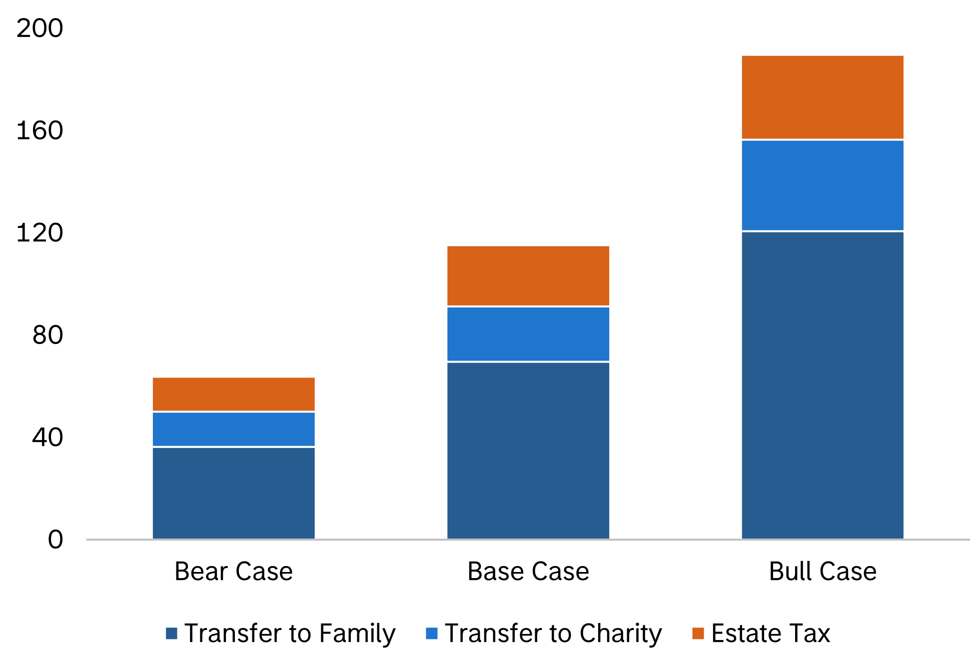
We develop, share and enhance analytical tools, models and applications to help address your needs. The goal is to provide you with quantitative analyses of complex situations and scenarios, tailored to your unique needs to help quantify the degree and direction of affirmatively making a decision and/or taking action, contrasted to indecision or maintaining the existing plan, if any.

HYPOTHETICAL ILLUSTRATION – INDIVIDUAL ALLOCATIONS AND RESULTS WILL VARY

CURRENT ESTATE, ($MM)



SAMPLE ESTATE, ($MM)



Important: The illustration demonstrates the impact from TTE planning on how much money goes to family/taxes/charity. Planning changes the composition of the graph (which are good/base/bad case scenarios)

Retirement Planning

A core component of any wealth management framework is retirement planning. Making it increasingly important are longer life expectancies, rising health care costs, uncertainty tied to Social Security and continued changes in corporate retirement plans.

TO HELP YOU ACHIEVE YOUR RETIREMENT GOALS, WE CAN:

Help you clarify what retirement means to you –whether it means relocating, traveling, starting a business, going back to school, spending more time with your family or fulfilling another life goal.

Analyze and quantify your retirement needs, factoring in your current and projected income and assets, as well as estimated inflation rates and the impact of your spending in retirement.

Uncover potential shortfalls in your retirement plan and show you ways to address them.

Create an action plan to help you achieve the retirement lifestyle you imagine.

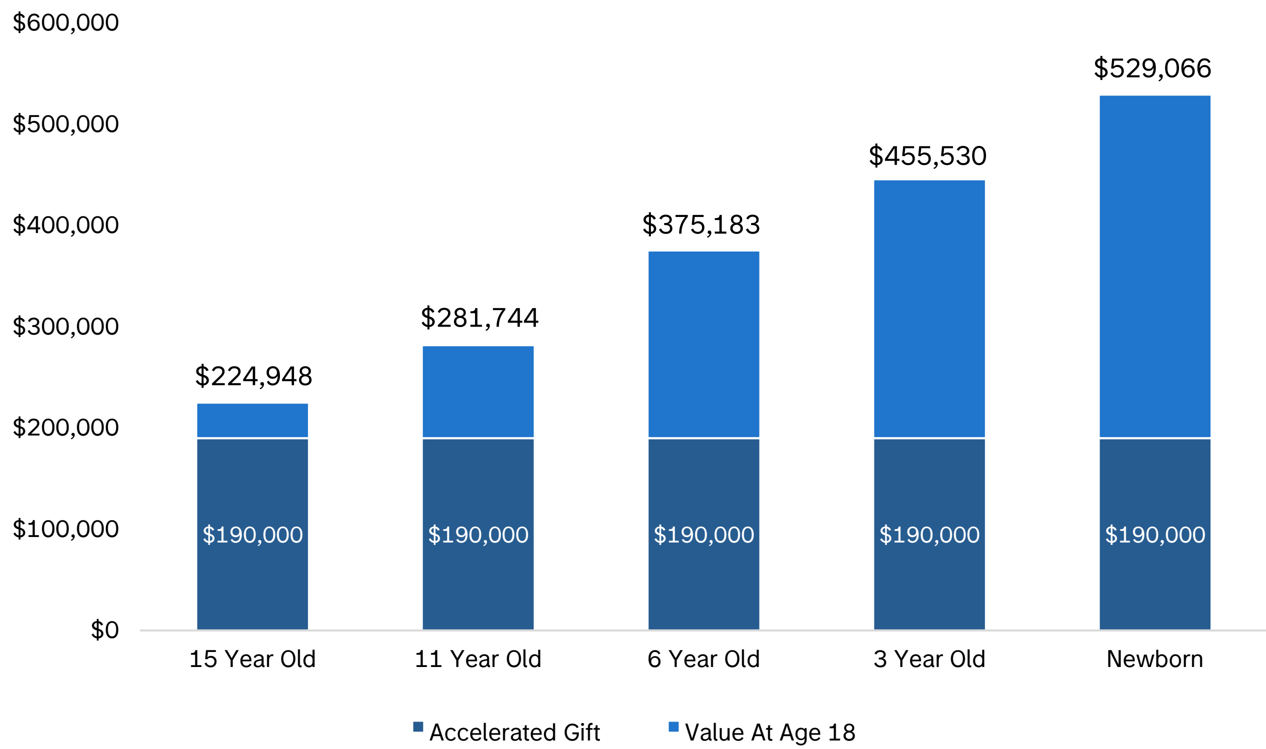
Periodically track your progress and adjust as your goals, financial situation and markets change.

529 Plans as Smart Estate Planning

With high contribution limits, the ability to fund an account by leveraging five-year gift tax averaging, and the option to apply a portion of one's current $13.99 million Unified Lifetime Gift Tax Exemption, 529 plans offer the account owner an opportunity to gift significant amounts out of their taxable estate while retaining control of the assets.

CASE STUDY: REMOVE ASSETS FROM TAXABLE ESTATE WITH ACCELERATED GIFTING AND RETENTION OF CONTROL

- A married couple wants to fund the education of their five grandchildren
- By leveraging five-year gift tax averaging,[1] they may be able to **make up to five years of contributions in one gift;** they transfer $190,000 into a 529 account for each of the 5 grandchildren
- For gift-tax purposes, the assets are considered completed gifts; **they incur no gift taxes**, and the contributions do not count toward their Lifetime Gift Tax Exemption
- The grandparents successfully **remove over $1.8MM from their taxable estate**, representing $950,000 of their original funding plus all investment gains over time, while retaining control of the assets and any withdrawals, as the account owners



Source: Morgan Stanley Wealth Management Global Investment Committee as of January 2025

Assumptions: This illustration assumes $190,000 initial contribution and annualized portfolio return of GIC Model 3, with an annual growth rate of 5.79% in first 7 years and 5.90% from year 8 onwards. This is a hypothetical illustration; actual results may vary.

1. Some plans may have age, residency or other restrictions and may charge a fee for beneficiary changes, and beneficiary changes may result in an immediate tax liability if the new beneficiary is not a member of the previous beneficiary's family.
2. Contributions to a 529 plan are generally excluded from a donor's gross estate calculation, unless you name yourself as beneficiary.

Tax Efficient Goals Planning

Strategies that can help improve tax efficiency throughout your goal plan; both during the wealth accumulation phase through Tax Aware Asset Location and during wealth distribution through Tax Efficient Withdrawals

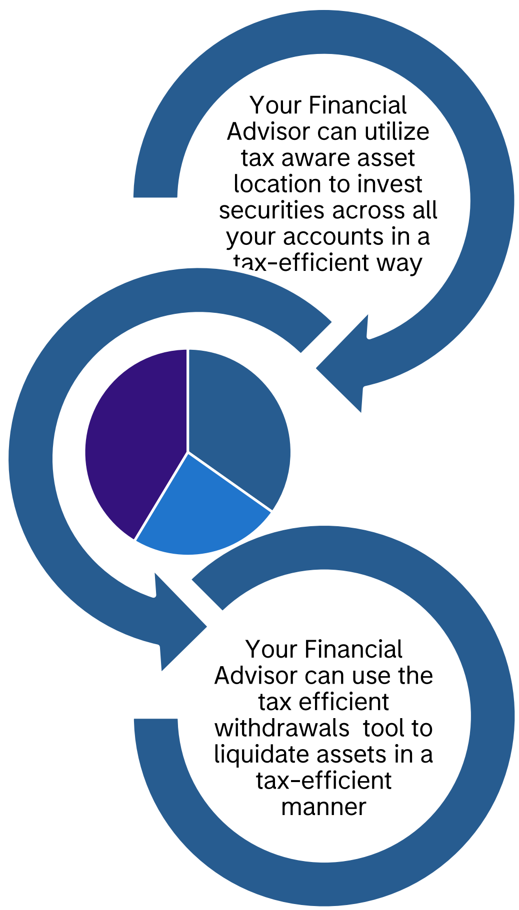
Wealth Accumulation

TAX AWARE ASSET LOCATION

A strategy for arranging investment types strategically across taxable and tax-advantaged accounts in an effort to maximize tax efficiency

Potentially reduce tax costs and increase after-tax return

Ability to invest additional tax savings that otherwise would have been lost to taxes



Wealth Distribution

TAX EFFICIENT WITHDRAWALS

The Intelligent Withdrawals tool provides capabilities to analyze a portfolio at the tax lot level to help your Financial Advisor generate recommendations for tax-efficient withdrawals

Using a tax-efficient withdrawal strategy can improve after-tax return potential without compromising your overall investment strategy

Note: Returns are based on asset class projections and are gross of applicable fees and expenses that would lower the assumed returns if implemented in an actual portfolio. Additional factors also apply, including but not limited to, the individual investor’s applicable marginal tax rates, affluence, and investment approach, among others.

Preserving Assets for Future Generations & Causes Important to You

A WELL-CRAFTED ESTATE PLAN HELPS YOU TO:

Minimize estate taxes and reduce or eliminate probate costs

Arrange the distribution of your assets after your death

Carry out your **philanthropic wishes**

Make the settlement of your estate less difficult and costly for your loved ones

WE ARE ABLE TO:

Analyze the current value of your estate and its potential value at death to help you get a better sense of how your estate might be distributed – to taxes, charities and your beneficiaries – under your current estate plan. Working with your tax and legal advisors we can help you understand how modifications may provide a potentially better outcome. Depending on your specific needs, we can discuss the potential impact of different strategies, including:

- Adjusting the ownership of your assets in order to leverage the maximum applicable exclusion
- Removing assets from your estate through an annual gifting program, without sacrificing your other goals
- Illustrating the impact of different types of trusts

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.

General Disclosures

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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: www.morganstanley.com/wealth-investmentsolutions/wmir-definitions

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) before investing. The fund prospectus contains this and other information about the fund(s). To obtain a prospectus, contact your financial advisor. Please read the prospectus carefully before investing.** There is no assurance that investment funds will achieve their investment objectives. Besides the general 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 not trade as readily as, and be subject to higher volatility than, those of larger, more established 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 investing** does not guarantee a profit or eliminate risk. Not all companies deemed value stocks are able to turn around their business or successfully execute corrective strategies, and their stock prices may not rise as initially expected.

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 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 Asset. 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: www.morganstanley.com/wealthbooks#risks-associated-with-investing.

<u>Investment Advisory Programs</u>

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 www.morganstanley.com/ADV.

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 www.morganstanley.com/ADV 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 www.morganstanley.com/wealth-investmentsolutions/cgcm.

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 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: www.morganstanley.com/wealth/investmentsolutions/pdfs/adv/sotresponse.pdf. 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: www.morganstanley.com/wealthbooks#investment-advisory-programs.

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Residential mortgage loans and home equity lines of credit are offered by MSPBNA, Member FDIC an Equal Housing Lender. 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 MSSB or other brokerage account.** The pledged-asset feature allows eligible securities to be used as a substitute for a cash down payment. The pledged-asset feature allows eligible securities to be used as an alternative to a cash down payment. Clients must maintain collateral levels and may be subject to liquidation if requirements are not met. Interest-only and adjustable-rate mortgages (ARMs) carry specific risks, including payment increases and higher total interest costs. ARMs are based on the SOFR 30-Day Average. Relationship-based pricing is available based on eligible household assets held at the Firm.

Cards and Cash Management: Debit Cards offered through the Firm are issued by MSPBNA under license from Mastercard. American Express Cards offered through the Firm include the Platinum Card®, Blue Cash Preferred®, and the Morgan Stanley Credit Card. Eligibility requires an "Eligible Account" at the Firm. Cards are issued by American Express National Bank. Terms, conditions, and restrictions apply. The Greenlight App and Debit Card is provided by Greenlight Financial Technologies, not the Firm or any of its affiliates. The Morgan Stanley CashPlus is a brokerage account offered through MSSB. Conditions and restrictions apply. For more information, see the CashPlus Disclosure Statement.

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.

Morgan Stanley Smith Barney LLC is a registered Broker/Dealer 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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For more information, please refer to additional Products and Services disclosures here: www.morganstanley.com/wealthbooks#products-and-services.

Other General Disclosures

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No obligation to notify: MSWM has no obligation to notify you when the model portfolios, strategies, or any other information in this material changes. All expressions of opinion are subject to change without notice and are not intended to be a forecast of future events or results.

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