

Morgan Stanley



The Indigo Group

Investing with Impact Champions



The Indigo Group at Morgan Stanley



3280 Peachtree Road NE | Suite 1900 | Atlanta, GA 30305

The Indigo Group at Morgan Stanley

The Indigo Group at Morgan Stanley believes that capital creates change in the world. Our focus is to work with institutions and individuals in helping create scalable finance solutions that seek to deliver competitive financial returns while driving positive environmental and social impact.

(Passion + Profession + People + Planet + Profit)

We believe

...investing should provide positive returns

...business should be honest and transparent

...companies should report on materiality

...we should be working together

Investing with Impact Champions

The Impact Champions contribute to Morgan Stanley's Investing with Impact Platform with defined leadership responsibilities to the firm, which are:

- Provide critical feedback on current platform offerings and strategy for future development
- Help develop education and marketing approach for the field and broader market
- Promote the Investing with Impact Platform through internal and external channels
- Time commitment: participate in person at Impact Champions gatherings and quarterly virtual meetings to help shape solutions

We believe that ESG principles will be incorporated into almost all investments in the future. Looking back, I can see a time when my grandkids might say, 'You mean you knowingly invested in companies that were polluting or using sweatshop labor?'"

- Mark Callaway, *The Indigo Group at Morgan Stanley*

**ClearBridge Investments Environmental, Social and Governance Investing, First Quarter 2015 publication*

The Investing with Impact Component

Morgan Stanley Institute for Sustainable Investing

- In November 2013, Morgan Stanley established the Institute for Sustainable Investing as a concentrated effort to mobilize market-based solutions to economic, social and environmental challenges
- The Institute is guided by an Advisory Board, comprising prominent leaders from business, academia and leading NGOs
- The Institute's Advisory Board is chaired by James Gorman, Morgan Stanley's Chairman and CEO



Sustainable Investing

Thought Leadership

Capacity Building

“Morgan Stanley is in a unique position to help address the most pressing challenges facing society today by harnessing the capital markets. We aim to facilitate the flow of capital between investors and businesses to help foster sustainable growth and opportunity.”

James Gorman, Morgan Stanley Chairman and CEO

- 5-yr goal of \$10 billion in total client assets in investments that seek to deliver market-rate returns and positive environmental and social impact
- Commitment of \$1 billion in a sustainable communities initiative to provide rapid access to capital for the preservation and enhancement of quality affordable housing
- New product development by Morgan Stanley Investment Management's Long-Only and Alternative Investment Partners businesses, in which positive social and/or environmental impact is a core part of the underlying investment strategy
- Sustainable Investing Fellowship with Columbia Business School to develop a cadre of emerging leaders in sustainable finance
- Sustainable Investing Challenge with Kellogg School of Management at Northwestern and INSEAD for students at business schools and other graduate programs globally to create institutional-quality investment vehicles that aim to solve economic, social or environmental challenges and generate competitive financial returns

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

Tax laws are complex and subject to change. 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 and are not "fiduciaries" (under ERISA, the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise provided in writing by Morgan Stanley and/or as described at www.morganstanley.com/disclosures/dol. Individuals are encouraged to consult their tax and legal advisors (a) before establishing a retirement plan or account, and (b) regarding any potential tax, ERISA and related consequences of any investments made under such plan or account.

Please be advised by clicking on a third party URL or hyperlink, you will leave morganstanley.com. Morgan Stanley Smith Barney LLC is not implying an affiliation, sponsorship, endorsement with/of the third party or that any monitoring is being done by Morgan Stanley of any information contained within the web site. Morgan Stanley is not responsible for the information contained on the third party web site or your use of or inability to use such site. Nor do we guarantee their accuracy and completeness.

The views expressed herein are those of the author and do not necessarily reflect the views of Morgan Stanley Wealth Management or its affiliates. All opinions are subject to change without notice. Neither the information provided nor any opinion expressed constitutes a solicitation for the purchase or sale of any security. Past performance is no guarantee of future results.

Investments and services offered through Morgan Stanley Smith Barney LLC, member SIPC.