Strategic Client Management

The Strategic Client Management team is a cross-divisional business development group that partners with your Private Wealth Advisor to identify and deliver the full breadth of Morgan Stanley's capabilities to you, your family and your business. The Strategic Client Management team is comprised of 20 seasoned financial services professionals responsible for understanding the evolving resources of all three Morgan Stanley divisions. Strategic Client Management can help you seamlessly navigate the vast resources of Morgan Stanley to help meet your goals and ambitions.

You and Your Private Wealth Advisor → **Strategic Client Management** →

- Morgan Stanley Investment Bank
- Morgan Stanley Sales & Trading
- Morgan Stanley Investment Management Private Credit & Equity
- Morgan Stanley At Work
- 3rd Party Middle Market Investment Banks

The Collaborative Advantage:

We have connected CEO's, CFO's, board members and founders of public and private companies to the Firm resources needed to help successfully execute:

- Business Sales & Acquisitions
- Initial Public Offerings
- Capital Raising (Private & Public Market)
- Hedging / Derivatives
- Block Trading
- Middle Market Investment Banking Services
- Employee Stock Ownership Plans

ILLUSTRATIVE SUCCESS STORIES:

Private Wealth Management client hires Morgan Stanley's Middle Market Investment Banking referral partner to sell business to the Employer Stock Ownership Plan as part of estate planning	Private Wealth Management introduces Morgan Stanley's Institutional Equities Division to execute large equity hedge on $100MM+ US Equity Portfolio	Private Wealth Management introduces private company founder to Morgan Stanley's Investment Banking Division; ongoing dialogue for 10+ years before ultimately hiring Morgan Stanley to sell company	Private Wealth Management introduces private company CEO/CFO to Shareworks Equity Administration & Morgan Stanley's Investment Banking Division to execute the Initial Public Offering & Directed Share Program

Disclaimers

The investments listed may not be appropriate for all investors. Morgan Stanley Smith Barney LLC recommends that investors independently evaluate particular investments, and encourages investors to seek the advice of a Financial Advisor. The appropriateness of a particular investment will depend upon 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 or Private Wealth Advisors do not provide tax or legal advice. Individuals are urged to consult their personal tax or legal advisors to understand the tax and legal consequences of any actions, including any implementation of any strategies or investments described herein.