

First Quarter  
2024

# 15 THINGS WE THINK YOU NEED TO KNOW...

*“Anything but transitory, Fed miscalculations around sky-high inflation belatedly brought rapid rate hikes paused mid-2023 that the Fed now tells us will likely head back down later this year.”*

- J. Scott McCoy

Managing Director - Wealth Management  
Senior Portfolio Management Director  
Corporate Cash Investment Director  
International Client Advisor  
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## The Tribeca Group at Morgan Stanley

Professional Fixed Income Portfolio Management

### FED UP, FED OUT, AND FED DOWN

- Indian Summer: Chair Powell comes in hot to the September Fed policy meeting
- When fiscal pressure acts like monetary policy
- Who needs the Fed when markets do their job for them
- The Fall fall: Powel signals the Fed tightening cycle had climaxed
- Beyond the pause: Powell December pivot party hints the Fed had begun discussing rate cuts
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- Value in Municipal Sector Credit: As good as it gets and still very good
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### The Tribeca Group at Morgan Stanley

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## Tribeca Group 2024 First Quarter Investor Letter

We begin our First Quarter Investor Letter wishing you a happy 2024 New Year. We are certainly now enjoying a much happier bond market. As our title suggests, we attempt to detail the state of markets responding to a Federal Reserve still traversing an unsteady post-Covid journey. Anything but transitory, Fed miscalculations around sky-high inflation belatedly brought rapid rate hikes paused mid-2023 that the Fed now tells us will likely head back down later this year. In our last two letters, we encouraged clients to embrace this eventuality while recognizing the always difficult challenge of timing interest rates. Our own firm's recent earnings announcement show clients doing exactly that, still holding 23% in cash and cash equivalents. High yields on such funds have investors ambivalent about their significant re-investment risk.

Anticipatory markets haven't shared such hesitation. November saw one of the most robust fixed income rallies ever. December saw further gains spurred on by Chair Powell acknowledging rate cut discussions at the Fed's last policy meeting of 2023. That helped trigger a wide gap between the Fed's own forecasts vs. market pricing for the timing and sizing of policy adjustment this year. Much stronger-than-expected economic data then made for a more sober January as rates backed up from yearend lows. That's good news for those investors we believe subject to reinvestment risk in what we continue to see as compelling opportunities in today's bond market.

Only recently has the Fed turned more market friendly, thanks to accelerated slowing in the rate of inflation. Prior to that, a very different Chair Powell emerged from their September policy meeting sternly warning investors that further rate increase remained on the table and that interest rates would remain higher for longer. No doubt, a watchful Fed eye on above-trend GDP and U.S. economic exceptionalism as compared to other developed economies prompted such continued conservatism.

Fueled in part by massive Covid- and industrial policy-related fiscal stimulus, exponential growth in U.S. deficits, debt and now interest on such debt has become another upward pressure on rates. Rating agencies have taken notice. Already two of the three major firms have downgraded U.S. sovereign credit risk to below triple-A with the third on verge of the same. Higher U.S. interest expense forced the Treasury Dept. to make large increases in the amount of new quarterly debt issued, spooking markets last August. Ultimately, we believe treasuries will always benefit from massive global demand for quality duration and yield. Yet such qualitative and technical factors have import for both the future level of rates and the shape and steepness of the yield curve.

If the Fed blundered in its delayed response to generationally high inflation, credit our central bank with a robust reversal that delivered the fastest and highest set of rates increases in over 40 years. Powell stayed on that path through September, exacerbating an October climatic surge in especially longer-end treasury yields, further catalyzed by fiscal pressures just described. Because monetary policy acts with a lag, even while continuing the hawkish rhetoric and forecasting, the Fed had paused its historic tightening campaign following its last hike in July. With the October treasury rate surge, Powell at the November FOMC gave nod to the market move that our economists equated to three 25 basis point rate hikes. That gave Powell and Fed room to confirm being in pause mode at the November meeting, triggering markets to race ahead in discounting future rate cuts. That rate drop completely reversed the tightening of financial conditions that had given them confidence for a continued pause.

Such was the environment coming into the mid-December FOMC. Many economists and rate strategists assumed policymakers would take opportunity to push back on markets pricing in six rate cuts for 2024 beginning as soon as March. That seemed especially likely given November stronger-than-expected jobs data with unemployment dropping two tenths to a tight 3.7% and wages still rising by 4%. At the same time, most observers missed how the Fed's favored inflation metric - core personal consumption expenditures - had already dropped to its 2% target on a trailing 6-month basis. Yet Chair Powell must have been concerned for making a second mistake of waiting too long to ease lagging, but now very tight policy (Source: Morgan Stanley Economics). At the December post-meeting press conference, he told the world the Fed had begun discussions around the timing for lowering rates. Such green light further fueled market pricing already well ahead of the Fed's own estimates, leading several Fed members to counter their boss's rate cut comments in their own post-meeting public statements.

With such more sober Fed commentary as well as economic data showing continued upside economic strength including very robust retail sales and December CPI two tenths above forecasts (Source: Bloomberg, LLP), rates markets gave some ground in January from the fourth quarter rally. Chair Powell at the first policy meeting of the year leaned in to effectively take a March start for rate cuts off the table. No matter for markets that resumed rally mode on the Fed's official January FOMC press release that formally moved their bias from tightening to neutral, leaving open only the question of when and how much they would be cutting rates.

Perhaps Powell and colleagues should be pushing back more. Just days after their January meeting, the Dept. of Labor reported near double the number of expected new jobs for January, along with twice the expected rise in average hourly earnings. Pre- and post-Fed rate rallies quickly reversed. We do at least see the Fed and markets now more properly aligned in terms of the ultimate direction for rates this year and next. Remaining labor market tension, as well as domestic and geo-political friction causing continued supply chain disruptions and price pressures will keep rates volatile for a bit longer, even as the ultimate direction looks to us to be lower.

Institutional investors less hesitant than private clients in adapting to this Fed pivot have helped to drive richer valuations in several areas of the bond markets. High quality municipal bonds have seen yield ratios drop to levels well inside historical averages. Similar story in investment grade and high yield corporate bonds. Yet absolute yield levels remain well above those seen over the past 10 years. We expect those yields to only fall and bond prices improve as record money market fund balances shift out the curve. We also continue to see great value in select hybrid preferred securities for appropriate clients.

We end here where we started by encouraging clients too complacent in still high yielding cash investments to take advantage of an environment only wished for not that long ago. We thank you for your confidence in helping you and your Morgan Stanley advisor negotiate this much more opportunistic journey.

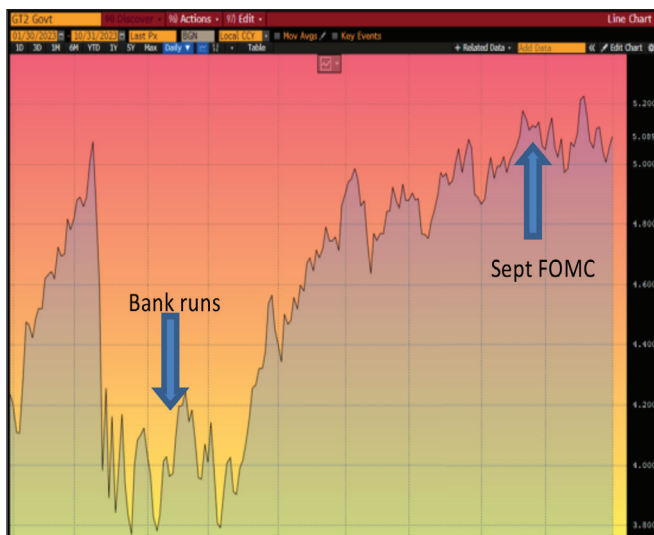
# Indian Summer: Chair Powell comes in hot to the September Fed policy meeting



“If you looked at the Summary of Economic Projections, you will see that a majority of participants believe that it is more likely than not that we will—that it will be appropriate for us to raise rates one more time in the two remaining meetings this year.”

— Federal Reserve Chair Jerome Powell,  
post-September 2023 FOMC  
(Source: Federal Reserve)

UST 2-Year Note: Jan – Oct 2023



UST 10-Year Note: Jan – Oct 2023



Chart source: Bloomberg, LLP

- While holding rates steady for a second consecutive meeting, Chair Powell and the Fed sent an unequivocally clear “higher for longer” message coupled with continued risk to the upside for their overnight policy rate.

# When fiscal pressure acts like monetary policy

U.S. Interest Expense on Federal Debt

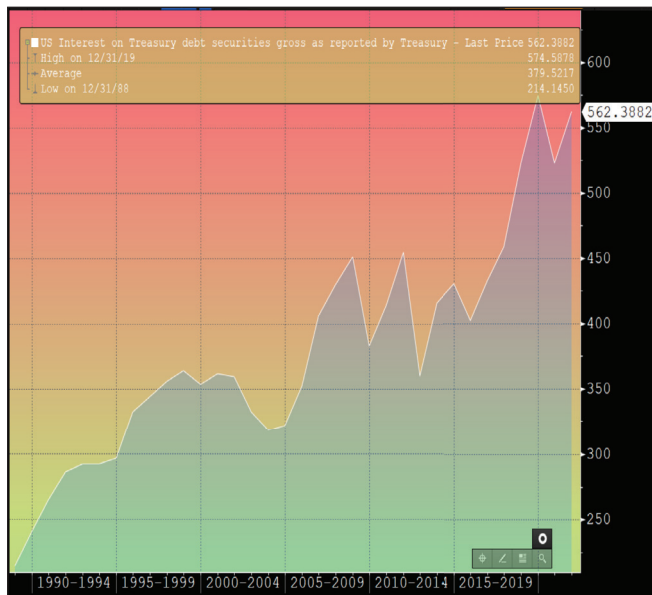


Chart source: Bloomberg, LLP

Treasury Bills as % of U.S. Debt



- As treasury yields have risen in conjunction with Fed policy rates, U.S. interest expense has exploded as a line item in the federal budget
  - *With 25% of \$34.1 trillion in total outstanding Federal debt needing to be refinanced over the next 12 months, interest expense set to double as a percentage of GDP.*
- Last August, Treasury announced its first refunding increases in more than two years, exacerbating rate volatility over concern about the mounting US debt load
  - *Treasury 10-year yields subsequently climbed 97 basis points in the three months after the government boosted its estimate for Fed borrowing to \$1 trillion, a record for the second September quarter.*
- Treasury has responded to the market angst with smaller-than-expected refunding bumps in November and now January 2024 with much heavier issuance in front-end vs. longer-dated issues

We see Treasury's debt management as contributing factor to a higher, flatter curve as policy and rates begin a process of normalization



# Who needs the Fed when markets do their job for them

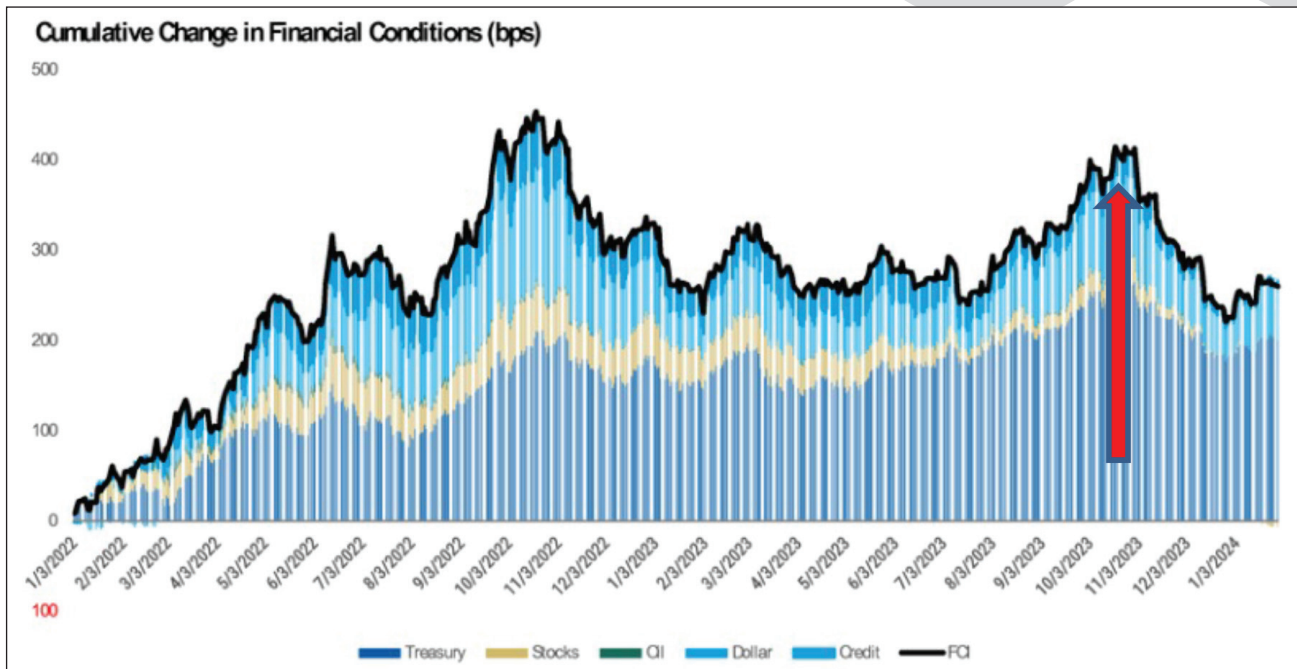


Chart source: Morgan Stanley Economics Research

■ In October, MS Senior U.S. Economist Ellen Zentner estimated that the rise in long-term U.S. treasury yields since the September FOMC provided largest contribution to the very significant tightening in financial conditions, the equivalent or as many as 3 Fed rate hikes

# The Fall fall: Powel signals the Fed tightening cycle had climaxed



“The question we’re asking is: Should we hike more? Slowing down is giving us, I think, a better sense of how much more we need to do, if we need to do more.”

— **Federal Reserve Chair Jerome Powell,**  
**post-November 2023 FOMC**  
 (Source: Federal Reserve)

UST 2-Year Note: Jan – Oct 2023



UST 10-Year Note: Jan – Oct 2023



Chart source: Bloomberg, LLP

- Given the already massive tightening in financial conditions following the post-September FOMC reaction, the Fed saw opportunity for allowing the market to step in to do its job.
- Yields fell dramatically over November on Powell’s signal that rate hikes looked to be over.

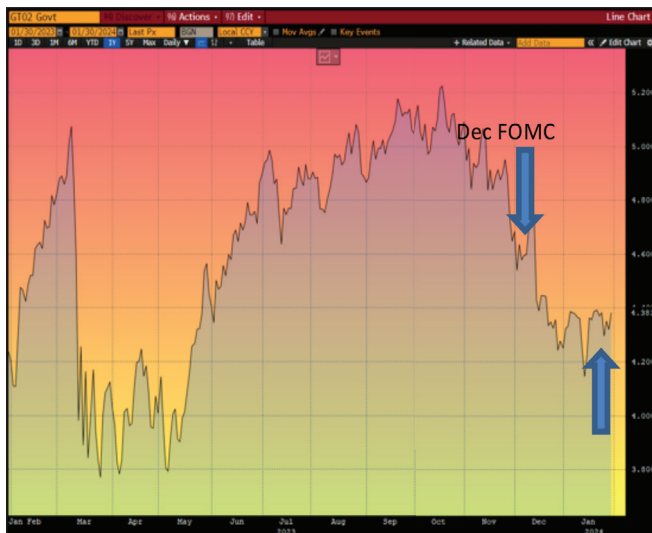
# Beyond the pause: Powell December pivot party hints the Fed had begun discussing rate cuts



“The question of when will it become appropriate to begin dialing back the amount of policy restraint in place, that, that begins to come into view and is clearly a discussion—topic of discussion out in the world and also a discussion for us at our meeting today.”

— **Federal Reserve Chair Jerome Powell,**  
**post-November 2023 FOMC**  
(Source: Federal Reserve)

UST 2-Year Note: Jan 2023 - Jan 2024



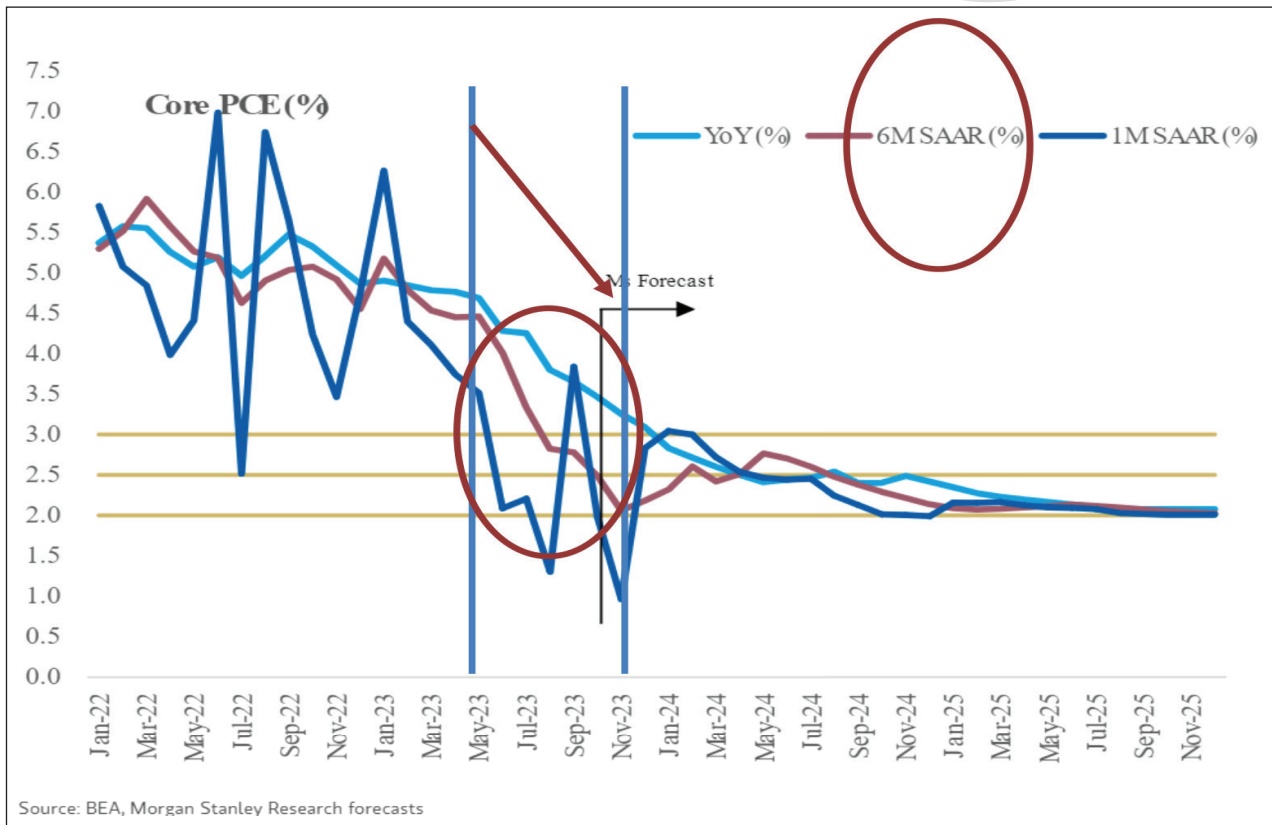
UST 10-Year Note: Jan 2023 - Jan 2024



Chart source: Bloomberg, LLP

- Powell doubles down at the December meeting, letting the cat out of the bag that the FOMC had already begun conversations around when to begin rate cuts.

# Making friends with short-term trends: Core PCE's six-month trend lower



- Given the unprecedented speed and magnitude of the Fed's tightening campaign, coupled with long leads times associated with monetary policy, the Fed remains nervous about timing for the path of policy reversal and normalization
- We believe Powell's December pivot party had much to do with the shorter-term trend in Core PCE, giving him confidence that policy was indeed sufficiently restrictive to get to the 2% target



# Easing financial conditions battle against the Fed's inflation fight

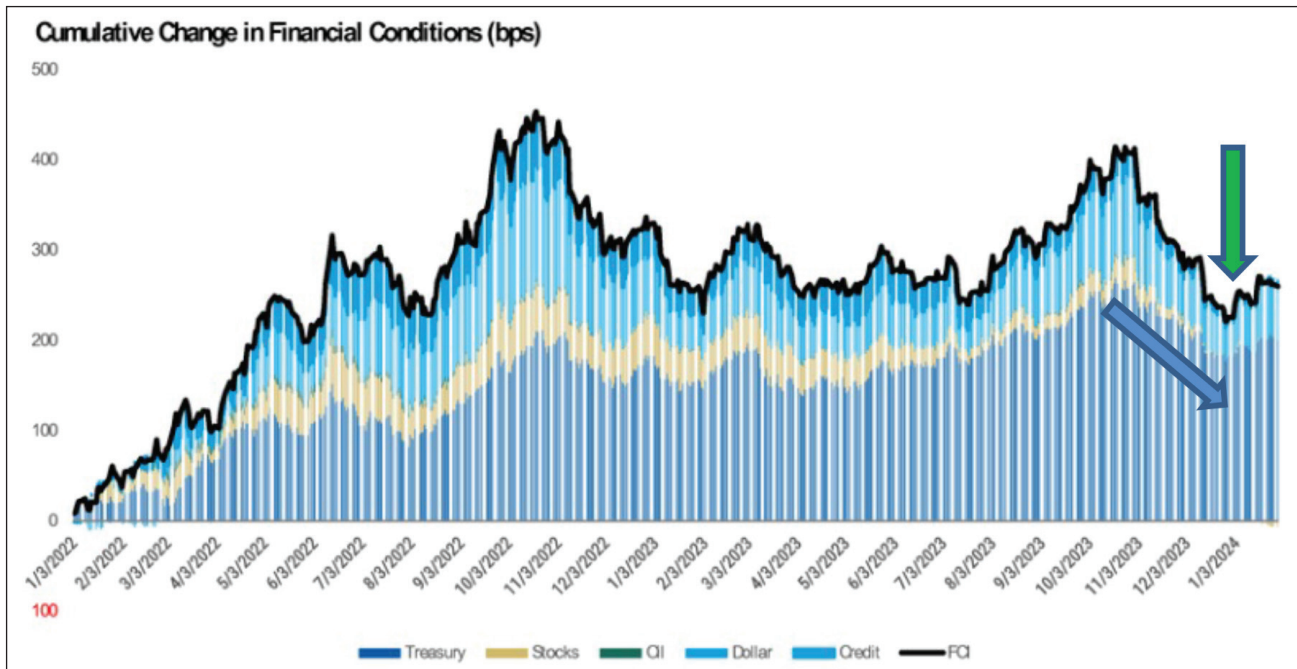


Chart source: Morgan Stanley Economic Research

- Having showed the Fed's hand, Powell unleashed the market's anticipatory animal spirits
- Investors awash in record liquidity, overly concentrated in cash and cash equivalents, heard the gun go off signaling lower future rates, driving financial conditions materially easier in Q4
- Already we have seen this easing of financial conditions refuel consumer confidence, employment, spending and consumption data, working at odds with the Fed's last mile of its inflation fight

# Avoiding the credibility gap: Risk for a too early ease that triggers a damaging reversal

## Still Sticky Shelter and Services Costs

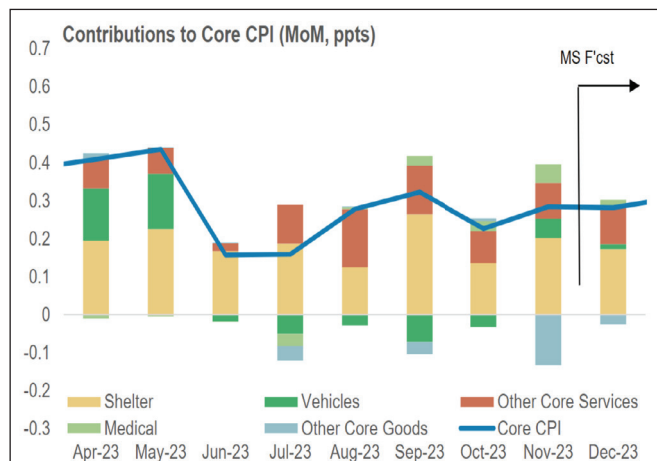


Chart source: Morgan Stanley Economic Research

## Risks to Recent Goods-Based Picking Back Up

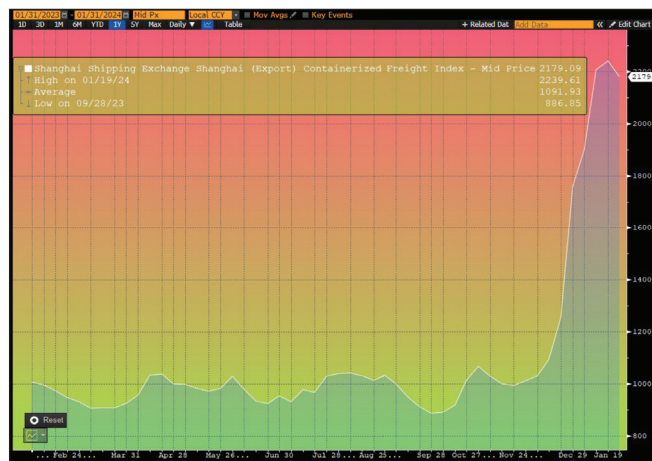


Chart source: Bloomberg, LLP

## Economy Still Growing Above Trend



# Normalizing vs. Easing: Bringing policy rates in line with already substantial inflation progress

## Former St. Louis Fed Pres. James Bullard

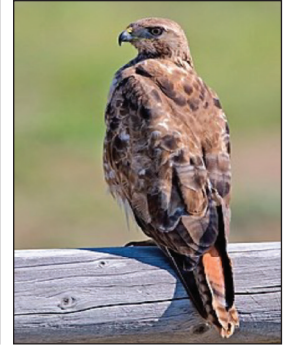


- Bullard left the St. Louis Fed late last year as one of the loudest Hawks, believed to be the consistent top dot in the Fed's consensus forecasts.
- Now Dean of the Purdue Business School, in a recent interview with the WSJ, he made a significant about-face, arguing the Fed needs to move sooner rather than later to avoid continued overtightening.
- Bullard said he expects the Fed to begin lowering interest rates before inflation hits 2%, and that cuts could come as soon as March:

"Inflation on a 12-month core basis, you could get to 2% by the third quarter of this year... They don't want to get into the second half of 2024, and inflation's already at 2% and you still haven't moved the policy, right? That would be too late."

*Source: The Wall Street Journal, January 23, 2024*

## Current Fed Gov. Chris Waller



- A Fed Hawk, permanent voter Fed Gov. Waller described current policy as restrictive, adding "the setting of policy needs to proceed with more caution to avoid over-tightening."
- Waller said surprising December strength in jobs report "largely noise" against moderation trend with good chance it will be revised down.
- Significantly, this Fed Hawk said, "the setting of policy needs to proceed with more caution to avoid over-tightening."
- Still self-described as data-dependent, he said Fed "within striking distance" of reaching 2% target.
- Waller emphasized his greater focus is on real rates - nominal policy rates less inflation:

"We can slowly calibrate the real rate cut down. If we think we need to move it faster, we can move it faster depending on what the data says. But the key is we have the flexibility that we can be methodical and careful."

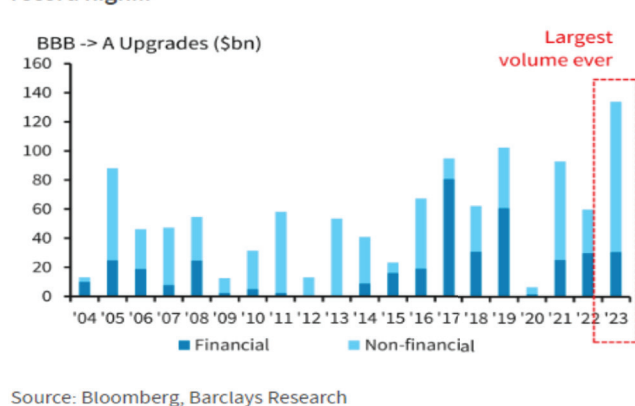
*Source: Bloomberg, LLP*

# Giving credit to attractive investment grade yields



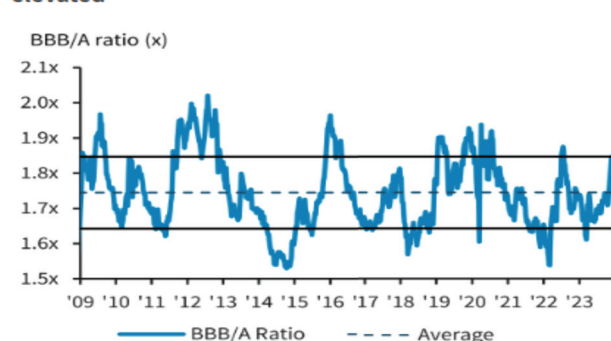
Source: Bloomberg LLP

Figure 1. BBB to single-A upgrade volumes have reached a record high...



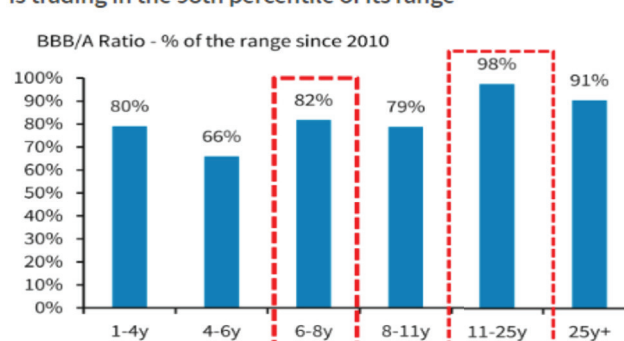
Source: Bloomberg, Barclays Research

Figure 1. Industrials BBB/A spread ratio is historically elevated



Source: Bloomberg, Barclays Research

Figure 3. The BBB/A spread ratio in the 11-25y bucket is trading in the 98th percentile of its range

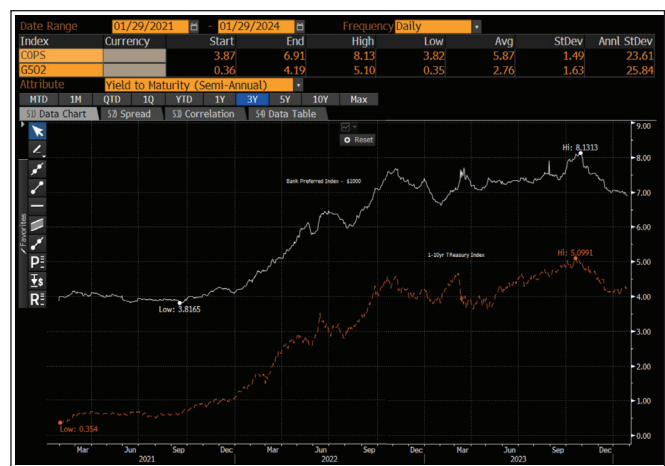
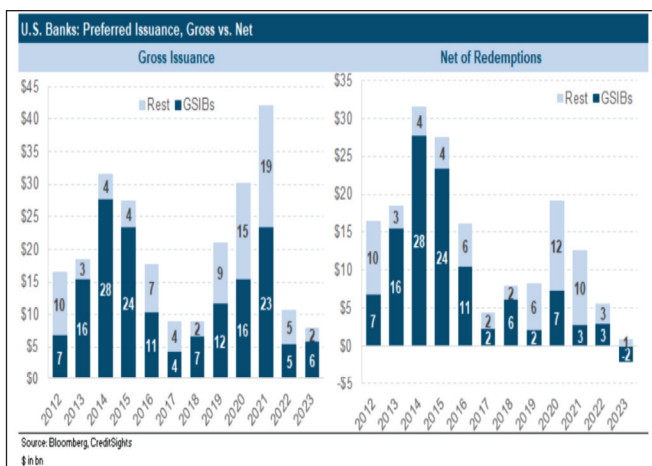
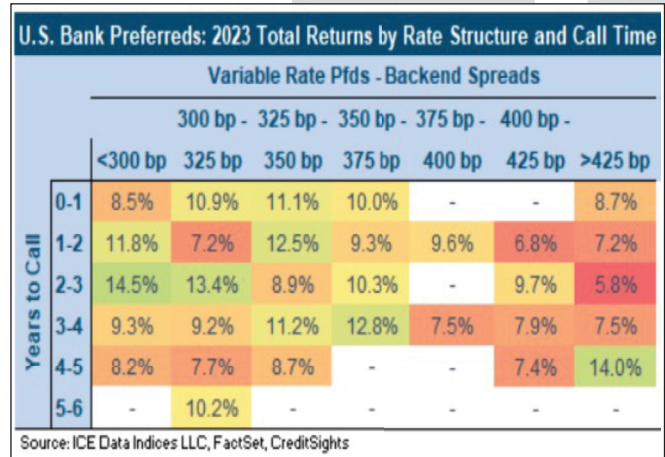
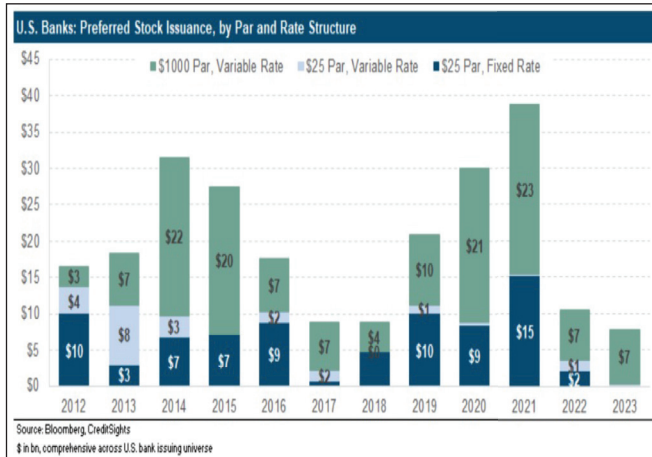


Source: Bloomberg, Barclays Research

- Over the last 10 years, intermediate Investment Grade yields have doubled to over 5% today
  - This is 200 basis points higher than the 10-year average
  - Only since the end of 2022 have yields been up above the 5% level
- We believe this offers investors an attractive opportunity to lock in yields ahead of the expected rate cut cycle the market is predicting over the next 12-24 months
- In 2023, triple-B investment grade rated securities saw the highest amount of upgrades as measured by volume in the last 20 years
- The ratio of spreads between triple-B and single-A rated paper is at historically elevated levels
- Spreads are particularly elevated in the 6- to 8-year and 11- to 25-year parts of the curve with the 6-year and 7-year sectors offering the most price appreciation from rolldown compared to other parts of the curve

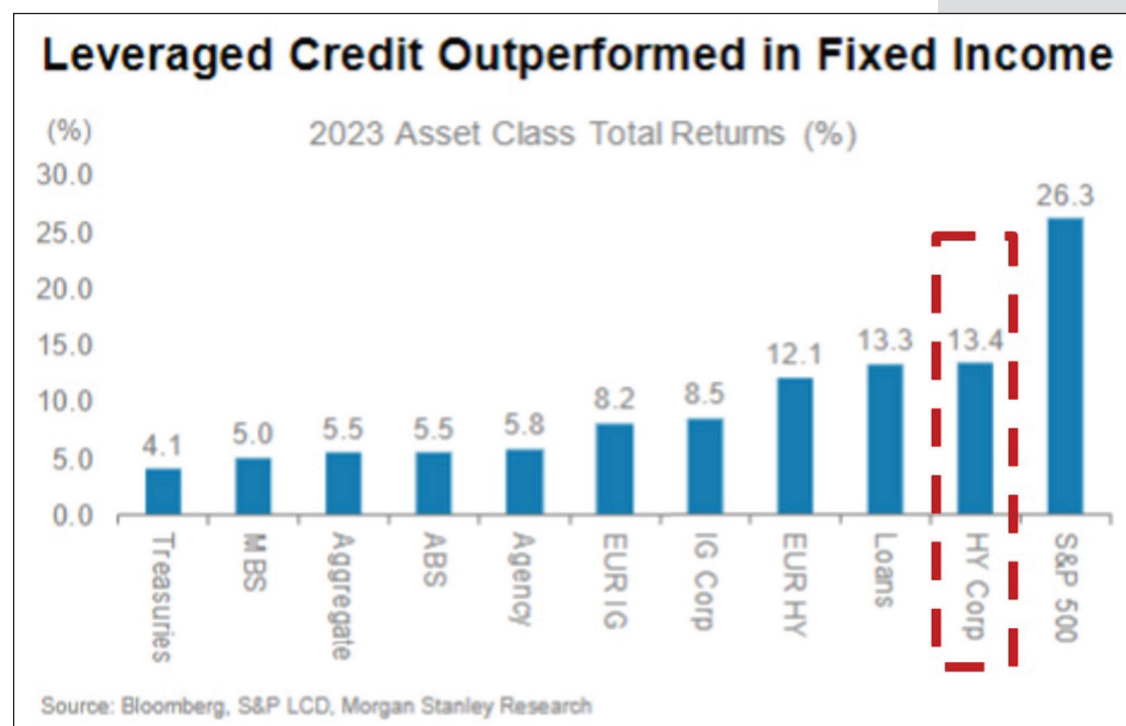


# Opportunities in high yielding Preferreds



- Preferreds have had a strong start to 2024, outperforming the broad fixed income market as well as Investment Grade and High Yield sectors
- Making up the majority of the sector, Banks have taken steps to further bolster liquidity and shore up their balance sheets
- Supply in the Preferred market hit a new 5-year low with net supply negative in 2023, improving market technicals
- With limited supply and attractive yields comes supply/demand imbalances as investors allocate to the sector
- Preferred yields have tracked the 1 to 10-year Treasury index fairly consistently, offering investors upside to total return estimates if interest rates fall as the market predicts

# 2023's phenomenal High Yield performance sets up for more of the same in 2024



- In 2023, High Yield outperformed many other fixed income asset classes
- High Yield outperformed Investment Grade for 2 years in a row, refuting the potential recession scenario

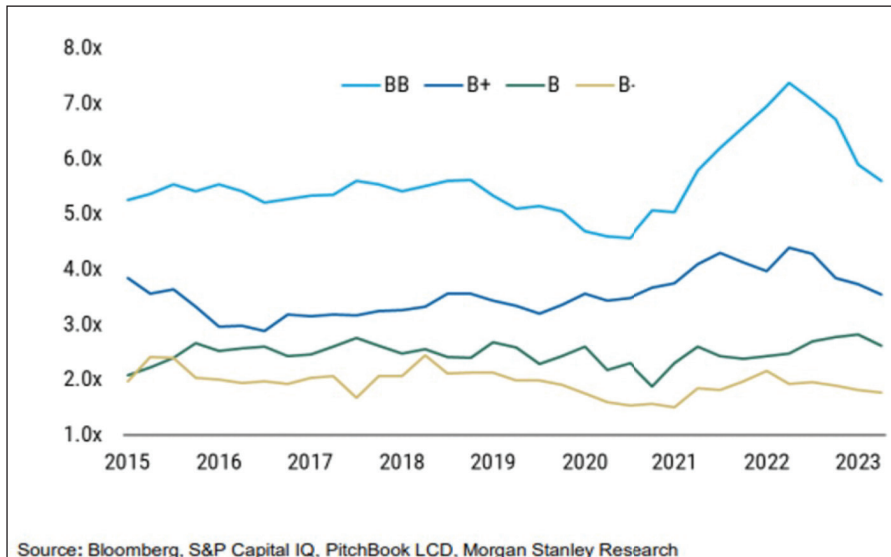
2024 HY FORECAST		
	Spread	Total return
MS	450	5.40%
GS	369	8.60%
BofA	450	6.60%
Current (Dec 15, 2023)	351	

Chart source: Bloomberg, LLP

- For 2024, we maintain our bullish bias towards higher quality double-B rated High Yield companies

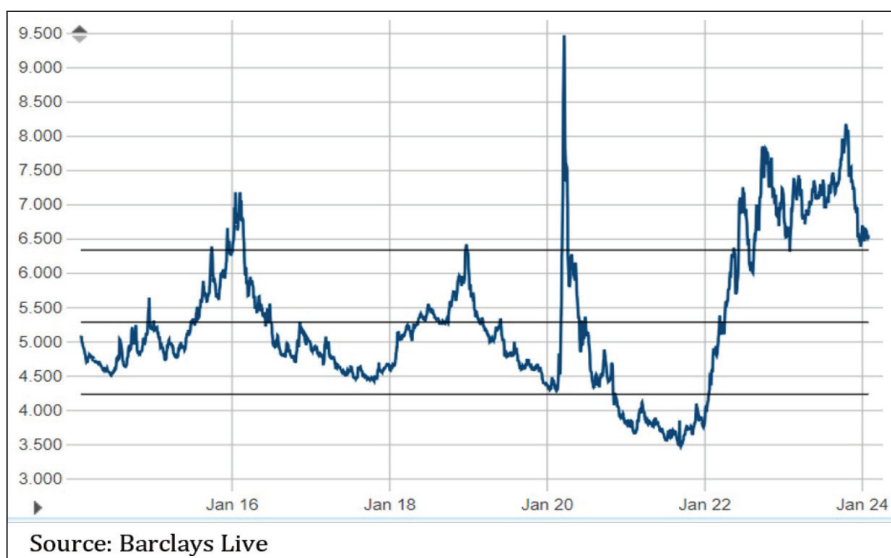
# Not your father's High Yield market: Strong underlying fundamentals in double-B credit

## High Yield Spreads By Ratings Bucket



- Double-B-rated companies fundamental credit metrics stronger than pre-COVID levels, and stronger than their historical average
- Double-B-rated companies have ample balance sheet cushion to withstand earnings weakness, even if the soft-landing scenario turns out to be not so soft

## BBB Historical Yield In The Past 10 Years



- Clients who have hesitated to allocate capital to equity can consider instead high yield credit that has enjoyed historically high total returns
- A high quality, short duration approach offers Treasury yields + 180 basis points

# Still high absolute and taxable-equivalent municipal yields offer historically high opportunity

■ Valuations appear rich to start the year, but absolute and taxable-equivalent yields remain attractive

Maturity	Current Tsy	Muni/Tsy	MMD R/C (short-term)	3 mo. max	3 mo. min	3 mo. avg	MMD R/C (long-term)	3 year max	3 year min	3 year avg
3yr	4.183%	62.9%	Neutral	74.1%	57.1%	63.8%	Neutral	130.7%	26.7%	61.8%
5yr	4.083%	60.0%	Neutral	74.3%	56.2%	63.4%	Neutral	92.0%	39.3%	63.3%
10yr	4.176%	58.9%	Neutral	74.9%	56.4%	64.1%	Rich	105.3%	54.7%	72.4%
30yr	4.412%	81.8%	Rich	92.3%	80.7%	86.9%	Neutral	110.0%	63.5%	86.8%



- We see a unique opportunity to capture municipal yields at still 10-year highs
- Taxable equivalent yields show how high credit quality municipals offer yields equal to or higher than lower quality corporate credit, especially for high local state tax jurisdiction clients living in New York and California
- Preference for a modest duration overweight in a barbelled portfolio with intermediate duration for higher average yield vs. bond maturing at that same intermediate curve point

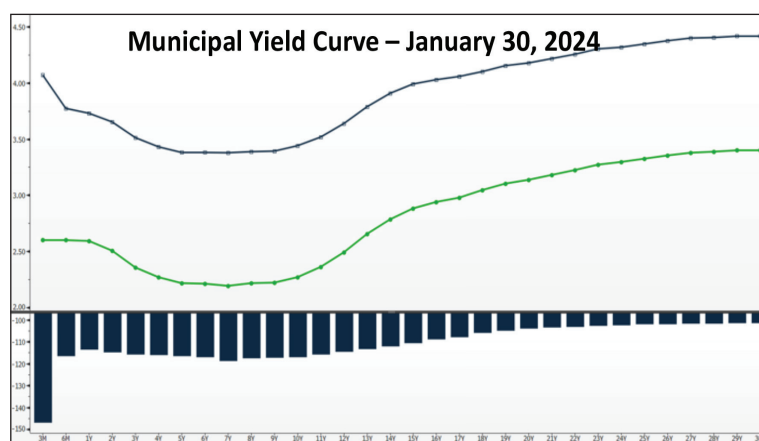
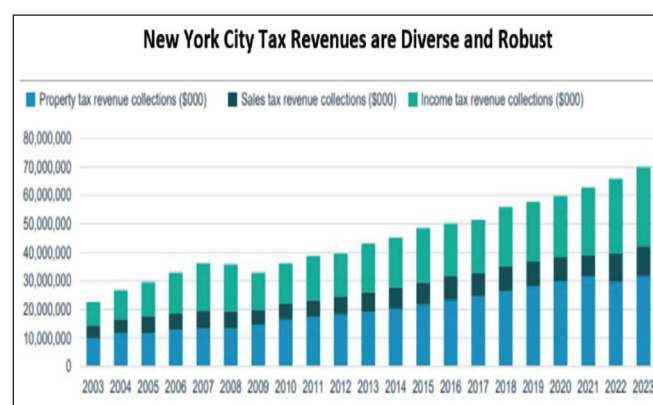
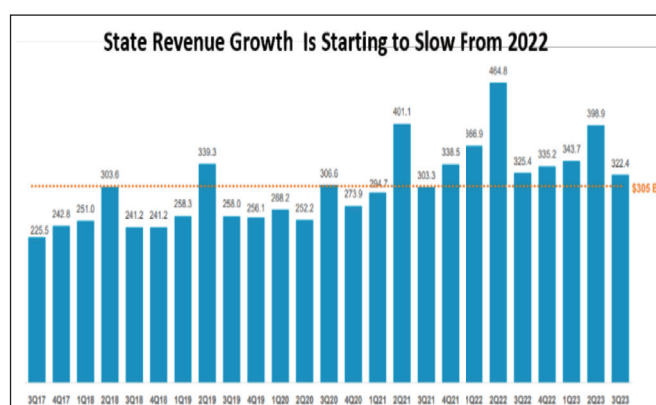
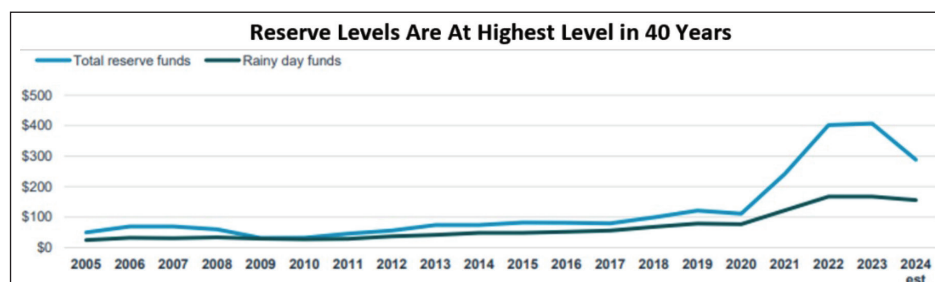


Chart Sources: Morgan Stanley Municipal Research & Bloomberg, LLP



# Value in Municipal Sector Credit: As good as it gets and still very good



### Municipal Stability Reflected In Moody's 2024 Sector Outlook

Category	Sector	2024	2023	2020
Transportation	Airport	Stable	Stable	Negative
	Mass transit	Negative	Negative	Negative
	Public ports	Stable	Stable	Negative
	Toll roads	Stable	Stable	Negative
Higher education	Privates	Stable	Negative	Negative
	Publics	Stable	Negative	Negative
	Charter schools	Stable	Stable	N/A*
General obligat	State governments	Stable	Stable	Negative
	Local governments	Stable	Stable	Negative
Utilities	Public power	Stable	Stable	Stable
	Water/Sewer	Stable	Stable	Stable
Health care	Not for profit hospitals/Health care	Stable	Negative	Negative
Other	Housing	Stable	Stable	Stable
	Not for profit	Stable	Stable	Negative

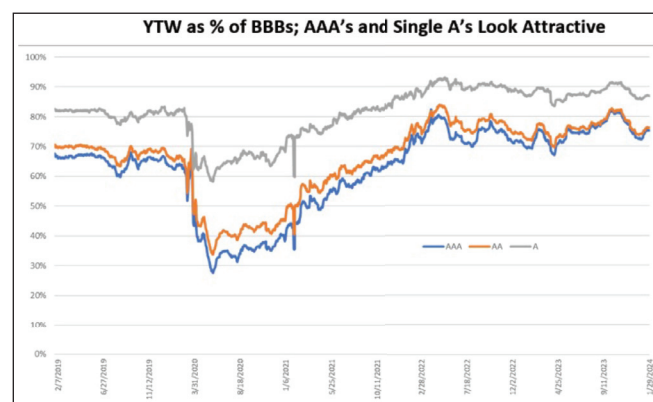


Chart Sources: Morgan Stanley Municipal Research

- Municipal credit has likely peaked, but fundamentals still in good shape with high remaining cash reserves and strong tax collections in a resilient economy
- We continue to believe in our up-in-quality bias as a slowing economy will see municipal issuers draw down on reserves following deceleration in tax collections
- As to sector focus, we continue to be cautious around transportation and hospitals and health care
- Favored sectors include airports and toll roads with spreads still wide to pre-pandemic levels, plus continued available capital from federal infrastructure stimulus
- Vital essential service sectors including water and service remain important defensive positions

# Summary: Re-investment risk remains paramount for overly complacent investors still sitting in cash

Money Market AUM: 2017 to Present

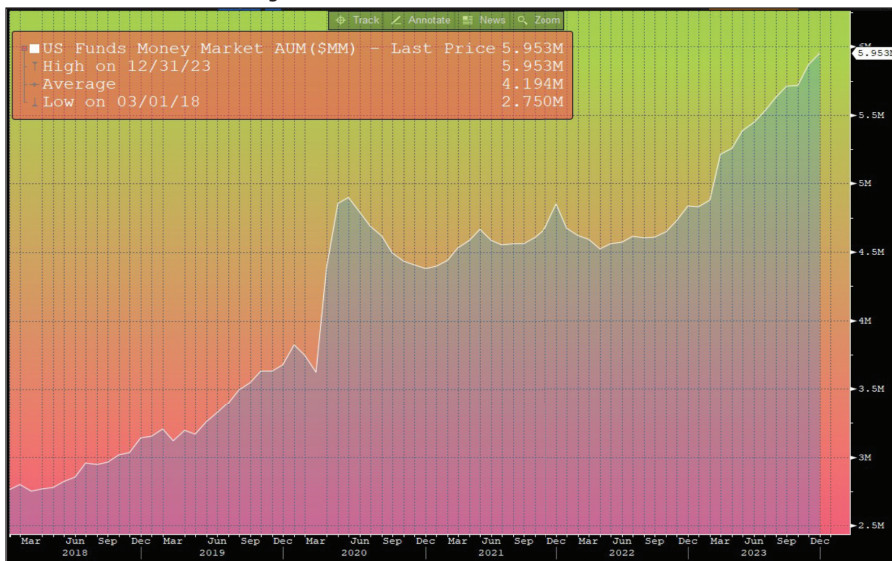


Chart source: Bloomberg, LLP

- Money market AUM continues to hit all-time new record highs. While many clients may believe they sit with high yields and “no risk”, they carry significant reinvestment risk with our economists forecasting 100 basis points of Fed rate cuts this year and 200 more in 2025.
- We see today’s much higher yields as finally offering investors one of the best opportunities seen in over a decade for building out longer-term income portfolios. Total return from price appreciation as yields eventually turn lower can also provide a significant contribution to overall investment earnings.
- No one can accurately and consistently pick tops and bottoms in any market, including interest rate and credit markets. We can though attempt to identify good risk-reward and yield in relation to historical levels, as well as any perceived market mispricing that creates opportunity.
- High quality, longer intermediate municipal debt sits at such high historical yields. Both investment grade and high yield intermediate maturity corporate bond yields too look attractive. We continue to believe subordinate, tax-advantaged preferred debt continues to offer tremendous yield and total rate of return. We welcome a discussion to further explore these opportunities.

*As always, we are available to discuss and review your investments with us. Please just reach out to your primary Morgan Stanley financial advisor(s) to schedule a conversation.*

## THE TRIBECA GROUP AT MORGAN STANLEY

J. Scott McCoy, Managing Director - Wealth Management, Senior Portfolio Management Director, Financial Advisor

## IMPORTANT INFORMATION

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This material contains forward looking statements and there can be no guarantees they will come to pass. The information and statistical data contained herein have been obtained from sources believed to be reliable but in no way are guaranteed by Morgan Stanley as to accuracy or completeness. There is no guarantee that any investments mentioned will be in each client's portfolio.

Bonds are subject to interest rate risk. When interest rates rise, bond prices fall; generally the longer a bond's maturity, the more sensitive it is to this risk. Bonds may also be subject to call risk, which is the risk that the issuer will redeem the debt at its option, fully or partially, before the scheduled maturity date. The market value of debt instruments may fluctuate and proceeds from sales prior to maturity may be more or less than the amount originally invested or the maturity value due to changes in market conditions or changes in the credit quality of the issuer. Bonds are subject to the credit risk of the issuer. This is the risk that the issuer might be unable to make interest and/or principal payments on a timely basis. Bonds are also subject to reinvestment risk, which is the risk that principal and/or interest payments from a given investment may be reinvested at a lower interest rate.

Interest in municipal bonds is generally exempt from federal income tax. However, some bonds may be subject to the alternative minimum tax (AMT). Typically, state tax-exemption applies if securities are issued within one's state of residence and, local tax-exemption typically applies if securities are issued within one's city of residence.

Bonds are affected by a number of risks, including fluctuations in interest rates, credit risk and prepayment risk. In general, as prevailing interest rates rise, fixed income securities prices will fall. Bonds face credit risk if a decline in an issuer's credit rating, or creditworthiness, causes a bond's price to decline. Finally, bonds can be subject to prepayment risk. When interest rates fall, an issuer may choose to borrow money at a lower interest rate, while paying off its previously issued bonds. As a consequence, underlying bonds will lose the interest payments from the investment and will be forced to reinvest in a market where prevailing interest rates are lower than when the initial investment was made. NOTE: High yield bonds are subject to additional risks such as increased risk of default and greater volatility because of the lower credit quality of the issues.

A taxable equivalent yield is only one of many factors that should be considered when making an investment decision. Morgan Stanley and its Financial Advisors or Private Wealth Advisors do not offer tax advice; investors should consult their tax advisors before making any tax-related investment decisions.

Duration, the most commonly used measure of bond risk, quantifies the effect of changes in interest rates on the price of a bond or bond portfolio. The longer the duration, the more sensitive the bond or portfolio would be to changes in interest rates. Generally, if interest rates rise, bond prices fall and vice versa. Longer-term bonds carry a longer or higher duration than shorter-term bonds; as such, they would be affected by changing interest rates for a greater period of time if interest rates were to increase. Consequently, the price of a long-term bond would drop significantly as compared to the price of a short-term bond.

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Preferred securities can be called prior to maturity, which may reduce yield if purchased at a premium. Preferred securities may be subject to other call features or corporate restrictions that may have an effect similar to a call. Prices may fluctuate reflecting market interest rates and the issuer's credit status.

Foreign currencies may have significant price movements, even within the same day, and any currency held in an account may lose value against other currencies. Foreign currency exchanges depend on the relative values of two different currencies and are therefore subject to the risk of fluctuations caused by a variety of economic and political factors in each of the two relevant countries, as well as global pressures. These risks include national debt levels, trade deficits and balance of payments, domestic and foreign interest rates and inflation, global, regional or national political and economic events, monetary policies of governments and possible government intervention in the currency markets, or other markets.

Investors should carefully consider the investment objectives and risks as well as charges and expenses of a mutual fund before investing. To obtain a prospectus, contact your Financial Advisor or visit the fund company's website. The prospectus contains this and other important information about the mutual fund. Read the prospectus carefully before investing.

**Treasury and Government Money Market:** You could lose money by investing in the Fund. Although the Fund seeks to preserve your investment at \$1.00 per share, it cannot guarantee it will do so. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

You could lose money by investing in a Money Market Fund. Because the share price of the Fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The Fund may impose a fee upon sale of your shares or may temporarily suspend your ability to sell shares if the Fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

Indices are unmanaged. An investor cannot invest directly in an index.

For index, indicator and survey definitions referenced in this report please visit the following: <https://www.morganstanley.com/wealth-investmentsolutions/wmir-definitions>

Asset Allocation and Diversification do not assure a profit or protect against loss in declining financial markets.

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## THE TRIBECA GROUP at MORGAN STANLEY



**Scott McCoy**, Managing Director – Wealth Management/Senior Portfolio Management Director, Corporate Cash Investment Director, International Client Advisor, Strategic Partner, Financial Advisor. He also holds the title of Portfolio Manager and brings over 30 years of fixed income experience to The Tribeca Group's clients. Before joining the firm in 2008, Scott was a Senior Managing Director and institutional fixed income salesperson in the Middle Markets Group at Bear Stearns. There,

he served the fixed income needs of depository institutions, money managers, insurance companies, and hedge funds. Prior to that, he traded government bonds at Citicorp Securities where he was responsible for the short coupon sector. A graduate of Holy Cross College, Scott holds a J.D. from St. John's University and an M.B.A. from New York University.



**Jordan Eisenberg, CFA®**, Managing Director – Wealth Management/Senior Portfolio Management Director/Financial Advisor. He brings over 18 years of fixed income experience to The Tribeca Group's clients. Before joining the firm, Jordan was an Associate Director at Bear Stearns, where he helped institutional clients develop fixed income strategies utilizing high yield and investment grade corporate bonds, as well as interest rate products including treasuries and mortgage-backed securities. He holds the

Chartered Financial Analyst® designation, and is a member of the CFA Institute and the New York Society of Security Analysts. Jordan was named to the Forbes Best-In-State Wealth Advisors list in both 2019 and 2020 as well as On Wall Street Magazine's listing of "Top 40 Advisors Under 40" in both 2017 and 2018. Jordan is a graduate of the University of Florida where he received a B.S. in Business Administration.



**Yunjin Lee, CFA®, CMA®**, First Vice President – Wealth Management, Investment Consultant at Morgan Stanley, focused on providing in-depth fundamental and technical analysis of investment grade and high yield bonds. Yunjin researches outside money managers whom we might recommend for various components of your portfolio. Yunjin joined Morgan Stanley in 2009 after working in Barclay Capital's High Yield Credit Corporate Department as a

trading desk and publishing analyst. Prior to that, she served as a strategy consultant at Bain & Co. She holds the Chartered Financial Analyst® designation and is a member of the CFA institute and the New York Society of Security Analysts. A graduate of Korea University, Yunjin received an M.B.A. from the Wharton School of the University of Pennsylvania.



**William M. Wilson** is an Assistant Vice President/Portfolio Management Associate Director, bringing over 9 years of fixed income experience to The Tribeca Group's clients. He works alongside Senior Portfolio Managers in executing The Tribeca Groups' Fixed Income strategies and is responsible for trading, portfolio construction and analysis, and investment research. In addition, he provides institutional clients with trade ideas, execution, market color and research.

Prior to joining The Tribeca Group, William was a Vice-President at Roosevelt & Cross, Inc., where he worked as a Fixed-Income Trader specializing in tax-exempt and taxable municipal bonds. He was also responsible for developing trading desk strategies and analytics, managing broker-dealer relationships, and operating ECN trading platforms. He is a graduate of the Boston University Questrom School of Business where he received a B.S. in Business Administration and currently holds Series 7, 52, 53, 63, and 66 registrations.



**Michael Clark** is a Financial Advisor at Morgan Stanley. Michael has over 30 years' experience in the financial services industry, working as a regional representative for asset management companies including Smith Barney/Citigroup Asset Management, Legg Mason, and Eaton Vance Distributors. In joining the Tribeca Group in 2015, Michael is responsible for managing the relationship between the Tribeca Group and the other Financial Advisors at Morgan Stanley. He earned a BA in Economics from UCLA and currently holds series 7, 63, and 65 registrations.



**Chris Lamberto** is a Registered Client Service Associate. He graduated from Adelphi University in 2021 with a B.S. in Finance and Summa Cum Laude honors. At Adelphi, Chris was Head Portfolio Manager of the Student Investment Fund and played club baseball throughout his collegiate career. Upon graduating Chris worked for Seven Points Capital, an Equity Proprietary Desk for two years before joining the Tribeca Group.



**Pat Penfield CIMA®** is a Wealth Management Associate. Pat joined the firm two and a half years ago starting on the Virtual Engagement Associate desk in New York. During his time on the VEA desk, he was quickly tapped for leadership opportunities and worked with over 50 financial advisors.

Pat received his bachelor's degree in Finance from Syracuse University and currently holds the Series 7, 63 and 65 licenses, as well as the Financial Planning Specialist designation. Additionally, Pat is a Certified Investment Management Analyst® (CIMA®). The CIMA® certification is the peak international, technical portfolio construction program for investment consultants, analysts, financial advisors, and wealth management professionals.

**2019-2020 Forbes Best-In-State Wealth Advisors** Source: Forbes.com (Awarded 2019-2020). Data compiled by SHOOK Research LLC based 12-month time period concluding in June of year prior to the issuance of the award. Please refer to important criteria and methodology at the end of this material.

On Wall Street's Top 40 Under 40 asks brokerage firms to nominate their top young brokers. Of those nominated, On Wall Street bases its rankings on quantitative and qualitative criteria. Financial Advisors are ranked by their annual trailing 12-month production (as of September 30, 2017 and 2018). The rating is not indicative of the advisor's future performance. Neither Morgan Stanley Smith Barney LLC nor its Financial Advisors pay a fee to On Wall Street in exchange for the rating.

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