Overview: Morgan Stanley Wealth Management

Morgan Stanley Wealth Management is one of the largest, most established wealth management businesses in the industry. In the fourth quarter of 2013, the business accounted for more than 50% of firm revenues. With many years of wealth management experience, Morgan Stanley’s CEO and senior management team are committed to the ongoing development of highly trained professionals and continued expansion of an outstanding platform of products and services covering a wide range of needs.

The Morgan Stanley Approach
Morgan Stanley Financial Advisors are professionals dedicated to serving high net worth individuals and their families, as well as corporations, foundations and endowments. Planning and investment guidance draws on insights from some of the industry’s most respected analysts and thought leaders. Clients also benefit from access to world-class resources created to address the full spectrum of client needs. Customized services incorporate the creation of tailored wealth management plans, analysis and construction of portfolios, management of risk, access to banking services, guidance about philanthropic giving, and legacy planning and services for business owners.

The Client Experience
Whether a client seeks to accumulate wealth, invest for income, foster financial security for future generations or address the financial needs of a business, Morgan Stanley Financial Advisors work to develop strategies that help achieve specific goals.

Our Organization
**A Wide Range of Capabilities**

**Established capital markets platform**
Sales and trading organization dedicated to individual investors

**A diverse range of investment strategies**
Alternative investment strategies for qualified investors

**Access to private banking capabilities**
Banking and cash management services

**Premier managed-money platform**
Managed account services from industry leading Consulting Group including asset allocation, investment manager research and portfolio construction

**Sophisticated tools and resources**
Open architecture investment platform offering both proprietary and third-party solutions

**Delivering solutions to unique challenges**
Advisor networks that leverage experience of Financial Advisor teams around the firm; Access to literature from Morgan Stanley’s Center for Investment Excellence, a proprietary source of market research and investment ideas

**Insights and due diligence**
Industry leading intellectual capital delivered by the Morgan Stanley Global Investment Committee; Award-winning Morgan Stanley & Co. research covering more than 3,000 companies globally; Advice generated by a 30-person team covering 1,000 investment products*

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**A Strong Foundation**

The resources of Wealth Management are backed by the strength of Morgan Stanley, which includes a fortified balance sheet and strong capital levels. For the fourth quarter of 2013, the firm reported:

- Net revenues of $7.8 billion and income of $192 million
- Nearly 60,000 employees worldwide
- A Tier 1 capital ratio under Basel 1 of approximately 15.7%*: Basel 1 is a set of international banking regulations, which set out the minimum capital requirements of financial institutions with the goal of minimizing credit risk. Banks that operate internationally are required to maintain a minimum amount (8%) of capital based on a percent of risk-weighted assets.

Note: Information for Morgan Stanley as of December 31, 2013

**About Morgan Stanley**

Morgan Stanley, a market leader in the US, Europe, Asia and emerging markets, has been redefining the meaning of financial services since our founding in 1935. With global reach and local presence, Morgan Stanley can bring expertise and resources to our clients’ needs and challenges, as well as a commitment to sustainability, innovation, philanthropy, diversity and inclusion.

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†FAs of the end of 3Q2013, based on data from Cerulli Associates, a Boston based research firm, Consulting Group, a business of Morgan Stanley Smith Barney LLC, held the largest single share of total managed account assets in the U.S. market place.

‡Information for Morgan Stanley & Co. as of September 18, 2013.


*Unaudited.

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