Morgan Stanley

PRIVATE WEALTH MANAGEMENT

Private Wealth Management Platform

Global Investment Capability

Private Wealth Management Platform

Global Insights. Global Access.

Morgan Stanley is one of the world's largest and most respected financial institutions, with more than 57,000 employees globally managing more than $US2.4 trillion in assets for private clients, not-for-profit organisations, institutions and governments.

Australian financial markets are driven by international events – without a broad perspective, you risk only seeing part of the picture. Leveraging the knowledge of 450 equity analysts covering 3,200 stocks worldwide, 30 economists, 55 fixed income strategists and 40 equity strategists, your Morgan Stanley adviser can provide a truly global perspective.

Morgan Stanley's Private Wealth Management (PWM) platform offers access to an unrivalled global product and service offering. This includes direct access to 43 global exchanges, alternative investments, custom multi-currency and multi-asset class solutions and global capital market opportunities.

The PWM platform is supported by institutional grade infrastructure and access, with the security of knowing your assets are segregated and kept to the highest global standards.

$US2.4 trillion in wealth management client assets

57,000 employees across more than **40** countries

World's Best Bank for Markets
Euromoney Awards for Excellence 2018

Bank of the Year
IFR Asia Awards 2018

World's Best Investment Bank
Euromoney Awards for Excellence 2017

16,000 financial advisers

Number 1 in the 2018 Institutional Investor
All Asia Research Team Survey

Specialised Resources of a Global Wealth Management Leader

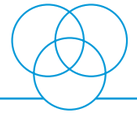
Morgan Stanley's PWM platform offers you access to a remarkable range of assets and insights that your adviser will help you harness to achieve your goals. PWM is a truly global platform which allows you to own assets listed on 43 different markets in addition to holding cash and borrowing in foreign currencies. It combines these global assets with the expertise and infrastructure required to manage such a sophisticated portfolio.

Global Multi Asset Class Ideas

The Market Strategies and Investments team (MSI), part of Morgan Stanley Asia and based in Hong Kong, use their access to extensive capital markets resources to deliver quality market intelligence and global investment opportunities to PWM clients.

Bespoke Investment Solutions

Where your investment needs are more complex, your adviser is able to call on the MSI team to construct individual investment solutions specifically designed to achieve your objectives. These solutions are product-agnostic and are sourced from across a range of asset classes and markets.



Trade Execution

PWM is able to offer excellent liquidity through open architecture execution desks on three continents and extensive inventory sourcing capabilities which connect to more than 40 different counterparties.

Institutional Quality Infrastructure

When buying and selling assets on markets outside Australia, the expertise of your service provider can make a measurable difference. PWM uses infrastructure built for institutional clients – infrastructure that has won multiple awards[1] and is widely considered among the best available. This means PWM clients are able to take advantage of institutional quality trading and reporting along with the reach, experience and resources of a leading global investment bank.

Client Suitability

PWM is a sophisticated investment platform designed to deliver solutions to complex investment needs and is therefore restricted to those who meet the legal definition of a wholesale client.

Morgan Stanley has a robust risk framework in place that is designed to regularly assess whether assets held by a client are consistent with that client's assigned risk category.

World Class Research

Your adviser has access to research coverage across 3,386 stocks globally, from more than 600 analysts. The research coverage spans more than 40 countries and has been consistently awarded for its excellence, including topping the Institutional Investor 2018 All-Asia Research Team Survey for the fourth consecutive year. .

[1] Best Global Prime Broker for 2016 – Global Finance magazine
Ranked No. 1 overall, Prime Brokerage 2016 Survey (third year running) – Global Custodian magazine

Open Architecture Giving You the Best of Breed Products and Solutions

Equities

- Australian Equities
- Global Equities: Direct Execution on 42 Exchanges
- Seperately Managed Accounts (SMA)
- Global and Domestic Equity IPOs and Placements
- Equity Accumulator / Decumulator
- OTC Equity Options
- Equity Swaps

Managed Funds

- Exchange Traded Funds
- Closed-end Funds
- Global Mutual Funds
- Multi-Asset Funds
- Fund of Funds

FX

- Spot
- Forward
- NDF
- Swap
- FX Vanilla Options
- FX Exotic Options
- FX Accumulator / Decumulator / TARF

Alternate Investments

- Hedge Funds
- Private Equity Funds
- Customised Multi-Strategy Solutions

Commodities

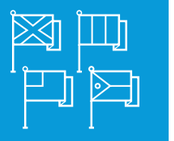
- Gold / Silver / Platinum / Precious Metal Options
- Gold / Silver / Platinum / Precious Metal Forwards

Cash

- Multi-currency deposits

Structured Products

- Customised Solutions
- Equity Linked Notes
- Dual Currency Notes
- Range Accrual Notes
- Fixed Coupon Notes
- Fixed Income Notes – Vanilla
- Fixed Income Notes – Exotic
- Commodity Notes – Vanilla
- Commodity Notes – Exotic
- FX Linked Notes – Vanilla
- FX Linked Notes – Exotic
- Hybrid – Rates + FX
- Hybrid – Equity + FX
- Gold Accumulator / Decumulator
- Delta One Warrants



Derivatives

- Asia / EU Listed Options
- Asia / EU Listed Futures
- US Listed Options
- Equity Swaps
- OTC Equity Options

Fixed Income

- Fixed Income Primary Issues
- Corp / Government Bonds
- Interest Rate Swaps
- Commercial Paper
- Fixed Income Mutual Funds (Global)
- Certificate of Deposit

An Abundance of Choice

PWM's abundance of choice is balanced by sophisticated reporting that allows you to track and manage your investments. Your Morgan Stanley financial adviser will guide you through the vast array of investment options and help you construct a portfolio focused on achieving your goals.

Domestic equities listed on the ASX

International equities listed on **42** global exchanges

Separately Managed Accounts (SMAs)

Global initial public offerings (IPOs)

Global fixed income (such as government, corporate and high yield)

Securities based lending across a range of asset classes and currencies

Global listed options

Multi currency lending capabilities

Foreign exchange including spots and forwards

Structured derivative investments

Commodity- linked products

Managed investments (such as mutual funds, hedge funds and private equity)

Over the counter derivatives

Tailored Solutions for Sophisticated Clients

For discerning clients seeking unique and compelling investment solutions, PWM offers a range of capabilities designed to deliver global opportunities.

Separately Managed Accounts (SMA)

Using an SMA, a professional manager makes day-to-day decisions regarding assets to buy or sell. While similar to a managed fund, an SMA combines the single-minded focus of a professional investment manager, but also gives you beneficial ownership of the underlying assets. It enables you and your adviser to focus on strategy, structuring and other important investment issues that can contribute significantly to your financial well-being. An SMA also provides you with greater flexibility and control than other forms of investing such as managed funds and exchange traded funds (ETFs).

By owning the underlying asset, you get benefits

- Portability - the ability to transfer your assets into or out of your SMA account. You could, for example, close your SMA account but choose to keep some of the shares it held.
- Access to income - all dividend and distribution income earned on the equities within your portfolio are paid directly into your account and you get the benefit of any associated franking credits.
- Transparency - you're able to view the actual securities you hold within your portfolio at any time by logging on to our secure portal.

Multi-currency Lending and Foreign Exchange

Through PWM you can access a wide range of multi-currency lending through standard and bespoke lending solutions. Our lending service covers a wide range of asset classes across an extensive list of global exchanges, at competitive global interest rates.

Foreign exchange products with short or long-term foreign exchange exposure are also available through our dedicated PWM foreign exchange trading desk, which has direct access to institutional traders giving us a distinct advantage as our fees are significantly less than major banks.

Structured Products

PWM offers tailored structured products, which can provide both diversification and a defined return profile, while also complementing your existing market exposure. This enables you to take advantage of prevailing market volatility or provide an effective hedge against this volatility with the added bonus of using a basket of stocks, mutual funds or ETFs as the core which the structure is built around. The structured product can also be levered if you have a higher risk appetite and you can also potentially receive income via a monthly coupon. Our structured products allow your adviser to create a tailored solution for you based on agreed parameters of your risk profile.

Systems and Reporting

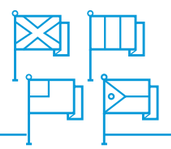
All clients receive a monthly statement with ad hoc account statements available for production upon request.

Available reports include:

Multi-currency reporting, including performance

Allocation analysis by asset class

Global access to online client website



Allocation analysis by currency

Cash statement

Cash statement with translation gain/loss

Income and expenses

Investment summary

Market value reconciliation

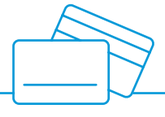
Performance summary

Performance summary by asset class

Portfolio valuation

Portfolio valuation by tax lot

Realised gains and losses



Schedule of transactions

Time weighted performance

Time weighted performance since inception

Australian tax reporting

OFFICES ACROSS AUSTRALIA

Sydney
Level 26,
Chifley Tower
1800 808 576

Melbourne
Level 14,
120 Collins Street
1800 804 697

Adelaide
Level 4,
2 King William Street
1800 812 298

Brisbane
Level 34,
71 Eagle Street
1800 777 602

Perth
Level 11,
Exchange Tower
1800 065 117

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