

Morgan Stanley

An 'Integrated MS' Approach for RIAs

The **Morgan Stanley Advisor Solutions Team (MSAS)** within the Institutional Equity Division (IED) provides **best in class service** that reflects the Firm's commitment to thought leadership, innovative solutions, and cutting-edge strategies while offering Registered Investment Advisors (RIAs) the flexibility to hold collateral at third-party custodians.

Morgan Stanley is a global leader in capital markets, delivering content and providing clients around the world with top-tier investment and portfolio solutions. MSAS aims to deliver these institutional products and services to RIAs and Family Offices.

Flexibility: Through strategic distribution partnerships and leading custodial providers, MSAS will work with clients to comprehensively address portfolio needs while allowing RIAs and Family Offices the flexibility to **maintain assets at their respective custodians**.

Customization: The Firm takes an **'Integrated MS'** approach with clients providing bespoke strategies for their portfolios, with an emphasis on risk management, alpha generation, and institutional products and services access.

Connectivity & Collaboration: MSAS collaborates closely with different areas of the Firm, positioning ourselves as your premier resource for all of your portfolio requirements.

Integrated MS Product Suite



Structured Investments - Morgan Stanley Structured Investments provides clients with the opportunity to **gain exposure to a variety of underlying assets** with defined outcomes, designed to help mitigate risks and **deliver outperformance** relative to a direct investment in the underlying asset. By partnering with MSAS, clients have the opportunity to curate customized and tailored products that align with their unique investment objectives such as **income generation, full or partial principal protection, and enhanced growth**.

Hedging & Monetization for Concentrated Stock Positions — Our suite of Hedging & Monetization strategies can help clients holding lower cost basis concentrated equity positions in their portfolios by providing tailored solutions that could hedge downside risk, allow for continued upside appreciation to a cap, as well as monetize equity positions in a tax-efficient manner. Working with MSAS, **clients have the opportunity to hedge concentrated stock positions** via Variable Prepaid Forwards, Costless Collars, Covered Call Overwriting and other tactical strategies without requiring the immediate sale of the concentrated holdings.



Customized Solutions — Partnering with MSAS unlocks access to custom indices and quantitative investment strategies more commonly utilized by institutional clients, such as hedge funds and asset managers. Our offerings include **proprietary indices, customized thematic baskets, and ETF Curation** with various objectives which are available through both structured investments and warrant vehicles. Clients can also gain access to premier thought leadership via the IED Sales & Trading **Thematic Investment Strategies (TIS) team** and **Morgan Stanley's Research Portal**.

Other 'Integrated MS' Offerings - MSAS collaborates with multiple teams across both IED and the broader Firm to deliver an expansive product and service suite to meet clients' financial objectives. Clients can gain access to **best-in-class sales and trading execution, Investment Banking products, Securities-Based Lending, and Alternative Investments** offered by Morgan Stanley Investment Management.



If you are interested in learning more about how the Advisor Solutions Team can work with you on customized solutions for your portfolio, please reach out:

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