Morgan Stanley

The BBTD Group at Morgan Stanley

Advisers in Global Wealth Strategies and Portfolio Management

Your financial success will always be our priority

The BBTD Group are dedicated to their clients. Their focus is to provide financial advice founded on a culture of excellence, driven by global insight and devoted to helping clients grow and preserve their wealth.

The BBTD Group at Morgan Stanley

Truly personal service

The BBTD Group understand the importance of building a relationship that reflects your personal needs, preferences and aspirations. The BBTD Group will strive to deliver results that meet your goals by utilising Morgan Stanley's resources in a way that helps you achieve your investment objectives.

Confidence that comes from experience

In an environment of constant change, demonstrated strength and stability are valuable assets. Morgan Stanley globally has successfully navigated more than 85 years of market cycles, continually gaining new experience, perspective and confidence.

Clarity through simplicity

The BBTD Group simplify financial complexity to help you achieve clarity and control. They will work through the complexity of your personal circumstances and the abundance of investment opportunities available to you and provide you with financial advice that is simple, clear and targeted to your individual circumstances.

Simplicity is empowering and inspires confidence.

Success built on shared values

The BBTD Group are committed to maintaining the principles that have placed Morgan Stanley at the forefront of financial markets since 1935. They will help you align your investment strategy with the values that have shaped your life and constitute the core of your legacy.

Global resources

Whatever your financial goals are, and however you prefer to pursue them, the BBTD Group and Morgan Stanley offers you flexibility, capability and insight to help you achieve them. You can benefit from access to the strategic and tactical views of our seasoned and respected investment professionals.

The BBTD Group

We aim to set our clients on a clear financial path. Our strategic advice is created using a collaborative approach that applies the collective knowledge and experience of every team member. We use specialist insights to implement tailored investment opportunities that drive specific investment outcomes for our clients.

To achieve the right balance between capital growth and capital protection, we focus on establishing a complete understanding of our client's personal and financial circumstances, an understanding that can only be uncovered through a truly personal relationship built on trust.

You have meaningful goals. The BBTD Group can help you achieve them.

Nick Batrouney, Stephanie Stavridis, Arjang Taylor, Darren Harris, Lily Shea, Andrew Durakovic, Chad Brendish.

The BBTD Group

Nick Batrouney

Executive Director
Financial Adviser
Phone: +61 3 9188 2334
Nick.Batrouney@morganstanley.com

Nick is an Executive Director at Morgan Stanley with extensive experience in managing investments for Not-For-Profits, Charities, High Net Worth Individuals and Super Funds for more than 28 years.

He provides full asset allocation advice including multi-asset, multi-currency product solutions. Nick focuses on domestic and global equity portfolio construction with an ethical and sustainable investment overlay. This allows him to construct tailored portfolios for clients using direct investments and other complex instruments. As a member of the Morgan Stanley Philanthropy Committee and the Morgan Stanley Advisory Council, Nick promotes and embodies Morgan Stanley's focus on Giving Back to the community and assisting the NFP sector.

Bachelor of Economics | ASIC Accredited Derivatives Adviser (level II) | Authorised to trade global equities

Chad Brendish, CFP

Executive Director
Financial Adviser
Phone: +61 3 9188 2290
Chad.Brendish@morganstanley.com

Chad specialises in strategic financial planning and investment advice. He has worked within the financial services industry for over 30 years.

Chad's focus is on portfolio construction and investment management. Chad also specialises in self-managed superannuation funds and provides BBTD clients with strategic advice to help them reach their financial goals.

Chad is also heavily involved in helping not-for-profit groups, charities and foundations formulate sound investment policies and strategies to manage their funds effectively.

Certified Financial Planner | ASIC Accredited Derivatives Adviser (level II) | Member of the Morgan Stanley Superannuation Policy Committee | Authorised to trade global equities

Arjang Taylor

Senior Vice President
Financial Adviser
Phone: +61 3 9188 2339
Arjang.Taylor@morganstanley.com

Arjang has more than 20 years' global experience in investment management.

Arjang specialises in tailoring multi asset class investment solutions for BBT clients. He honed his research and analysis skill set in London and applies these to the portfolios of BBT's high net worth investors and not-for-profit groups.

BA in Finance (Honours) | Member of the Association of Chartered Certified Accountants | Member of the Chartered Institute for Securities & Investment (UK) | Member of the Morgan Stanley Financial Adviser Council | ASIC Accredited Derivatives Adviser | Authorised to trade global equities

Nick, Chad and Arjang were all recognised by Barron's on their list of Australia's Top 100 Financial Advisers in 2019, 2020, 2021, 2022 and 2023.

Andrew Durakovic

Director
Phone: +61 3 9188 2306
Andrew.Durakovic@
morganstanley.com

Andrew joined Morgan Stanley in 2013 as a member of the BBTD Group. With a strong analytical background in Science and Engineering, Andrew focuses on portfolio management and modeling, trade execution and investment structuring.

Andrew also ensures portfolio reporting is tailored specifically to client requirements, ensuring client's portfolios are managed to the highest standard.

Bachelor of Science, University of Melbourne | ASIC Accredited Derivatives Adviser | Completed accreditation in Superannuation and Margin Lending with the Stockbrokers Association of Australia | Member of the Indigenous Engagement Working Group

Stephanie Stavridis

Client Service Manager
Phone: +61 3 9188 2040
Stephanie.Stavridis@
morganstanley.com

Stephanie serves as the Administration Manager for The BBTD Group at Morgan Stanley. With over 20 years of experience in roles across both Australian and Global Financial Service organisations, Stephanie excels in streamlining operations and ensuring seamless coordination within the team. Stephanie assists in the overall support of The BBTD Group, specialising in delivering an exceptional level of administration and operational service with an unwavering commitment to help our valued clients reach their goals and objectives.

Stephanie is currently completing her Graduate Certificate in Financial Planning

Darren Harris

Associate
Phone: +61 3 9188 2024
Darren.Harris@
morganstanley.com

Darren joined the BBTD Group at Morgan Stanley in 2021 following the completion of his Master's degree.

Darren's role within the team is to support administrative capabilities and to streamline processes to ensure clients receive accurate and timely information about their investments. Previous to his employment at Morgan Stanley, Darren held a role in client services at the Bank of Melbourne.

Master of Statistics and Operations Research, Royal Melbourne Institute of Technology | Bachelor of Science, University of Melbourne | Graduate Certificate of Finance, University of NSW

Lily Shea

Analyst
Phone: +61 3 9188 2388
Lily.Shea@morganstanley.com

Lily joined the BBTD Group at Morgan Stanley in 2022. She has completed a Bachelor of Commerce and is currently undertaking further industry studies. Lily provides support to the team and financial advisers through client onboarding and account maintenance, portfolio reporting, fund transfers and transactions support. With a passion for not-for-profit groups and philanthropy, Lily is excited to be part of a team that is focused on helping these organisations grow and protect their wealth.

Bachelor of Commerce (Finance and Marketing), University of Melbourne

Global Strength

Morgan Stanley has a global presence, with offices and employees around the world, which means we are well-positioned to address the increasingly global needs of our clients.

Morgan Stanley was founded in 1935. Today, it is one of the world's largest private wealth organisations

82,000 employees across more than 40 countries

16,000 financial advisers

$US5.1 trillion in wealth management client assets

Best Integrated Platform, Asia Pacific Ultra High Net Worth – Asian Private Banker Awards of Distinction 2023

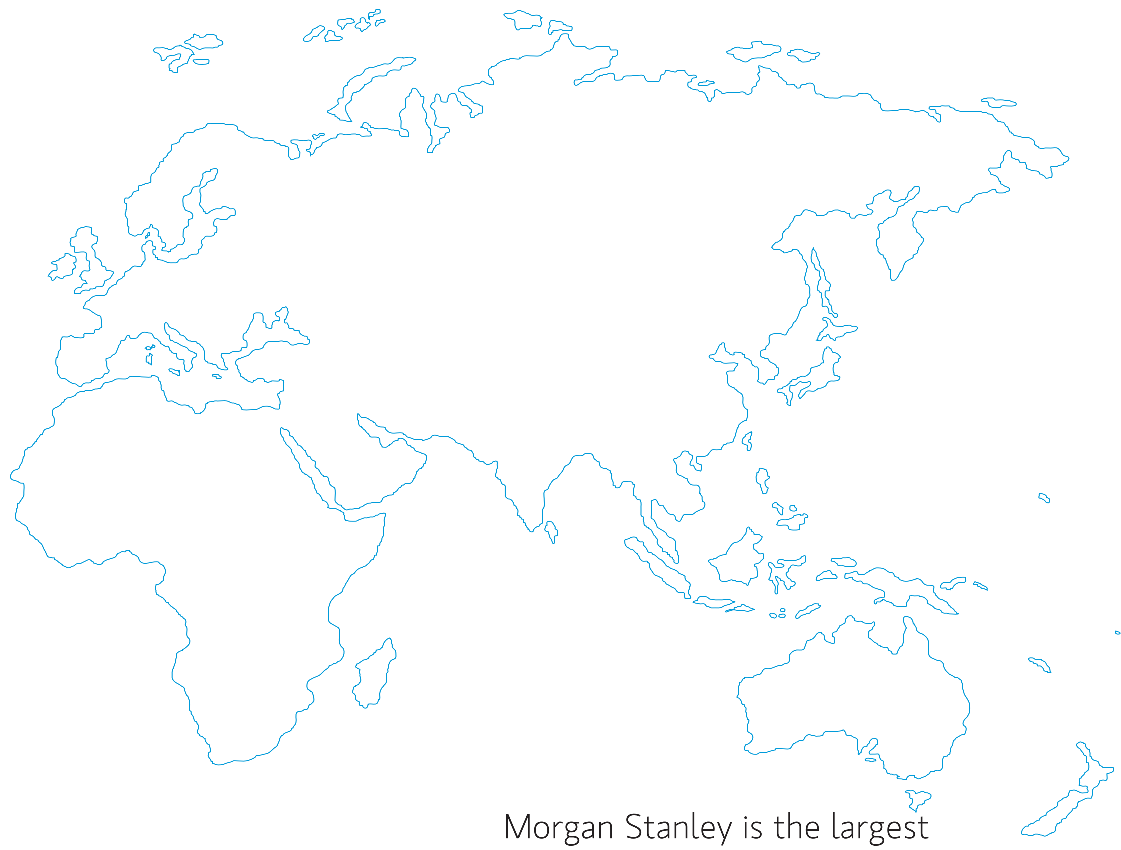
Asia's Best Bank for Advisory 2024 - Euromoney

Number 1 in the 2024 Institutional Investor All-Asia Research Team survey

One of the world's strongest investment organisations stands behind the BBTD Group.

Local Expertise

In Australia, Morgan Stanley's focus is on providing individuals and institutions with strategic advice and then helping implement these strategies through quality investment execution.



Morgan Stanley is the largest global wealth manager in Australia:

- Five offices
- 500+ employees nationally
- 80 advisers
- A$41 billion in wealth management client assets
- A$3 billion managed for not-for-profit clients.
- 19 Financial Advisers on Barron's Top 100 Financial Advisers List 2023.

Figures as at August 2024

Investment Advisory Overview

Financial advice steeped in local experience and expertise, backed by global reach and resources.

The BBTD Group at Morgan Stanley has a long history of providing advisory solutions to clients.

Leveraging resources from across the firm, the BBTD Group provides sophisticated global wealth management advice to clients with a personalised and local perspective.

Your achievements reflect substantial effort, and the BBTD Group will work just as hard on your behalf, committing their experience and skills to helping you achieve your individual goals.

DEDICATED TEAM

The BBTD Group is backed by local research analysts who use Morgan Stanley's global resources to guide investment manager selection for the firm's investment advisory platform

CLIENT FOCUS

Globally, Morgan Stanley has more than 85 years of experience advising clients on portfolio solutions

PROCESS-DRIVEN APPROACH

Morgan Stanley seeks quality managers and strategies with the goal of optimising portfolio return potential in various market environments

EXTENSIVE ANALYSIS

Third-party manager due diligence, including comprehensive quantitative and qualitative tools used for all manager assessments

INDUSTRY LEADERSHIP

Product innovation tailored to clients' needs

ACCESS

Unique Separately Managed Accounts and investment offerings which are only available to Morgan Stanley clients

INSIGHTS

Utilising the firm's Global Investment Committee (GIC) to integrate asset allocation and thought leadership into advisory programs

COLLABORATION

Benefits of working collaboratively include a knowledgeable and accessible source of advice, and coordination with tax and legal advisers for your unique situation

Disciplined Advice Process

The BBTD Group work closely with you to understand your needs while maintaining the focus and discipline necessary to guide your portfolio through the most challenging market cycles.

DISCOVER

We meet with you to help develop an investment strategy based on your specific goals, time horizon, liquidity needs and tolerance for risk and volatility as outlined in your investment or board policy statement.

PLAN

Based on the information gathered, we will present an investment plan, including an asset allocation model designed to achieve desired return outcomes within specified risk parameters.

IMPLEMENT

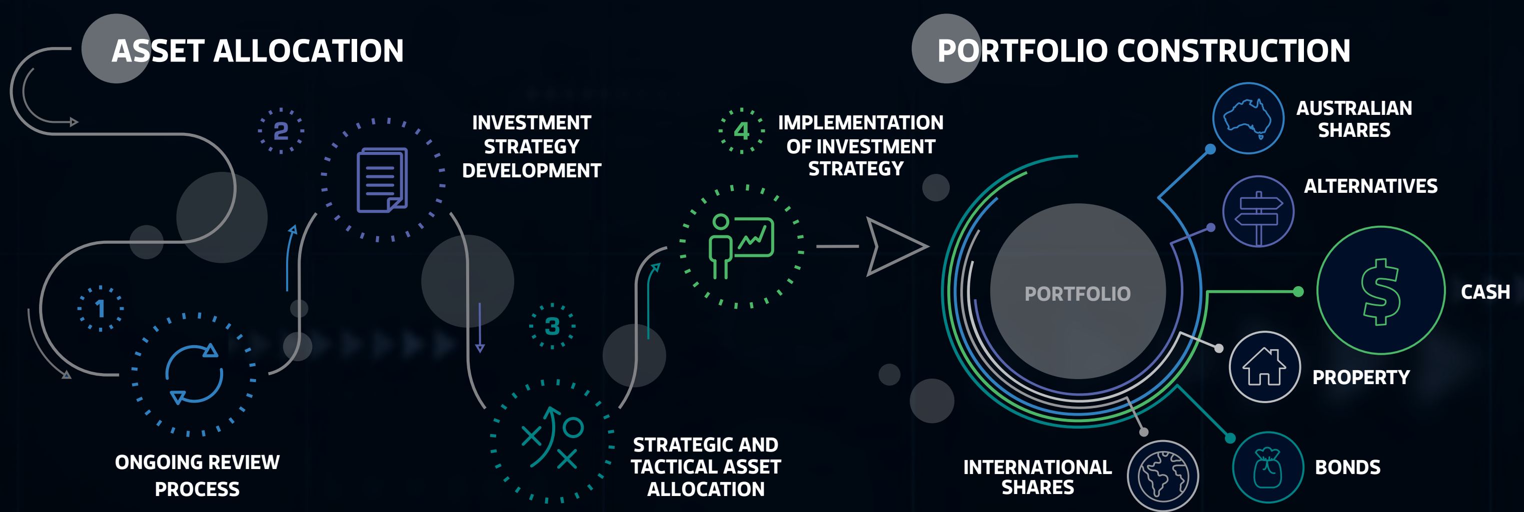
We help you implement your asset allocation by selecting appropriate investments and constructing a properly diversified portfolio.

REVIEW

We report on your investment performance and provide regular advice on adjustments to address changing circumstances and conditions.

Asset Allocation and Portfolio Construction

We adhere to a strict portfolio construction methodology, which is founded in a deep understanding of client needs, emphasises the importance of asset allocation, incorporates insight from a broad range of sources, both proprietary and external, and is acutely aware of the importance of risk management.



Asset allocation is one of the most important determinants of portfolio performance over the long term and we devote a significant amount of intellectual capital to the process.

Our local research team includes an asset allocation specialist who is responsible for taking the broader insights delivered by Morgan Stanley's global strategists and economists and applying them to Australian market conditions and investors.

There are two key components of our asset allocation strategy:

- **STRATEGIC ASSET ALLOCATION (SAA)** takes a longer term view of asset class risk and return characteristics with the objective of meeting clients' risk tolerances and return goals. We conduct a formal review of our SAA every three years.
- **TACTICAL ASSET ALLOCATION (TAA)** seeks to exploit short term opportunities within asset classes to add additional value above that of the rest of the market. Our TAA review is updated regularly through the year to reflect changing market conditions.

To ensure consistency and comparability, a common research-evaluation framework is applied to all investment products, looking beyond past performance and focusing on understanding qualitative factors, including macroeconomic conditions as well as company specific metrics that can influence future results.

External investment managers are not charged for inclusion in any platforms and our wealth management research is not sold or made available to any other firm.

Capabilities

With diverse skills, knowledge and backgrounds, the BBTD Group is able to assist their clients with a wide range of investment related issues.

Global Multi Asset Class Investment Advice

Backed by the global resources of Morgan Stanley, the BBTD Group is able to provide advice on all major asset classes across all significant markets and economies.

Bespoke Investment Solutions

Morgan Stanley provides access to a wide range of investment options, allowing the BBTD Group to customise your portfolio to your specific needs. The BBTD Group are able to use a variety of investment options depending on your circumstances, aimed to both grow and protect your wealth.

Trade Execution

When buying and selling assets on markets globally, the expertise of your service provider can make a measurable difference. Morgan Stanley uses proprietary infrastructure built for institutional clients – infrastructure that is widely considered among the best available.

Superannuation

Superannuation is an important element of your investment strategy. Investment advice is important in helping you make the right decisions with your superannuation fund in a complex environment.

Portfolio Management

The BBTD group specialises in portfolio management, where they look after your investments within a sophisticated framework that includes asset class parameters, the industry sector and individual security concentration limits.

NFP Advice

Morgan Stanley manages more than $2.5 billion across Australia for NFP organisations and charities. The BBTD Group has 20+ years' experience advising and managing assets for the NFP sector.

Open Architecture

Giving You the Best of Breed Products and Solutions

Cash - Cash Management Accounts

Macquarie | ANZ | Citibank

Term Deposits

ANZ | Adelaide Bank | BankWest | Citibank | Investec | NAB | Suncorp Bank | Westpac

Multi-currency services for settlement of international transactions

Equity, Bonds and Related Investments - Advice and Execution

- Domestic & Global Equities
- ETOs – Domestic and Global
- Model Portfolios – Domestic & Global
- Exchange Traded Funds
- Government Bonds
- Corporate Bonds – Investment & Non-Investment

IPOs and share placements – domestic and international trading/ opportunistic ideas

Foreign Exchange and commodities- Advice and Execution

Foreign Exchange

- Spot/Forward
- Dual Currency Investments

Commodities

- Commodity Options/Forwards
- Commodity ETFs

Alternative Assets - Morgan Stanley and External Manager Funds (In-House and Third Party)

- Hedge Funds
- Private Equity Funds
- Real Estate Funds
- Infrastructure Funds
- Private Investments
- Venture Capital Funds
- Early Stage Funds
- Investment Thematics

Lending Options & Structured Products

Securities based Margin Lending in;

- Multiple Asset Classes
- Global Exchanges
- Multiple currencies

Single Stock Lending

- Concentrated positions
- Executive ownership strategies

Structured Products

- Fixed Coupon Notes
- Accumulate/Decumulate
- Exotic OTC Derivatives

- Hedging Strategies and Risk Management Solutions
- Equity, Fixed Income, FX, Futures and Commodity Linked Structured
- Products and Derivatives (listed and Over-the-Counter (OTC))

Tailored Solutions

The BBTD Group has access to a broad range of investment solutions which can be utilised in the creation of an investment strategy that reflects your personal risk profile and investment objectives.

Separately Managed Accounts (SMA)

Within an SMA, a professional investment manager makes day-to-day decisions regarding which 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's the advantages of beneficial ownership – particularly portability, access to income and transparency – which the BBTD Group believes make SMAs a compelling proposition for suitable clients.

Multi-Currency Lending and Foreign Exchange

Through Morgan Stanley's Private Wealth Management (PWM) platform[1] you can access a wide range of multi-currency lending through standard and bespoke lending solutions. Morgan Stanley's 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 the Firm's dedicated PWM Foreign Exchange trading desk, which has direct access to competitive institutional rates.

Investment-Linked Products

PWM[1] also offers access to investment-linked products – a broad set of products which can be used to deliver varying outcomes. They can be structured to enhance returns, protect against downside risk, or some combination of the two. These products are generally linked to fixed income or equity; direct assets or managed funds.

With the right guidance, investment-linked products can be a strategic addition to a diversified portfolio. They are not, however, suitable for all investors.

Prior to making recommendations for these and any other financial products or solutions, the BBTD Group carefully analyse the needs of their clients to ensure they recommend appropriate products and structures that will deliver the right risk and return profile for their individual needs.

[1] PWM is available to clients who meet the definition of a sophisticated or wholesale investor under the Corporations Act.

Investment Policy Statements

The BBTD Group can help clients tailor an Investment Policy Statement which formally documents how their investment objectives are to be achieved.

Your Investment Policy Statement

It is important to establish an investment policy statement in order to provide structure to the decision making process.

Today's increasingly complex investment landscape places significant pressure on the fiduciaries overseeing the investment pools of charities, endowments and foundations. Many are not only re-examining their current investment decision making practises, but also looking to ensure that those practises allow for enough flexibility in implementation to maximise the likelihood of investment success. Recognising the increasing importance of the investment portfolio success to the needs of the broader organisation, more fiduciaries are taking a holistic view, spending as much time on issues such as risk management, good governance and spending policy as on asset allocation and investment strategy. A clearly articulated investment policy statement serves as the foundation of an integrated and aligned oversight process.

What an Investment Policy Statement is

An investment policy statement is a client-specific document designed to address the objectives, constraints, unique circumstances and overall oversight procedures that govern investment-related activities within the investment programs of the organisation. A good investment policy statement will clearly define the responsibilities of all parties involved including: the trustees, the investment committee, the investment adviser, and the custodian. It will present the portfolio's financial objectives within the context of how much risk the trustees are willing and able to bear. A well written investment policy statement will typically address the following subjects:

- Purpose and scope
- Definition and duties
- Objectives
- Strategic asset allocation framework
- Rebalancing and spending policy
- Values Alignment
- Environmental, Social and Governance (ESG)

How We Can Help

Having a well-defined and clearly articulated investment policy statement is vital in today's investment landscape. It fills a vital role in helping to lay the foundation for your overall governance structure and ensures that all fiduciaries are fulfilling their obligations, resulting in an increased probability that you will successfully meet your objectives. Our team has extensive experience working with clients to tailor an investment policy statement to their organisation's philosophy, ethics and objectives.

Systems and Reports

Morgan Stanley has invested heavily in leading proprietary technology solutions to provide our clients with the tools they need to reliably and efficiently monitor and manage investment portfolios.

Morgan Stanley's reporting facilities are part of our comprehensive offering that consolidates all of your investments. Portfolio reports are updated daily, and can be accessed via a secure website at any time. Reports include:

- Multi-currency reporting, including performance
- Allocation analysis by asset class
- Global access to online client website
- Income and expenses
- Investment summary
- Market value reconciliation
- Daily time weight performance
- Realised gains and losses
- Schedule of transactions
- Allocation analysis by currency
- Cash statement
- Cash statement with translation gain/loss
- Performance summary
- Performance summary by asset class
- Portfolio valuation
- Time weighted performance
- Time weighted performance since inception
- Australian income breakdown (franking)
- Detailed performance reporting
- Attribution analysis

Online Access

Our website serves as a convenient resource. Stakeholders can securely access relevant account information, find research from Morgan Stanley and our affiliates in addition to viewing and downloading account information on-demand.

The Morgan Stanley Private Wealth Management (PWM) Australia mobile app makes it easy for you to stay in touch with your investment holdings, portfolio performance and our world-class research.

Core Values

We believe capital can work to benefit all of society. We make this belief a reality by focusing on four key elements that comprise the core values of our firm:

DO THE RIGHT THING

- Act with integrity
- Think like an owner to create long-term shareholder value
- Value and reward honesty and character

PUT CLIENTS FIRST

- Keep the client's interests first
- Work with colleagues to deliver the best of the Firm to every client
- Listen to what the client is saying and needs

LEAD WITH EXCEPTIONAL IDEAS

- Win by breaking new ground
- Leverage different perspectives to gain new insight
- Drive innovation
- Be vigilant about what we can do better

COMMIT TO DIVERSITY AND INCLUSION

- Value individual and cultural differences as a defining strength
- Champion an environment where all employees feel a sense of belonging—are heard, seen and respected
- Expect everyone to challenge behaviour counter to our culture of inclusion
- Attract, develop and retain talent reflecting the full diversity of society

GIVE BACK

- Serve our communities generously with our expertise, time and money
- Build a better firm for the future by contributing to our culture
- Develop our talent through mentoring and sponsorship

Giving Back

Morgan Stanley globally has a long history of giving back.

In 2023, Morgan Stanley, together with employees, the Morgan Stanley Foundation and the Morgan Stanley International Foundation donated US$160 million to organisations making a difference in our communities.

Global Volunteer Month (GVM) is Morgan Stanley's annual corporate volunteer program that brings the firm together to demonstrate our deep and longstanding commitment to serving those in need. Highlights from GVM include:

- In 2024, over 64,000 employees across 36 countries devoted nearly 300,000 hours to thousands of volunteer projects.
- Over $160 million donated by Morgan Stanley, its foundations and employees in 2023
- 3.1 million hours employees have volunteered during Global Volunteer Month since 2006
- Over 3.7 million people reached by the Morgan Stanley Alliance for Childrens Mental Health since its launch in 2020
- 159,000 hours of service volunteered through our Strategy Challenge pro bono program since 2009

Begin your journey with us

The BBTD Group will be at the centre of your relationship with Morgan Stanley and will work with you to achieve your goals.

Level 43, 101 Collins Street, Melbourne
Email bbtd@ms.com
Website www.adviser.morganstanley.com.au/bbtd

Chad Brendish	+61 3 9188 2290
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Offices across Australia

Melbourne
Level 43,
101 Collins Street

Sydney
Level 26,
2 Chifley Square

Adelaide
Level 4,
2 King William Street

Perth
Level 18,
2 The Esplanade

Brisbane
Level 24,
71 Eagle Street

www.adviser.morganstanley.com.au/bbtd