

# Form ADV Wrap Fee Program Brochure Morgan Stanley Smith Barney LLC

Consulting Group Advisor Program

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**This Wrap Fee Program Brochure provides information about the qualifications and business practices of Morgan Stanley Smith Barney LLC (“MSWM”). If you have any questions about the contents of this Brochure, please contact us at (914) 225-1000. The information in this Brochure has not been approved or verified by the United States Securities and Exchange Commission (“SEC”) or by any state securities authority.**

**Additional information about MSWM also is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov). Registration with the SEC does not imply a certain level of skill or training.**

## Item 2: Material Changes

This section identifies and discusses material changes to the ADV Brochure since the version of this Brochure dated March 29, 2018. For more details on any particular matter, please see the item in this ADV Brochure referred to in the summary below.

### Maximum Fee

As of October 1, 2018, the maximum annual MSWM Fee for the CGA program is 2.0% (Item 4.A).

### Proxy Voting

Your proxy voting options have changed. Morgan Stanley will no longer agree to assume any proxy voting authority. For further information, please see Item 6 C.

### Changes to the way Fees are calculated:

Effective on or about December 1, 2019, your Fees will be calculated as follows:

- Fees will generally be charged monthly in advance instead of quarterly.
- There will no longer be mid-period fee adjustments during any billing period for withdrawals or deposits.
- There will no longer be a minimum annual MSWM Fee for CGA accounts.

For additional information regarding these changes, please see Item 4.A, Fees.

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## Item 4: Services, Fees and Compensation

Morgan Stanley Smith Barney LLC (“Morgan Stanley Wealth Management,” “MSWM,” “we,” “us” or “our”) is a registered investment adviser and a registered broker-dealer. MSWM is one of the largest financial services firms in the United States with branch offices in all 50 states and the District of Columbia.

MSWM offers clients (“client,” “you” or “your”) many different advisory programs. Many of MSWM’s advisory services are provided by its Consulting Group (“CG”) business unit. You may obtain ADV Brochures for other MSWM investment advisory programs at [www.morganstanley.com/adv](http://www.morganstanley.com/adv) or by asking your Financial Advisor or, for Morgan Stanley Private Wealth Management clients, your Private Wealth Advisor. Throughout the rest of this Brochure, “Financial Advisor” means either your Financial Advisor or your Private Wealth Advisor, as applicable.

We reasonably expect to provide services as a “fiduciary” (as that term is defined in Section 3(21)(A) of the Employee Retirement Income Security Act of 1974, as amended (“ERISA”) and/or Section 4975 of the Internal Revenue Code of 1986, as amended (the “Code”)), with respect to “Retirement Accounts”. For purposes of this Brochure (including the Exhibit), the term “Retirement Account” will be used to cover (i) “employee benefit plans” (as defined under Section 3(3) of ERISA), which include pension, defined contribution, profit-sharing and welfare plans sponsored by private employers, as well as similar arrangements sponsored by governmental or other public employers, which arrangements are generally not subject to ERISA; (ii) individual retirement accounts or “IRAs” (as described in Section 4975 of the Code); and (iii) Coverdell Educational Savings Accounts (“CESAs”).

All clients’ assets are custodied at MSWM (except for “sweep” assets custodied at the Sweep Banks (as defined in Item 4.C below) pursuant to the Bank Deposit Program)). *Please see Item 4.C (Services, Fees and Compensation -- Additional Fees – Cash Sweeps) below, for more information.*

### A. General Description of the Program and Services

CG administers and oversees the Consulting Group Advisor (“CGA”) program as discussed below. This section then discusses various general matters applying to this program.

#### Consulting Group Advisor Program

CGA is an investment advisory program designed to assist you in devising and implementing a reasoned, systematic, long-term investment strategy tailored to your financial circumstances. CGA assists clients in evaluating their investment objectives and risk tolerances and enables them to invest in a broad array of eligible assets. CGA is a non-discretionary investment program in which all investment decisions are made by you, other than the investment of free credit balances and the conversion of mutual fund shares to shares of a different share class as discussed below. **Neither MSWM nor any affiliated entity has any investment**

**discretion over your CGA account.**

**Investment Process.** MSWM shall assist with the review and evaluation of your investment objectives, financial goals and risk tolerances based on an investment questionnaire (the “Investment Questionnaire”) that you (or your Financial Advisor acting upon your instructions) must complete to reflect your individual situation. In reviewing your suitability, MSWM may consider your assets at MSWM outside the CGA account that you have designated for analysis, but MSWM will not act as investment adviser with respect to such assets that are brokerage assets.

Based on the Investment Questionnaire and your investor profile, MSWM will prepare asset allocation and other recommendation for you, with investment concepts that are consistent with your investment objectives and may provide specific advice about implementing investment decisions, which cover a spectrum of investments. In the event that you notify MSWM in writing or orally of a change in your investment suitability and objectives, MSWM may revise your asset allocation, and if necessary, suggest rebalancing of the CGA account’s asset allocation in accordance with the updated information and CGA program investment guidelines described below. You may contact MSWM at any time to obtain additional information or to give further instructions with respect to the asset allocation of your account.

If you request any change to the account, and subsequent account statements or other communications indicate that the requested change has not been implemented, you should promptly notify your Financial Advisor.

**Investment Services.** MSWM shall periodically provide you with investment advice, which may include recommendations regarding investing in available eligible assets in a manner consistent with your investment objectives, subject to investment guidelines described below, and pursuant to your consent, which shall be obtained prior to each transaction, in order to accept transactions in the CGA account.

The investment guidelines specify the types of securities eligible for investment in the CGA program account and percentage limitations on account holdings in certain types of investments, including allocations to cash and cash equivalents. The guidelines also specify diversification requirements (across industry sectors and asset classes). At the CGA program management’s discretion, certain Financial Advisors have greater latitude in recommending securities and diversification. Therefore, the availability of investment strategies and securities and the applicability of investment limitations varies depending on your Financial Advisor. You should consult with your Financial Advisor for more information on the CGA program’s investment guidelines, the Financial Advisor’s approach to investing, available investment strategies and eligible assets types. Depending on the investment strategy the Financial Advisor uses, investments may include equity and debt securities, and cash and cash equivalents. Where approved, Financial Advisors may use certain option strategies, such as covered call writing and protective put buying. Investments may also include shares of eligible closed-end funds, open-end funds (“Mutual Funds”) and exchange traded funds (“ETFs,” and collectively, the “Funds”).

MSWM offers a variety of Mutual Funds and generally reviews and considers factors such as the number and variety of funds offered; length of track record and historic appeal to MSWM clients and Financial Advisors; performance of the funds offered; size of assets under management; and level of interest and demand among clients and Financial Advisors.

MSWM offers a variety of variable annuities and generally reviews and considers factors such as the financial condition and the ownership structure of the issuing insurance company, the product's design and its features with a focus on cost and suitability, and the level of interest and demand among clients and Financial Advisors.

Financial Advisors are prohibited from using certain investments or investment strategies in CGA accounts, including, but not limited to, commodities, futures, short sales, partnerships, derivatives, and certain securities on MSWM's restricted list. Your Financial Advisor may make investment decisions that are contrary to research ratings issued by Morgan Stanley research.

On occasion, the CGA program's investment guidelines may require a Financial Advisor to recommend the sale of certain securities from client accounts. Although these sales of securities may result in capital gains or losses and thus in additional taxes and/or tax reporting for you, these tax consequences will not prevent us from recommending the sale of these securities in your account. The CGA program investment guidelines are subject to change without notice. You should consult with your Financial Advisor for further details.

Morgan Stanley reserves the right to change the definition of assets eligible for investment in the CGA program at any time and with notice to you, and to decline to include any security for any reason in your CGA account. Any such addition or deletion of eligible assets may change the amount of your fee and any asset in your CGA account may be or become subject to the fee.

**Plan Review.** Generally, your Financial Advisor will contact you at least annually to review your account ("Plan Review") to help ensure that it remains within appropriate asset allocation parameters. The Plan Review may be waived at the discretion of CGA program management in certain limited circumstances. If you have elected for your Financial Advisor to create a portfolio ("Client Portfolio") that includes your CGA account, your related MSWM accounts (including your MSWM brokerage accounts) and assets outside MSWM that you have designated for the Client Portfolio, your Plan Review will be replaced by a periodic client summary review of your Client Portfolio. See "Trade Confirmations, Account Statements and Performance Reviews" below. Please contact your Financial Advisor for additional information.

Once the Fund or other investment product becomes an eligible asset for investment in the CGA program, we will include such Fund or other investment product in the Plan Review, periodic account reviews (as referenced below) and in the account asset value for purposes of calculating your fee, and shall provide the other services specified herein with respect to that Fund or other investment product.

### **Account Opening**

To enroll in the CGA program, you (or, in certain circumstances,

your Financial Advisor acting upon your instructions) must complete an Investment Questionnaire, and you must also enter into the MSWM Single Advisory Contract (the "Single Advisory Contract"). The Single Advisory Contract governs the terms of your existing and future investment advisory accounts and relationships with Morgan Stanley.

MSWM has discontinued use of the CGA client agreement for opening new CGA accounts (however, some existing CGA accounts may have been opened using the CGA client agreement). The CGA client agreement and the Single Advisory Contract shall be collectively referred to as the "Account Agreement".

You may also be required to execute a brokerage account agreement. All the terms of the Account Agreement and the brokerage agreement will set forth our mutual obligations regarding the investment advisory programs described in this Brochure.

### **Trading and Execution Services**

The services for your account also include execution services and you will not be charged separate brokerage commissions if you execute through MSWM or its affiliates. In general, transactions in your account should occur in connection with investment recommendations made by your Financial Advisor (which will take place only upon your approval). Generally, trade orders initiated by you and investments for which you are not seeking your Financial Advisor's advice should not be executed in this account. Below are some features that we offer in the program described in this Brochure.

**Principal Transactions.** For non-retirement clients with CGA accounts, MSWM and its affiliates may execute trades with respect to transactions executed for a client (e.g., selling a security to, or purchasing a security from, the client) while acting as principal for its own account. In addition to the program fee charged by MSWM, MSWM or its affiliates may also benefit from the transaction by receiving a mark-up or mark-down, underwriting fee or selling concession, as well as other incentives to execute transactions directly from the inventory of MSWM or its affiliates. This will result in MSWM or its affiliates realizing customary dealer profits or losses on the trades, and as a result, may present a potential conflict of interest. Any profit or loss on principal trades would be separate from or additional to, and would not reduce or otherwise offset, compensation received by MSWM under the program described in this Brochure. Prior to execution of a principal transaction, MSWM will obtain your consent to the transaction including all material terms thereof as required by law. Notwithstanding this conflict of interest, we will, at all times, seek the best execution reasonably available under the circumstances. In addition, we will disclose to you all material terms related to the transaction, to the extent required by law. You may revoke the authorization to effect principal transactions at any time either verbally or in writing by contacting your MSWM branch office manager. Prior to settlement of a principal transaction, in the event you revoke your consent or otherwise object to such transaction, you understand that MSWM may re-execute the transaction on an agency basis. If such transaction cannot be executed on an agency basis, MSWM will cancel the transaction at no additional cost to you.

## Other Features

**Limitations on Principal Transactions.** The types of securities that may be purchased or sold on a principal basis in your non-retirement account pursuant to the terms of the Account Agreement may change in the future and could become more limited. There will be no change to the securities that may be traded on an agency basis, pursuant to market availability. Your Financial Advisor can provide additional details.

**Agency Cross Transactions.** MSWM has the authority to effect “agency cross” transactions (i.e., transactions for which we, or one of our affiliates, act as broker for both the account and the counterparty to the transaction) for the account when so permitted by applicable law. We, or one of our affiliates, may receive compensation from the other party to such transaction, and thus, we may have a potentially conflicting division of loyalties and responsibilities. You may revoke the authorization to effect agency cross transactions at any time by providing MSWM with written notice as specified in the Account Agreement.

**Time and Price Discretion.** For the program described in this Brochure, MSWM and/or its affiliates can exercise limited discretion as to the price or time at which they can execute an order for a transaction in an account (“time and price discretion”), so long as such discretion is exercised on the same day that the order is given and is consistent with MSWM’s duty to seek the best execution reasonably available under the circumstances. In addition, MSWM and/or its affiliates may aggregate orders for the sale or purchase of securities in such accounts with orders for the same security for MSWM’s and/or its affiliates’ other clients (other than accounts of its employees or related persons) without prior authorization, if the transaction is effected on the same day in which the order is received, and is in accordance with law and with the obligation to seek the best execution reasonably available under the circumstances. In such cases, generally, each affected account in the aggregated transaction will be charged with the average price per share or unit and, when applicable, it’s pro rata share of any fees.

## Trade Confirmations, Account Statements and Performance Reviews

MSWM is the custodian and provides you with written confirmation of securities transactions, and account statements at least quarterly. You may also receive mutual fund, UIT and variable annuity prospectuses, where appropriate.

We will provide periodic reviews of your account. These reviews show how your account investments have performed, both on an absolute basis and on a relative basis compared to recognized indices (such as Standard & Poor’s indices). If your Financial Advisor created a Client Portfolio as described above, we will also provide periodic reviews of your Client Portfolio. You may access these reports through MSWM’s online account services site (“Morgan Stanley Online”). To access these reports in Morgan Stanley Online, go to <https://www.morganstanleyclientserv.com>, log on and select “Accounts”. If, however, you would like to receive these reports by mail, please call 1-888-454-3965.

**Cash Management Services.** As a client of MSWM, you may be able to select certain cash management services such as margin loans, ATM/Debit Cards and check writing which are offered by MSWM or its affiliates. These services are provided on a brokerage basis, are subject to separate agreements and have different eligibility requirements. MSWM will not act as your investment adviser with respect to the use of such services. Your ability to meet your investment objectives may be negatively affected by the use of checks and debit cards. For further information on any of these services, please refer to your account opening materials or contact your Financial Advisor.

**Check writing and ATM/Debit Cards.** The program described in this Brochure offers check writing and ATM/Debit card services. For additional information about these features and the fees associated with their use, please refer to your account opening materials and your brokerage account agreement.

**Margin Loans.** Margin loans are offered to eligible CGA clients. These margin loans enable clients to borrow money from MSWM against the value of qualifying securities in a CGA account to purchase securities. The securities in the CGA account serve as collateral for the margin loan. For additional details, please refer to the account opening materials and the Margin Disclosure Statement included therein.

**Dividend Reinvestment Program.** As a client of MSWM, you may be able to enroll in the Dividend Reinvestment Program at no additional fee. Please contact your Financial Advisor for more information and the current Dividend Reinvestment Program Terms and Conditions.

**Systematic Withdrawals/Deposits of Mutual Funds.** Systematic withdrawals/deposits of mutual funds may be available for your account. Please contact your Financial Advisor for more information.

## Risks

All trading in an account is at your risk. The value of the assets held in an account is subject to a variety of factors, such as the liquidity and volatility of the securities markets. Investment performance of any kind is not guaranteed, and MSWM’s or a Financial Advisor’s past performance with respect to other accounts does not predict future performance with respect to any particular account. In addition, certain investment strategies that Financial Advisors may use in the CGA program have specific risks, including those associated with investments in common stock, fixed income securities, American Depositary Receipts, Funds and the investments below. You should consult with your Financial Advisor regarding the specific risks associated with the investments in your account.

Neither MSWM nor its affiliates will have any responsibility for (i) your assets not in your MSWM account, or (ii) any act done or omitted on the part of any third party.

MSWM shall not be responsible for any misstatement or omission or for any loss attributable to such misstatement or omission contained in any Fund prospectus, fact sheet or any other disclosure document provided to us for distribution to

clients. You understand that the use of performance benchmarks in client reports or profiles is intended only for reference purposes, and we shall not be liable to you or to any third party for selecting any particular benchmark or for failing to meet or outperform any benchmark

***Risks Relating to ETFs.*** There may be a lack of liquidity in certain ETFs which can lead to a large difference between the bid-ask prices (increasing the cost to you when you buy or sell the ETF). A lack of liquidity also may cause an ETF to trade at a large premium or discount to its net asset value. Additionally, an ETF may suspend issuing new shares and this may result in an adverse difference between the ETF's publicly available share price and the actual value of its underlying investment holdings. At times when underlying holdings are traded less frequently, or not at all, an ETF's returns also may diverge from the benchmark it is designed to track.

***Risks Relating to Money Market Funds.*** An investment in a money market fund is neither insured nor guaranteed by the Federal Deposit Insurance Corporation ("FDIC") or any other government agency. Although money market funds seek to preserve the value of your investment at \$1.00 per share, there is no assurance that will occur, and it is possible to lose money if the fund value per share falls.

You could lose money in money market funds. Although money market funds classified as government funds (i.e., money market funds that invest 99.5% of total assets in cash and/or securities backed by the U.S. government) and retail funds (i.e., money market funds open to natural person investors only) seek to preserve value at \$1.00 per share, they cannot guarantee they will do so. The price of other money market funds will fluctuate and when you sell shares they may be worth more or less than originally paid. Money market funds may impose a fee upon sale or temporarily suspend sales if liquidity falls below required minimums. During suspensions, shares would not be available for purchases, withdrawals, check writing or ATM debits.

Moreover, in some circumstances, money market funds may be forced to cease operations when the value of a fund drops below \$1.00 per share. In that event, the fund's holdings are liquidated and distributed to the fund's shareholders. This liquidation process could take up to one month or more. During that time, these funds would not be available to you to support purchases, withdrawals and, if applicable, check writing or ATM debits from your account.

***Risks Relating to Master Limited Partnerships.*** Master Limited Partnerships ("MLPs") are limited partnerships or limited liability companies whose interests (limited partnership or limited liability company units) are generally traded on securities exchanges like shares of common stock. Investment in MLPs entails different risks, including tax risks, than is the case for other types of investments.

Currently, most MLPs operate in the energy, natural resources or real estate sectors. Investments in such MLP interests are subject to the risks generally applicable to companies in these sectors (including commodity pricing risk, supply and demand risk, depletion risk and exploration risk). Depending on the ownership vehicle, MLP interests are subject to varying tax treatment. Please see "Tax and Legal Considerations" in Item 4.A below and any mutual fund or ETF prospectus, for more

information. You may obtain any mutual fund or ETF prospectus by asking your Financial Advisor.

***Risks Relating to Mutual Funds and ETFs that Primarily Invest in Master Limited Partnerships.*** In addition to the risks outlined above relating to Master Limited Partnerships, mutual funds and ETFs that primarily invest in MLPs generally accrue deferred tax liability. The fund's deferred tax liability (if any) is reflected each day in the fund's net asset value. As a result, the fund's total annual operating expenses may be significantly higher than those of funds that do not primarily invest in Master Limited Partnerships. Please see the fund prospectus for additional information.

***Risks Relating to Mutual Funds, ETFs and Variable Annuities that Pursue Complex or Alternative Investment Strategies or Returns.*** These Mutual Funds, ETFs and variable annuities may employ various investment strategies and techniques for both hedging and more speculative purposes such as short selling, leverage, derivatives and options, which can increase volatility and the risk of investment loss. Alternative investment strategies are not suitable for all investors.

While mutual funds, ETFs and variable annuities may at times utilize non-traditional investment options and strategies, they have different characteristics than unregistered privately offered alternative investments. Because of regulatory limitations, mutual funds, ETFs and variable annuities that seek alternative-like investment exposure must utilize a more limited spectrum of investments. As a result, investment returns and portfolio characteristics of alternative mutual funds and certain variable annuity subaccounts may vary from traditional hedge funds pursuing similar investment objectives. They are also more likely to have relatively higher correlation with traditional market returns than privately offered alternative investments. Moreover, traditional hedge funds have limited liquidity with long "lock-up" periods allowing them to pursue investment strategies without having to factor in the need to meet client redemptions. On the other hand, mutual funds and variable annuities typically must meet daily client redemptions. This differing liquidity profile can have a material impact on the investment returns generated by a mutual fund or a variable annuity pursuing an alternative investing strategy compared with a traditional hedge fund pursuing the same strategy.

Non-traditional investment options and strategies are often employed by a portfolio manager to further a mutual fund's, ETFs or variable annuities' investment objective and to help offset market risks. However, these features may be complex, making it more difficult to understand the mutual fund's, ETF's or variable annuities' essential characteristics and risks, and how it will perform in different market environments and over various periods of time. They may also expose the mutual fund, ETF or variable annuity to increased volatility and unanticipated risks particularly when used in complex combinations and/or accompanied by the use of borrowing or "leverage."

***Risks Relating to Options.*** Before engaging in the purchase or sale of options, investors should understand the nature of and extent of their rights and obligations and be aware of the risks involved, including, without limitation, the risks pertaining to the business and financial condition of the issuer of the underlying security or instrument. When selling cash secured



puts, you have the potential to lose money if the equity underlying the put option declines in value, with your maximum loss occurring if the value of the equity declines to zero. Options investing, like other forms of investing, involves tax considerations, and transaction costs that can significantly affect the profit and loss of buying and writing options.

**Risks Relating to Unit Investment Trusts.** UITs invest in underlying securities pursuant to their investment objective and strategy. While a UIT's underlying portfolio is supervised, it is not actively managed and will hold, and may, when creating additional units, continue to buy, portfolio securities even if their outlook, market value or yields may have changed.

**Risks Relating to Differing Classes of Securities.** Different classes of securities have different rights as creditor if the issuer files for bankruptcy or reorganization. For example, bondholders' rights generally are more favorable than shareholders' rights in a bankruptcy or reorganization.

## Tax and Legal Considerations

Your Financial Advisor may agree with you to implement an investment strategy that you developed and that you believe is sensitive to your particular tax situation. You need to develop any such strategy in consultation with a qualified tax adviser. Certain tax-sensitive strategies can involve risks. Among others, tax-efficient management services involve an increased risk of loss because your account may not receive the benefit (e.g., realized profit, avoided loss) of securities transactions that would otherwise take place in accordance with your Financial Advisor's investment management decisions for the account.

Consult your independent tax or legal advisor with respect to the services described in this Brochure, as MSWM and its affiliates do not provide tax or legal advice.

Investment in MLPs entails different risks, including tax risks, than is the case for other types of investments. Investors in MLPs hold "units" of the MLP (as opposed to a share of corporate stock) and are technically partners in the MLP. Holders of MLP units are also exposed to the risk that they will be required to repay amounts to the MLP that are wrongfully distributed to them. Almost all MLPs have chosen to qualify for partnership tax treatment. Partnerships do not pay U.S. federal income tax at the partnership level. Rather, each partner of a partnership, in computing its U.S. federal income tax liability, must include its allocable share of the partnership's income, gains, losses, deductions, expenses and credits. A change in current tax law, or a change in the business of a given MLP, could result in an MLP being treated as a corporation for U.S. federal income tax purposes, which would result in such MLP being required to pay U.S. federal income tax on its taxable income. The classification of an MLP as a corporation for U.S. federal income tax purposes would have the effect of reducing the amount of cash available for distribution by the MLP and could cause any such distributions received by the investor to be taxed as dividend income. If you have any questions about the tax aspects of investing in an MLP, please discuss with your tax advisor.

Investors in MLPs will receive a Schedule K-1 for each MLP in the portfolio, so they will likely receive numerous Schedule K-

1s. Investors will need to file each Schedule K-1 with their federal tax return. Also, investors in MLPs may be required to file state income tax returns in states where the MLPs operate. Since some Schedule K-1s may not be provided until after the due date for the federal or state tax return, investors in MLPs may need to obtain an extension for filing their federal or state tax returns. Please discuss with your tax advisor how an investment in MLPs will affect your tax return.

Tax laws impacting MLPs may change, and this could impact any tax benefits that may be available through investment in an MLP.

**For the reasons outlined below, where an otherwise tax exempt account (such as a Retirement Account, charitable organization, or other tax exempt or deferred account) is invested in a pass through entity (such as a MLP), the income from such entity may be subject to taxation, and additional tax filings may be required. Further, the tax advantages associated with these investments are generally not realized when held in a tax-deferred or tax exempt account. Please consult your own tax advisor, and consider any potential tax liability that may result from such an investment in an otherwise tax exempt account.**

Earnings generated inside most qualified retirement plans, including defined benefit pension plans, defined contribution plans and individual retirement accounts, are generally exempt from federal income taxes; however, certain investments made by Retirement Accounts may generate taxable income referred to as "unrelated business taxable income" ("UBTI") that is subject to taxation at trust rates. Generally, passive types of income (when not financed with debt) such as dividends, interest, annuities, royalties, most rents from real property, and gains from the sale, exchange or other disposition of property (other than inventory or property held for sale in the ordinary course of a trade or business) do not generate UBTI. Active income associated with operating a trade or business, however, may constitute UBTI to an otherwise tax exempt investor such as a Retirement Account. In addition, UBTI may also be received as part of an investor's allocable share of active income generated by a pass-through entity, such as partnerships (including limited partnerships and MLPs), certain trusts, subchapter S corporations, and limited liability companies that are treated as disregarded entities, partnerships, or subchapter S corporations for federal income tax purposes.

If more than \$1,000 of unrelated trade or business gross income is generated in a tax year, the Retirement Account's custodian or fiduciary (on behalf of the Retirement Account) must file an Exempt Organization Business Income Tax Return, Form 990-T. With respect to an individual investing through an IRA, in calculating the threshold amount and the Retirement Account's UBTI for the year, each IRA is generally treated as a separate taxpayer, even if the same individual is the holder of multiple IRAs.

The passive activity loss limitation rules also apply for purposes of calculating a Retirement Account's UBTI, potentially limiting the amount of losses that can be used to offset the Retirement Account's income from an unrelated trade or business each year. It should be noted that these rules are applied to publicly traded partnerships, such as MLPs, on an entity-by-entity basis, meaning that the passive activity losses generated by one MLP generally can only be used to offset the passive activity income (including unrelated traded or business income) from the same



MLP. The passive activity losses generated by one MLP generally cannot be used to offset income from another MLP (or any other source). The disallowed losses are suspended and carried forward to be used in future years to offset income generated by that same MLP. However, once the Retirement Account disposes of its entire interest in the MLP to an unrelated party, the suspended losses can generally be used to offset any unrelated trade or business income generated inside the Retirement Account (including recapture income generated on the sale of the MLP interest, as well as income generated by other MLPs).

In calculating the tax, trust tax rates are applied to the Retirement Account's UBTI (i.e., unrelated trade or business gross income less any applicable deductions, including the \$1,000 specific deduction). In addition to the passive loss limitation rules noted above, other limitations may apply to the Retirement Account's potential tax deductions. In order to file Form 990-T, the Retirement Account is required to obtain an Employer Identification Number ("EIN") because the plan (and not the plan owner or fiduciary) owes the tax. State and local income taxes may also apply. Accordingly, Retirement Account investors (and their fiduciaries) should consult their tax and legal advisors regarding the federal, state, and local income tax implications of their investments.

Similar rules apply to other tax-exempt organizations (e.g., charitable and religious organizations), except that certain differences may apply. For instance, the UBTI of most other tax-exempt organizations is taxable at corporate rates, unless the organization is one that would be taxed as a trust if it were not tax-exempt in which case its UBTI is taxable at trust rates. Also, the passive activity loss limitation rules do not apply to all tax-exempt organizations. Tax-exempt investors should consult their tax and legal advisors regarding the federal, state, and local income tax implications of their investments.

## Fees

In the CGA program, the client pays a wrap fee to MSWM (the "MSWM Fee"), which covers MSWM investment advisory services, custody of securities, trade execution with or through MSWM, as well as compensation to any Financial Advisor. You will also pay the Platform Fee (described below), which is separate from (and in addition to) the MSWM Fee.

You may pay the MSWM Fee by the following methods pursuant to the maximum fee stated below: an asset-based fee or, in some cases, CGA clients may negotiate an annual fixed dollar amount which is generally paid quarterly.

**Maximum Fee.** The maximum annual MSWM Fee for CGA accounts is 2.00% of the market value of the eligible assets in the account.

It is possible that the compensation paid to MSWM through the annual fixed dollar amount billing arrangement is greater than the maximum asset-based MSWM Fee charged by MSWM to clients who have selected that asset-based billing arrangement.

**Platform Fee.** Each account that is invested in a program, including the CGA program, that is eligible to purchase certain investment products, such as Mutual Funds, is charged a Platform Fee regardless of whether a specific CGA account is

invested in such investment product. The Platform Fee is a 0.042% asset-based annual fee. The Platform Fee is in addition to the MSWM Fee and is applicable to all CGA accounts, except for Retirement Accounts covered by Title I of ERISA, including for example, certain Simplified Employee Pension ("SEPs") accounts and SIMPLE IRAs. As further described below under "Offset to the Platform Fee", MSWM intends to collect revenue from investment product providers that compensate MSWM for administering the platform and apply the revenue to accounts subject to the Platform Fee as an offset to the Platform Fee and/or to the applicable program fees, regardless of whether any such account is invested in an applicable investment product. This revenue will be allocated proportionately among accounts subject to the Platform Fee based on the closing market value of all assets in an account on the last day of the billing quarter, regardless of the value of mutual fund investments held in that account.

The MSWM Fee and the Platform Fee shall be collectively referred to as the "Fee." Provisions and conditions of the Fee as described in this section generally apply to the Platform Fee with one exception; the Platform Fee is paid quarterly in arrears based solely on the closing market value of the assets in the account on the last business day of the billing quarter and will become due within fifteen (15) business days after the end of the billing quarter.

**Offset to the Platform Fee.** We intend to collect revenue from certain investment product providers (generally in the form of the support fees and mutual fund administrative services fees discussed herein) that compensates MSWM for administering the platform and apply the revenue attributable to accounts subject to the Platform Fee as an offset to the Platform Fee and/or to the Fee. This revenue will be allocated proportionately among accounts subject to the Platform Fee based on the closing market value of all assets in an account on the last day of the previous billing quarter, regardless of the value of revenue providing investment products held in that account. The amount of the offset will be applied against the Platform Fee and/or the Fee generally within fifteen (15) business days after the end of the previous billing quarter. The amount of the offset will vary each billing quarter and while we generally expect the offset to equal or exceed the Platform Fee, changing circumstances, such as a shift in investments away from investment products that provide revenue or significant reallocation of investments to those that pay a lower amount of revenue, could reduce the offset to an amount less than the amount of the Platform Fee. An account that is not subject to a Platform Fee during a billing quarter will not be entitled to the offset, as described herein. In the event we receive revenue with respect to a money market mutual fund, such revenue will be rebated directly to the client holding the money market fund position and will not be included in the above described offset.

**Additions and Withdrawals; Refund on Account Termination.** You may make additions into the account at any time, subject to our right to terminate the account. Additions may be in cash, Funds, stocks, or bonds, provided that we reserve the right to decline to accept particular securities into the account or impose a waiting period before certain securities may be deposited. We may accept other types of securities for deposit at our discretion. You understand that if Funds are transferred or journaled into the account, you will not recover the front-end sales charges

previously paid and/or may be subject to a contingent deferred sales charge or redemption or other fee based on the length of time that you have held those securities.

We may require you to provide up to six (6) business days' prior oral or written notice to your Financial Advisor of withdrawal of assets from the account, subject to the usual and customary securities settlement procedures.

MSWM is modifying its fee calculations for deposits and withdrawals on or about December 1, 2019. The following fee calculation is applicable to you until November 30, 2019, subject to the transition of your account's current billing cycle:

- If you withdraw from or deposit to the account cash or securities (or assets are otherwise removed from or added to the billable assets in the account) with a value equal to or greater than \$5,000, the Fee for the remainder of the applicable billing period will be adjusted on a pro rata basis to reflect the withdrawal or deposit. No Fee adjustment will be made during any billing period for withdrawals or deposits of less than \$5,000 during a billing period. **Notwithstanding the foregoing, if you are billed in arrears or pay us by annual fixed dollar amounts, the Fee adjustment for deposits or withdrawals greater than \$5,000 does not apply to assets held in your account.** No Fee adjustment will be made during any billing period for appreciation or depreciation in the value of account assets during that period, or if a Fund or other asset becomes an eligible asset or an ineligible asset for investment in the CGA program during that billing period.
- If the account is terminated by either party, you will be entitled to a prorated refund of any pre-paid MSWM Fee based on the number of days remaining in the billing quarter after the date upon which notice of termination is effective.

The following fee calculation is applicable to you beginning on or about December 1, 2019, subject to the transition of your account's current billing cycle:

- No Fee adjustment will be made during any billing period for withdrawals or deposits. No Fee adjustment will be made during any billing period for appreciation or depreciation in the value of account assets during that period.
- If the account is terminated by either party, you will be entitled to a prorated refund of any pre-paid MSWM Fee, based on the number of days remaining in the billing month after the date upon which notice of termination is effective.

**Valuation of Account Assets.** In computing the value of assets in the account, securities (other than Funds and variable annuities) traded on any national securities exchange or national market system shall be valued, as of the valuation date, at the closing price and/or mean bid and ask prices of the last recorded transaction on the principal market on which they are traded. Account assets invested in Funds registered as open-end mutual funds will be valued based on the Fund's net asset value calculated as of the close of business on the valuation date, per the terms of the applicable Fund prospectus. Account assets invested in a variable annuity will be valued by the issuing

insurance company, calculated as of the close of the prior business day or as otherwise provided for in the prospectus for the variable annuity. We will value any other securities or investments in the account in a manner we determine in good faith to reflect fair market value, and we may rely upon valuations from our affiliate Morgan Stanley & Co. LLC (MS&Co.) for certain securities, including collateralized loan obligations. Any such valuation should not be considered a guarantee of any kind whatsoever with respect to the value of the assets in the account.

In valuing assets, we use information provided by recognized independent quotation and valuation services. We believe this information to be reliable but do not verify the accuracy of the information provided by these services. If any information provided by these services is unavailable or is believed to be unreliable, we will value assets in a manner we determine in good faith to reflect fair market value.

**Fees are Negotiable.** Fees for the program described in this Brochure are negotiable based on factors including the type and size of the account and the range of services provided by the Financial Advisor. In special circumstances, and with the client's agreement, the MSWM Fee charged to the client for an account may be more than the maximum annual fee stated in this section.

The Fee for your account may be (i) higher or lower than the fees that we would charge the account if you had purchased the services covered by the fees separately; (ii) higher or lower than the fees that we charge other clients, depending on, among other things, the extent of services provided to those clients and the cost of such services; and (iii) higher or lower than the cost of similar services offered through other financial firms.

**When Fees are Payable.** The Fee is payable as described in the Account Agreement and in this Brochure.

MSWM is modifying its fee calculations on or about December 1, 2019. The following fee calculation is applicable to you until November 30, 2019, subject to the transition of your account's current billing cycle:

- Generally, the initial Fee is due in full on the date you open your account at MSWM and is based on the market value of eligible assets in the CGA account on or about that date. The initial Fee payment generally covers the period from the opening date through (at your or your Financial Advisor's election) the last business day of the current quarter or the next full calendar quarter and is prorated accordingly. Thereafter, the Fee is generally paid quarterly in advance based on the market value of the eligible assets in the CGA account on the last business day of the previous billing quarter and is due on the tenth business day of the following billing quarter.

The following fee calculation is applicable to you beginning on or about December 1, 2019, subject to the transition of your account's current billing cycle:

- Generally, the initial Fee is due in full on the date you open your account at MSWM and is based on the market value of assets in the account on or about that date. The initial Fee payment generally covers the

period from the opening date through (at your or your Financial Advisor's election) the last business day of the applicable billing period and is prorated accordingly. Thereafter, the Fee is paid monthly in advance based on the account's market value on the last business day of the previous billing month and is due promptly.

These changes do not apply if you pay us by annual fixed dollar amounts.

**Breakpoints.** Fee rates in the CGA program may be expressed as a fixed rate applying to all assets in the account, or as a schedule of rates applying to different asset levels, or "breakpoints." When the fee is expressed as a schedule of rates corresponding to different breakpoints, discounts, if any, are negotiated separately for each breakpoint. The fee rate will be blended, meaning that as the value of account assets reaches the various breakpoints, the incremental assets above each threshold are charged the applicable rates. The effective fee rate for the account as a whole is then a weighted average of the scheduled rates, and may change with the account asset level.

**Accounts Related for Billing Purposes.** When two or more investment advisory accounts are related together for billing purposes, you can benefit even more from existing breakpoints. If you have two accounts, the "related" fees on Account #1 are calculated by applying your total assets (i.e., assets in Account #1 + assets in Account #2) to the Account #1 breakpoints. Because this amount is greater than the amount of assets solely in Account #1, you may have a greater proportion of assets subject to lower fee rates, which in turn lowers the average fee rate for Account #1. This average fee rate is then multiplied by the actual amount of assets in Account #1 to determine the dollar fee for Account #1. Likewise, the total assets are applied to the Account #2 breakpoints to determine the average fee rate for Account #2, which is then multiplied by the actual amount of assets in Account #2 to determine the dollar fee for Account #2.

Only certain accounts may be related for billing purposes, based on the law and MSWM's policies and procedures. Even where accounts are eligible to be related under these policies and procedures, they will only be related if this is specifically agreed between you and your Financial Advisor.

**ERISA Fee Disclosure for Qualified Retirement Accounts.** In accordance with Department of Labor regulations under Section 408(b)(2) of ERISA, MSWM is required to provide certain information regarding our services and compensation to assist fiduciaries and plan sponsors of those Retirement Accounts that are subject to the requirements of ERISA in assessing the reasonableness of their plan's contracts or arrangements with us, including the reasonableness of our compensation. This information (the services we provide as well as the fees) is provided to you at the outset of your relationship with us and is set forth in this Brochure and in your advisory contract with us (including the fee table and other exhibits), and then at least annually to the extent that there are changes to any investment-related disclosures for services provided as a fiduciary under ERISA.

**Other.** Because the program described in this Brochure does not involve third party investment managers, we receive the entire MSWM Fee (except for referral payments as described in

Item 9 below under "Client Referrals and Other Compensation"), and we pay your Financial Advisor a portion of the entire MSWM Fee. See Item 4D below ("Compensation to Financial Advisors") for more information.

## B. Comparing Costs

The primary service that you are purchasing in the program described in this Brochure is your Financial Advisor providing advice to help you evaluate your investment objectives and risk tolerance and enable you to invest in a broad range of eligible assets. Cost comparisons are difficult because this particular type of service is not offered in other CG programs. Depending on the level of trading and types of securities purchased or sold in your account, if purchased separately, you may be able to obtain transaction execution at a higher or lower cost at MSWM or elsewhere than the MSWM Fee in this program. However, such transactions may not be executed on a non-discretionary basis in other types of CG programs.

Commissions from trading on a non-discretionary basis in a brokerage account may be higher or lower than the fees you pay depending on the level of trading. Clients who have a low level of trading and do not require investment advisory services may be able to obtain transaction execution at a lower cost in a brokerage account.

If you change your brokerage account to a fee-based advisory account, to the extent your brokerage account held class C mutual fund shares for five years or longer, these shares would likely have converted to load-waived (lower cost) Class A shares in the near future, thereby significantly reducing the ongoing internal mutual fund expenses you would have paid to hold them in your brokerage account. By changing your account from a brokerage account into a fee-based advisory account, your mutual fund shares will convert to the advisory share class (if available), which, in general will further lower overall costs. However, in exchange for advisory services you will receive, you will pay an additional asset-based fee which you would not pay in a brokerages account.

You should consider these and other differences when deciding whether to invest in an investment advisory or a brokerage account and, if applicable, which advisory programs best suit your individual needs.

## C. Additional Fees

If you open an account in the CGA program described in this Brochure, you will pay us an MSWM Fee which covers investment advisory services, custody of securities, trade execution with or through MSWM, as well as compensation to any Financial Advisor. You also pay the Platform Fee as described above.

The MSWM Fee does not cover:

- the costs of investment management fees and other expenses charged by Funds, UITs and variable annuities (see below for more details);
- "mark-ups," "mark-downs," and dealer spreads (A) that MSWM or its affiliates may receive when acting as

principal in certain transactions where permitted by law or (B) that other broker-dealers may receive when acting as principal in certain transactions effected through MSWM and/or its affiliates acting as agent, which is typically the case for dealer market transactions (e.g., fixed income and over-the-counter equity);

- brokerage commissions or other charges resulting from transactions not effected through MSWM or its affiliates;
- MSWM account establishment or maintenance fees for IRA accounts and Versatile Investment Plans (“VIP”), which are described in the respective IRA and VIP account and fee documentation (which may change from time to time);
- account closing/transfer costs;
- processing fees;
- certain other costs or charges that may be imposed by third parties (including, among other things, odd-lot differentials, transfer taxes, foreign custody fees, exchange fees, supplemental transaction fees, regulatory fees and other fees or taxes that may be imposed pursuant to law);
- interest charged to the account should the account have a trade-related debit balance.

## Funds and UITs in Advisory Programs

Investing in Funds and UITs is more expensive than other investment options offered in your advisory account. In addition to our Fee, you pay the fees and expenses of the Funds and UITs in which your account is invested. Funds and UITs charge fees and expenses including the management fee paid to the Fund’s or UIT’s investment adviser. Fund and UIT fees and expenses are charged directly to the pool of assets the Fund or UIT invests in and are reflected in the share price. These fees and expenses are an additional cost to you and are not included in the fee amount in your account statements. Each Mutual Fund and UIT expense ratio (the total amount of fees and expenses charged by the Fund or UIT) is stated in its prospectus. The expense ratio generally reflects the costs incurred by shareholders during the Mutual Fund’s or UIT’s most recent fiscal reporting period. Current and future expenses may differ from those stated in the prospectus.

You do not pay any sales charges for purchases of Mutual Funds or UITs in the program described in this Brochure. However, some Mutual Funds may charge, and not waive, a redemption fee on certain transaction activity in accordance with their prospectuses. Please refer to the applicable prospectus for more information. In addition, MSWM receives the following fees and payments.

### ***Support Fees and Mutual Fund Administrative Services Fees.***

MSWM receives a support fee, also called a revenue sharing payment from the sponsors of mutual funds and certain actively-managed ETFs (but not passively-managed ETFs that seek to track the performance of a market index). Revenue-sharing payments are generally paid out of the Fund’s sponsor or other affiliate’s revenues or profits and not from the applicable Fund’s assets. We charge revenue sharing fees on client account holdings in such Funds according to a tiered rate that increases along with those Funds’ management fee, so that sponsors pay lower rates on Funds with lower management fees than on those

with higher management fees. The rate ranges up to a maximum of 0.10% per year (\$10 per \$10,000 of assets).

MSWM also receives compensation from mutual funds for providing certain recordkeeping and related administrative services to the funds. For example, we process transactions with mutual fund families on an omnibus basis, which means we consolidate our clients’ trades into one daily trade with the fund, and therefore maintain all pertinent individual shareholder information. For these services, mutual funds pay up to 0.06% per year (\$6 per \$10,000) on mutual fund assets held by investors in the advisory program covered by this Brochure. Administrative services fees may be viewed in part as a form of revenue-sharing if and to the extent they exceed what the mutual fund would otherwise have paid for these services.

As discussed herein, all of the support fees and administrative services compensation we collect from Funds or their affiliated service providers with respect to investment advisory assets is returned to clients in the form of a fee offset. See the section above titled “Offset to the Platform Fee” for more information and eligibility to receive an offset.

Notwithstanding the foregoing, MSWM does not receive such payments in relation to those clients that are covered by Title I of ERISA, including, for example, certain SEPs and SIMPLE IRAs.

***Expense Payments and Fees for Data Analytics.*** MSWM provides Fund families with opportunities to sponsor meetings and conferences and grants them access to our branch offices and Financial Advisors for educational, marketing and other promotional efforts. In this connection, Fund representatives may work closely with our branch offices and Financial Advisors to develop business strategies and support promotional events for clients, prospective clients and educational activities. Fund families or their affiliates may reimburse MSWM for certain expenses incurred in connection with these promotional efforts, as well as training programs. Fund families independently decide if and what they will spend on these activities, with some Fund families agreeing to make annual dollar amount expense reimbursement commitments of up to \$600,000, although actual reimbursements may be higher. In addition, Fund families may provide support of up to \$125,000 per year for the development and maintenance of our internal Financial Advisor training and education e-learning platform. Fund families may also invite our Financial Advisors to attend Fund family-sponsored events. Expense payments may include meeting or conference facility rental fees and hotel, meal and travel charges.

Fund family representatives are allowed to occasionally give nominal gifts to Financial Advisors, and to occasionally entertain Financial Advisors (subject to an aggregate entertainment limit of \$1,000 per employee per fund family per year). MSWM’s non-cash compensation policies set conditions for each of these types of payments, and do not permit any gifts or entertainment conditioned on achieving any sales target.

MSWM also provides Fund families with the opportunity to purchase data analytics regarding Fund sales. The amount of the fee depends on the level of data. The maximum fee for either a mutual fund or ETF data analytics package is \$600,000 per year. ETF sponsors also can purchase transactional data for a separate fee ranging up to \$550,000 per year for ETF sponsors

with more than one hundred passively-managed ETFs. Additional fees apply for those Fund families that elect to purchase supplemental data analytics regarding financial product sales at MSWM.

#### ***Conflicts of Interest Regarding the Above Described Fees and Payments***

Please note that the above-described fees and payments are specific to Funds, and that similar fees and payments are not assessed on other investments that are available in our advisory programs. This fact presents a conflict of interest for Morgan Stanley and our Financial Advisors to promote and recommend those Funds that make these payments in advisory program accounts rather than other eligible investments that do not make similar payments. Further, in aggregate, we receive significantly more support from participating revenue sharing sponsors and mutual funds that pay administrative services fees with the largest client holdings at our firm, as well as those sponsors that provide significant sales expense payments and/or purchase data analytics. This in turn could lead our Financial Advisors and Branch Managers to focus on those Fund families. In addition, since our revenue sharing support fee program utilizes rates that are higher for Funds with higher management fees, we have a conflict of interest to promote and recommend Funds that have higher management fees.

In order to mitigate these conflicts, Financial Advisors and their Branch Managers do not receive additional compensation as a result of the support fees, administrative service fees and data analytics payments received by Morgan Stanley. Moreover, as noted above, the support fees and administrative services fees are rebated to clients.

For more information, please refer to the documents “Mutual Fund Features, Share Classes and Compensation,” at [https://www.morganstanley.com/content/dam/msdotcom/en/assets/pdfs/wealth-management-disclosures/mf\\_share\\_classes.pdf](https://www.morganstanley.com/content/dam/msdotcom/en/assets/pdfs/wealth-management-disclosures/mf_share_classes.pdf), and “ETF Revenue Sharing, Expense Payments and Data Analytics Fees”, at <http://aemauth-ms.webfarm.ms.com/auth/content/msdotcom/en/wealth-disclosures/disclosures.html#22>, which are also available from your Financial Advisor on request.

#### ***Affiliated Funds***

Certain Funds are sponsored or managed by, or receive other services from, MSWM and its affiliates. MSWM or the affiliated sponsor (or other service provider) receives additional investment management fees and other fees from these Funds. Therefore, MSWM has a conflict to recommend MSWM proprietary and/or affiliated Funds. In order to mitigate this conflict, Financial Advisors and their Branch Managers do not receive additional compensation for recommending proprietary and/or affiliated funds. MSWM’s affiliates have entered into administrative services and revenue sharing agreements with MSWM as described above.

***Mutual Fund Share Classes.*** Mutual funds typically offer different ways to buy fund shares. Some mutual funds offer only one share class while most funds offer multiple share classes. Each share class represents an investment in the same mutual fund portfolio, but assesses different fees and expenses. Many mutual funds have developed specialized share classes designed for various advisory programs (“Advisory Share Classes”). In

general, Advisory Share Classes are not subject to either sales loads or ongoing marketing, distribution and/or service fees (often referred to as “12b-1 fees”), although some may assess fees for record keeping and related services. MSWM typically utilizes Advisory Share Classes that compensate MSWM for providing such administrative services to its advisory clients. However, our fees for these services are rebated to clients. If you wish to purchase other types of Advisory Share Classes, which may carry lower overall costs, you will need to do so directly with the mutual fund or through an account at another financial intermediary.

Please note, although we may offer non-Advisory Share Classes of mutual funds (i.e., those that are subject to 12b-1 fees) if, for example, a fund does not offer an Advisory Share Class that is equivalent to those offered here, MSWM will rebate to clients any such 12b-1 fees that we receive. Once we make an Advisory Share Class available for a particular mutual fund, clients can only purchase the Advisory Share Class of that fund.

If you hold non-Advisory Share Classes of mutual funds in your advisory account or seek to transfer non-Advisory Share Classes of mutual funds into your advisory account, MSWM (without notice to you) will convert those shares to Advisory Share Classes to the extent they are available. This will typically result in your shares being converted into a share class that has a lower expense ratio, although exceptions are possible.

On termination of your advisory account for any reason, or the transfer of mutual fund shares out of your advisory account, we may convert any Advisory Share Classes of funds into a share class that is available in non-advisory accounts or we may redeem these fund shares. Non-Advisory Share Classes generally have higher operating expenses than the corresponding Advisory Share Class, which will increase the cost of investing and negatively impact investment performance.

***Fees as UIT sponsor.*** As sponsor of certain UITs, we receive a creation and development fee payable from the assets of each affiliated UIT. This fee compensates us for the creation and development of each UIT, including the determination of the objectives and policies and portfolio composition and size, and selection of service providers and information services. As sponsor, we also receive an annual fee for the administrative and other services which we provide during the life of each UIT. With non-affiliated UITs, the same fee is charged but is paid to the non-affiliated UIT sponsor.

We have a conflict of interest in offering affiliated UITs as investment products because (as outlined above) we will earn more money in your non-Retirement Accounts from your investments in affiliated UITs than other investment products. This compensation to us will not be shared with your Financial Advisor.

***Payments from UIT sponsors.*** In addition to the program fee paid by you, MSWM may receive additional amounts from each UIT sponsor or their affiliates for providing the sponsors with access to Financial Advisors in our branch offices, for including the sponsor's products on MSWM’s platforms and for providing ongoing services in support of the UIT business. The UIT sponsors pay MSWM a flat dollar amount, not based on UIT sales or assets in a client’s brokerage or advisory accounts. Thus, we have a conflict to recommend UITs over individual securities, closed-end funds or ETFs. Your Financial Advisor



does not receive any of the additional payments. The amounts payable to MSWM pursuant to these arrangements can change at any time. A portion of these fees may represent revenue sharing.

For more information about these payments for UITs, see the disclosure entitled “Unit Investment Trusts - Features, Costs and Compensation” at

[http://www.morganstanley.com/assets/pdfs/wealth-management-disclosures/uit\\_features.pdf](http://www.morganstanley.com/assets/pdfs/wealth-management-disclosures/uit_features.pdf).

## Variable Annuities in Advisory Programs

Investing in variable annuities is typically more expensive than other investment options offered in your advisory account. A variable annuity is a contract between you and an insurance company, where the insurance company agrees to make periodic payments to you sometime in the future. Variable annuities offer features not generally found in other types of investment products, such as tax deferred earnings (not a benefit when purchased within an Individual Retirement Account or other tax qualified retirement account), death benefit protection options, living benefit protection options, lifetime income options and other features.

Variable annuities, excluding any fixed subaccounts available within the contract, are held in insurance company separate accounts which are segregated from the insurance company’s general account and other assets for accounting and reporting purposes, and are insulated from claims of the insurance company’s general account.

Variable annuities charge a mortality and expense fee that compensates the issuing insurance company for the administrative and distribution costs as well as certain insurance-based guarantees it provides as applicable under the contract. Variable annuities charge investment fees that are paid to the underlying investment adviser for your chosen subaccounts. Variable annuities also charge an additional fee for any optional death benefit riders and/or living benefit riders that you select (e.g., enhanced death benefit, withdrawal benefits, income benefits). In general, variable annuities that are available for purchase in an advisory account have lower mortality and expense fees than similar variable annuities from the same issuing insurance company when the product is purchased in a traditional brokerage account. The amount of the difference in mortality and expense fees is largely attributable to the portion of the mortality and expense fee that the issuing insurance company uses to pay selling commission to MSWM and your Financial Advisor in a traditional brokerage account. The fee for any optional death benefit riders and/or living benefit riders is generally the same whether the variable annuity is purchased in an advisory account or a traditional brokerage account because no additional selling compensation is paid if you select an optional benefit rider. The fees charged by the variable annuity are stated in the brokerage or advisory variable annuity product prospectus, respectively.

It is important that you understand the differences in the way in which fees and charges are assessed on variable annuity contracts held in advisory accounts and how those fees and charges differ when a variable annuity is purchased in a traditional brokerage account. When you purchase a variable

annuity in an advisory account, the value of the variable annuity will be included in the calculation of your MSWM Fee. In addition to the MSWM Fee, you will pay the mortality and expense fee, investment fee and any optional death benefit rider and/or living benefit rider fees charged by the variable annuity. The MSWM Fee will be deducted from other assets in your CGA account, not the variable annuity subaccounts.

The MSWM Fee likely will exceed the difference in the cost of a variable annuity purchased in an advisory account when compared to the similar variable annuity purchased through a traditional brokerage account. If the amount of MSWM Fee plus the sum of the annuity’s mortality and expense fee and any optional benefit rider fee exceeds the total fee for the same or similar variable annuity if purchased in a traditional brokerage account, you will pay more for the annuity held in your advisory account each year while you own the annuity. Your Financial Advisor will not receive selling commission on your purchase of the variable annuity in an advisory account. Your Financial Advisor will receive a portion of the MSWM Fee which will include the value of the variable annuity, together with other eligible assets.

You should carefully consider the costs you will pay and the services you will receive when deciding to purchase a variable annuity or any other investment product in either an advisory or brokerage account. Specifically you should be aware that typically, holding an annuity in an advisory account will be more expensive than holding one in a brokerage account as described above. Notwithstanding this, it may make sense to hold an annuity in an advisory account if:

- you appreciate the flexibility to terminate the annuity contract in the early years of the contract, where surrender charges may materially impact contract performance (surrender charges for advisory annuity contracts are typically lower than for brokerage annuity contracts); and/or
- you value the service that your Financial Advisor would provide by advising you on your entire portfolio in your advisory account (including annuities).

Conversely, it would make sense to hold an annuity in a brokerage account if:

- you are confident that it is unlikely that you will terminate the annuity contract in the early years of the contract, and/or
- you feel that the relatively static “buy and hold” nature of annuity contracts would not justify the additional expense of holding them in an advisory account.

For more information about the differences between advisory and brokerage accounts, please review the document titled “Understanding Your Brokerage and Investment Advisory Relationships” available at

<http://www.morganstanley.com/wealth-relationshipwithms/pdfs/understandingyourrelationship.pdf>

**Expense Payments and Fees for Data Analytics.** MSWM provides approved insurance companies with opportunities to sponsor meetings and conferences and grants them access to our branch offices and Financial Advisors for educational, marketing and other promotional efforts. Insurance company representatives may also work closely with our branch offices

and Financial Advisors to develop business strategies and plan promotional events for clients and prospective clients and educational activities. Insurance companies or their affiliates make payments to MSWM in connection with these promotional efforts to reimburse MSWM for expenses incurred for sales events and training programs as well as client seminars, conferences and meetings. Approved insurance companies may also invite our Financial Advisors to attend insurance company-sponsored events. Expense payments may include meeting or conference facility rental fees and hotel, meal and travel charges. MSWM will also seek prepayment or reimbursement for expenses related to system maintenance and certain compliance services. Although approved insurance companies independently decide if and what they will spend on these activities, some insurance companies agree to make annual dollar amount expense reimbursement commitments of up to \$265,000.

MSWM also provides approved insurance companies with the opportunity to purchase supplemental sales data analytics. The amount of the fees depends on the level of data and the number of products covered. The current fee is up to \$30,000 per year. Should an approved insurance company offer financial products in addition to variable annuities (e.g., mutual funds), approved insurance companies may purchase sales data analytics from MSWM on those financial products as well.

#### ***Administrative Services and Support Fees.***

MSWM and/or its affiliates receive compensation from approved insurance companies for providing certain administrative services and for including the insurance companies' variable annuities on MSWM's platforms. Administrative services fees may be viewed in part as a form of revenue-sharing if and to the extent they exceed what the insurance company would otherwise have paid for these services. Insurance companies currently pay fees on assets of up to 0.25% per year (\$25 per \$10,000) based upon the aggregate value of variable annuity assets, including assets invested in fixed rate sub-accounts within variable annuities held by investors in the advisory program covered by this Brochure. In addition, each approved insurance company pays an annual support fee of \$500,000, also called a revenue-sharing payment. All of the support fees and administrative services compensation we collect from approved insurance companies with respect to investment advisory assets is returned to clients in the form of a fee offset. See the section above titled "Offset to the Platform Fee" for more information and eligibility to receive an offset.

Notwithstanding the foregoing, MSWM does not receive such payments in relation to those clients that are covered by Title I of ERISA, including for example, certain SEPs and SIMPLE IRAs.

#### ***Conflicts of Interest Regarding the Above Described Fees and Payments***

Please note that the above-described fees and payments are specific to variable annuities, and that similar fees and payments are not assessed on other investments that are available in our advisory programs. These facts present a conflict of interest for MSWM and our Financial Advisors to the extent they lead us to focus on variable annuities from those insurance companies that commit significant financial and staffing resources to promotional and educational activities instead of on variable

annuities from insurance companies that do not purchase sales data analytics or do not commit similar resources to these activities. In order to mitigate this conflict, Financial Advisors and their Branch Office Managers do not receive additional compensation for recommending variable annuities offered by insurance companies that pay support fees or administrative services fees, purchase data analytics and/or provide significant sales and training support. Moreover, as noted above, the support fees and administrative services fees are rebated to clients.

For further information regarding revenue sharing, support fees, the fees and charges borne by you, and how your Financial Advisor is compensated when you purchase a variable annuity in your advisory account, please refer to the document Understanding Variable Annuities, which is available on our website at

<http://www.morganstanley.com/auth/content/dam/msdotcom/en/assets/pdfs/wealth-management-disclosures/understandingvariableannuities.pdf>

#### ***Variable Annuity Subaccounts Invested in Mutual Funds Managed or Sub Advised by a MSWM Affiliate***

Certain variable annuity contracts contain subaccounts that are invested in mutual funds managed or sub-advised by Morgan Stanley Investment Management, Inc. ("MSIM"), a MSWM affiliate. MSIM receives investment management or sub-advisory fees for services provided to such mutual funds in which the variable annuity subaccounts ("affiliated subaccounts") invest. Therefore, MSWM has a conflict in recommending variable annuities that contain affiliated subaccounts. In order to mitigate this conflict, Financial Advisors and their Branch Managers do not receive additional compensation for recommending variable annuities containing affiliated subaccounts. Moreover, for CGA clients, MSWM may in its discretion, take one of the following actions: (1) allow only Non-Retirement Account clients to allocate to affiliated subaccounts, (2) make such affiliated subaccounts unavailable for CGA clients, or (3) with respect to Retirement Account clients, waive a portion of the MSWM Fee pertaining to such variable annuity subaccounts; or cause MSIM to waive the amount of the investment management or sub-advisory fee attributable to such Retirement Account clients' assets paid by the underlying funds or investment adviser to MSIM.

#### ***Cash Sweeps***

Generally, some portion of your account will be held in cash. If MSWM acts as custodian for your account, it will effect "sweep" transactions of free credit balances in your account into interest-bearing deposit accounts ("Deposit Accounts") established under the Bank Deposit Program ("BDP"). For most clients BDP will be the only available cash sweep investment. Generally, the rate you will earn on BDP will be lower than the rate on other cash alternatives. In limited circumstances, such as clients ineligible for BDP or where MSWM otherwise elects, MSWM may sweep some or all of your cash into money market mutual funds (each, a Money Market Fund"). These Money Market Funds are managed by Morgan Stanley Investment Management Inc. or another MSWM affiliate.



It is important to note that free credit balances and allocations to cash including assets invested in sweep investments are included in your account's fee calculation hereunder.

You acknowledge and agree that if you are eligible, the BDP will be your designated sweep investment. You further acknowledge and agree that the rate of return on the BDP may be higher or lower than the rate of return available on other available cash alternatives. MSWM is not responsible if the BDP has a lower rate of return than other available cash alternatives or causes any tax or other consequences.

Clients that are considered Retirement Accounts should read the Exhibit to this Brochure ("Affiliated Money Market Funds Fee Disclosure Statement and Float Disclosure Statement").

The custodian will effect sweep transactions only to the extent permitted by law and if you meet the sweep investment's eligibility criteria.

For eligibility criteria and more information on cash sweeps in general, please refer to the Bank Deposit Program Disclosure Statement which is available at: [http://www.morganstanley.com/wealth-investmentstrategies/pdf/BDP\\_disclosure.pdf](http://www.morganstanley.com/wealth-investmentstrategies/pdf/BDP_disclosure.pdf).

#### ***Conflicts of Interest Regarding Sweep Investments.***

If BDP is your sweep investment, you should be aware that the Sweep Banks, which are affiliates of MSWM, will pay MSWM an annual account-based flat fee for the services performed by MSWM with respect to BDP. MSWM and the Sweep Banks will review such fee annually and, if applicable, mutually agree upon any changes to the fee to reflect any changes in costs incurred by MSWM. Your Financial Advisor will not receive a portion of these fees or credits. In addition, MSWM will not receive cash compensation or credits in connection with the BDP for assets in the Deposit Accounts for Retirement Accounts. Also, the affiliated Sweep Banks have the opportunity to earn income on the BDP assets through lending activity, and that income is usually significantly greater than the fees MSWM earns on affiliated Money Market Funds. Thus, MSWM has a conflict of interest in selecting or recommending BDP as the default sweep investment, rather than an eligible Money Market Fund. Further, MSWM's affiliate, Morgan Stanley Investment Management, serves as the investment advisor to the available sweep Money Market Fund.

In addition, MSWM, the Sweep Banks and their affiliates receive other financial benefits in connection with the Bank Deposit Program. Through the Bank Deposit Program, each Sweep Bank will receive a stable, cost-effective source of funding. Each Sweep Bank intends to use deposits in the Deposit Accounts at the Sweep Bank to fund current and new businesses, including lending activities and investments. The profitability on such loans and investments is generally measured by the difference, or "spread," between the interest rate paid on the Deposit Accounts at the Sweep Banks and other costs of maintaining the Deposit Accounts, and the interest rate and other income earned by the Sweep Banks on those loans and investments made with the funds in the Deposit Accounts. The income that a Sweep Bank will have the opportunity to earn through its lending and investing activities is expected to be greater than the fees earned by us and our affiliates from

managing and distributing the Money Market Funds available to you as a sweep investment.

If your sweep investment is a Money Market Fund, as available, then the account, as well as other shareholders of the Money Market Fund, will bear a proportionate share of the other expenses of the Money Market Fund in which the account's assets are invested.

If your sweep investment is a Money Market Fund, you understand that Morgan Stanley Investment Management Inc. (or another MSWM affiliate) will receive an investment management fee for managing the Money Market Fund and that Morgan Stanley Distributors Inc., or another one of our affiliates, may receive compensation in connection with the operation and/or sale of shares of the Money Market Fund, which may include a distribution fee pursuant to Rule 12b-1 under the Investment Company Act of 1940, to the extent permitted by applicable law.

You understand that unless you are a Retirement Account, the fee will not be reduced by the amount of the Money Market Fund management fee or any shareholder servicing and/or distribution or other fees we or our affiliates may receive in connection with the assets invested in the Money Market Fund. For additional information about the Money Market Fund and applicable fees, you should refer to each Money Market Fund's prospectus.

#### **D. Compensation to Financial Advisors**

If you invest in the program described in this Brochure, a portion of the fees payable to us in connection with your account is allocated on an ongoing basis to your Financial Advisor. The amount allocated to your Financial Advisor in connection with accounts opened in the program described in this Brochure may be more than if you participated in other MSWM investment advisory programs, or if you paid separately for investment advice, brokerage and other services. The rate of compensation we pay Financial Advisors with respect to program accounts may be higher than the rate we pay Financial Advisors with respect to transaction-based brokerage accounts. Your Financial Advisor may therefore have a financial incentive to recommend the CGA program instead of other MSWM programs or services.

If you invest in the program described in this Brochure, your Financial Advisor may agree to charge a fee less than the maximum fee stated above. The amount of the fee you pay is a factor we use in calculating the compensation we pay your Financial Advisor. Therefore, Financial Advisors have a financial incentive not to reduce fees. If your fee rate is below a certain threshold in CGA and other advisory programs, we give your Financial Advisor credit for less than the total amount of your fee in calculating his or her compensation. Therefore, Financial Advisors also have a financial incentive not to reduce fees below that threshold.

## Item 5: Account Requirements and Types of Clients

**Account Minimums.** The CGA program generally has a minimum account size of \$10,000.

**Types of Clients.** MSWM's clients include individuals, trusts, banking or thrift institutions, pension and profit sharing plans, plan participants, other pooled investment vehicles (e.g., hedge funds), charitable organizations, corporations, other businesses, state or municipal government entities, investment clubs and other entities.

## Item 6: Portfolio Manager Selection and Evaluation

### A. Selection and Review of Portfolio Managers and Funds for the Program

As CGA is a non-discretionary advisory program where the client retains authority to make investment decisions, MSWM does not review, select or recommend portfolio managers.

### B. Conflicts of Interest

#### Conflicts of Interest – Financial Advisor Acting as Portfolio Manager

In the program described in this Brochure, no affiliates, related persons or supervised persons of MSWM act as portfolio managers.

#### Other Conflicts of Interest

MSWM has various other conflicts of interest relating to the program described in this Brochure.

**Advisory vs. Brokerage Accounts.** MSWM and your Financial Advisor may earn more compensation if you invest in the program described in this Brochure than if you open a brokerage account to buy individual securities (although, in a brokerage account, you would not receive all the benefits of the program described in this Brochure). Financial Advisors and MSWM therefore have a financial incentive to recommend the program described in this Brochure. We address this conflict of interest by disclosing it to you and by requiring Financial Advisors' supervisors to review your account at account opening to ensure that it is suitable for you in light of matters such as your investment objectives and financial circumstances.

**Payments from Managers.** Please see Item 4.C above (Additional Fees – Funds and UITs in Advisory Programs) for more information.

Managers may also sponsor their own educational conferences and pay expenses of Financial Advisors attending these events. MSWM's policies require that the training or educational portion of these conferences comprises substantially the entire event. Managers may sponsor educational meetings or seminars in which clients as well as Financial Advisors are invited to participate.

Managers are allowed to occasionally give nominal gifts to Financial Advisors, and to occasionally entertain Financial

Advisors, subject to a limit of \$1,000 per employee per year. MSWM's non-cash compensation policies set conditions for each of these types of payments, and do not permit any gifts or entertainment conditioned on achieving a sales target.

We address conflicts of interest by ensuring that any payments described in this "Payments from Managers" section do not relate to any particular transactions or investment made by MSWM clients with managers. Managers participating in programs described in this Brochure are not required to make any of these types of payments. The payments described in this section comply with FINRA rules relating to such activities. Please see the discussion under "Funds and UITs in Advisory Programs" in Item 4.C for more information.

**Payments from Mutual Funds and UITs.** Please see the discussion of payments from fund companies and UIT sponsors, or payments when acting as sponsor under "Funds and UITs in Advisory Programs" in Item 4.C.

**Payments from Variable Annuities.** Please see the discussion of payments from variable annuity providers under "Variable Annuities in Advisory Programs" in Item 4.C.

**Different Advice.** MSWM and its affiliates may give different advice, take different action, receive more or less compensation, or hold or deal in different securities for any other party, client or account (including their own accounts or those of their affiliates) from the advice given, actions taken, compensation received or securities held or dealt for your account.

**Trading or Issuing Securities in, or Linked to Securities in, Client Accounts.** MSWM and its affiliates may provide bids and offers, and may act as a principal market maker, in respect of the same securities held in client accounts. MSWM, its affiliates and employees, the investment managers in its programs and their affiliates and employees may hold a position (long or short) in the same securities held in client accounts. MSWM and/or its affiliates are regular issuers of traded financial instruments linked to securities that may be purchased in client accounts. From time to time, MSWM (or an affiliate's) trading – both for its proprietary accounts and for client accounts – may be detrimental to securities held by a client and thus create a conflict of interest. We address this conflict by disclosing it to you.

**Principal Transactions (for non-retirement clients).** If you consent to MSWM effecting transactions on your behalf while acting as principal for our own accounts to the extent permitted by law, in addition to the asset-based fee charged by us, we may also benefit from the transaction by receiving a mark-up or mark-down, underwriting fee or selling concession, as well as other incentives to execute transactions directly from our inventories. This will result in us realizing dealer or other profits or losses on the trades, and, as a result, may present a potential conflict of interest.

**Recommendations from your Financial Advisor based on Trading Desks (for non-retirement clients).** In the CGA program, your Financial Advisor will periodically provide you with investment advice, which may include recommendations to invest in available eligible assets. These Financial Advisor recommendations could be based on information and ideas from

various sources and may include ideas generated by trading desks at MSWM or its affiliates.

Some of these trade ideas might involve securities or instruments in which MSWM or an affiliate has a financial interest or result in principal transactions which would involve purchasing from or selling to the inventory of MSWM or its affiliates and as a result, may present a potential conflict of interest. The trading desks may deal as principal in or own or act as market maker or liquidity provider for securities or instruments (or related derivatives). The trading desks may also engage in a variety of trading activities (which may conflict with the position an investor may have) before or after providing this information, including accumulation of a position in any securities or instruments. Trading desk ideas are not independent of the financial interests of MSWM or its affiliates which may conflict with your interests. Affiliates of MSWM may also perform or seek to perform investment banking services for the issuers of the securities and instruments. All of these trading desk activities may pose potential conflicts of interest. See “Trading and Execution Services” in Item 4.A above for more information on Principal Transactions.

***Pricing of Securities in Principal Transactions (for non-retirement clients).*** MSWM and its affiliates price the positions in their securities based on trading in the same or comparable securities in both the primary and secondary markets. When MSWM effects a principal transaction for you, with your consent, we will, at all times, seek the best execution reasonably available under the circumstances. See “Trading and Execution Services” in Item 4.A above for more information on Principal Transactions.

***Allocation of Investment Opportunities; Initial Public & Other Offerings.*** MSWM allocates investment opportunities among accounts in a manner MSWM determines appropriate. MSWM may make allocations based on factors that may change or may be given different weight depending on the circumstances. These factors include among others timing of a client’s interest in an investment; relative size of client accounts (and expected future size); the nature, significance, profitability of, and revenues attributable to, a client relationship; client investment objectives, guidelines, financial circumstances, and risk tolerances; the availability of the investments and other alternatives; available cash for investment; and applicable legal requirements. Additional factors may be considered in allocations of initial public offerings and secondary offerings, and these factors generally favor brokerage customers and advisory clients who generate the most revenues for MSWM, most consistently participate in such offerings and are served by Financial Advisors themselves who generate the most revenues for MSWM. Given the limited availability of some offerings, most brokerage customers and advisory clients will not have an opportunity to invest in offerings (or, if they do, they generally will receive smaller allocations than they requested). When Financial Advisers receive an allocation that is not designated for a specific client, they may choose to offer participation to only a small group of suitable brokerage customers, advisory clients or neither, based on the factors described above.

***Services Provided to Other Clients.*** MSWM, its affiliates, investment managers and their affiliates provide a variety of services (including research, brokerage, asset management,

trading, lending and investment banking services) for each other and for various clients, including issuers of securities that MSWM may recommend for purchase or sale by clients or are otherwise held in client accounts, and investment management firms in the program described in this Brochure. MSWM, its affiliates, investment managers and their affiliates receive compensation and fees in connection with these services. MSWM believes that the nature and range of clients to which such services are rendered is such that it would be inadvisable to exclude categorically all of these companies from an account. Accordingly, it is likely that securities in an account will include some of the securities of companies for which MSWM, its affiliates, investment managers and their affiliates or an affiliate performs investment banking or other services.

***Restrictions on Securities Transactions.*** There may be periods during which MSWM or managers are not permitted to initiate or recommend certain types of transactions in the securities of issuers for which MSWM or one of its affiliates is performing broker-dealer or investment banking services or has confidential or material non-public information. Furthermore, in certain investment advisory programs, MSWM may be compelled to forgo trading in, or providing advice regarding, Morgan Stanley securities, and in certain related securities. These restrictions may adversely impact your account performance.

MSWM, the managers and their affiliates may also develop analyses and/or evaluations of securities sold in the program described in this Brochure, as well as buy and sell interests in securities on behalf of their proprietary or client accounts. These analyses, evaluations and purchase and sale activities are proprietary and confidential, and MSWM will not disclose them to clients. MSWM may not be able to act, in respect of clients’ accounts, on any such information, analyses or evaluations.

MSWM, investment managers and their affiliates are not obligated to effect any transaction that they believe would violate federal or state law, or the regulations of any regulatory or self-regulatory body.

***Options Flow Preferencing.*** When MSWM processes an options order for your account, the order may be routed to options exchanges with an indication that our affiliate MS&Co. has a preference on the options order. A “preference” gives MS&Co. the ability to begin an auction among market makers in order to receive bids or offers for a transaction, however such “preference” will only result in an order executed with MS&Co. if its price is equal to or lower than the best price quoted on the relevant exchange. By “preferencing” itself, MS&Co. may generate larger trading volumes than if it were not “preferred”, and that may result in MS&Co. receiving certain benefits. Both MSWM and MS&Co. continue to have an obligation to obtain best execution terms for client transactions under prevailing circumstances and consistent with applicable law.

***Research Reports.*** MS&Co. does business with companies covered by its research groups. Furthermore, MS&Co., its affiliates and client accounts may hold a trading position (long or short) in the securities of companies subject to such research. Therefore, MS&Co. has a conflict of interest that could affect the objectivity of its research reports.

**Certain Trading Systems.** MSWM may effect trades or securities lending transactions on behalf of client accounts through exchanges, electronic communication networks or other alternative trading systems (“Trading Systems”), including Trading Systems with respect to which MSWM or its affiliates may have a non-controlling direct or indirect ownership interest, or the right to appoint a board member or observer. If MSWM directly or indirectly effects client trades or transactions through Trading Systems in which MSWM or its affiliates have an ownership interest, MSWM or its affiliates may receive an indirect economic benefit based on their ownership interest. In addition, subject at all times to its obligations to obtain best execution for its customers’ orders, it is contemplated that MSWM will route certain customer order flow to its affiliates. Currently, MSWM and/or its affiliates own equity interests (or interests convertible into equity) in certain Trading Systems or their parent companies, including BIDS Holdings LP and BIDS Holdings GP LLC (commonly known as “BIDS”); CHX Holdings Inc.; CHI-X Global Holdings LLC; National Stock Exchange of India; Miami International Holdings Inc.; Equilend; Euroclear PLC; LCH.Clearnet Group Ltd.; Turquoise Global Holdings Ltd.; CJSC The Moscow Interbank Currency Exchange Settlement House; CME; ICE US Holding Company; LP; ; OTCderiv Limited; TradeWeb Markets LLC; TIFFE – Tokyo Financial Futures Exchange; iSWAP Limited; EOS Precious Metals Limited; CreditDeriv Limited; FXGlobalClear; The Depository Trust and Clearing Corporation; CME/CBOT/NYMEX; Dubai Mercantile Exchange; Intercontinental Exchange; Tokyo Commodities Exchange; Bombay Stock Exchange; Japan Securities Depository Center Inc.; and Japan Securities Clearing Corporation.

The Trading Systems on which MSWM trades or effects securities lending transactions for client accounts and in which MSWM or its affiliates own interests may change from time to time. You may contact your Financial Advisor for an up-to-date list of Trading Systems in which MSWM or its affiliates own interests and on which MSWM and/or MS&Co. trade for client accounts.

Certain Trading Systems offer cash credits for orders that provide liquidity to their books and charge explicit fees for orders that extract liquidity from their books. From time to time, the amount of credits that MSWM and/or MS&Co. receives from one or more Trading System may exceed the amount that is charged. Under these limited circumstances, such payments would constitute payment for order flow.

Certain Trading Systems through which MSWM and/or MS&Co. may directly or indirectly effect client trades execute transactions on a “blind” basis, so that a party to a transaction does not know the identity of the counterparty to the transaction. It is possible that an order for a client account that is executed through such a Trading System could be automatically matched with a counterparty that is (i) another investment advisory or brokerage client of MSWM or one of its affiliates or (ii) MSWM or one of its affiliates acting for its own proprietary accounts.

**MSWM Affiliate in Underwriting Syndicate; Other Relationships with Security Issuers.** If an affiliate of MSWM is a member of the underwriting syndicate from which a security is purchased, we or our affiliates may directly or indirectly benefit from such purchase.

MSWM and/or its affiliates have a variety of relationships with, and provide a variety of services to, issuers of securities

recommended for client accounts, including investment banking, corporate advisory, underwriting, consulting, and brokerage relationships. As a result of these relationships with an issuer, MSWM or its affiliates may directly or indirectly benefit from a client’s purchase or sale of a security of the issuer. For example, MSWM or its affiliates may provide hedging services for compensation to issuers of structured investments (such as structured notes) recommended for client accounts. In such a case, MSWM or its affiliates could benefit if a client account purchased such an instrument, or sold such an instrument to another purchaser in lieu of selling or redeeming the instrument back to the issuer, as such transactions could result in the issuer of the instrument continuing to pay MSWM or its affiliates fees or other compensation for the hedging services related to such instrument. Similarly, if the hedging service with respect to such an instrument is not profitable for MSWM or its affiliates, MSWM or its affiliates may benefit if MSWM’s client accounts holding such instruments sold or redeemed them back to the issuer. We address these conflicts by disclosing them to you

**Affiliated Mutual Funds.** Certain of the Mutual Funds in the CGA program are affiliated with MSWM. However, Mutual Funds affiliated with MSWM (except the Money Market Fund) will not be available to Retirement Accounts. Although some Mutual Funds may be available in more than one MSWM program, each program may offer Mutual Funds and other features that are not available in other MSWM programs. You understand that MSWM and our affiliates will receive more aggregate compensation when the Financial Advisor recommends a Mutual Fund that is affiliated with MSWM than if the Financial Advisor recommends a Mutual Fund that is not affiliated with MSWM. The selection of a MSWM affiliated Mutual Fund may also be more costly to your account than other options. In addition, some Mutual Funds that are affiliated with MSWM may charge higher fees than other affiliated Mutual Funds. Thus, MSWM and our Financial Advisor have a conflict of interest when recommending Mutual Funds. Similarly, if a Mutual Fund is not affiliated with us but we have an ownership share in the Mutual Fund’s manager, we and our Financial Advisors have a conflict of interest in recommending that Mutual Fund because, as an owner of the Mutual Fund’s manager, we benefit from its profits.

**Variable Annuity Subaccounts Invested in Mutual Funds Managed or Subadvised by a MSWM Affiliate.** Certain variable annuity contracts contain subaccounts that are invested in mutual funds managed or sub-advised by Morgan Stanley Investment Management, Inc., a MSWM affiliate. You understand that MSWM and our affiliates will receive more aggregate compensation when the Financial Advisor recommends a variable annuity that contains affiliated subaccounts than if the Financial Advisor recommends a variable annuity that does not contain affiliated subaccounts. Please see the discussion of variable annuity subaccounts invested in mutual funds managed or sub-advised by an affiliate under “Variable Annuities in Advisory Programs” in Item 4.C above.

**Affiliated Sweep Investments.** MSWM has a conflict of interest in selecting or recommending BDP or Money Market Funds as the sweep investment. See Item 4.C above for more information.

**Investments in Sweep Investments or Mutual Funds.** As described in Item 4.C above, with respect to non-Retirement

Account clients, MSWM or its affiliates earn greater compensation from mutual funds than from other investment products. At times, it may be in a Client's interest to maintain assets in cash, particularly for defensive purposes in volatile markets. The above-described Bank Deposit Program revenue and fees for money market funds, administrative services fees for accounts of non-Retirement Account clients and other payments create a potential for a conflict of interest to the extent that the additional payments could influence MSWM to recommend (a) a mutual fund or ETF, instead of a different investment product, or (b) investment style that favors cash balances.

Please note that the Financial Advisor does not receive any of the Bank Deposit Program revenue, fees from money market funds or administrative services fees described herein.

**Nonpublic Information.** In the course of investment banking or other activities, MSWM, its affiliates and agents may from time to time acquire confidential or material nonpublic information that may prevent them, for a period of time, from purchasing or selling particular securities for the account. You acknowledge and agree that MSWM, its affiliates and agents will not be free to divulge or to act upon this information with respect to their advisory or brokerage activities, including their activities with regard to the account. This may adversely impact the investment performance of the account.

**CDs.** Products such as CDs are most suitable for purchasing and holding to maturity. You should compare the rates of return and other features of the CD to other available instruments (including other CDs) before deciding to purchase. Some CDs may be subject to redemption on a specified date or dates at the sole discretion of the issuer.

## **C. Financial Advisors Acting as Portfolio Managers**

### **Description of Advisory Services**

In the program described in this Brochure, no affiliates, related persons or supervised persons of MSWM act as portfolio managers.

### **Policies and Procedures Relating to Voting Client Securities**

If you have a CGA Account, you have the option to elect who votes proxies for your account. Unless you have expressly retained the right to vote proxies, you delegate proxy voting authority to a third party proxy voting service provider, Institutional Shareholder Services Inc. ("ISS"), which Morgan Stanley has engaged to vote on your behalf. You may not delegate proxy voting authority to Morgan Stanley or any Morgan Stanley employees and we do not agree to assume any proxy voting authority from you.

If you expressly retain the right to vote proxies, we will forward to you any proxy materials that we receive for securities in your account. Neither Morgan Stanley nor your Financial Advisor will advise you on particular proxy solicitations. If ISS votes proxies for you, you cannot instruct ISS on how to cast any particular vote.

If you have delegated proxy voting authority to ISS, you may obtain from your Financial Advisor, information as to how proxies were voted for your account during the prior annual period and ISS's relevant proxy voting policies and procedures (including a copy of its policy guidelines and vote recommendations in effect from time to time). You may change your proxy voting election at any time by contacting your Financial Advisor.

MSWM will not provide advice or take action with respect to legal proceedings (including bankruptcies) relating to the securities in your account, except to the extent required by law.

## **Item 7: Client Information Provided to Portfolio Managers**

The program described in this Brochure does not use portfolio managers.

## **Item 8: Client Contact with Portfolio Managers**

The program described in this Brochure does not use portfolio managers. However, you may contact your Financial Advisor at any time during normal business hours.

## **Item 9: Additional Information**

### **Disciplinary Information**

This section contains information on certain legal and disciplinary events.

In this section, "MSDW" means Morgan Stanley DW Inc., a predecessor broker-dealer of MS&Co. and registered investment adviser that was merged into MS&Co. in April 2007. MS&Co. and Citigroup Global Markets Inc. ("CGM") are predecessor investment adviser and broker-dealer firms of Morgan Stanley Smith Barney LLC ("MSWM"). "Citi" means Citigroup Inc., a former indirect part owner of MSWM.

- On June 8, 2016, the SEC entered into a settlement order with MSWM ("June 2016 Order") settling an administrative action. In this matter, the SEC found that MSWM willfully violated Rule 30(a) of Regulation S-P (17 C. F. R. § 248.30(a)) (the "Safeguards Rule"). In particular, the SEC found that, prior to December 2014, although MSWM had adopted written policies and procedures relating to the protection of customer records and information, those policies and procedures were not reasonably designed to safeguard its customers' personally identifiable information as required by the Safeguards Rule and therefore failed to prevent a MSWM employee, who was subsequently terminated, from misappropriating customer account information. In determining to accept the offer resulting in the June 2016 Order, the SEC considered the remedial efforts promptly undertaken by MSWM and MSWM's cooperation afforded to the SEC Staff. MSWM consented, without admitting or denying the findings, to a censure, to cease and desist from committing or causing future violations, and to pay a civil penalty of \$1,000,000.

- On January 13, 2017, the SEC entered into a settlement order with MSWM (“January 2017 Order”) settling an administrative action. The SEC found that from 2009 through 2015, MSWM inadvertently charged advisory fees in excess of what had been disclosed to, and agreed to by, its legacy CGM clients, and, from 2002 to 2009 and from 2009 to 2016, MS&Co. and MSWM, respectively, inadvertently charged fees in excess of what was disclosed to and agreed to by their clients. The SEC also found that MSWM failed to comply with requirements regarding annual surprise custody examinations for the years 2011 and 2012, did not maintain certain client contracts, and failed to adopt and implement written compliance policies and procedures reasonably designed to prevent violations of the Investment Advisers Act of 1940 (the “Advisers Act”). The SEC found that, in relation to the foregoing, MSWM willfully violated certain sections of the Advisers Act. In determining to accept the offer resulting in the January 2017 Order, the SEC considered the remedial efforts promptly undertaken by MSWM. MSWM consented, without admitting or denying the findings, to a censure, to cease and desist from committing or causing future violations, to certain undertakings related to fee billing, books and records and client notices and to pay a civil penalty of \$13,000,000.
- On February 14, 2017, the SEC entered into a settlement order with MSWM settling an administrative action. The SEC found that from March 2010 through July 2015, MSWM solicited approximately 600 non-discretionary advisory accounts to purchase one or more of eight single inverse exchange traded funds (“SIETFs”), without fully complying with its internal written compliance policies and procedures related to these SIETFs, which among other things required that clients execute a disclosure notice, describing the SIETF’s features and risks, prior to purchasing them, for MSWM to maintain the notice, and for subsequent related reviews to be performed. The SEC found that, despite being aware of deficiencies with its compliance and documentation of the policy requirements, MSWM did not conduct a comprehensive analysis to identify and correct past failures where the disclosure notices may not have been obtained and to prevent future violations from occurring. The SEC found that, in relation to the foregoing, MSWM willfully violated section 206(4) of the Investment Advisers Act of 1940 and Rule 206(4)-7 thereunder. MSWM admitted to certain facts and consented to a censure, to cease and desist from committing or causing future violations, and to pay a civil penalty of \$8,000,000.
- On June 29, 2018, the SEC entered into a settlement order with MSWM settling an administrative action which relates to misappropriation of client funds in four related accounts by a single former MSWM financial advisor (“FA”). The SEC found that MSWM failed to adopt and implement policies and procedures or systems reasonably designed to prevent personnel from misappropriating assets in client accounts. The SEC specifically found that, over the course of eleven months, the FA initiated unauthorized transactions in the four related client accounts in order to misappropriate client funds. The SEC found that while MSWM policies provided for certain reviews prior to issuing disbursements, such reviews were not reasonably designed to prevent FAs from misappropriating client funds. Upon being informed

of the issue by representatives of the FA’s affected clients, MSWM promptly conducted an internal investigation, terminated the FA, and reported the fraud to law enforcement agencies. MSWM also fully repaid the affected clients, made significant enhancements to its policies, procedures and systems (“Enhanced MSWM Policies”) and hired additional fraud operations personnel. The SEC found that MSWM willfully violated section 206(4) of the Advisers Act and Rule 206(4)-7 thereunder. The SEC also found that MSWM failed to supervise the FA pursuant to its obligations under Section 203(e)(6) of the Advisers Act. MSWM consented, without admitting or denying the findings, to a censure; to cease and desist from committing or causing future violations; to certain undertakings, including certifications related to the implementation and adequacy of the Enhanced MSWM Policies and to pay a civil penalty of \$3,600,000.

MSWM’s Form ADV Part 1 contains further information about its disciplinary history, and is available on request from your Financial Advisor.

### **Other Financial Industry Activities and Affiliations**

Morgan Stanley (“Morgan Stanley Parent”) is a financial holding company under the Bank Holding Company Act of 1956. Morgan Stanley Parent is a corporation whose shares are publicly held and traded on the New York Stock Exchange. Prior to June 28, 2013, MSWM was owned by a joint venture company which was indirectly owned 65% by Morgan Stanley Parent and 35% by Citi. On June 28, 2013, Morgan Stanley Parent purchased Citi’s 35% interest in MSWM. Accordingly, MSWM is now a wholly owned indirect subsidiary of Morgan Stanley Parent.

**Activities of Morgan Stanley Parent.** Morgan Stanley Parent is a global firm engaging, through its various subsidiaries, in a wide range of financial services including:

- securities underwriting, distribution, trading, merger, acquisition, restructuring, real estate, project finance and other corporate finance advisory activities;
- merchant banking and other principal investment activities;
- brokerage and research services;
- asset management;
- trading of foreign exchange, commodities and structured financial products; and
- global custody, securities clearance services, and securities lending.

**Broker-Dealer Registration.** As well as being a registered investment adviser, MSWM is registered as a broker-dealer.

**Restrictions on Executing Trades.** As MSWM is affiliated with MS&Co. and its affiliates, the following restrictions apply when executing client trades:

- MSWM and MS&Co. generally do not act as principal in executing trades for MSWM investment advisory clients (except to the extent permitted by a program and the law).
- Regulatory restrictions may limit your ability to purchase, hold or sell equity and debt issued by Morgan Stanley Parent and its affiliates in some advisory programs.

- Certain regulatory requirements may limit MSWM's ability to execute transactions through alternative execution services (e.g., electronic communication networks and crossing networks) owned by MSWM, MS&Co. or their affiliates.

These restrictions may adversely impact client account performance.

See Item 6.B above for conflicts arising from our affiliation with MS&Co. and its affiliates.

**Related Investment Advisors and Other Service Providers.** MSWM has related persons that are the investment advisers to mutual funds in various investment advisory programs (including Morgan Stanley Investment Management Inc., Morgan Stanley Investment Management Limited and Consulting Group Advisory Services LLC). If you invest your assets in an affiliated mutual fund, MSWM and its affiliates earn more money than if you invest in an unaffiliated mutual fund. Generally, for Retirement Accounts, MSWM rebates or offsets fees so that MSWM complies with IRS and Department of Labor rules and regulations.

Morgan Stanley Investment Management Inc. serves in various advisory, management, and administrative capacities to open-end and closed-end investment companies and other portfolios (some of which are listed on the NYSE). Morgan Stanley Services Company, Inc., its wholly owned subsidiary, provides limited transfer agency services to certain open-end investment companies.

Morgan Stanley Distribution Inc. serves as distributor for these open-end investment companies, and has entered into selected dealer agreements with MSWM and affiliates. Morgan Stanley Distribution Inc. also may enter into selected dealer agreements with other dealers. Under many of these agreements, MSWM and affiliates, and other selected dealers, are compensated for sale of fund shares to clients on a brokerage basis, and for shareholder servicing (including pursuant to plans of distribution adopted by the investment companies pursuant to Rule 12b-1 under the Investment Company Act of 1940).

Related persons of MSWM act as general partner, administrative agent or special limited partner of a limited partnership or managing member or a special member of a limited liability company to which such related persons serve as adviser or sub-adviser and in which clients have been solicited in a brokerage or advisory capacity to invest. In some cases, the general partner of a limited partnership is entitled to receive an incentive allocation from a partnership.

See Item 4.C above for a description of cash sweep investments managed or held by related persons of MSWM.

See Item 6.B above for a description of various conflicts of interest.

## Code of Ethics

The MSWM US Investment Advisory Code of Ethics ("Code") applies to MSWM's employees, supervisors, officers and directors engaged in offering or providing investment advisory products and/or services (collectively, the "Employees"). In

essence, the Code prohibits Employees from engaging in securities transactions or activities that involve a material conflict of interest, possible diversion of a corporate opportunity, or the appearance of impropriety. Employees must always place the interests of MSWM's clients above their own and must never use knowledge of client transactions acquired in the course of their work to their own advantage. Supervisors are required to use reasonable supervision to detect and prevent any violations of the Code by the individuals, branches and departments that they supervise.

The Code generally operates to protect against conflicts of interest either by subjecting Employee activities to specified limitations (including pre-approval requirements) or by prohibiting certain activities. Key provisions of the Code include:

- The requirement for certain Employees, because of their potential access to non-public information, to obtain their supervisors' prior written approval or provide pre-trade notification before executing certain securities transactions for their personal securities accounts;
- Additional restrictions on personal securities transaction activities applicable to certain Employees (including Financial Advisors and other MSWM employees who act as portfolio managers in MSWM investment advisory programs);
- Requirements for certain Employees to provide initial and annual reports of holdings in their Employee securities accounts, along with quarterly transaction information in those accounts; and
- Additional requirements for pre-clearance of other activities including, but not limited to, Outside Business Activities, Gifts and Entertainment, and U.S. Political Contributions and Political Solicitation Activity.

You may obtain a copy of the Code from your Financial Advisor.

See Item 6.B above, for a description of Conflicts of Interest

## Reviewing Accounts

At account opening, your Financial Advisor and his or her Branch Manager (or the Branch Manager's designee) confirm that the account and the investment style are suitable investments for you.

In the CGA program, generally, your Financial Advisor will contact you at least annually to review your account, except as otherwise provided in "Plan Review" in Item 4A above.

CGA management reviews accounts daily to determine if any investments are outside the program investment guidelines.

If your CGA account is identified as having investments outside program investment guidelines, CGA management will consider investments in your related accounts at MSWM (including your



MSWM brokerage accounts for which we do not act as investment adviser) before taking any action. If consideration of the investments in your related MSWM accounts results in the subject investments in your CGA account being in compliance with the investment guidelines, program management may take no further action. If your Financial Advisor created a Client Portfolio as described above, your CGA account will be aggregated only with the other MSWM accounts in your Client Portfolio for the purpose of determining compliance with program investment guidelines. If your account investments are outside the program investment guidelines as described above, CGA management will notify your Financial Advisor. Your Financial Advisor may make a recommendation to bring your account within the investment guidelines. Alternatively, you may agree for your CGA account to remain invested in the subject securities, except if your account is outside the investment guideline related to cash and cash equivalents, your account must be brought within such investment guideline.

Please contact your Financial Advisor for further details. MSWM does not act as investment adviser with respect to any assets in your Client Portfolio that are not MSWM advisory assets.

MSWM conducts various checks on a periodic basis (e.g. inactive accounts) in the CGA program.

See Item 4.A above for a discussion of account statements and periodic reviews provided for your account or your Client Portfolio, as applicable.

### **Client Referrals and Other Compensation**

See “Payments from Mutual Funds” in Item 6.B above.

MSWM may compensate affiliated and unrelated third parties for client referrals in accordance with Rule 206(4)-3 of the Advisers Act. If the client invests in an investment advisory program, the compensation paid to any such entity will typically consist of an ongoing cash payment stated as a percentage of MSWM’s advisory fee or a one-time flat fee, but may include cash payments determined in other ways.

### **Financial Information**

We are not required to include a balance sheet in this Brochure because we do not require or solicit prepayment of more than \$1,200 in fees per client, six months or more in advance.

We do not have any financial conditions that are reasonably likely to impair our ability to meet our contractual commitments to clients.

MSWM and its predecessors have not been the subject of a bankruptcy petition during the past 10 years.

## **Exhibit: Affiliated Money Market Funds Fee Disclosure Statement and Float Disclosure Statement**

### **Sweep Vehicles in Retirement Accounts**

Retirement Accounts generally effect temporary sweep transactions of new free credit balances into Deposit Accounts established under the Bank Deposit Program.

The table below describes the fees and expenses charged to assets invested in shares of the Money Market Funds in which the account invests (expressed as a percentage of each fund's average daily net assets for the stated fiscal year). Note that:

- The rate of Advisory Fee and Distribution and Service Fees (including 12b-1 fees) (whether in basis points or dollars) may not be increased without first obtaining shareholder approval.
- Expenses designated as "Other Expenses" include all expenses not otherwise disclosed in the table that were deducted from each fund's assets or charged to all shareholder accounts in the stated fiscal year (and may change from year to year).

These fees and expenses may be paid to MSWM and its affiliates for services performed. The aggregate amount of these fees is stated in the tables below. The amounts of expenses deducted from a fund's assets are shown in each fund's statement of operations in its annual report.

Morgan Stanley Investment Management (and/or its affiliates) may, from time to time, waive part or all of its advisory fee or assume or reimburse some of a fund's operating expenses (this may be for a limited duration.) Such actions are noted in the fund's prospectus and/or statement of additional information. The table below shows the Total Annual Fund Operating Expenses (before management fee waivers and/or expense reimbursements) and the Total Annual Fund Operating Expenses After Fee Waivers and/or Expense Reimbursements.

MSWM expects to provide services as a fiduciary (as that term is defined under ERISA or the Code) with respect to Retirement Accounts. MSWM believes that investing in shares of the funds for sweep purposes may be appropriate for Retirement Accounts because using professionally managed Money Market Funds allows you to access cash on an immediate basis, while providing a rate of return on your cash positions pending investment. As is typical of such arrangements, we use only affiliated money funds for this purpose.

MSWM also believes that investing a Retirement Account's assets in the Deposit Accounts may also be appropriate. Terms of the Bank Deposit Program are further described in the Bank Deposit Program Disclosure Statement, which has been provided to you with your account opening materials.

The fund expense information below reflects the most recent information available to us as of January 31, 2019, and is subject to change. Please refer to the funds' current prospectuses, statements of additional information and annual reports for more information.

<b>Fund</b>	<b>Advisory Fee</b>	<b>Distribution and Service Fees</b>	<b>Other Expenses</b>	<b>Total Annual Fund Operating Expenses</b>	<b>Total Annual Fund Operating Expenses After Fee Waivers and/or Expense Reimbursements</b>
MSILF Government Securities- Participant Share Class	0.15%	0.50%	0.06%	0.71%	0.45%
MS U.S. Government Money Market Trust	0.15%	0.10%	0.12%	0.37%	0.37%

### **Interest Earned on Float**

If MSWM is the custodian of your account, MSWM may retain as compensation, for providing services, the account's proportionate share of any interest earned on cash balances held by MSWM (or an affiliate) with respect to assets awaiting investment including:

- new deposits to the account (including interest and dividends) and
- uninvested assets held by the account caused by an instruction to the custodian to buy and sell securities (which may, after the period described below, be automatically swept into a sweep vehicle).

This interest is generally at the prevailing Federal Funds interest rate.

Generally, with respect to such assets awaiting investment:

- when the custodian receives the assets on a day on which the NYSE is open (“Business Day”) and before the NYSE closes, the custodian earns interest through the end of the following Business Day and
- when the custodian receives the assets on a Business Day but after the NYSE closes, or on a day which is not a Business Day, the custodian earns interest through the end of the second following Business Day.