

**Registered number: 34161590**

Registered office:  
Luna Arena  
Herikerbergweg 238  
1101 CM  
Amsterdam  
The Netherlands

**MORGAN STANLEY B.V.**

**Report and financial statements**

**31 December 2017**

# **MORGAN STANLEY B.V.**

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## **MORGAN STANLEY B.V.**

### **DIRECTORS' REPORT**

The Directors present their report and financial statements (which comprise the income statement, the statement of comprehensive income, the statement of changes in equity, the statement of financial position, the statement of cash flows, and the related notes, 1 to 20) for Morgan Stanley B.V. (the “Company”) for the year ended 31 December 2017.

### **RESULTS AND DIVIDENDS**

The profit for the year, after tax, was €1,547,000(2016: €3,876,000).

During the year, no dividends were paid or proposed (2016: €nil).

### **PRINCIPAL ACTIVITY**

The principal activity of the Company is the issuance of financial instruments including notes, certificates and warrants (“Structured Notes”) and the hedging of the obligations arising pursuant to such issuances.

The Company was incorporated under Dutch law on 6 September 2001 and has its statutory seat in Amsterdam, the Netherlands. The business office of the Company is at Luna Arena, Herikerbergweg 238, 1101 CM, Amsterdam, The Netherlands.

The Company’s ultimate parent undertaking and controlling entity is Morgan Stanley, which, together with the Company and Morgan Stanley’s other subsidiary undertakings, form the “Morgan Stanley Group”.

### **FUTURE OUTLOOK**

There have not been any significant changes in the Company’s principal activity in the year under review and no significant change in the Company’s principal activity is expected.

### **BUSINESS REVIEW**

#### **Global market and economic conditions**

Global economic growth accelerated in 2017 and has grown by slightly more than its long-term average rate. Strength was broad-based across both developed economies and emerging markets. Growth was 2.3% in the United States (“US”), 2.5% in the Euro area and 1.7% in both Japan and the United Kingdom (“UK”). In Emerging markets, Chinese growth proved much more resilient than expected at 6.9%, whilst annual growth in Brazil and Russia returned to positive territory. In terms of policy, the Federal Reserve increased interest rates three times to 1.375% in December and began the process of balance sheet normalization in October. Shortly before year end, the US government passed a fiscal stimulus package, which included a significant reduction in the headline corporate tax rate and personal income tax cuts. In Europe, the European Central Bank (“ECB”) extended its Quantitative Easing program to September 2018 at its October meeting, but halved the size of its monthly purchases to €30bn from the beginning of 2018. The Bank of England raised interest rates by 25bps at its November meeting amid above target inflation. The Chinese authorities implemented further measures to reduce overcapacity and future financial sector risks, whilst central banks in Brazil and Russia cut interest rates materially in 2017.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**UK Referendum**

It is difficult to predict the future of the UK's relationship with the European Union ("EU"), which uncertainty may increase the volatility in the global financial markets in the short- and medium-term. On 23 June 2016, the UK electorate voted to leave the EU. On 29 March 2017, the UK invoked Article 50 of the Lisbon Treaty, which triggered a two-year period, subject to extension (which would need the unanimous approval of the EU member states), during which the UK government is expected to negotiate its withdrawal agreement with the EU. Absent any extension, the UK is expected to leave the EU in March 2019. The terms and conditions of the anticipated withdrawal from the EU, and which of the several alternative models of relationship that the UK might ultimately negotiate with the EU, remain uncertain. However, the UK government has stated that the UK will leave the EU single market and will seek a phased period of implementation for the new relationship that may cover the legal and regulatory framework applicable to financial institutions with significant operations in Europe, such as Morgan Stanley. Since any transition or implementation periods and the eventual successor arrangements require agreement of both the UK and the EU, there is a risk that these arrangements may not be agreed by March 2019. Potential effects of the UK exit from the EU and potential mitigation actions may vary considerably depending on the timing of withdrawal and the nature of any transition, implementation or successor arrangements.

**Overview of 2017**

The issued Structured Notes expose the Company to the risk of changes in market prices of the underlying securities, interest rate risk and, where denominated in currencies other than Euros, the risk of changes in rates of exchange between the Euro and the other relevant currencies. The Company uses the contracts that it purchases from other Morgan Stanley Group undertakings to hedge the market price, interest rate and foreign currency risks associated with the issuance of the Structured Notes.

The income statement for the year is set out on page 10. The Company reported a profit before income tax of €2,060,000 for the year ended 31 December 2017, compared to a profit before income tax of €5,160,000 for the prior year.

The profit before income tax for the year ended 31 December 2017 primarily comprises management charges recognised in 'Other income' of €1,304,000, compared to €5,916,000 received in the prior year. Management charges received have decreased as a result of the Company and Morgan Stanley Group updating its Global Transfer Pricing Policy, effective 1 January 2017. This change in transfer pricing policy is consistent with evolving transfer pricing guidance under the Organisation for Economic Cooperation and Development ("OECD")'s and evolving regulatory guidance. The transfer pricing method selected for implementation is one of the methods specified under the 2017 OECD Transfer Pricing Guidelines for Multinational Enterprises and Tax Administrations. The profit before income tax for the year ended 2017 also includes prior year costs of €756,000 included in the calculation of the yield payable on Convertible Preferred Equity Certificates ("CPECs") explained in note 8 and recognised in 'Interest expense'.

The Company has recognised a net gain of €452,489,000 on financial instruments classified as held for trading compared to a net gain of €31,323,000 for the prior period, with a corresponding net loss of €452,489,000 on financial instruments designated at fair value through profit or loss (2016: net loss of €31,323,000). This is due to fair value changes attributable to market movements on the securities underlying Structured Notes hedged by derivatives classified as held for trading.

The statement of financial position for the Company is set out on page 13. The Company's total assets at 31 December 2017 are €9,481,825,000, a decrease of €87258,000 or 1% when compared to 31 December 2016. Total liabilities of €9,442,042,000 represent a decrease of €88,805,000 or 1% when compared to total liabilities at 31 December 2016. These movements are primarily attributable to the value of issued Structured Notes and the related hedging instruments held at 31 December 2017. Structured Notes reflected in 'Financial liabilities designated at fair value through profit or loss' have decreased since 31 December 2016 as a result of maturities offset by new issuances and fair value movements in the period. The decrease in the value of issued Structured Notes has resulted in a net decrease in the value of the related hedging instruments.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**Overview of 2017 (continued)**

The performance of the Company is included in the results of the Morgan Stanley Group which are disclosed in the Morgan Stanley Group's Annual Report on Form 10-K to the US Securities and Exchange Commission. The Morgan Stanley Group manages its key performance indicators on a global basis but in consideration of individual legal entities. For this reason, the Company's Directors believe that providing further performance indicators for the Company itself would not enhance an understanding of the development, performance or position of the business of the Company.

The risk management section below sets out the Company's and the Morgan Stanley Group's policies for the management of liquidity and cash flow risk and other significant business risks.

**Risk management**

Risk is an inherent part of the Company's business activity. The Company seeks to identify, assess, monitor and manage each of the various types of risk involved in its business activities, in accordance with defined policies and procedures. The Company has developed its own risk management policy framework, which leverages the risk management policies and procedures of the Morgan Stanley Group, and which include escalation to the Company's Board of Directors and to appropriate senior management personnel as well as oversight through the Company's Board of Directors.

Set out below is an overview of the Company's policies for the management of financial risk and other significant business risks. More detailed qualitative and quantitative disclosures about the Company's management of and exposure to financial risks are included in note 14 to the financial statements.

*Market risk*

Market risk refers to the risk of losses for a position or portfolio due to changes in rates, foreign exchange, equities, volatilities, correlations or other market factors.

Market risk management policies and procedures for the Company are consistent with those of the Morgan Stanley Group and include escalation to the Company's Board of Directors and appropriate senior management personnel.

The Company manages the market risk associated with its trading activities at both a trading division and an individual product level.

It is the policy and objective of the Company not to be exposed to net market risk.

*Credit risk*

Credit risk refers to the risk of loss arising when a borrower, counterparty or issuer does not meet its financial obligations to the Company. Credit risk includes the risk that economic, social and political conditions and events in a foreign country will adversely affect an obligor's ability and willingness to fulfil their obligations. Further detail on the Morgan Stanley Group's management of country risk is set out below.

Credit risk management policies and procedures for the Company are consistent with those of the Morgan Stanley Group and include escalation to the Company's Board of Directors and appropriate senior management personnel.

Credit risk exposure is managed on a global basis and in consideration of each significant legal entity within the Morgan Stanley Group. The credit risk management policies and procedures establish the framework for identifying, measuring, monitoring and controlling credit risk whilst ensuring transparency of material credit risks, compliance with established limits and escalating risk concentrations to appropriate senior management.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**Risk management (continued)**

*Country risk exposure*

Country risk exposure is the risk that events in, or affecting, a foreign country might adversely affect the Company. "Foreign country" means any country other than The Netherlands. Sovereign risk, by contrast, is the risk that a government will be unwilling or unable to meet its debt obligations, or renege on the debt it guarantees. Sovereign risk is single-name risk for a sovereign government, its agencies and guaranteed entities.

The Company enters into the majority of its financial asset transactions with other Morgan Stanley Group undertakings primarily in Luxembourg and the US. Both the Company and the other Morgan Stanley Group undertakings are wholly-owned subsidiaries of the same ultimate parent entity, Morgan Stanley. As a result of the implicit support that would be provided by Morgan Stanley, the Company's country risk is considered a component of the Morgan Stanley Group's credit risk.

Country risk exposure is measured in accordance with the Morgan Stanley Group's internal risk management standards and includes obligations from sovereign governments, corporations, clearing houses and financial institutions. The Morgan Stanley Group actively manages country risk exposure through a comprehensive risk management framework that combines credit and market fundamentals and allows the Morgan Stanley Group to effectively identify, monitor and limit country risk.

The Morgan Stanley Group conducts periodic stress testing that seeks to measure the impact on its credit and market exposures of shocks stemming from negative economic or political scenarios. When deemed appropriate by the Morgan Stanley Group's risk managers, the stress test scenarios include possible contagion effects. The analysis, and the results of the stress tests, may result in the amendment of limits or exposure mitigation.

*Liquidity funding risk*

Liquidity risk refers to the risk that the Company will be unable to finance its operations due to a loss of access to the capital markets or difficulty in liquidating its assets. Liquidity risk encompasses the Company's ability (or perceived ability) to meet its financial obligations without experiencing significant business disruption or reputational damage that may threaten the Company's viability as a going concern. Liquidity risk also encompasses the associated funding risks triggered by the market or idiosyncratic stress events that may cause unexpected changes in funding needs or an inability to raise new funding.

The primary goal of the Morgan Stanley Group's liquidity risk management framework is to ensure that the Morgan Stanley Group, including the Company, has access to adequate funding across a wide range of market conditions and time horizons. The framework is designed to enable the Morgan Stanley Group to fulfil its financial obligations and support the execution of the Company's business strategies. The framework is further described in note 14.

The Company continues to actively manage its capital and liquidity position to ensure adequate resources are available to support its activities, to enable it to withstand market stresses.

The Company hedges all of its financial liabilities with financial assets entered into with other Morgan Stanley Group undertakings, where both the Company and other Morgan Stanley Group undertakings are wholly-owned subsidiaries of the same parent, Morgan Stanley.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**Risk management (continued)**

*Operational risk*

Operational risk refers to the risk of loss, or of damage to the Company's reputation, resulting from inadequate or failed processes, people and systems or from external events (e.g. fraud, theft, legal and compliance risks, cyber-attacks or damage to physical assets). Operational risk relates to the following risk event categories as defined by Basel Capital Standards: internal fraud; external fraud; employment practices and workplace safety; clients, products and business practices; business disruption and system failure; damage to physical assets; and execution, delivery and process management. Legal, regulatory and compliance risk is discussed below under "Legal, regulatory and compliance risk".

The Company may incur operational risk across the full scope of its business activities.

The Company has established an operational risk framework to identify measure, monitor and control risk across the Company. This framework is consistent with the framework established by the Morgan Stanley Group and includes escalation to the Company's Board of Directors and appropriate senior management personnel. Effective operational risk management is essential to reducing the impact of operational risk incidents and mitigating legal and reputational risks. The framework is continually evolving to account for changes in the Company and to respond to the changing regulatory and business environment. The Company has implemented operational risk data and assessment systems to monitor and analyse internal and external operational risk events, to assess business environment and internal control factors and to perform scenario analysis. The collected data elements are incorporated in the operational risk capital model. The model encompasses both quantitative and qualitative elements. Internal loss data and scenario analysis results are direct inputs to the capital model, while external operational incidents, business environment and internal control factors are evaluated as part of the scenario analysis process.

In addition, the Company employs a variety of risk processes and mitigants to manage its operational risk exposures. These include a strong governance framework, a comprehensive risk management programme and insurance. Operational risks and associated risk exposures are assessed relative to the risk tolerance reviewed and confirmed by the Board and are prioritised accordingly. The breadth and range of operational risk are such that the types of mitigating activities are wide-ranging. Examples of activities include enhancement of defences against cyber attacks; use of legal agreements and contracts to transfer and/ or limit operational risk exposures; due diligence; implementation of enhanced policies and procedures; exception management processing controls; and segregation of duties.

Primary responsibility for the management of operational risk is with the business, the control groups and the business managers therein. The business managers maintain processes and controls designed to identify, assess, manage, mitigate and report operational risk. Each of the business segments has a designated operational risk coordinator. The operational risk coordinator regularly reviews operational risk issues and reports to the Company's senior management within each business. Each control group also has a designated operational risk coordinator and a forum for discussing operational risk matters with the Company's senior management. Oversight of operational risk is provided by the Operational Risk Oversight Committee, regional risk committees and senior management. In the event of a merger; joint venture; divestiture; reorganisation; or creation of a new legal entity, a new product or a business activity, operational risks are considered, and any necessary changes in processes or controls are implemented.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**Risk management (continued)**

*Operational risk (continued)*

The Operational Risk Department provides oversight of operational risk management and independently assesses measures and monitors operational risk. The Operational Risk Department works with the business divisions and control groups to help ensure a transparent, consistent and comprehensive framework for managing operational risk within each area and across the Company. The Operational Risk Department scope includes oversight of the technology and data risk management programmes (e.g. cybersecurity), and fraud risk management and prevention programme and a supplier management (vendor risk oversight and assessment) programme. Furthermore, the Operational Risk Department supports the collection and reporting of operational risk incidents and the execution of operational risk assessments; provides the infrastructure needed for risk measurement and risk management; and ensures ongoing validation and verification of the Company's advanced measurement approach for operational risk capital.

Business Continuity Management is responsible for identifying key risks and threats to the Company's resiliency and planning to ensure that a recovery strategy and required resources are in place for the resumption of critical business functions following a disaster or other business interruption. Disaster recovery plans are in place for critical facilities and resources, and redundancies are built into the systems as deemed appropriate. The key components of the Company's Business Continuity Management Programme include: crisis management; business recovery plans; applications/data recovery; work area recovery; and other elements addressing management, analysis, training and testing.

The Company maintains a programme that oversees our cyber and information security risks. Our cybersecurity and information security policies are designed to protect the Company's client and employee data against unauthorised disclosure, modification or misuse and are also designed to address regulatory requirements. These policies and procedures cover a broad range of areas, including: identification of internal and external threats, access control, data security protective controls, detection of malicious or unauthorised activity, incident response and recovery planning. The Company has also established policies, procedures and technologies to protect its computers and other assets from unauthorised access.

In connection with its ongoing operations, the Company utilises the services of external vendors, which it anticipates will continue and may increase in the future. These services include, for example, outsourced processing and support functions and consulting and other professional services. The Company manages its exposures to these services through a variety of means such as the performance of due diligence, consideration of operational risk, implementation of service level and other contractual agreements, and ongoing monitoring of the vendors' performance. The Company maintains a supplier risk management programme with policies, procedures, organisation, governance and supporting technology that aligns with our risk tolerance and is designated to meet regulatory requirements. The programme includes the adoption of appropriate risk management controls, including, but not limited to information security, operational failure, financial stability, disaster recoverability, reputational risk, safeguards against corruption and termination.

*Legal, regulatory and compliance risk*

Legal, regulatory and compliance risk includes the risk of legal or regulatory sanctions, material financial loss; including fines, penalties, judgements, damages and/ or settlements or loss to reputation which the Company may suffer as a result of a failure to comply with laws, regulations, rules, related self-regulatory organisation standards and codes of conduct applicable to our business activities. This risk also includes contractual and commercial risk, such as the risk that a counterparty's performance obligations will be unenforceable. It also includes compliance with Anti-Money Laundering, anti-corruption and terrorist financing rules and regulations. The Company is generally subject to extensive regulation in the different jurisdictions in which it conducts its business.

**DIRECTORS' REPORT**

**BUSINESS REVIEW (CONTINUED)**

**Risk management (continued)**

*Legal, regulatory and compliance risk (continued)*

The Company, principally through the Morgan Stanley Group's Legal and Compliance Division, has established procedures based on legal and regulatory requirements on a worldwide basis that are designed to facilitate compliance with applicable statutory and regulatory requirements and to require that the Company's policies relating to business conduct, ethics and practices are followed globally.

In addition, the Company has established procedures to mitigate the risk that a counterparty's performance obligations will be unenforceable, including consideration of counterparty legal authority and capacity, adequacy of legal documentation, the permissibility of a transaction under applicable law and whether applicable bankruptcy or insolvency laws limit or alter contractual remedies. The heightened legal and regulatory focus on the financial services industry presents a continuing business challenge for the Company.

*Culture, values and conduct of employees*

All employees of the Morgan Stanley Group are accountable for conducting themselves in accordance with the Morgan Stanley Group's core values *Putting Clients First, Doing the Right Thing, Leading with Exceptional Ideas, and Giving Back*. The Morgan Stanley Group is committed to reinforcing and confirming adherence to the core values through our governance framework, tone from the top, management oversight, risk management and controls, and a three lines of defence structure (business, control functions such as Risk Management and Compliance, and Internal Audit). The Morgan Stanley Group's Board is responsible for overseeing the Morgan Stanley Group's practices and procedures relating to culture, values and conduct, as set forth in the Morgan Stanley Group's Corporate Governance Policies. The Morgan Stanley Group's Culture, Values and Conduct Committee, which is part of the Enterprise Risk Management framework, is the senior management committee that oversees the Firm-wide culture, values and conduct program. A fundamental building block of this program is the Morgan Stanley Group's Code of Conduct, which establishes standards for employee conduct that further reinforce the Morgan Stanley Group's commitment to integrity and ethical conduct. Every new hire and every employee annually must attest to their understanding of and adherence to the Code of Conduct. The annual employee performance evaluation process includes an evaluation of employee conduct related to risk management practices and the Morgan Stanley Group's expectations. The Morgan Stanley Group also has several mutually reinforcing processes to identify employee conduct that may have an impact on employment status, current year compensation and/ or prior year compensation. For example, the Global Incentive Compensation Discretion Policy sets forth standards for managers when making annual compensation decisions and specifically requires managers to consider whether their employees effectively managed and/or supervised risk control practices during the performance year. Management committees from control functions periodically meet to discuss employees whose conduct does not meet the Firm's standards. These results are incorporated in the employees' performance evaluation, which links to compensation and promotion decisions. The Morgan Stanley Group's clawback and cancellation provisions, which permit recovery of deferred incentive compensation and cover a broad scope of employee conduct, including any act or omission (including with respect to direct supervisory responsibilities) that constitutes a breach of obligation to the Morgan Stanley Group or causes a restatement of the Morgan Stanley Group's financial results, constitutes a violation of the Morgan Stanley Group's global risk management principles, policies and standards, or causes a loss of revenue associated with a position on which the employee was paid and the employee operated outside of internal control policies.

## **MORGAN STANLEY B.V.**

### **DIRECTORS' REPORT**

#### **BUSINESS REVIEW (CONTINUED)**

##### **Going Concern**

Retaining sufficient liquidity and capital to withstand market pressures remains central to the Morgan Stanley Group's and the Company's strategy. Additionally, the Company has access to further Morgan Stanley Group capital and liquidity as required.

Taking the above factors into consideration, the Directors believe it is reasonable to assume that the Company will have access to adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

#### **DIRECTORS**

The following Directors held office throughout the year and to the date of approval of this report:

H. Herrmann  
S. Ibanez  
P.J.G. de Reus  
L.P.A. Rolfes  
TMF Management B.V.

The Company has taken notice of Dutch legislation effective as of 13 April 2017, as a consequence of which the Company should take into account as much as possible a balanced composition of the Board of Directors in terms of gender, when nominating or appointing Directors, to the effect that at least 30 percent of the positions should be held by women and at least 30 percent by men. Currently the composition of the Board of Directors deviates from the gender diversity objectives. When appointing a Director, the Board of Directors considers the gender diversity objectives, as appropriate.

#### **EVENTS AFTER THE REPORTING DATE**

On 27 February 2018, the maturity date of the CPECs was amended to 49 years from the date of issuance.

#### **AUDIT COMMITTEE**

The Company qualifies as an organisation of public interest pursuant to Dutch and EU law and has established its own audit committee which complies with the applicable corporate governance rules and composition requirements as detailed in the Articles of Association of the Company.

#### **AUDITOR**

Deloitte Accountants B.V. have expressed their willingness to continue in office as auditor of the Company and a resolution to re-appoint them will be proposed at the forthcoming annual general meeting.

Approved by the Board and signed on its behalf by:

24 April 2018

H. Herrmann

S. Ibanez

P.J.G. de Reus

L.P.A. Rolfes

TMF Management B.V.

**DIRECTORS' RESPONSIBILITIES STATEMENT**

The Directors, the names of whom are set out below, confirm to the best of their knowledge:

- the financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRSs”) as issued by the International Accounting Standards Board (“IASB”) and as endorsed by the EU and give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company; and
- the management report represented by the Directors’ report includes a fair review of the development and performance of the business and the position of the Company together with a description of the principal risks and uncertainties that the Company faces.

Approved by the Board and signed on its behalf by:

24 April 2018

H. Herrmann

S. Ibanez

P.J.G. de Reus

L.P.A. Rolfes

TMF Management B.V.

**MORGAN STANLEY B.V.****INCOME STATEMENT****Year ended 31 December 2017**

	<b>Note</b>	<b>2017</b> <b>€'000</b>	<b>2016</b> <b>€'000</b>
Net gains on financial assets classified as held for trading		319,694	122,235
Net gains/ (losses) on financial liabilities classified as held for trading		132,795	(90,912)
<b>Net gains on financial instruments classified as held for trading</b>		<b>452,489</b>	<b>31,323</b>
Net gains on financial assets designated at fair value through profit or loss		233,378	153,000
Net losses on financial liabilities designated at fair value through profit or loss		(685,867)	(184,323)
<b>Net losses on financial instruments designated at fair value through profit or loss</b>		<b>(452,489)</b>	<b>(31,323)</b>
Interest income	4	11,843	14,750
Interest expense	4	(4,511)	(15,105)
Other income	5	1,304	5,916
Other expense	6	(6,576)	(401)
<b>PROFIT BEFORE INCOME TAX</b>		<b>2,060</b>	<b>5,160</b>
Income tax expense	7	(513)	(1,284)
<b>PROFIT FOR THE YEAR</b>		<b>1,547</b>	<b>3,876</b>

All operations were continuing in the current and prior year.

The notes on pages 15 to 61 form an integral part of the financial statements.

**MORGAN STANLEY B.V.**

**STATEMENT OF COMPREHENSIVE INCOME**  
**Year ended 31 December 2017**

	<b>Note</b>	<b>2017</b> <b>€'000</b>	<b>2016</b> <b>€'000</b>
<b>PROFIT FOR THE YEAR</b>		1,547	3,876
<b>OTHER COMPREHENSIVE INCOME, NET OF TAX</b>			
<b>Items that will not be reclassified subsequently to profit or loss:</b>			
Changes in fair value attributable to own credit risk on financial liabilities designated at fair value through profit or loss	7	-	(3,330)
<b>OTHER COMPREHENSIVE INCOME AFTER INCOME TAX FOR THE YEAR</b>		<u>-</u>	<u>(3,330)</u>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>		<u>1,547</u>	<u>546</u>

The notes on pages 15 to 61 form an integral part of the financial statements.

**MORGAN STANLEY B.V.****STATEMENT OF CHANGES IN EQUITY****Year ended 31 December 2017**

	<b>Share capital</b>	<b>Debt valuation adjustment reserve</b>	<b>Retained earnings</b>	<b>Total equity</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
<b>Balance at 1 January 2016</b>	15,018	3,330	19,342	37,690
Profit for the year	-	-	3,876	3,876
Other comprehensive loss	-	(3,330)	-	(3,330)
Total comprehensive income	-	(3,330)	3,876	546
<b>Balance at 31 December 2016</b>	15,018	-	23,218	38,236
<b>Profit and total comprehensive income for the year</b>	-	-	1,547	1,547
<b>Balance at 31 December 2017</b>	15,018	-	24,765	39,783

The notes on pages 15 to 61 form an integral part of the financial statements.

**MORGAN STANLEY B.V.**

Registered number: 34161590

**STATEMENT OF FINANCIAL POSITION****As at 31 December 2017**

	<b>Note</b>	<b>2017</b>	<b>2016</b>
		<b>€'000</b>	<b>€'000</b>
<b>ASSETS</b>			
Loans and receivables:			
Cash and short-term deposits		432	716
Trade receivables		25,724	58,482
Other receivables	19	1,792,304	1,648,424
		<u>1,818,460</u>	<u>1,707,622</u>
Financial assets classified as held for trading	9	592,979	590,179
Financial assets designated at fair value through profit or loss	10	7,065,575	7,269,070
Current tax assets		4,811	2,212
<b>TOTAL ASSETS</b>		<u><u>9,481,825</u></u>	<u><u>9,569,083</u></u>
<b>LIABILITIES AND EQUITY</b>			
Financial liabilities at amortised cost:			
Convertible preferred equity certificates	8	1,125,281	1,125,281
Trade payables		600,127	480,022
Other payables		56,382	59,216
		<u>1,781,790</u>	<u>1,664,519</u>
Financial liabilities classified as held for trading	9	319,651	514,302
Financial liabilities designated at fair value through profit or loss	10	7,340,601	7,352,026
<b>TOTAL LIABILITIES</b>		<u>9,442,042</u>	<u>9,530,847</u>
<b>EQUITY</b>			
Share capital	11	15,018	15,018
Retained earnings		24,765	23,218
<b>Equity attributable to owners of the Company</b>		<u>39,783</u>	<u>38,236</u>
<b>TOTAL EQUITY</b>		<u>39,783</u>	<u>38,236</u>
<b>TOTAL LIABILITIES AND EQUITY</b>		<u><u>9,481,825</u></u>	<u><u>9,569,083</u></u>

These financial statements were approved by the Board and authorised for issue on 24 April 2018.

Signed on behalf of the Board

H. Herrmann

S. Ibanez

P.J.G. de Reus

L.P.A. Rolfes

TMF Management B.V

Director

The notes on pages 15 to 61 form an integral part of the financial statements.

**MORGAN STANLEY B.V.****STATEMENT OF CASH FLOWS**  
**Year ended 31 December 2017**

<b>OPERATING ACTIVITIES</b>	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
Profit for the year	1,547	3,876
<i>Adjustments for:</i>		
Interest income	(11,843)	(14,750)
Interest expense	4,511	15,105
Income tax expense	513	1,284
Operating cash flows before changes in operating assets and liabilities	<u>(5,272)</u>	<u>5,515</u>
Changes in operating assets		
Increase in loans and receivables, excluding cash and short-term deposits	(99,322)	(231,733)
Increase in financial assets classified as held for trading	(2,800)	(94,882)
Decrease/ (increase) in financial assets designated at fair value through profit or loss	203,495	(455,134)
	<u>101,373</u>	<u>(781,749)</u>
Changes in operating liabilities		
Increase in financial liabilities at amortised cost	113,042	221,533
Decrease in financial liabilities classified as held for trading	(194,651)	(425,541)
(Decrease)/ increase in financial liabilities designated at fair value through profit or loss	(11,425)	983,043
	<u>(93,034)</u>	<u>779,035</u>
Interest received	43	53
Interest paid	(282)	(98)
Income taxes paid	(3,112)	(2,539)
	<u>(3,351)</u>	<u>(2,584)</u>
<b>NET CASH FLOWS (USED IN)/ FROM OPERATING ACTIVITIES</b>	<u>(284)</u>	<u>217</u>
<b>NET (DECREASE)/ INCREASE IN CASH AND CASH EQUIVALENTS</b>	(284)	217
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	<u>716</u>	<u>499</u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	<u><u>432</u></u>	<u><u>716</u></u>

The notes on pages 15 to 61 form an integral part of the financial statements.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 1. CORPORATE INFORMATION

The Company is incorporated and domiciled in The Netherlands, at the following address:

Luna Arena, Herikerbergweg 238, 1101 CM, Amsterdam, The Netherlands.

The Company is engaged in the issuance of Structured Notes and the hedging of the obligations arising pursuant to such issuances with prepaid equity securities contracts, loans designated at fair value through profit or loss and derivatives entered into with Morgan Stanley Group undertakings.

The issued Structured Notes expose the Company to the risk of changes in market prices of the underlying securities, interest rate risk and, where denominated in currencies other than Euros, the risk of changes in rates of exchange between the Euro and the other relevant currencies. The Company uses the contracts that it purchases from other Morgan Stanley Group undertakings to hedge the market price, interest rate and foreign currency risks associated with the issuance of the Structured Notes.

### 2. BASIS OF PREPARATION

#### Statement of compliance

The Company has prepared its annual financial statements in accordance with IFRSs issued by the IASB as adopted by the EU, Interpretations issued by the IFRS Interpretations Committee and Dutch law.

#### New standards and interpretations adopted during the year

The following amendments to standards and interpretations relevant to the Company's operations were adopted during the year. Except where otherwise stated, these amendments to standards and interpretations did not have a material impact on the Company's financial statements.

An amendment to IAS 7 '*Statement of Cash Flows*' was issued by the IASB in January 2016, as part of the Disclosure Initiative project. The amendment is applicable in annual periods beginning on or after 1 January 2017. The amendment was endorsed by the EU in November 2017.

An amendment to IAS 12 '*Income Taxes*' ("IAS 12") was issued by the IASB in January 2016, for application in annual periods beginning on or after 1 January 2017. The amendment was endorsed by the EU in November 2017.

There were no other standards or interpretations relevant to the Company's operations which were adopted during the year.

#### New standards and interpretations not yet adopted

At the date of authorisation of these financial statements, the following standards, amendments to standards and interpretations relevant to the Company's operations were issued by the IASB but not yet mandatory. Except where otherwise stated, the Company does not expect that the adoption of the following standards, amendments to standards and interpretations will have a material impact on the Company's financial statements.

IFRS 9 '*Financial instruments*' ("IFRS 9") was issued by the IASB in November 2009, reissued in October 2010, amended in November 2013, and revised and reissued by the IASB in July 2014. IFRS 9 is applicable retrospectively, except where otherwise prescribed by transitional provisions of the standard, and is effective for annual periods beginning on or after 1 January 2018. The standard was endorsed by the EU in November 2016. The Company early adopted in isolation the requirements relating to the presentation of fair value movements due to changes in credit risk on financial liabilities designated at fair value through profit or loss, but has not early adopted the remaining requirements of IFRS 9.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**2. BASIS OF PREPARATION (CONTINUED)**

**New standards and interpretations not yet adopted (continued)**

A further amendment to IFRS 9, relating to the accounting treatment of financial instruments with prepayment features including negative compensation, was issued by the IASB in October 2017. The amendment is applicable retrospectively, except where otherwise prescribed by transitional provisions of the amendment, and is effective for annual periods beginning on or after 1 January 2019. The amendment was endorsed by the EU in March 2018. The Company has early adopted this amendment from 1 January 2018.

The main aspects of IFRS 9 which impact the Company are its requirements relating to:

- **Classification and measurement of financial assets**  
The classification and measurement of financial assets will depend on how these are managed (the entity's business model) and their contractual cash flow characteristics. Measurement will be at amortised cost, fair value through other comprehensive income ("FVOCI") or fair value through profit or loss ("FVPL").
- **Impairment of financial assets**  
The impairment requirements are based on expected credit losses and apply to financial assets measured at amortised cost and FVOCI.

The Company has undertaken a project to implement IFRS 9. As part of this project, the Company has completed an evaluation of its business models and a review of the contractual terms of financial assets measured at amortised cost or FVOCI under IFRS 9 to ensure that they are compatible with such classifications.

As a result of this evaluation, certain financial assets will move from designated at FVPL under IAS 39 to mandatorily at FVPL under IFRS 9. There is no impact of this on retained earnings as at 1 January 2018. No financial liabilities will change classification.

The Company has also completed its implementation of a revised approach for asset impairment, recording an expected credit loss ("ECL") allowance for all financial instruments not held at FVPL.

For intercompany receivables, presented within 'Other receivables' in the statement of financial position, a model-based approach has been adopted, the key aspects of which are:

- The allowance is based on ECLs associated with the possible defaults in the next twelve months, unless there has been a significant increase in credit risk since origination, in which case the ECL is based on all possible defaults over the total expected life of the instrument.
- Identifying whether assets have experienced a significant increase in credit risk since origination. When determining whether credit risk has increased significantly since initial recognition, the Company considers both quantitative and qualitative information and analysis, based on the Company's historical experience and expert credit risk assessment, including forward-looking information.
- Estimating ECLs, reflecting an unbiased and the probability-weighted impact of multiple future economic scenarios. ECLs are calculated using three main components: probability of default ("PD"), the expected loss given default ("LGD") and an estimated exposure at default ("EAD"). These parameters are generally derived from internally developed statistical models, combined with historical, current and forward-looking customer and macro-economic data.

For trade receivables, a simplified approach has been adopted in line with the standard, whereby an allowance is recognised for the lifetime ECLs of the instrument. Practical expedients have been employed to calculate the ECLs for trade receivables. For some portfolios of financial assets, ECLs have been estimated to be close to zero, reflecting the short-term nature of the trade receivable.

The impact of the implementation of the ECL impairment approach on retained earnings as at 1 January 2018 is not material to the Company.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**2. BASIS OF PREPARATION (CONTINUED)**

**New standards and interpretations not yet adopted (continued)**

Under the transitional provisions of the Standard, the Company's opening balance sheet at the date of initial application (1 January 2018) will be restated, with no restatement of comparative periods. However, the Company will update the presentation of its primary statements on transition to IFRS 9 and the comparative period will be represented to align to the new format in the financial statements.

IFRIC 23 '*Uncertainty over Income Tax Treatments*' was issued by the IASB in June 2017 for application in annual periods beginning on or after 1 January 2019. The Company is currently assessing the impact of IFRIC 23 on its financial statements.

As part of the 2015-2017 Annual Improvements Cycle published in December 2017, the IASB made amendments to the following standard that is relevant to the Company's operations: IAS 12, for application in accounting periods beginning on or after 1 January 2019.

**Basis of measurement**

The financial statements of the Company are prepared under the historical cost basis, except for certain financial instruments that have been measured at fair value as explained in the accounting policies below.

**Critical judgements in applying the Company's accounting policies**

No judgements other than those involving estimations noted below have been made in the process of applying the Company's accounting policies that have had a significant effect on the amounts recognised in the financial statements.

**Key sources of estimation uncertainty**

The preparation of the Company's financial statements requires management to make judgements involving estimates and other assumptions regarding the valuation of certain financial instruments, impairment of assets, and other matters that affect the financial statements and related disclosures.

For further details on the fair value of certain assets and liabilities, see accounting policy note 3(d) and note 16. Further details on the impairment of financial assets are included in accounting policy note 3(f).

The Company believes that the estimates used in preparing the financial statements are reasonable, relevant and reliable. Actual results could differ from these estimates.

**The going concern assumption**

The Company's business activities, together with the factors likely to affect its future development, performance and position, are reflected in the Future Outlook and Business Review section of the Directors' report on pages 1 to 8. In addition, the notes to the financial statements include the Company's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments; and its exposures to credit risk and liquidity risk.

As set out in the Directors' report, retaining sufficient liquidity and capital to withstand market pressures remains central to the Morgan Stanley Group's and the Company's strategy.

Taking the above factors into consideration, the Directors believe it is reasonable to assume that the Company will have access to adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the annual report and financial statements.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**a. Functional currency**

Items included in the financial statements are measured and presented in Euros, the currency of the primary economic environment in which the Company operates.

All currency amounts in the financial statements and Directors' report are rounded to the nearest thousand Euros.

**b. Foreign currencies**

All monetary assets and liabilities denominated in currencies other than Euros are translated into Euros at the rates ruling at the reporting date. Transactions and non-monetary assets and liabilities denominated in currencies other than Euros are recorded at the rates prevailing at the dates of the transactions. The amount of change in the fair value of financial liabilities designated at fair value through profit or loss that is attributable to changes in the credit risk of these liabilities ("DVA") includes foreign exchange differences thereon. All other translation differences are taken through the income statement. Exchange differences recognised in the income statement are presented in 'Other income' or 'Other expense', except where noted in 3(c) below.

**c. Financial instruments**

The Company classifies its financial assets into the following categories on initial recognition: financial assets classified as held for trading, financial assets designated at fair value through profit or loss and loans and receivables.

The Company classifies its financial liabilities into the following categories on initial recognition: financial liabilities classified as held for trading; financial liabilities designated at fair value through profit or loss and financial liabilities at amortised cost.

More information regarding these classifications is included below:

**i) Financial instruments classified as held for trading**

Financial instruments classified as held for trading, including all derivatives, are initially recorded on trade date at fair value (see note 3(d) below). All subsequent changes in fair value, foreign exchange differences, interest and dividends are reflected in the income statement in 'Net gains on financial instruments classified as held for trading'.

Transaction costs are excluded from the initial fair value measurement of the financial instrument. These costs are recognised in the income statement in 'Other expense'.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**c. Financial instruments (continued)**

**ii) Financial instruments designated at fair value through profit or loss**

The Company has designated certain financial instruments at fair value through profit or loss when the financial instruments are managed, evaluated and reported internally on a fair value basis.

From the date the transaction in a financial instrument designated at fair value through profit or loss is entered into (trade date) until settlement date, the Company recognises any unrealised fair value changes in the contract in the income statement other than DVA on financial liabilities designated at fair value through profit or loss which is recognised in the 'Debt valuation adjustment reserve' where those changes do not create or enlarge an accounting mismatch. On settlement date, the fair value of consideration given or received is recognised as a financial instrument designated at fair value through profit or loss (see note 3(d) below).

All subsequent changes in fair value, foreign exchange differences, interest and dividends are reflected in the income statement in 'Net losses on financial instruments designated at fair value through profit or loss', other than DVA on financial liabilities at fair value through profit or loss which is recognised in the 'Debt valuation adjustment reserve' where those changes do not create or enlarge an accounting mismatch.

DVA presented within other comprehensive income is not subject to reclassification to the income statement, but is transferred to retained earnings when realised.

Transaction costs are excluded from the initial fair value measurement of the financial instrument. These costs are recognised in the income statement in 'Other expense'.

**iii) Loans and receivables and financial liabilities at amortised cost**

Financial assets classified as loans and receivables are recognised when the Company becomes a party to the contractual provisions of the instrument. They are initially measured at fair value (see note 3(d) below) and subsequently measured at amortised cost less allowance for impairment. Interest is recognised in the income statement in 'Interest income', using the effective interest rate method as described below. Transaction costs that are directly attributable to the acquisition of the financial asset are added to or deducted from the fair value on initial recognition. Impairment losses and reversals of impairment losses on financial assets classified as loans and receivables are recognised in the income statement in 'Other expense'.

Financial assets classified as loans and receivables include cash and short-term deposits, trade receivables and other receivables.

Financial liabilities at amortised cost are recognised when the Company becomes a party to the contractual provisions of the instrument. They are initially measured at fair value (see note 3(d) below) and subsequently measured at amortised cost. Interest is recognised in the income statement in 'Interest expense' using the effective interest rate method as described below. Transaction costs that are directly attributable to the issue of the financial liability are added to or deducted from the fair value on initial recognition.

The CPECs issued by the Company are classified as financial liabilities at amortised cost in accordance with the substance of the contractual arrangement and IAS 32 '*Financial instruments: Presentation – offsetting financial instruments*'. The yield on the CPECs is recognised in the income statement in 'Interest expense' using the effective interest rate method as described below.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**c. Financial instruments (continued)**

**iii) Loans and receivables and financial liabilities at amortised cost (continued)**

The effective interest rate method is a method of calculating the amortised cost of a financial instrument (or a group of financial instruments) and of allocating the interest income or interest expense over the expected life of the financial instrument. The effective interest rate is the rate that exactly discounts the estimated future cash payments and receipts through the expected life of the financial instrument (or, where appropriate a shorter period) to the carrying amount of the financial instrument. The effective interest rate is established on initial recognition of the financial instrument. The calculation of the effective interest rate includes all fees and commissions paid or received, transaction costs, and discounts or premiums that are an integral part of the effective interest rate. Transaction costs are incremental costs that are directly attributable to the acquisition, issue or disposal of a financial instrument.

**d. Fair value**

*Fair value measurement*

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (i.e. the “exit price”) in an orderly transaction between market participants at the measurement date.

Fair value is a market-based measure considered from the perspective of a market participant rather than an entity-specific measure. Therefore, even when market assumptions are not readily available, assumptions are set to reflect those that the Company believes market participants would use in pricing the asset or liability at the measurement date.

Where the Company manages a group of financial assets and financial liabilities on the basis of its net exposure to either market risks or credit risk, the Company measures the fair value of that group of financial instruments consistently with how market participants would price the net risk exposure at the measurement date.

In determining fair value, the Company uses various valuation approaches and establishes a hierarchy for inputs used in measuring fair value that maximises the use of relevant observable inputs and minimises the use of unobservable inputs by requiring that the most observable inputs be used when available. Observable inputs are inputs that market participants would use in pricing the asset or liability that were developed based on market data obtained from sources independent of the Company. Unobservable inputs are inputs that reflect assumptions the Company believes other market participants would use in pricing the asset or liability, that are developed based on the best information available in the circumstances.

The hierarchy is broken down into three levels based on the observability of inputs as follows, with Level 1 being the highest and Level 3 being the lowest level:

- Level 1 – Quoted prices (unadjusted) in an active market for identical assets or liabilities  
Valuations based on quoted prices in active markets that the Morgan Stanley Group has the ability to access for identical assets or liabilities. Valuation adjustments and block discounts are not applied to Level 1 instruments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgement.
- Level 2 – Valuation techniques using observable inputs  
Valuations based on one or more quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.
- Level 3 – Valuation techniques with significant unobservable inputs  
Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**d. Fair value (continued)**

*Fair value measurement (continued)*

The availability of observable inputs can vary from product to product and is affected by a wide variety of factors, including, for example, the type of product, whether the product is new and not yet established in the marketplace, the liquidity of markets and other characteristics particular to the product. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgement. Accordingly, the degree of judgement exercised by the Company in determining fair value is greatest for instruments categorised in Level 3 of the fair value hierarchy.

The Company considers prices and inputs that are current as of the measurement date, including during periods of market dislocation. In periods of market dislocation, the observability of prices and inputs may be reduced for many instruments. This condition could cause an instrument to be reclassified from Level 1 to Level 2 or from Level 2 to Level 3 of the fair value hierarchy.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level in the fair value hierarchy within which the fair value measurement falls in its entirety is determined based on the lowest level input that is significant to the fair value measurement in its entirety.

The Company incorporates Funding Valuation Adjustment (“FVA”) in the fair value measurements of over-the-counter (“OTC”) uncollateralised or partially collateralised derivatives, and in collateralised derivatives where the terms of the agreement do not permit the re-use of the collateral received. In general, the FVA reflects a market funding risk premium inherent in the noted derivative instruments. The methodology for measuring FVA leverages the Company’s existing credit-related valuation adjustment calculation methodologies, which apply to both assets and liabilities.

For assets and liabilities that are transferred between levels in the fair value hierarchy during the period, fair values are ascribed as if the assets or liabilities had been transferred as of the beginning of the period.

*Valuation techniques*

Many cash instruments and OTC derivative contracts have bid and ask prices that can be observed in the marketplace. Bid prices reflect the highest price that a party is willing to pay for an asset. Ask prices represent the lowest price that a party is willing to accept for an asset. The Company carries positions at the point within the bid-ask range that meets its best estimate of fair value. For offsetting positions in the same financial instrument, the same price within the bid-ask spread is used to measure both the long and short positions.

Fair value for many cash instruments and OTC derivative contracts is derived using pricing models. Pricing models take into account the contract terms, as well as multiple inputs including, where applicable, commodity prices, equity prices, interest rate yield curves, credit curves, correlation, creditworthiness of the counterparty, creditworthiness of the Company, option volatility and currency rates.

Where appropriate, valuation adjustments are made to account for various factors such as liquidity risk (bid-ask adjustments), credit quality, model uncertainty and concentration risk.

Adjustments for liquidity risk adjust model-derived mid-market levels of Level 2 and Level 3 financial instruments for the bid-mid or mid-ask spread required to properly reflect the exit price of a risk position. Bid-mid and mid-ask spreads are marked to levels observed in trade activity, broker quotes or other external third-party data. Where these spreads are unobservable for the particular position in question, spreads are derived from observable levels of similar positions.

## **MORGAN STANLEY B.V.**

### **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

#### **3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

##### **d. Fair value (continued)**

###### *Valuation techniques (continued)*

The Company applies credit-related valuation adjustments to its borrowings (primarily Structured Notes) which are designated at fair value through profit or loss and to OTC derivatives. The Company considers the impact of changes in own credit spreads based upon observations of the secondary bond market spreads when measuring the fair value for borrowings. For OTC derivatives, the impact of changes in both the Company's and the counterparty's credit rating is considered when measuring fair value. In determining the expected exposure the Company simulates the distribution of the future exposure to a counterparty, then applies market-based default probabilities to the future exposure, leveraging external third-party credit default swap ("CDS") spread data. Where CDS spread data are unavailable for a specific counterparty, bond market spreads, CDS spread data based on the counterparty's credit rating or CDS spread data that reference a comparable counterparty may be utilised. The Company also considers collateral held and legally enforceable master netting agreements that mitigate its exposure to each counterparty.

Adjustments for model uncertainty are taken for positions whose underlying models are reliant on significant inputs that are neither directly nor indirectly observable, hence requiring reliance on established theoretical concepts in their derivation. These adjustments are derived by making assessments of the possible degree of variability using statistical approaches and market-based information where possible.

The Company may apply a concentration adjustment to certain of its OTC derivatives portfolios to reflect the additional cost of closing out a particularly large risk exposure. Where possible, these adjustments are based on observable market information but in many instances significant judgement is required to estimate the costs of closing out concentrated risk exposures due to the lack of liquidity in the marketplace.

## MORGAN STANLEY B.V.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### d. Fair value (continued)

###### *Valuation process*

The Valuation Review Group (“VRG”) within the Financial Control Group (“FCG”) is responsible for the Company’s fair value valuation policies, processes and procedures. VRG is independent of the business units and reports to the Chief Financial Officer of the Morgan Stanley Group (“CFO”), who has final authority over the valuation of the Company’s financial instruments. VRG implements valuation control processes designed to validate the fair value of the Company’s financial instruments measured at fair value including those derived from pricing models.

*Model Review.* VRG, in conjunction with the Model Risk Management Department (“MRM”), which reports to the Chief Risk Officer of the Morgan Stanley Group (“CRO”), independently reviews valuation models’ theoretical soundness, the appropriateness of the valuation methodology and calibration techniques developed by the business units using observable inputs. Where inputs are not observable, VRG reviews the appropriateness of the proposed valuation methodology to determine that it is consistent with how a market participant would arrive at the unobservable input. The valuation methodologies utilised in the absence of observable inputs may include extrapolation techniques and the use of comparable observable inputs. As part of the review, VRG develops a methodology to independently verify the fair value generated by the business unit’s valuation models. The Company generally subjects valuations and models to a review process initially and on a periodic basis thereafter.

*Independent Price Verification.* The business units are responsible for determining the fair value of financial instruments using approved valuation models and valuation methodologies. Generally on a monthly basis, VRG independently validates the fair values of financial instruments determined using valuation models by determining the appropriateness of the inputs used by the business units and by testing compliance with the documented valuation methodologies approved in the model review process described above.

The results of this independent price verification and any adjustments made by VRG to the fair value generated by the business units are presented to management of the Morgan Stanley Group’s three business segments (i.e. Institutional Securities, Wealth Management and Investment Management), the CFO and the CRO on a regular basis.

VRG uses recently executed transactions, other observable market data such as exchange data, broker/ dealer quotes, third-party pricing vendors and aggregation services for validating the fair values of financial instruments generated using valuation models. VRG assesses the external sources and their valuation methodologies to determine if the external providers meet the minimum standards expected of a third-party pricing source. Pricing data provided by approved external sources are evaluated using a number of approaches; for example, by corroborating the external sources’ prices to executed trades, by analysing the methodology and assumptions used by the external source to generate a price and/ or by evaluating how active the third-party pricing source (or originating sources used by the third-party pricing source) is in the market. Based on this analysis, VRG generates a ranking of the observable market data designed to ensure that the highest-ranked market data source is used to validate the business unit’s fair value of financial instruments.

VRG reviews the models and valuation methodology used to price new material Level 2 and Level 3 transactions and both FCG and MRM must approve the fair value of the trade that is initially recognised.

*Level 3 Transactions.* VRG reviews the business unit’s valuation techniques to assess whether these are consistent with market participant assumptions.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**d. Fair value (continued)**

*Gains and losses on inception*

In the normal course of business, the fair value of a financial instrument on initial recognition is the transaction price (i.e. the fair value of the consideration given or received). In certain circumstances, however, the fair value will be based on other observable current market transactions in the same instrument, without modification or repackaging, or on a valuation technique whose variables include only data from observable markets. When such evidence exists, the Company recognises a gain or loss on inception of the transaction.

When the use of unobservable market data has a significant impact on determining fair value at the inception of the transaction, the entire initial gain or loss indicated by the valuation technique as at the transaction date is not recognised immediately in the income statement and is recognised instead when the market data becomes observable.

**e. Derecognition of financial assets and liabilities**

The Company derecognises a financial asset when the contractual rights to the cash flows from the asset expire, or when it transfers the financial asset and substantially all the risk and rewards of ownership of the asset.

If the asset has been transferred, and the entity neither transfers nor retains substantially all of the risks and rewards of the asset, then the entity determines whether it has retained control of the asset.

If the entity has retained control of the asset, it shall continue to recognise the financial asset to the extent of its continuing involvement in the financial asset. If the entity has not retained control of the asset, it derecognises the asset and separately recognises any rights or obligation created or retained in the transfer.

The Company derecognises financial liabilities when the Company's obligations are discharged, cancelled or they expire.

**f. Impairment of financial assets**

At each reporting date, an assessment is made as to whether there is any objective evidence of impairment in the value of a financial asset classified as loans and receivables. Impairment losses are recognised if an event has occurred which will have an adverse impact on the expected future cash flows of an asset and the expected impact can be reliably estimated.

Impairment losses on loans and receivables are measured as the difference between the carrying amount of the loans and receivables and the present value of estimated cash flows discounted at the asset's original effective interest rate. Such impairment losses are recognised in the income statement within 'Other expense' and are recognised against the carrying amount of the impaired asset on the statement of financial position. Interest on the impaired asset continues to be accrued on the reduced carrying amount based on the original effective interest rate of the asset.

If in a subsequent year, the amount of the estimated impairment loss decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is reversed as described for the relevant categories of financial asset in note 3(c) (iii). Any reversal is limited to the extent that the value of the asset may not exceed the original amortised cost of the asset had no impairment occurred.

**g. Cash and cash equivalents**

Cash and cash equivalents comprise cash and demand deposits with banks, net of outstanding bank overdrafts, along with highly liquid investments, with original maturities of three months or less, that are readily convertible to known amounts of cash and subject to insignificant risk of change in value.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### h. Income tax

The tax expense represents the sum of the tax currently payable.

The tax currently payable is calculated based on taxable profit for the year. Taxable profit may differ from profit before income tax as reported in the income statement because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the reporting date. Current tax is charged or credited in the income statement except when it relates to items charged or credited directly to other comprehensive income, in which case the current tax is also recorded within other comprehensive income.

Current tax assets are offset against current tax liabilities when there is a legally enforceable right to set off current tax assets against current tax liabilities and the Company intends to settle its current tax assets and current tax liabilities on a net basis or to realise the asset and settle the liability simultaneously.

#### i. Offsetting of financial assets and financial liabilities

Where there is a currently legally enforceable right to set off the recognised amounts and an intention to either settle on a net basis or to realise the asset and the liability simultaneously, financial assets and financial liabilities are offset and the net amount is presented on the statement of financial position. In the absence of such conditions, financial assets and financial liabilities are presented on a gross basis.

### 4. INTEREST INCOME AND INTEREST EXPENSE

'Interest income' and 'Interest expense' represent total interest income and total interest expense for financial assets and financial liabilities that are not carried at fair value.

'Interest expense' includes the yield payable on CPECs (see note 8).

No other gains or losses have been recognised in respect of loans and receivables other than as disclosed as 'Interest income' and foreign exchange differences disclosed in 'Other expense' (note 6).

No other gains or losses have been recognised in respect of financial liabilities at amortised cost other than as disclosed as 'Interest expense' and foreign exchange differences disclosed in 'Other expense' (note 6).

### 5. OTHER INCOME

	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
Management charges to other Morgan Stanley Group undertakings	1,304	5,916

## MORGAN STANLEY B.V.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

#### 6. OTHER EXPENSE

	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
Auditors' remuneration:		
Fees payable to the Company's auditor and its associates for the audit of the Company's financial statements	99	101
Bank charges	66	15
Net foreign exchange losses	3,303	283
Management charges from other Morgan Stanley Group undertakings	3,104	-
Other	4	2
	<u>6,576</u>	<u>401</u>

Audit fees of €99,000 (2016: €101,000) were paid to Deloitte Accountants B.V. and related to Deloitte member firms for audit services.

The Company employed no staff during the year (2016: none).

The Company actively manages its foreign currency exposure risk arising on its assets and liabilities in currencies other than Euro. Net foreign exchange losses include translation differences that have arisen due to foreign exchange exposure created as a result of hedging assets and liabilities recognised for Morgan Stanley Group reporting purposes.

#### 7. INCOME TAX EXPENSE

	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
<b>Current tax expense</b>		
Current year	515	1,290
Adjustment in respect of prior years	(2)	(6)
<b>Income tax expense</b>	<u>513</u>	<u>1,284</u>

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 7. INCOME TAX EXPENSE (CONTINUED)

#### Reconciliation of effective tax rate

The current year income tax expense is lower than (2016: lower than) that resulting from applying the average standard rate of corporation tax in the Netherlands for the year of 25% (2016: 25%). The main differences are explained below:

	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
Profit before income tax	<u>2,060</u>	<u>5,160</u>
Income tax using the average standard rate of corporation tax in Netherlands of 25% (2016: 25%)	515	1,290
Impact on tax of:		
Tax over provided in prior years	<u>(2)</u>	<u>(6)</u>
<b>Total income tax expense in the income statement</b>	<u><u>513</u></u>	<u><u>1,284</u></u>

The Company is included in a fiscal unity with Archimedes Investments Coöperatieve U.A. and is not a stand-alone taxpayer for Dutch corporate income tax purposes. If, and to the extent that, the Company would benefit from losses of other members of the fiscal unity, these may be settled via inter-company mechanisms.

In addition to the amount charged to the income statement, the aggregate amount of current tax relating to each component of other comprehensive income was as follows:

	<b>2017</b>			<b>2016</b>		
	<b>Before tax</b>	<b>Tax benefit</b>	<b>Net of tax</b>	<b>Before tax</b>	<b>Tax benefit</b>	<b>Net of tax</b>
	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>	<b>€'000</b>
Changes in fair value of liabilities designated at fair value through profit or loss due to changes in the Company's own credit risk	<u>-</u>	<u>-</u>	<u>-</u>	<u>(4,440)</u>	<u>1,110</u>	<u>(3,330)</u>

## MORGAN STANLEY B.V.

### NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

#### 8. CONVERTIBLE PREFERRED EQUITY CERTIFICATES

On 30 March 2012, the Company issued 11,252,813 of CPECs of €100 each, classified as financial liabilities at amortised cost. The CPECs were issued to one of the Company's shareholders, Archimedes Investments Coöperatieve U.A. (a Morgan Stanley Group undertaking), in exchange for cash consideration of €1,125,281,000.

The holder of the CPECs is entitled to receive an annual yield on a date agreed by the Company and the holder. The yield for each CPEC is calculated as income deriving from the Company's activities less the necessary amounts to cover the costs of the Company divided by the number of CPECs then in issue. Other income relating to management charges received from other Morgan Stanley Group undertakings and gains or losses from financial instruments classified as held for trading or designated at fair value through profit or loss are excluded from the calculation.

An accrued yield for the year ended 31 December 2017 of €4,490,000 (2016: €14,700,000) has been recognised in the income statement in 'Interest expense'. The liability to the holders of the CPECs at the end of the financial year, recognised within 'Other payables' is €51,391,000 (2016: €46,901,000).

Additional costs of €756,000 included within 'Net foreign exchange losses' in 'Other expense' in the 2016 financial statements are taken into account when calculating the annual yield payable to the holder of CPECs for 2017.

The CPECs carry no voting rights. The Company and the holder have the right to convert each issued CPEC into one ordinary share with a nominal value of €100.

At 31 December 2017, the maturity date of the CPECs was 150 years from the date of issuance. The CPECs may be redeemed earlier at the option of the Company or on liquidation of the Company.

The CPECs rank ahead of the ordinary shares in the event of liquidation.

On 27 February 2018, the maturity date of the CPECs was amended to 49 years from the date of issuance.

#### 9. FINANCIAL ASSETS AND FINANCIAL LIABILITIES CLASSIFIED AS HELD FOR TRADING

Financial assets and financial liabilities classified as held for trading are summarised as follows:

	2017		2016	
	Assets €'000	Liabilities €'000	Assets €'000	Liabilities €'000
Derivatives	592,979	319,651	590,179	514,302

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**10. FINANCIAL ASSETS AND FINANCIAL LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS**

Financial instruments designated at fair value through profit or loss consist primarily of the following financial assets and financial liabilities:

*Issued Structured Notes:* These relate to financial liabilities which arise from selling structured products generally in the form of notes, certificates and warrants. These instruments contain an embedded derivative which significantly modifies the cash flows of the issuance. The return on the instrument is linked to an underlying that is not clearly and closely related to the debt host including, but not limited to equity-linked notes. These Structured Notes are designated at fair value through profit or loss as the risks to which the Company is a contractual party are risk managed on a fair value basis as part of the Company's trading portfolio and the risk is reported to key management personnel on this basis.

*Prepaid equity securities contracts:* These contracts involve derivatives for which an initial payment is paid at inception. The contracts, along with the loans designated at fair value through profit or loss and the derivative contracts classified as held for trading, are part of the hedging strategy for the obligations arising pursuant to the issuance of the Structured Notes. The prepaid equity securities contracts are designated at fair value through profit or loss as the risks to which the Company is a contractual party are managed on a fair value basis as part of the Company's trading portfolio and the risk is reported to key management personnel on this basis.

*Loans:* These are loans to other Morgan Stanley Group undertakings that, along with the prepaid equity securities contracts and the derivatives contracts classified as held for trading, are part of the hedging strategy for the obligations arising pursuant to the issuance of the Structured Notes. These loans are designated at fair value through profit or loss as the risks to which the Company is a contractual party are managed on a fair value basis as part of the Company's trading portfolio and the risk is reported to key management personnel on this basis.

	2017		2016	
	Assets €'000	Liabilities €'000	Assets €'000	Liabilities €'000
Issued Structured Notes	-	7,340,601	-	7,352,026
Prepaid equity securities contracts	268,210	-	367,160	-
Loans	6,797,365	-	6,901,910	-
	<u>7,065,575</u>	<u>7,340,601</u>	<u>7,269,070</u>	<u>7,352,026</u>

The Company determines the amount of changes in fair value attributable to changes in counterparty credit risk or own credit risk, as relating to loans and issued Structured Notes, by first determining the fair value including the impact of counterparty credit risk or own credit risk, and then deducting those changes in fair value representing managed market risk. In determining fair value, the Company considers the impact of changes in own credit spreads based upon observations of the secondary bond market spreads when measuring the fair value for issued Structured Notes. The Company considers that this approach most faithfully represents the amount of change in fair value due to both counterparty credit risk and the Company's own credit risk.

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**10. FINANCIAL ASSETS AND FINANCIAL LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS (CONTINUED)**

At initial recognition of a specific Structured Note issuance program, the Company's issuance process, and any planned hedging structure relating to the issuance of those Structured Notes, has been considered, to determine whether the presentation of fair value changes attributable to credit risk of those Structured Notes through other comprehensive income would create or enlarge an accounting mismatch in the income statement. If financial instruments, such as prepaid equity securities contracts, derivatives classified as held for trading and loans measured at fair value, for which changes in fair value incorporating counterparty credit risk are reflected within the income statement, are traded to economically hedge the Structured Note issuances in full, the fair value incorporating any counterparty credit risk arising on the hedging instruments may materially offset the fair value incorporating any DVA applied to Structured Notes, where the counterparties of the hedging instruments are part of the Morgan Stanley Group. In such cases, the DVA of those Structured Notes is not reflected within other comprehensive income, and instead is presented in the income statement.

As of 1 January 2016, a cumulative gain, gross of tax, of €4,440,000 was recorded to move the cumulative net DVA gain from 'Retained earnings' to the 'Debt valuation adjustment reserve'. This cumulative net DVA gain related to certain Structured Notes hedged by collateralised prepaid equity securities contracts as at 1 January 2016. Due to the collateralised nature of the prepaid equity securities contracts hedging these Structured Notes, no changes in fair value attributable to counterparty credit risk have been recognised.

From 1 January 2016 to derecognition of these Structured Notes hedged by collateralised prepaid equity securities contracts, the DVA recognised through other comprehensive income was a loss, gross of tax, of €4,440,000. The cumulative DVA on these Structured Notes was €nil, as such no realised gain or loss was transferred from the 'Debt valuation adjustment reserve' to 'Retained earnings'.

All other DVA on Structured Notes are reflected in the income statement.

The following table presents the change in fair value and the cumulative change recognised in the income statement attributable to own credit risk for issued Structured Notes and counterparty credit risk for loans.

	Gain or (loss) recognised in the income statement <sup>(1)</sup>		Cumulative gain or (loss) recognised in the income statement	
	Year ended 31 December 2017 €'000	Year ended 31 December 2016 €'000	31 December 2017 €'000	31 December 2016 €'000
Issued structured notes	(35,593)	(37,977)	(107,997)	(72,404)
Loans	34,794	38,776	107,997	73,203
	<u>(799)</u>	<u>799</u>	<u>-</u>	<u>799</u>

(1) The net loss of €799,000 (31 December 2016: net gain of €799,000) and an offsetting net gain reflected in the fair value of the related prepaid equity securities contracts (31 December 2016: net loss of €799,000) are recognised in the income statement.

The carrying amount of financial liabilities designated at fair value for which all changes in fair value are presented through the income statement was €19,120,000 lower than the contractual amount due at maturity (2016: €73,042,000 lower).

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

### 10. FINANCIAL ASSETS AND FINANCIAL LIABILITIES DESIGNATED AT FAIR VALUE THROUGH PROFIT OR LOSS (CONTINUED)

The following tables present the carrying value of the Company's financial liabilities designated at fair value through the profit or loss account, classified according to underlying security type, including, single name equities, equity indices and equity portfolio.

31 December 2017	Single name equities	Equity indices	Equity portfolio	Other <sup>(1)</sup>	Total
	€'000	€'000	€'000	€'000	€'000
Certificates and warrants	1,820,496	13,016	363,591	-	2,197,103
Notes	643,469	2,573,278	988,971	937,780	5,143,498
Total financial liabilities designated at fair value through profit or loss	<u>2,463,965</u>	<u>2,586,294</u>	<u>1,352,562</u>	<u>937,780</u>	<u>7,340,601</u>
31 December 2016	Single name equities	Equity indices	Equity portfolio	Other <sup>(1)</sup>	Total
	€'000	€'000	€'000	€'000	€'000
Certificates and warrants	2,037,362	20,864	362,869	-	2,421,095
Notes	780,602	2,783,850	506,807	859,672	4,930,931
Total financial liabilities designated at fair value through profit or loss	<u>2,817,964</u>	<u>2,804,714</u>	<u>869,676</u>	<u>859,672</u>	<u>7,352,026</u>

<sup>(1)</sup> Other includes Structured Notes that have coupon or repayment terms linked to the performance of debt securities, currencies or commodities.

The majority of the Company's financial liabilities designated at fair value through profit or loss provide exposure to an underlying single name equity, an equity index or portfolio of equities. The prepaid equity securities contracts, derivative contracts classified as held for trading and loans that the Company enters into in order to hedge the Structured Notes are valued as detailed in note 3(d) and note 16(a), and have similar valuation inputs to the liabilities they hedge.

### 11. EQUITY

#### Ordinary share capital

**Ordinary  
shares of  
€100 each  
€'000**

#### Issued and fully paid

At 1 January 2016, 31 December 2016 and 31 December 2017

15,018

## **MORGAN STANLEY B.V.**

### **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

#### **11. EQUITY (CONTINUED)**

On 9 December 2013 the Articles of Association of the Company were amended whereby the concept of authorised share capital was abolished. Each share confers the right to cast one vote, provided that subject to mandatory law, all resolutions of the General Meeting shall be adopted by unanimous vote in a meeting in which the entire share capital is present or represented.

The holders of ordinary shares are entitled to receive dividends as declared from time to time.

#### **Reserves**

The Company uses the contracts that it purchases from other Morgan Stanley Group undertakings to hedge the market price, interest rate, foreign currency and other market risks associated with the issuance of the Structured Notes, consistent with the Company's risk management strategy. Both the contracts and the Structured Note issuances are valued at fair value through profit or loss and no net cumulative gain or loss is expected to be realised over the life of the financial instrument contracts. Therefore, a legal revaluation reserve under Part 9, Book 2 of the Dutch Civil Code (BW2, article 390(1)) is not necessary.

#### *Debt valuation adjustment reserve*

The 'Debt valuation adjustment reserve' is €nil (2016: €nil). The DVA on Structured Notes is presented in the income statement as presenting in other comprehensive income would create an accounting mismatch (see note 10).

#### **Appropriation of the net result for the year**

The statement of financial position is presented after the proposed appropriation of net result for the year ended 31 December 2017. The Directors propose to add the profit to retained earnings as part of the equity shareholders' funds.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 12. EXPECTED MATURITY OF ASSETS AND LIABILITIES

The table below shows an analysis of assets and liabilities analysed according to when they are expected to be recovered, realised or settled.

At 31 December 2017

	Less than or equal to twelve months €'000	More than twelve months €'000	Total €'000
<b>ASSETS</b>			
Loans and receivables:			
Cash and short-term deposits	432	-	432
Trade receivables	25,724	-	25,724
Other receivables	1,792,304	-	1,792,304
	<u>1,818,460</u>	<u>-</u>	<u>1,818,460</u>
Financial assets classified as held for trading	332,896	260,083	592,979
Financial assets designated at fair value through profit or loss	2,963,038	4,102,537	7,065,575
Current tax assets	4,811	-	4,811
	<u>5,119,205</u>	<u>4,362,620</u>	<u>9,481,825</u>
<b>LIABILITIES</b>			
Financial liabilities at amortised cost:			
Convertible preferred equity certificates	-	1,125,281	1,125,281
Trade payables	600,127	-	600,127
Other payables	56,382	-	56,382
	<u>656,509</u>	<u>1,125,281</u>	<u>1,781,790</u>
Financial liabilities classified as held for trading	204,265	115,386	319,651
Financial liabilities designated at fair value through profit or loss	3,093,367	4,247,234	7,340,601
	<u>3,954,141</u>	<u>5,487,901</u>	<u>9,442,042</u>

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 12. EXPECTED MATURITY OF ASSETS AND LIABILITIES (CONTINUED)

At 31 December 2016	Less than or equal to twelve months €'000	More than twelve months €'000	Total €'000
<b>ASSETS</b>			
Loans and receivables:			
Cash and short-term deposits	716	-	716
Trade receivables	58,482	-	58,482
Other receivables	523,143	1,125,281	1,648,424
	<u>582,341</u>	<u>1,125,281</u>	<u>1,707,622</u>
Financial assets classified as held for trading	206,675	383,504	590,179
Financial assets designated at fair value through profit or loss	2,569,893	4,699,177	7,269,070
Current tax assets	2,212	-	2,212
	<u>3,361,121</u>	<u>6,207,962</u>	<u>9,569,083</u>
<b>LIABILITIES</b>			
Financial liabilities at amortised cost:			
Convertible preferred equity certificates	-	1,125,281	1,125,281
Trade payables	480,022	-	480,022
Other payables	59,216	-	59,216
	<u>539,238</u>	<u>1,125,281</u>	<u>1,664,519</u>
Financial liabilities classified as held for trading	285,325	228,977	514,302
Financial liabilities designated at fair value through profit or loss	2,498,322	4,853,704	7,352,026
	<u>3,322,885</u>	<u>6,207,962</u>	<u>9,530,847</u>

### 13. SEGMENT REPORTING

Segment information is presented in respect of the Company's business and geographical segments. The business segments and geographical segments are based on the Company's management and internal reporting structure.

#### Business segments

Morgan Stanley structures its business segments primarily based upon the nature of the financial products and services provided to customers and Morgan Stanley's internal management structure. The Company's own business segments are consistent with those of Morgan Stanley.

The Company has one reportable business segment, Institutional Securities, which provides financial services to financial institutions. Its business includes the issuance of financial instruments and the hedging of the obligations arising pursuant to such issuances.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 13. SEGMENT REPORTING (CONTINUED)

The Company operates in three geographic regions as listed below:

- Europe, Middle East and Africa (“EMEA”)
- Americas
- Asia

The following table presents selected income statement and statement of financial position information of the Company’s operations by geographic area. The external revenues (net of interest expense) and total assets disclosed in the following table reflect the regional view of the Company’s operations, on a managed basis. The basis for attributing external revenues (net of interest expense) and total assets is determined by trading desk location.

	EMEA		Americas		Asia		Total	
	2017	2016	2017	2016	2017	2016	2017	2016
	€’000	€’000	€’000	€’000	€’000	€’000	€’000	€’000
External revenues net of interest	8,353	4,466	142	384	141	711	8,636	5,561
Profit before income tax	1,777	4,065	142	384	141	711	2,060	5,160
Total assets	6,184,767	6,495,700	2,134,732	1,778,658	1,162,326	1,294,725	9,481,825	9,569,083

Of the Company’s external revenue, 100% (2016: 100%) arises from transactions with other Morgan Stanley Group undertakings. Further details of such transactions are disclosed in the related party disclosures note 19.

### 14. FINANCIAL RISK MANAGEMENT

#### Risk management procedures

Risk is an inherent part of the Company’s business activity. The Company seeks to identify, assess, monitor and manage each of the various types of risk involved in its business activities in accordance with defined policies and procedures. The Company has developed its own risk management policy framework, which is consistent with and leverages the risk management policies and procedures of the Morgan Stanley Group and which include escalation to the Company’s Board of Directors and to appropriate senior management personnel.

Significant risks faced by the Company resulting from its trading activities are set out below.

#### Credit risk

Credit risk refers to the risk of loss arising when a borrower, counterparty or issuer does not meet its financial obligations to the Company. The Company primarily incurs credit risk to institutions and sophisticated investors through its Institutional Securities business segment.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Credit risk (continued)

The Company's credit risk management policies and procedures establish the framework for identifying, measuring, monitoring and controlling credit risk whilst ensuring transparency of material credit risks, ensuring compliance with established limits and escalating risk concentrations to appropriate senior management.

The Company enters into the majority of its financial asset transactions with other Morgan Stanley Group undertakings, and both the Company and the other Morgan Stanley Group undertakings are wholly-owned subsidiaries of the same ultimate parent entity, Morgan Stanley. As a result of the implicit support that would be provided by Morgan Stanley, the Company is considered exposed to the credit risk of Morgan Stanley, except where the Company transacts with other Morgan Stanley Group undertakings that have a higher credit rating to that of Morgan Stanley.

#### *Collateral and other credit enhancements*

The Company has entered into collateral arrangements with other Morgan Stanley Group undertakings. Collateral held is managed in accordance with the Morgan Stanley Group's guidelines and the relevant underlying agreements.

#### *Exposure to credit risk*

The maximum exposure to credit risk of the Company at the reporting date is the carrying amount of the financial assets held in the statement of financial position. Where the Company enters into credit enhancements to manage the credit exposure on these financial instruments, the financial effect of the credit enhancements is also disclosed below. The net credit exposure represents the credit exposure remaining after the effect of the credit enhancements.

The Company does not have any significant exposure arising from items not recognised on its statement of financial position.

#### *Exposure to credit risk by class*

Class	2017			2016		
	Gross credit exposure (1) €'000	Credit enhancements €'000	Net credit exposure (2) €'000	Gross credit exposure (1) €'000	Credit enhancements €'000	Net credit exposure (2) €'000
Loans and receivables:						
Cash and short-term deposits	432	-	432	716	-	716
Trade receivables	25,724	-	25,724	58,482	-	58,482
Other receivables	1,792,304	-	1,792,304	1,648,424	-	1,648,424
Financial assets classified as held for trading:						
Derivatives	592,979	(565,399)	27,580	590,179	(499,624)	90,555
Financial assets designated at fair value through profit or loss						
Prepaid equity securities contracts	268,210	(268,210)	-	367,160	(344,760)	22,400
Loans	6,797,365	-	6,797,365	6,901,910	-	6,901,910
	<u>9,477,014</u>	<u>(833,609)</u>	<u>8,643,405</u>	<u>9,566,871</u>	<u>(844,384)</u>	<u>8,722,487</u>

(1) The carrying amount recognised in the statement of financial position best represents the Company's maximum exposure to credit risk.

(2) Of the residual net credit exposure, intercompany cross product netting arrangements are in place which would allow for an additional €nil (2016: €80,841,000) to be offset in the event of default by certain Morgan Stanley counterparties.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Credit risk (continued)

The impact of master netting arrangements and similar agreements on the Company's ability to offset financial assets and financial liabilities is disclosed in note 15.

*Maximum exposure to credit risk by credit rating<sup>(1)</sup>*

Credit rating	Gross credit exposure	
	2017 €'000	2016 €'000
<u>External financial institutions</u>		
AA	-	185
A	432	531
<u>Other Morgan Stanley Group undertakings</u>		
A	8,921,688	7,907,134
BBB	554,894	1,659,021
Total	<u>9,477,014</u>	<u>9,566,871</u>

(1) Internal credit rating derived using methodologies generally consistent with those used by external agencies

At 31 December 2017 there were no financial assets past due but not impaired or individually impaired (2016: €nil).

#### Liquidity risk

Liquidity refers to the risk that the Company will be unable to finance its operations due to a loss of access to the capital markets or difficulty in liquidating its assets. Liquidity risk encompasses the risk that the Company's ability (or perceived ability) to meet its financial obligations without experiencing significant business disruption or reputational damage that may threaten the Company's viability as a going concern. Liquidity risk also encompasses the associated funding risks triggered by the market or idiosyncratic stress events that may cause unexpected changes in funding needs or an inability to raise new funding. Generally, the Company incurs liquidity risk as a result of its trading, lending, investing and client facilitation activities.

The Morgan Stanley Group's Liquidity Risk Management Framework is critical to helping ensure that the Company maintains sufficient liquidity reserves and durable funding sources to meet its daily obligations and to withstand unanticipated stress events. The Liquidity Risk Department is a distinct area in Risk Management, which oversees and monitors liquidity risk. The Liquidity Risk Department ensures transparency of material liquidity risks, compliance with established risk limits and escalation of risk concentrations to appropriate senior management. To execute these responsibilities, the Liquidity Risk Department:

- Establishes limits in line with the Morgan Stanley Group's risk appetite;
- Identifies and analyses emerging liquidity risks to ensure such risks are appropriately mitigated;
- Monitors and reports risk exposures against metrics and limits, and;
- Reviews the methodologies and assumptions underpinning the Morgan Stanley Group's Liquidity Stress Tests to ensure sufficient liquidity and funding under a range of adverse scenarios.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Liquidity risk (continued)

The liquidity risks identified by these processes are summarised in reports produced by the Liquidity Risk Department that are circulated to and discussed with senior management, as appropriate.

The Treasury Department and applicable business units have primary responsibility for evaluating, monitoring and controlling the liquidity risks arising from the Morgan Stanley Group's business activities, and for maintaining processes and controls to manage the key risks inherent in their respective areas. The Liquidity Risk Department coordinates with the Treasury Department and these business units to help ensure a consistent and comprehensive framework for managing liquidity risk across the Morgan Stanley Group.

The Company's liquidity risk management policies and procedures are consistent with those of the Morgan Stanley Group.

The primary goal of the Company's liquidity risk management framework is to ensure that the Company has access to adequate funding across a wide range of market conditions and time horizons. The framework is designed to enable the Company to fulfil its financial obligations and support the execution of its business strategies.

The following principles guide the Company's liquidity risk management framework:

- Sufficient liquid assets should be maintained to cover maturing liabilities and other planned and contingent outflows;
- Maturity profile of assets and liabilities should be aligned, with limited reliance on short-term funding;
- Source, counterparty, currency, region, and term of funding should be diversified; and
- Liquidity Stress Tests should anticipate, and account for, periods of limited access to funding.

The Company hedges all of its financial liabilities with financial assets entered into with other Morgan Stanley Group undertakings, where both the Company and other Morgan Stanley Group undertakings are wholly-owned subsidiaries of the same parent, Morgan Stanley. Further, the maturity profile of the financial assets matches the maturity profile of the financial liabilities.

The core components of the Morgan Stanley Group's liquidity management framework, which includes consideration of the liquidity risk for each individual legal entity, are the Required Liquidity Framework, Liquidity Stress Tests and the Global Liquidity Reserve, which support the Morgan Stanley Group's target liquidity profile.

#### *Required Liquidity Framework*

The Required Liquidity Framework establishes the amount of liquidity the Company must hold in both normal and stressed environments to ensure that its financial condition and overall soundness is not adversely affected by an inability (or perceived inability) to meet its financial obligations in a timely manner. The Required Liquidity Framework considers the most constraining liquidity requirement to satisfy all regulatory and internal limits at a Morgan Stanley Group and legal entity level.

#### *Liquidity Stress Tests*

The Morgan Stanley Group uses Liquidity Stress Tests to model external and intercompany flows across multiple scenarios and a range of time horizons. These scenarios contain various combinations of idiosyncratic and systemic stress events of different severity and duration. The methodology, implementation, production and analysis of the Company's Liquidity Stress Tests are important components of the Required Liquidity Framework.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Liquidity risk (continued)

The Liquidity Stress Tests are produced for Morgan Stanley and its major operating subsidiaries, as well as at major currency levels, to capture specific cash requirements and cash availability at various legal entities. The Liquidity Stress Tests assume that subsidiaries will use their own liquidity first to fund their obligations before drawing liquidity from Morgan Stanley. It is also assumed that Morgan Stanley will support its subsidiaries and will not have access to cash that may be held at certain subsidiaries. In addition to the assumptions underpinning the Liquidity Stress Tests, Morgan Stanley Group takes into consideration the settlement risk related to intra-day settlement and clearing of securities and financial activities.

Since the Company hedges the liquidity risk of its financial liabilities with financial assets that match the maturity profile of the financial liabilities, the Company is not considered a major operating subsidiary for the purposes of liquidity risk. However, the Company would have access to the cash or liquidity reserves held by Morgan Stanley in the unlikely event that it was unable to access adequate financing to service its financial liabilities when they become payable.

The Required Liquidity Framework and Liquidity Stress Tests are evaluated on an ongoing basis and reported to the Firm Risk Committee, Asset/ Liability Management Committee, and other appropriate risk committees.

#### *Global Liquidity Reserve*

The Morgan Stanley Group maintains sufficient liquidity reserves (“the Global Liquidity Reserve”) to cover daily funding needs and to meet strategic liquidity targets sized by the Required Liquidity Framework and Liquidity Stress Tests. The size of the Global Liquidity Reserve is actively managed by the Morgan Stanley Group considering the following components: unsecured debt maturity profile; balance sheet size and composition; funding needs in a stressed environment inclusive of contingent cash outflows; and collateral requirements. In addition, the Morgan Stanley Group’s Global Liquidity Reserve includes a discretionary surplus based on the Morgan Stanley Group’s risk tolerance and is subject to change depending on market and firm-specific events.

The Morgan Stanley Group’s Global Liquidity Reserve, to which the Company has access, is held within Morgan Stanley and its major operating subsidiaries and is composed of diversified cash and cash equivalents and unencumbered highly liquid securities.

Eligible unencumbered highly liquid securities include US government securities, US agency securities, US agency mortgage-backed securities, non-US government securities and other highly liquid investment grade securities.

The ability to monetise assets during a liquidity crisis is critical. The Morgan Stanley Group believes that the assets held in its Global Liquidity Reserve can be monetised within five business days in a stressed environment given the highly liquid and diversified nature of the reserves.

#### *Funding management*

The Morgan Stanley Group manages its funding in a manner that reduces the risk of disruption to the Morgan Stanley Group’s and the Company’s operations. The Morgan Stanley Group pursues a strategy of diversification of secured and unsecured funding sources (by product, investor and region) and attempts to ensure that the tenor of the Morgan Stanley Group’s, and the Company’s, liabilities equals or exceeds the expected holding period of the assets being financed.

The Morgan Stanley Group funds its balance sheet on a global basis through diverse sources, which includes consideration of the funding risk of each legal entity. These sources may include the Morgan Stanley Group’s equity capital, long-term borrowing, securities sold under agreements to repurchase (“repurchase agreements”), securities lending, deposits, letters of credit and lines of credit. The Morgan Stanley Group has active financing programmes for both standard and structured products targeting global investors and currencies.

## **MORGAN STANLEY B.V.**

### **NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

#### **14. FINANCIAL RISK MANAGEMENT (CONTINUED)**

##### **Liquidity risk (continued)**

###### *Balance sheet management*

In managing both the Morgan Stanley Group's and the Company's funding risk the composition and size of the entire balance sheet, not just financial liabilities, is monitored and evaluated. A substantial portion of the Morgan Stanley Group's total assets consists of liquid marketable securities and short-term receivables arising principally from sales and trading activities in the Institutional Securities business. The liquid nature of these assets provides the Morgan Stanley Group and the Company with flexibility in managing the composition and size of its balance sheet.

###### *Maturity analysis*

In the following maturity analysis of financial assets and financial liabilities, derivative contracts, financial assets designated at fair value through profit or loss and financial liabilities designated at fair value through profit or loss are disclosed according to their earliest contractual maturity; all such amounts are presented at their fair value, consistent with how these financial instruments are managed. All other amounts represent undiscounted cash flows receivable and payable by the Company arising from its financial assets and financial liabilities to earliest contractual maturities as at 31 December 2017 and 31 December 2016. Receipts of financial assets and repayments of financial liabilities that are subject to immediate notice are treated as if notice were given immediately and are classified as on demand. This presentation is considered by the Company to appropriately reflect the liquidity risk arising from these financial assets and financial liabilities, presented in a way that is consistent with how the liquidity risk on these financial assets and financial liabilities is managed by the Company.

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**14. FINANCIAL RISK MANAGEMENT (CONTINUED)**

**Liquidity risk (continued)**

	On demand €'000	Less than 1 year €'000	Equal to or more than 1 year but less than 2 years €'000	Equal to or more than 2 years but less than 5 years €'000	Equal to or more than 5 years €'000	Total €'000
<b>31 December 2017</b>						
<b>Financial assets</b>						
Loans and receivables:						
Cash and short-term deposits	432	-	-	-	-	432
Trade receivables	25,724	-	-	-	-	25,724
Other receivables	1,792,304	-	-	-	-	1,792,304
Financial assets classified as held for trading:						
Derivatives	318,742	67,235	53,895	89,405	63,702	592,979
Financial assets designated at fair value through profit or loss:						
Prepaid equity securities contracts	42,688	113,034	-	112,488	-	268,210
Loans	1,853,180	1,171,057	554,268	1,748,583	1,470,277	6,797,365
<b>Total financial assets</b>	<u>4,033,070</u>	<u>1,351,326</u>	<u>608,163</u>	<u>1,950,476</u>	<u>1,533,979</u>	<u>9,477,014</u>
<b>Financial liabilities</b>						
Financial liabilities at amortised cost:						
Convertible preferred equity certificates	1,125,281	-	-	-	-	1,125,281
Trade payables	600,127	-	-	-	-	600,127
Other payables	56,382	-	-	-	-	56,382
Financial liabilities classified as held for trading:						
Derivatives	169,944	37,513	12,506	39,951	59,737	319,651
Financial liabilities designated at fair value through profit or loss:						
Issued Structured Notes	2,046,364	1,313,813	595,657	1,910,525	1,474,242	7,340,601
<b>Total financial liabilities</b>	<u>3,998,098</u>	<u>1,351,326</u>	<u>608,163</u>	<u>1,950,476</u>	<u>1,533,979</u>	<u>9,442,042</u>

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Liquidity risk (continued)

	On demand €'000	Less than one year €'000	Equal to or more than one year but less than two years €'000	Equal to or more than two years but less than five years €'000	Equal to or more than five years €'000	Total €'000
<b>31 December 2016</b>						
<b>Financial assets</b>						
Loans and receivables:						
Cash and short-term deposits	716	-	-	-	-	716
Trade receivables	58,482	-	-	-	-	58,482
Other receivables	1,648,424	-	-	-	-	1,648,424
Financial assets classified as held for trading:						
Derivatives	349,470	28,366	33,811	125,652	52,880	590,179
Financial assets designated at fair value through profit or loss:						
Prepaid equity securities contracts	228,062	47,124	91,974	-	-	367,160
Loans	2,172,686	1,036,855	732,811	1,834,298	1,125,260	6,901,910
<b>Total financial assets</b>	<b>4,457,840</b>	<b>1,112,345</b>	<b>858,596</b>	<b>1,959,950</b>	<b>1,178,140</b>	<b>9,566,871</b>
<b>Financial liabilities</b>						
Financial liabilities at amortised cost:						
Convertible preferred equity certificates	1,125,281	-	-	-	-	1,125,281
Trade payables	480,022	-	-	-	-	480,022
Other payables	59,216	-	-	-	-	59,216
Financial liabilities classified as held for trading:						
Derivatives	290,306	39,607	49,313	76,113	58,963	514,302
Financial liabilities designated at fair value through profit or loss:						
Issued Structured Notes	2,466,991	1,072,738	809,283	1,883,837	1,119,177	7,352,026
<b>Total financial liabilities</b>	<b>4,421,816</b>	<b>1,112,345</b>	<b>858,596</b>	<b>1,959,950</b>	<b>1,178,140</b>	<b>9,530,847</b>

#### Market risk

Market risk is defined by IFRS 7 '*Financial instruments – Disclosures*' as the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

Sound market risk management is an integral part of the Company's culture. The Company is responsible for ensuring that market risk exposures are well-managed and monitored. The Company also ensures transparency of material market risks, monitors compliance with established limits, and escalates risk concentrations to appropriate senior management.

To execute these responsibilities, the Morgan Stanley Group monitors the market risk of the firm against limits on aggregate risk exposures, performs a variety of risk analyses, including monitoring Value-at-risk ("VaR") and stress testing analyses, routinely reports risk summaries and maintains the VaR and scenario analysis methodologies. The Company is managed within the Morgan Stanley Group's global framework.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 14. FINANCIAL RISK MANAGEMENT (CONTINUED)

#### Market risk (continued)

The market risk management policies and procedures of the Company include performing risk analyses and reporting material risks identified to appropriate senior management of the Company.

#### *Equity price sensitivity analysis*

The sensitivity analysis below is determined based on the exposure to equity price risk at 31 December 2017 and 31 December 2016 respectively.

The market risk related to such equity price risk is measured by estimating the potential reduction in total comprehensive income associated with a 10% decline in the underlying equity price as shown in the table below.

	Impact on Total Comprehensive Income Gains/(Losses)	
	31 December 2017	31 December 2016
	€'000	€'000
Financial instruments classified as held for trading	(707,239)	(698,486)
Financial assets designated at fair value through profit or loss	(26,821)	(36,716)
Financial liabilities designated at fair value through profit or loss	734,060	735,202
	<u>-</u>	<u>-</u>

The Company's equity risk price risk is mainly concentrated on equity securities in EMEA.

The Company enters into the majority of its financial asset transactions with other Morgan Stanley Group undertakings, where both the Company and the other Morgan Stanley Group undertakings are wholly-owned subsidiaries of the same group parent entity, Morgan Stanley.

The issued Structured Notes expose the Company to the risk of changes in market prices of the underlying securities, interest rate risk and, where denominated in currencies other than Euros, the risk of changes in rates of exchange between the Euro and the other relevant currencies. The Company uses the contracts that it purchases from other Morgan Stanley Group undertakings to hedge the market price, interest rate and foreign currency risks associated with the issuance of the Structured Notes, consistent with the Company's risk management strategy. As such, the Company is not exposed to any net market risk on these financial instruments.

The net foreign exchange losses recognised in 'Other expense' have arisen as a result of exposure to hedging on assets and liabilities recognised for Morgan Stanley Group purposes, under the Morgan Stanley Group's local reporting requirements.

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**15. FINANCIAL ASSETS AND FINANCIAL LIABILITIES SUBJECT TO OFFSETTING**

In order to manage credit exposure arising from its business activities, the Company applies various credit risk management policies and procedures, see note 14 for further details. Primarily in connection with derivative contracts, prepaid equity securities contracts and issued Structured Notes, the Company enters into master netting arrangements and collateral arrangements with its counterparties. These agreements provide the Company with the right, in the ordinary course of business and/ or in the event of a counterparty default (such as bankruptcy or a counterparty's failure to pay or perform), to net a counterparty's rights and obligations under such agreement and, in the event of counterparty default, set off collateral held by the Company against the net amount owed by the counterparty. However, in certain circumstances, the Company may not have such an agreement in place; the relevant insolvency regime (which is based on type of counterparty entity and the jurisdiction of organisation of the counterparty) may not support the enforceability of the agreement; or the Company may not have sought legal advice to support the enforceability of the agreement. In cases where the Company has not determined an agreement to be enforceable, the related amounts are not offset in the tabular disclosures.

In the statement of financial position, financial assets and financial liabilities are offset and presented on a net basis only where there is a current legally enforceable right to set off the recognised amounts and an intention to either settle on a net basis or to realise the asset and the liability simultaneously. In the absence of such conditions, financial assets and financial liabilities are presented on a gross basis.

The following tables present information about the offsetting of financial instruments and related collateral amounts. The effect of master netting arrangements, collateral agreements and other credit enhancements, on the Company's exposure to credit risk is disclosed in note 14.

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**15. FINANCIAL ASSETS AND FINANCIAL LIABILITIES SUBJECT TO OFFSETTING  
(CONTINUED)**

	Gross and net amounts presented in the statement of financial position <sup>(1)</sup>	Amounts not offset in the statement of financial position <sup>(2) (4)</sup>		Net exposure <sup>(5)</sup>
		Financial instruments	Cash collateral <sup>(3)</sup>	
	€'000	€'000	€'000	€'000
<b>31 December 2017</b>				
<b>Assets</b>				
Financial assets classified as held for trading:				
Derivatives	592,979	(11,447)	(553,952)	27,580
Financial assets designated at fair value through profit or loss:				
Prepaid equity securities contracts	268,210	-	(268,210)	-
<b>TOTAL</b>	<b>861,189</b>	<b>(11,447)</b>	<b>(822,162)</b>	<b>27,580</b>
<b>Liabilities</b>				
Financial liabilities classified as held for trading				
Derivatives	319,651	(11,447)	(251,558)	56,646
Financial liabilities designated at fair value through profit or loss:				
Issued Structured Notes	7,340,601	-	-	7,340,601
<b>TOTAL</b>	<b>7,660,252</b>	<b>(11,447)</b>	<b>(251,558)</b>	<b>7,397,247</b>

- (1) Amounts include €27,580,000 of financial assets classified as held for trading – derivatives, €nil of financial assets designated at fair value through profit or loss – prepaid equity securities contracts, €34,108,000 of financial liabilities classified as held for trading – derivatives and €6,229,321,000 of financial liabilities designated at fair value through profit or loss – issued Structured Notes which are either not subject to master netting agreements or collateral agreements or are subject to such agreements but the Company has not determined the agreements to be legally enforceable.
- (2) Amounts relate to master netting arrangements and collateral arrangements which have been determined by the Company to be legally enforceable but do not meet all criteria required for net presentation within the statement of financial position.
- (3) Cash collateral used to mitigate credit risk on exposures arising under derivative contracts and prepaid equity securities contracts is determined and settled on a net basis and has been recognised in the statement of financial position within trade payables.
- (4) In addition to the balances disclosed in the table above, certain trade receivables and payables of €22,280,000 not presented net within the statement of financial position have legally enforceable master netting agreements in place and can be offset in the ordinary course of business and/ or in the event of default.
- (5) Of the residual net exposure, intercompany cross-product legally enforceable netting arrangements are in place which would allow for an additional €nil to be offset in the ordinary course of business and/ or in the event of default.

NOTES TO THE FINANCIAL STATEMENTS  
Year ended 31 December 2017

15. FINANCIAL ASSETS AND FINANCIAL LIABILITIES SUBJECT TO OFFSETTING  
(CONTINUED)

	Gross and net amounts presented in the statement of financial position <sup>(1)</sup>	Amounts not offset in the statement of financial position <sup>(2)(4)</sup>		Net exposure <sup>(5)</sup>
		Financial instruments	Cash collateral <sup>(3)</sup>	
	€'000	€'000	€'000	€'000
<b>31 December 2016</b>				
<b>Assets</b>				
Financial assets classified as held for trading:				
Derivatives	590,179	(290,847)	(208,777)	90,555
Financial assets designated at fair value through profit or loss:				
Prepaid equity securities contracts	367,160	-	(344,760)	22,400
<b>TOTAL</b>	<b>957,339</b>	<b>(290,847)</b>	<b>(553,537)</b>	<b>112,955</b>
<b>Liabilities</b>				
Financial liabilities classified as held for trading:				
Derivatives	514,302	(290,847)	(149,870)	73,585
Financial liabilities designated at fair value through profit or loss:				
Issued Structured Notes	7,352,026	-	-	7,352,026
<b>TOTAL</b>	<b>7,866,328</b>	<b>(290,847)</b>	<b>(149,870)</b>	<b>7,425,611</b>

- (1) Amounts include €90,555,000 of financial assets classified as held for trading - derivatives, €22,400,000 of financial assets designated at fair value through profit or loss - prepaid equity securities contracts, €73,585,000 of financial liabilities classified as held for trading - derivatives and €6,288,204,000 of financial liabilities classified as designated at fair value through profit or loss - issued Structured Notes which are either not subject to master netting agreements or collateral agreements or are subject to such agreements but the Company has not determined the agreements to be legally enforceable.
- (2) Amounts relate to master netting arrangements and collateral arrangements which have been determined by the Company to be legally enforceable, but do not meet all criteria required for net presentation within the statement of financial position.
- (3) Cash collateral used to mitigate credit risk on exposures arising under derivative contracts and prepaid equity securities contracts is determined and settled on a net basis and has been recognised in the statement of financial position within trade payables.
- (4) In addition to the balances disclosed in the table, certain trade receivables and payables of €53,104,000 not presented net within the statement of financial position have legally enforceable master netting agreements in place and can be offset in the ordinary course of business and/ or in the event of default.
- (5) Of the residual net exposure, intercompany cross-product legally enforceable netting arrangements are in place which would allow for an additional €80,841,000 to be offset in the ordinary course of business and/ or in the event of default.

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE**

**a. Financial assets and liabilities recognised at fair value on a recurring basis**

The following tables present the carrying value of the Company's financial assets and financial liabilities recognised at fair value on a recurring basis, classified according to the fair value hierarchy.

**2017**

	Quoted prices in active market (Level 1) €'000	Valuation techniques using observable inputs (Level 2) €'000	Valuation techniques with significant unobservable inputs (Level 3) €'000	Total €'000
Financial assets classified as held for trading:				
Derivatives:				
Interest rate contracts	-	3,168	22,370	25,538
Equity contracts	-	551,198	13,759	564,957
Foreign exchange contracts	-	76	1,607	1,683
Commodities contracts	-	539	262	801
Financial assets designated at fair value through profit or loss:				
Prepaid equity securities contracts	-	268,210	-	268,210
Loans	-	6,797,365	-	6,797,365
<b>Total financial assets measured at fair value</b>	<b>-</b>	<b>7,620,556</b>	<b>37,998</b>	<b>7,658,554</b>
Financial liabilities classified as held for trading:				
Derivatives:				
Interest rate contracts	-	38,009	6,757	44,766
Equity contracts	-	243,537	23,429	266,966
Foreign exchange contracts	-	3,400	1,533	4,933
Commodities contracts	-	1,050	1,936	2,986
Financial liabilities designated at fair value through profit or loss:				
Certificates and warrants	-	2,197,103	-	2,197,103
Notes	-	4,779,994	363,504	5,143,498
<b>Total financial liabilities measured at fair value</b>	<b>-</b>	<b>7,263,093</b>	<b>397,159</b>	<b>7,660,252</b>

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**a. Financial assets and liabilities recognised at fair value on a recurring basis (continued)**

**2016**

	<b>Quoted prices in active market (Level 1) €'000</b>	<b>Valuation techniques using observable inputs (Level 2) €'000</b>	<b>Valuation techniques with significant unobservable inputs (Level 3) €'000</b>	<b>Total €'000</b>
Financial assets classified as held for trading:				
Derivatives	-	541,671	48,508	590,179
Financial assets designated at fair value through profit or loss:				
Prepaid equity securities contracts	-	367,160	-	367,160
Loans	-	6,901,910	-	6,901,910
<b>Total financial assets measured at fair value</b>	<b>-</b>	<b>7,810,741</b>	<b>48,508</b>	<b>7,859,249</b>
Financial liabilities classified as held for trading:				
Derivatives	-	482,007	32,295	514,302
Financial liabilities designated at fair value through profit or loss:				
Certificates and warrants	-	2,421,095	-	2,421,095
Notes	-	4,632,056	298,875	4,930,931
<b>Total financial liabilities measured at fair value</b>	<b>-</b>	<b>7,535,158</b>	<b>331,170</b>	<b>7,866,328</b>

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**a. Financial assets and liabilities recognised at fair value on a recurring basis (continued)**

The Company's valuation approach and fair value hierarchy categorisation for certain significant classes of financial instruments recognised at fair value on a recurring basis is as follows:

<b>Financial assets and financial liabilities classified as held for trading</b>	
<b>Asset and Liability / Valuation Technique</b>	<b>Valuation Hierarchy Classification</b>
<i>Derivatives</i>	
<p><i>OTC Derivative Contracts</i></p> <ul style="list-style-type: none"> <li>OTC derivative contracts include forward, swap and option contracts related to interest rates, foreign currencies, credit standing of reference entities, equity prices or commodity prices.</li> <li>Depending on the product and the terms of the transaction, the fair value of OTC derivative products can be modeled using a series of techniques, including closed-form analytic formulas, such as the Black-Scholes option-pricing model, simulation models or a combination thereof. Many pricing models do not entail material subjectivity as the methodologies employed do not necessitate significant judgment, since model inputs may be observed from actively quoted markets, as is the case for generic interest rate swaps, many equity, commodity and foreign currency option contracts, and certain CDS. In the case of more established derivative products, the pricing models used by the Company are widely accepted by the financial services industry.</li> <li>More complex OTC derivative products are typically less liquid and require more judgment in the implementation of the valuation technique since direct trading activity or quotes are unobservable. This includes certain types of interest rate derivatives with both volatility and correlation exposure, equity, commodity or foreign currency derivatives which are either longer-dated or include exposure to multiple underlyings, and credit derivatives, including CDS on certain mortgage- or asset-backed securities and basket CDS. Where these inputs are unobservable, relationships to observable data points, based on historic and/ or implied observations, may be employed as a technique to estimate the model input values.</li> </ul>	<ul style="list-style-type: none"> <li>Generally Level 2 - OTC derivative products valued using observable inputs, or where the unobservable input is not deemed significant.</li> <li>Level 3 - OTC derivative products for which the unobservable input is deemed significant</li> </ul>
<b>Financial assets and financial liabilities designated at fair value through profit and loss</b>	
<p><i>Prepaid equity securities contracts and issued Structured Notes designated at fair value through profit or loss</i></p> <ul style="list-style-type: none"> <li>The Company issues Structured Notes and trades prepaid equity securities contracts that have coupon or repayment terms linked to the performance of debt or equity securities, indices, currencies or commodities.</li> <li>Fair value of Structured Notes and traded prepaid equity securities contracts is determined using valuation models for the derivative and debt portions of the Structured Notes and traded prepaid equity securities contracts. These models incorporate observable inputs referencing identical or comparable securities, including prices to which the notes are linked, interest rate yield curves, option volatility and currency rates, and commodity or equity prices.</li> <li>Independent, external and traded prices for the notes are considered as well. The impact of the Company's own credit spreads is also included based on observed secondary bond market spreads.</li> </ul>	<ul style="list-style-type: none"> <li>Generally Level 2</li> <li>Level 3 - in instances where the unobservable inputs are deemed significant</li> </ul>

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

### 16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)

#### a. Financial assets and liabilities recognised at fair value on a recurring basis (continued)

##### Financial assets and financial liabilities designated at fair value through profit and loss

<p><i>Notes</i></p> <ul style="list-style-type: none"> <li>Notes give a risk exposure tailored to market views and risk appetite and mainly provide exposure to the underlying single name equity, equity index or portfolio of equities. Typically, the redemption payment of the note is significantly dependent on the value of embedded equity derivatives. In general, call and put options, digital options, straddles and callability features are combined to create a bespoke coupon rate or redemption payoff for each note issuance, with risk exposure to one or more equity underlyings or indices. The Company values the embedded derivatives using market standard models, which are assessed for appropriateness at least annually. Model inputs, such as equity forward rates, equity implied volatility and equity correlations are marked such that the fair value of the derivatives match prices observable in the inter-dealer markets. In arriving at fair value, the Company uses discount rates appropriate to the funding rates specific to the instrument. In general, this results in overnight rates being used to discount the Company assets and liabilities. In addition, since the notes bear Morgan Stanley's credit risk, the Company considers this when assessing the fair value of the notes, by adjusting the discount rates to reflect the prevailing credit spread at the reporting date.</li> <li>The Company has a small number of notes where the cash flows due on the notes is dependent on embedded derivatives linked to the interest rate, foreign exchange or commodity markets. The Company values these notes in the same way as for equity-linked notes, by using market standard models and marking the inputs to match prices observed in the inter-dealer OTC markets. Similarly to equity-linked notes, these issuances bear Morgan Stanley's credit risk, and the valuation is assessed accordingly.</li> </ul>	<ul style="list-style-type: none"> <li>Generally Level 2</li> <li>Level 3 - Notes with significant unobservable inputs</li> </ul>
<p><i>Certificates and warrants</i></p> <ul style="list-style-type: none"> <li>Certificates and warrants provide exposure to the underlying single name equity, equity index or portfolio of equities. They therefore provide risk exposure to the value of the underlying position and to the dividends paid or received. The Company values the underlying position using observable data where available (for instance, exchange closing prices), or alternatively using information from third parties (for example net asset values obtained from fund administrators) or using Morgan Stanley's own valuation assumptions if required. The Company estimates future dividend payments using a variety of available data, including market prices for forwards and futures, analytical review and estimates of future tax rates, incorporating the Company's own assumptions where required. The certificates and warrants can typically be redeemed at short notice and so the certificates and warrants provide minimal exposure to the credit risk of Morgan Stanley.</li> </ul>	<ul style="list-style-type: none"> <li>Level 2</li> </ul>
<p><i>Loans</i></p> <ul style="list-style-type: none"> <li>The fair value of loans to other Morgan Stanley Group undertakings is estimated based on the present value of expected future cash flows using its best estimate of interest rate yield curves.</li> </ul>	<ul style="list-style-type: none"> <li>Level 2</li> </ul>

#### b. Transfers between Level 1 and Level 2 of the fair value hierarchy for financial assets and liabilities recognised at fair value on a recurring basis

There were no transfers between Level 1 and Level 2 of the fair value hierarchy during the current and prior year.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**c. Changes in Level 3 financial assets and liabilities recognised at fair value on a recurring basis**

The following tables present the changes in the fair value of the Company's Level 3 financial assets and financial liabilities for the years ended 31 December 2017 and 31 December 2016. Level 3 instruments may be hedged with instruments classified in Level 2. The realised and unrealised gains/ (losses) for assets and liabilities within the Level 3 category presented in the following tables do not reflect the related realised and unrealised gains/ (losses) on hedging instruments that have been classified by the Company within the Level 2 category.

Unrealised gains/ (losses) during the period for assets and liabilities within the Level 3 category presented in the following tables herein may include changes in fair value during the period that were attributable to both observable and unobservable inputs.

								Unrealised gains / (losses) for Level 3 assets /liabilities outstanding as at 31 December 2017 <sup>(3)</sup>
	Balance at 1 January 2017 €'000	Total gains or (losses) recognised in income statement <sup>(1)</sup> €'000	Purchases €'000	Issuances €'000	Settlements €'000	Net transfers in and/or out of Level 3 <sup>(2)</sup> €'000	Balance at 31 December 2017 €'000	
2017								
Financial assets classified as held for trading:								
Net derivative contracts: <sup>(4)</sup>	16,213	(6,654)	-	-	(5,326)	110	4,343	(2,996)
<b>Total financial assets measured at fair value</b>	<b>16,213</b>	<b>(6,654)</b>	<b>-</b>	<b>-</b>	<b>(5,326)</b>	<b>110</b>	<b>4,343</b>	<b>(2,996)</b>
Financial liabilities designated at fair value through profit or loss:								
Notes	(298,875)	(9,596)	-	(234,018)	67,054	111,931	(363,504)	(4,725)
<b>Total financial liabilities measured at fair value</b>	<b>(298,875)</b>	<b>(9,596)</b>	<b>-</b>	<b>(234,018)</b>	<b>67,054</b>	<b>111,931</b>	<b>(363,504)</b>	<b>(4,725)</b>

(1) The total gains or (losses) are recognised in the income statement as detailed in the financial instruments accounting policy (note 3c).

(2) For financial assets and financial liabilities that were transferred into and out of Level 3 during the year, gains or (losses) are presented as if the assets or liabilities had been transferred into or out of Level 3 as at the beginning of the year.

(3) Amounts represent unrealised gains or (losses) for the year ended 31 December 2017 related to assets and liabilities still outstanding at 31 December 2017. The unrealised gains or (losses) are recognised in the income statement as detailed in the financial instruments accounting policy (note 3c).

(4) Net derivative contracts represent Financial assets classified as held for trading – derivative contracts net of Financial liabilities classified as held for trading – derivative contracts.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

### 16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)

#### c. Changes in Level 3 financial assets and liabilities recognised at fair value on a recurring basis (continued)

During the year, the Company reclassified approximately €2,273,000 of net derivative contracts (2016: €1,795,000) and €45,311,000 of issued Structured Notes (2016: €47,550,000) from Level 2 to Level 3. The reclassifications were due to a reduction in the volume of recently executed transactions or a lack of available broker quotes for these instruments, such that certain significant inputs became unobservable.

During the year, the Company reclassified approximately €2,383,000 of net derivative contracts (2016: €38,165,000) and €157,242,000 of issued Structured Notes (2016: €128,644,000) from Level 3 to Level 2. The reclassifications were due to the availability of market quotations for these or comparable instruments, or available broker quotes, or consensus data such that certain significant inputs became observable.

							Unrealised gains / (losses) for Level 3 assets	
	Balance at 1 January 2016	Total gains or (losses) recognised in income statement <sup>(1)</sup>	Purchases	Issuances	Settlements	Net transfers in and/or out of Level 3 <sup>(2)</sup>	Balance at 31 December 2016	/liabilities outstanding as at 31 December 2016 <sup>(3)</sup>
	€'000	€'000	€'000	€'000	€'000	€'000	€'000	€'000
Financial assets designated at fair value through profit or loss:								
Prepaid equity securities contracts	20,270	2,820	-	-	(20,098)	(2,992)	-	-
<b>Total financial assets measured at fair value</b>	<b>20,270</b>	<b>2,820</b>	<b>-</b>	<b>-</b>	<b>(20,098)</b>	<b>(2,992)</b>	<b>-</b>	<b>-</b>
Financial liabilities classified as held for trading:								
Net derivative contracts: <sup>(4)</sup>	(28,455)	12,248	-	-	(3,950)	36,370	16,213	17,374
Financial liabilities designated at fair value through profit or loss:								
Notes	(320,057)	(50,907)	-	(127,887)	118,882	81,094	(298,875)	(42,689)
<b>Total financial liabilities measured at fair value</b>	<b>(348,512)</b>	<b>(38,659)</b>	<b>-</b>	<b>(127,887)</b>	<b>114,932</b>	<b>117,464</b>	<b>(282,662)</b>	<b>(25,315)</b>

(1) The total gains or (losses) are recognised in the income statement as detailed in the financial instruments accounting policy (note 3c).

(2) For financial assets and financial liabilities that were transferred into and out of Level 3 during the year, gains or (losses) are presented as if the assets or liabilities had been transferred into or out of Level 3 as at the beginning of the year.

(3) Amounts represent unrealised gains or (losses) for the year ended 31 December 2016 related to assets and liabilities still outstanding at 31 December 2016. The unrealised gains or (losses) are recognised in the income statement as detailed in the financial instruments accounting policy (note 3c).

(4) Net derivative contracts represent Financial assets classified as held for trading – derivative contracts net of Financial liabilities classified as held for trading – derivative contracts.

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**d. Valuation of Level 3 financial assets and liabilities recognised at fair value on a recurring basis**

The following disclosures provide information on the sensitivity of fair value measurements to key inputs and assumptions.

1. Quantitative information about and qualitative sensitivity of significant unobservable inputs.

The following table provides information on the valuation techniques, significant unobservable inputs and their ranges and averages for each major category of assets and liabilities measured at fair value on a recurring basis with a significant Level 3 balance.

The level of aggregation and breadth of products cause the range of inputs to be wide and not evenly distributed across the inventory. Further, the range of unobservable inputs may differ across firms in the financial services industry because of diversity in the types of products included in each firm's inventory. The following disclosures also include qualitative information on the sensitivity of the fair value measurements to changes in the significant unobservable inputs. There are no predictable relationships between multiple significant unobservable inputs attributable to a given valuation technique. A single amount is disclosed when there is no significant difference between the minimum, maximum and average (weighted average or similar average / median).

NOTES TO THE FINANCIAL STATEMENTS  
Year ended 31 December 2017

16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)

d. Valuation of Level 3 financial assets and liabilities recognised at fair value on a recurring basis (continued)

2017	Fair value €'000	Predominant valuation techniques/ Significant unobservable inputs	Range <sup>(2)</sup> (Averages) <sup>(3)</sup>
<b>ASSETS</b>			
<b>Financial assets classified as held for trading:</b>			
- Net derivative contracts: <sup>(1)</sup>			
- Interest rate	15,613	Option model Interest rate - Foreign exchange correlation	18% to 38% (25%)
		Net asset value ("NAV") NAV	100% (100%)
- Equity	(9,670)	Option model At the money volatility	4% to 42% (18%)
		Volatility skew	-2% to 0% (0%)
		Equity – Equity correlation	35% to 89% (60%)
		Equity – Foreign exchange correlation	-57% to 30% (-40%)
- Commodities	(1,674)	Option model Commodity volatility	15% to 18% (17%)
<b>LIABILITIES</b>			
<b>Financial liabilities designated at fair value through profit or loss:</b>			
- Notes	(363,504)	Option model At the money volatility	6% to 42% (21%)
		Volatility skew	-2% to 0% (-1%)
		Equity – Equity correlation	41% to 88% (53%)
		Equity – Foreign exchange correlation	-60% to -17% (-39%)
		Interest rate - Foreign exchange correlation	18% to 38% (25%)
		Commodity volatility	15% to 18% (17%)
		NAV	
		NAV	100% (100%)

(1) Net derivative contracts represent financial assets classified as held for trading – derivative contracts net of financial liabilities classified as held for trading – derivative contracts.

(2) The ranges of significant unobservable inputs are represented in percentages.

(3) Amounts represent weighted averages which are calculated by weighting each input by the fair value of the respective financial instruments except for derivative instruments where inputs are weighted by risk.

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**d. Valuation of Level 3 financial assets and liabilities recognised at fair value on a recurring basis (continued)**

2016	Fair value €'000	Predominant valuation techniques/ Significant unobservable inputs	Range <sup>(2)</sup> (Averages) <sup>(3)</sup>
<b>ASSETS</b>			
<b>Financial assets classified as held for trading:</b>			
- Net derivative contracts: <sup>(1)</sup>			
- Equity	16,213	Option model	
		At the money volatility	7% to 42% (21%)
		Volatility skew	-2% to 0% (-1%)
		Equity – Equity correlation	35% to 95% (60%)
		Equity – Foreign exchange correlation	-85% to 40% (-26%)
		NAV	
		NAV	100% (100%)
<b>LIABILITIES</b>			
<b>Financial liabilities designated at fair value through profit or loss:</b>			
- Notes	(298,875)	Option model	
		At the money volatility	7% to 42% (25%)
		Volatility skew	-2% to 0% (-1%)
		Equity – Equity correlation	35% to 95% (58%)
		Equity – Foreign exchange correlation	-85% to 25% (-30%)
		NAV	
		NAV	100% (100%)

(1) Net derivative contracts represent financial assets classified as held for trading – derivative contracts net of financial liabilities classified as held for trading – derivative contracts.

(2) The ranges of significant unobservable inputs are represented in percentages.

(3) Amounts represent weighted averages which are calculated by weighting each input by the fair value of the respective financial instruments except for derivative instruments where inputs are weighted by risk.

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**d. Valuation of Level 3 financial assets and liabilities recognised at fair value on a recurring basis (continued)**

Significant Unobservable Inputs — Description	Sensitivity
<i>Correlation</i> -A pricing input where the payoff is driven by more than one underlying risk. Correlation is a measure of the relationship between the movements of two variables (i.e. how the change in one variable influences a change in the other variable). Credit correlation, for example, is the factor that describes the relationship between the probability of individual entities to default on obligations and the joint probability of multiple entities to default on obligations.	In general, an increase (decrease) to the correlation would result in an impact to the fair value, but the magnitude and direction of the impact would depend on whether the Company is long or short the exposure.
<i>Volatility</i> -The measure of the variability in possible returns for an instrument given how much that instrument changes in value over time. Volatility is a pricing input for options, and, generally, the lower the volatility, the less risky the option. The level of volatility used in the valuation of a particular option depends on a number of factors, including the nature of the risk underlying that option (e.g. the volatility of a particular underlying equity security may be significantly different from that of a particular underlying commodity index), the tenor and the strike price of the option.	In general, an increase (decrease) to the volatility would result in an impact to the fair value, but the magnitude and direction of the impact would depend on whether the Company is long or short the exposure.
<i>Volatility skew</i> -The measure of the difference in implied volatility for options with identical underliers and expiry dates but with different strikes. The implied volatility for an option with a strike price that is above or below the current price of an underlying asset will typically deviate from the implied volatility for an option with a strike price equal to the current price of that same underlying asset.	In general, an increase (decrease) to the volatility skew would result in an impact to the fair value, but the magnitude and direction of the impact would depend on whether the Company is long or short the exposure.
<i>NAV</i> -A pricing input that is the value of an entity's assets minus the value of its liabilities, often in relation to open-end or mutual funds, since shares of such funds registered with the U.S. Securities and Exchange Commission are redeemed at their net asset value. Shares and interests in such funds are not traded between investors, but are issued by the fund to each new investor and redeemed by the fund when an investor withdraws. A fund will issue and redeem shares and interests at a price calculated by reference to the NAV of the fund, with the intention that new investors receive a fair proportion of the fund and redeeming investors receive a fair proportion of the fund's value in cash.	In general, an increase (decrease) to the NAV would result in a higher (lower) fair value, but the magnitude and direction of the impact would depend on whether the Company is long or short the exposure.

2. Sensitivity of fair values to changing significant assumptions to reasonably possible alternatives.

All financial instruments are valued in accordance with the techniques outlined in the fair value hierarchy disclosure above. Some of these techniques, including those used to value instruments categorised in Level 3 of the fair value hierarchy, are dependent on unobservable parameters and the fair value for these financial instruments has been determined using parameters appropriate for the valuation methodology based on prevailing market evidence. It is recognised that the unobservable parameters could have a range of reasonably possible alternative values.

In estimating the change in fair value, to provide information about the variability of the fair value measurement, the unobservable parameters were varied to the extremes of the ranges of reasonably possible alternatives using statistical techniques, such as dispersion in comparable observable external inputs for similar asset classes, historic data or judgement if a statistical technique is not appropriate. Where a financial instrument has more than one unobservable parameter, the sensitivity analysis reflects the greatest reasonably possible increase or decrease to fair value by varying the assumptions individually. It is unlikely that all unobservable parameters would be concurrently at the extreme range of possible alternative assumptions and therefore the sensitivity shown below is likely to be greater than the actual uncertainty relating to the financial instruments.

**MORGAN STANLEY B.V.**

**NOTES TO THE FINANCIAL STATEMENTS**

**Year ended 31 December 2017**

**16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)**

**d. Valuation of Level 3 financial assets and liabilities recognised at fair value on a recurring basis (continued)**

The following tables present the sensitivity of the fair value of Level 3 financial assets and financial liabilities to reasonably possible alternative assumptions, providing quantitative information on the potential variability of the fair value measurement.

2017	Fair value €'000	Effect of reasonably possible alternative assumptions	
		Increase in fair value €'000	Decrease in fair value €'000
Financial assets classified as held for trading:			
Net derivatives contracts: <sup>(1)</sup>	4,343	(859)	(291)
Financial liabilities designated at fair value through profit or loss:			
Notes	(363,504)	(3,257)	4,315

(1) Net derivative contracts represent financial assets classified as held for trading – derivative contracts net of financial liabilities classified as held for trading – derivative contracts. The reasonably possible alternative assumptions are applied to derivative assets and derivative liabilities separately when assessing potential variability of the fair value measurement.

2016	Fair value €'000	Effect of reasonably possible alternative assumptions	
		Increase in fair value €'000	Decrease in fair value €'000
Financial assets classified as held for trading:			
Net derivatives contracts: <sup>(1)</sup>	16,213	1,294	(1,294)
Financial liabilities designated at fair value through profit or loss:			
Notes	(298,875)	(1,294)	1,294

(1) Net derivative contracts represent financial assets classified as held for trading – derivative contracts net of financial liabilities classified as held for trading – derivative contracts. The reasonably possible alternative assumptions are applied to derivative assets and derivative liabilities separately when assessing potential variability of the fair value measurement.

Certain methodology enhancements have been made for 2017 in estimating the sensitivity of the fair value of Level 3 financial assets and financial liabilities to reasonably possible alternative assumptions.

# MORGAN STANLEY B.V.

## NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

### 16. ASSETS AND LIABILITIES MEASURED AT FAIR VALUE (CONTINUED)

#### e. Assets and liabilities measured at fair value on a non-recurring basis

Non-recurring fair value measurements of assets and liabilities are those which are required or permitted in the statement of financial position in particular circumstances. There were no assets or liabilities measured at fair value on a non-recurring basis during the year or prior year.

### 17. ASSETS AND LIABILITIES NOT MEASURED AT FAIR VALUE

For all financial instruments not measured at fair value, the carrying amount is considered to be a reasonable approximation of fair value due to the short term nature of these assets and liabilities.

Regarding the CPECs, its carrying value including the accrued yield in 'Other payables', as detailed in note 8, is considered in aggregate as an approximation of its fair value.

### 18. CAPITAL MANAGEMENT

The Morgan Stanley Group manages its capital on a global basis with consideration for its legal entities. The capital managed by the Morgan Stanley Group broadly includes ordinary share capital, preference share capital, subordinated loans and reserves.

The Morgan Stanley Group's required capital ("Required Capital") estimation is based on the Required Capital Framework, an internal capital adequacy measure. This framework is a risk-based and leverage use-of-capital measure, which is compared with the Morgan Stanley Group's regulatory capital to ensure that the Morgan Stanley Group maintains an amount of going concern capital after absorbing potential losses from stress events where applicable, at a point in time. The Morgan Stanley Group defines the difference between its total average common equity and the sum of the average common equity amounts allocated to our business segments as Parent Company equity. The Morgan Stanley Group generally holds Parent Company equity for prospective regulatory requirements, organic growth, acquisitions and other capital needs.

The Required Capital Framework is expected to evolve over time in response to changes in the business and regulatory environment, for example, to incorporate stress testing or enhancements in modelling techniques. The Morgan Stanley Group will continue to evaluate the framework with respect to the impact of future regulatory requirements, as appropriate.

The Morgan Stanley Group actively manages its consolidated capital position based upon, among other things, business opportunities, risks, capital availability and rates of return together with internal capital policies, regulatory requirements and rating agency guidelines and, therefore, in the future may expand or contract its capital base to address the changing needs of its businesses.

The Morgan Stanley Group also aims to adequately capitalise at a legal entity level whilst safeguarding that entity's ability to continue as a going concern and ensuring that it meets all regulatory capital requirements, so that it can continue to provide returns for the Morgan Stanley Group.

In order to maintain or adjust the capital structure as described above, the Company may adjust the amount of dividends paid, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Company manages the following items as capital:

	2017	2016
	€'000	€'000
Share capital	15,018	15,018
Reserves	24,765	23,218
	<u>39,783</u>	<u>38,236</u>

## MORGAN STANLEY B.V.

### NOTES TO THE FINANCIAL STATEMENTS

Year ended 31 December 2017

#### 19. RELATED PARTY DISCLOSURES

##### *Parent and ultimate controlling entity*

The Company's immediate parent undertaking is Archimedes Investments Coöperatieve U.A. which is registered in The Netherlands.

The ultimate parent undertaking and controlling entity and the largest group of which the Company is a member and for which group financial statements are prepared is Morgan Stanley. Morgan Stanley is incorporated in the State of Delaware, the United States of America and copies of its financial statements can be obtained from [www.morganstanley.com/investorrelations](http://www.morganstanley.com/investorrelations).

##### **Key management compensation**

Key management personnel are defined as those persons having authority and responsibility for planning, directing and controlling the activities of the Company. Key management personnel include the Board of Directors of the Company plus key business unit management.

Key management personnel compensation comprised the following:

	<b>2017</b>	<b>2016</b>
	<b>€'000</b>	<b>€'000</b>
Short-term employee benefits	24	24
Post-employment benefits	1	1
Share-based payments	2	1
Other long-term employee benefits	1	1
	<u>28</u>	<u>27</u>

The share-based payment costs disclosed above reflect the amortisation of equity-based awards granted to key management personnel over the last three years and are therefore not directly aligned with other staff costs in the current year.

Key management personnel compensation is borne by other Morgan Stanley Group undertakings in both the current and prior years.

In addition to the above, TMF Management B.V., not in the Morgan Stanley Group, provided key management personnel services to the Company for which a fee of €456,000 was charged for the year (2016: €406,000) and of which €nil was accrued as at 31 December 2017 (2016: €nil).

**NOTES TO THE FINANCIAL STATEMENTS**  
**Year ended 31 December 2017**

**19. RELATED PARTY DISCLOSURES (CONTINUED)**

**Transactions with related parties**

The Morgan Stanley Group conducts business for clients globally through a combination of both functional and legal entity organisational structures. Accordingly, the Company is closely integrated with the operations of the Morgan Stanley Group and enters into transactions with other Morgan Stanley Group undertakings on an arm's length basis for the purposes of utilising financing, trading and risk management, and infrastructure services. The nature of these relationships along with information about the transactions and outstanding balances is given below. All the amounts outstanding as disclosed below are unsecured and will be settled via inter-company mechanisms. The Company has not recognised any expense and has made no provision for impairment relating to the amount of outstanding balances from related parties (2016: €nil).

In addition, the management and execution of business strategies on a global basis results in many Morgan Stanley transactions impacting a number of Morgan Stanley Group undertakings. The Morgan Stanley Group operates a number of intra-group policies to ensure that, where possible, revenues and related costs are matched. For the year ended 31 December 2017, a net loss of €4,287,000 (2016: net gain of €13,146,000) was recognised in the income statement arising from such policies.

*Funding*

The Company receives funding from and provides funding to other Morgan Stanley Group undertakings in the following forms:

*General funding*

General funding is undated, unsecured, floating rate lending. Funding may be received or provided for specific transaction related funding requirements, or for general operational purposes. The interest rates are established by the Morgan Stanley Group Treasury function for all entities within the Morgan Stanley Group and approximate the market rate of interest that the Morgan Stanley Group incurs in funding its business.

*Other funding*

Other funding includes CPECs issued to the Company's direct parent undertaking, Archimedes Investments Coöperatieve U.A.. The specific terms of the related yield are detailed in note 8.

Details of the outstanding balances on these funding arrangements and the related interest income or expense recognised in the income statement during the year are shown in the table below:

## MORGAN STANLEY B.V.

### NOTES TO THE FINANCIAL STATEMENTS Year ended 31 December 2017

#### 19. RELATED PARTY DISCLOSURES (CONTINUED)

##### Transactions with related parties (continued)

	2017		2016	
	Interest €'000	Balance €'000	Interest €'000	Balance €'000
Amounts due from the Company's indirect parent undertaking	8,605	1,163,051	12,751	1,152,528
Amounts due from other Morgan Stanley Group undertakings	3,190	629,253	1,946	495,896
	<u>11,795</u>	<u>1,792,304</u>	<u>14,697</u>	<u>1,648,424</u>
Amounts due to the Company's direct and indirect parent undertakings	4,490	1,176,672	14,823	1,181,304
Amounts due to other Morgan Stanley Group undertakings	680	4,991	184	3,193
	<u>5,170</u>	<u>1,181,663</u>	<u>15,007</u>	<u>1,184,497</u>

##### *Trading and risk management*

The Company issues Structured Notes and hedges the obligations arising from the issuance by entering into prepaid equity securities contracts, derivative contracts and loans designated at fair value through profit or loss with other Morgan Stanley Group undertakings. All such transactions are entered into on an arm's length basis. The total amounts receivable and payable on issued Structured Notes, prepaid equity securities contracts, derivative contracts and loans designated at fair value through profit or loss were as follows:

	2017		2016	
	Interest €'000	Balance €'000	Interest €'000	Balance €'000
Amounts due from other Morgan Stanley Group undertakings	5	7,684,278	-	7,917,731
Amounts due to other Morgan Stanley Group undertakings	(941)	2,036,776	-	2,307,590

The Company has received collateral of €575,669,000 (2016: €427,903,000) from other Morgan Stanley Group undertakings to mitigate credit risk on exposures arising under derivatives contracts and prepaid equity securities contracts between the Company and other Morgan Stanley Group undertakings.

##### *Infrastructure services*

The Company uses infrastructure services including the provision of office facilities, operated by other Morgan Stanley Group undertakings at no charge.

#### 20. EVENTS AFTER THE REPORTING PERIOD

On 27 February 2018, the maturity date of the CPECs was amended to 49 years from the date of issuance.

## **MORGAN STANLEY B.V.**

### **ADDITIONAL INFORMATION** **Year ended 31 December 2017**

#### **Independent auditor's report**

The independent auditor's report is recorded on the next page.

#### **Statutory rules concerning appropriation of the net result**

The Articles of Association of the Company provide that the net result for the year is at the disposition of the General Meeting of Shareholders.

Distribution can only be made to the extent that the Shareholder's equity exceeds the reserves provided for by the Articles of Association. The Board of Directors must grant its approval which it can only withhold in the event that it knows or reasonably should have known that, following the distribution, the Company will not be able to continue with the payments of its debts becoming due and payable in the foreseeable future.

#### **Subsequent events**

On 27 February 2018, the maturity date of the CPECs was amended to 49 years from the date of issuance.

## Independent auditor's report

To the shareholders of Morgan Stanley B.V.

### REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS 2017 INCLUDED IN THE ANNUAL REPORT

#### Our opinion

We have audited the accompanying financial statements 2017 of Morgan Stanley B.V., based in Amsterdam.

In our opinion the accompanying financial statements give a true and fair view of the financial position of Morgan Stanley B.V. as at December 31, 2017, and of its result and its cash flows for 2017 in accordance with International Financial Reporting Standards as adopted by the European Union (EU-IFRS) and with Part 9 of Book 2 of the Dutch Civil Code.

The financial statements comprise:

1. The statement of financial position as at 31 December 2017.
2. The following statements for 2017: the income statement, the statements of comprehensive income, changes in equity and cash flows.
3. The notes comprising a summary of the significant accounting policies and other explanatory information.

#### Basis for our opinion

We conducted our audit in accordance with Dutch law, including the Dutch Standards on Auditing. Our responsibilities under those standards are further described in the "Our responsibilities for the audit of the financial statements" section of our report.

We are independent of Morgan Stanley B.V. in accordance with the EU Regulation on specific requirements regarding statutory audit of public-interest entities, the "Wet toezicht accountantsorganisaties" (Wta, Audit firms supervision act), the "Verordening inzake de onafhankelijkheid van accountants bij assurance-opdrachten" (ViO, Code of Ethics for Professional Accountants, a regulation with respect to independence) and other relevant independence regulations in the Netherlands. Furthermore we have complied with the Verordening gedrags- en beroepsregels accountants (VGBA, Dutch Code of Ethics).

We believe the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## Materiality

Based on our professional judgement we determined the materiality for the financial statements as a whole at EUR 94,800,000. The materiality is based on 1% of Total Assets. We have also taken into account misstatements and/or possible misstatements that in our opinion are material for the users of the financial statements for qualitative reasons.

We agreed with Board of Directors that misstatements in excess of EUR 1,896,000, which are identified during the audit, would be reported to them, as well as smaller misstatements that in our view must be reported on qualitative grounds.

## Our key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial statements. We have communicated the key audit matters to Board of Directors. The key audit matters are not a comprehensive reflection of all matters discussed.

These matters were addressed in the context of our audit of the financial statements as a whole and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

### Financial Instruments, including valuation and accounting

#### *Key audit matter*

The risk associated with the valuation assertion relates to the valuation of fair value hierarchy level 3 issuances because this can require significant management judgment. We note that although the entity does not apply hedge accounting, it reduces profit and less volatility through economic hedging and recording the financial instruments held on the balance at fair value. Valuation of level 3 financial instruments often requires the usage of bespoke valuation models and unobservable inputs to determine the fair value which can be highly subjective. The valuations of these instruments are typically more complex and may not be readily observable due to illiquid markets or low trading volumes, and accordingly, are more difficult to estimate. The subjectivity involved in the valuation of level 3 inventory means there is an inherently greater risk of material misstatement. Reference is made to note 3.d and note 16 of the financial statements of Morgan Stanley B.V. as at December 31, 2017.

#### *Response*

Our testing over the valuation assertion has included procedures in relation to the controls over positions carried at fair value, procedures in relation to model controls and the performance of substantive testing through independent revaluations, methodology reviews and testing of key inputs for a sample of positions. As part of these procedures we challenged management assumptions in the determination of the valuation models with the support of internal financial instrument valuation experts.

Based on the work performed we observed that the hedge of the financial assets and financial liabilities does not net to nil as December 31, 2017 or December 31, 2016. This is due to the holding of cash and short-term deposits, and also pending trades which are included within trade receivables and trade payables. When these balances are included the trading balance sheet nets flat. We have performed a reconciliation to confirm this.

## **REPORT ON THE OTHER INFORMATION INCLUDED IN THE ANNUAL REPORT**

In addition to the financial statements and our auditor's report thereon, The Annual Report contain other information that consists of:

- Directors' Report.
- Directors' Responsibility Statement.
- Other Information, including but not limited to the topics prescribed by Dutch Civil Code 2:392.

Based on the following procedures performed, we conclude that the other information:

- Is consistent with the financial statements and does not contain material misstatements.
- Contains the information as required by Part 9 of Book 2 of the Dutch Civil Code.

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements.

By performing these procedures, we comply with the requirements of Part 9 of Book 2 of the Dutch Civil Code and the Dutch Standard 720. The scope of the procedures performed is substantially less than the scope of those performed in our audit of the financial statements.

Management is responsible for the preparation of the other information, including the Directors' Report in accordance with Part 9 of Book 2 of the Dutch Civil Code, and the other information as required by Part 9 of Book 2 of the Dutch Civil Code and the Directors' Responsibility Statement.

## **REPORT ON OTHER LEGAL AND REGULATORY REQUIREMENTS**

### **Engagement**

We were engaged by Board of Directors as auditor of Morgan Stanley B.V. as of the year 2001 and have operated as statutory auditor ever since that financial year.

### **No prohibited non-audit services**

We have not provided prohibited non-audit services as referred to in Article 5(1) of the EU Regulation on specific requirements regarding statutory audit of public-interest entities.

## **DESCRIPTION OF RESPONSIBILITIES REGARDING THE FINANCIAL STATEMENTS**

### **Responsibilities of management and Audit Committee for the financial statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with EU-IFRS and Part 9 of Book 2 of the Dutch Civil Code. Furthermore, management is responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

As part of the preparation of the financial statements, management is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting frameworks mentioned, management should prepare the financial statements using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

Management should disclose events and circumstances that may cast significant doubt on the company's ability to continue as a going concern in the financial statements.

The Audit Committee is responsible for overseeing the company's financial reporting process.

## **Our responsibilities for the audit of the financial statements**

Our objective is to plan and perform the audit assignment in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not detect all material errors and fraud during our audit.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

We have exercised professional judgement and have maintained professional skepticism throughout the audit, in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. Our audit included e.g.:

- Identifying and assessing the risks of material misstatement of the financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtaining an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Concluding on the appropriateness of management's use of the going concern basis of accounting, and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluating the overall presentation, structure and content of the financial statements, including the disclosures.

- Evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant findings in internal control that we identified during our audit. In this respect we also submit an additional report to the audit committee in accordance with Article 11 of the EU Regulation on specific requirements regarding statutory audit of public-interest entities. The information included in this additional report is consistent with our audit opinion in this auditor's report.

From the matters communicated with Board of Directors, we determine the key audit matters: those matters that were of most significance in the audit of the financial statements. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, not communicating the matter is in the public interest.

Amsterdam, April 24, 2018

Deloitte Accountants B.V.

M. van Luijk