

Morgan Stanley

The Big Picture

A QUICK GUIDE TO INVESTMENT BANKING

Sales professionals, research experts, traders, brokers, IT experts, lawyers, marketers, risk managers, communications gurus, accountants, corporate social responsibility experts, strategists, operations leaders, wealth managers, investors and bankers of all sorts coming together to provide the very best advice to companies, governments and investors around the world.

Here's how we do it..

THERE ARE

6 BIG DEPARTMENTS

Global Capital Markets. Investment Banking. Investment Management. Research. Sales & Trading. Wealth Management. These departments help our clients raise and invest money, buy other companies, buy and sell assets, find out about investment opportunities, understand the global economy, and decide what to do with their profits and savings.

All kinds of graduates work in these departments — not just those with finance, business and economics degrees. We have arts graduates here. Science graduates too. People with an interest in finance and passion to work in investment banking.

FACILITATED BY

2 KEY AREAS

Operations. Technology & Data. They work together to make sure that deals are executed to the point of completion and that money transfers happen as securely and quickly as possible.

Project managers and analysts of every sort work on huge deals, with global scope, to deliver the best results. And as everything we do results in a digital transaction, we have every type of technologist here too, working on cutting-edge projects with the latest technology.

Together, their work is right at the heart of our business.

SUPPORTED BY

13 VITAL TEAMS

It's not all about the bankers and the traders. We have **teams who focus on marketing, community affairs, government policy, risk, legal and compliance.**

These teams make up Company Management. As the name suggests, their focus is on helping Morgan Stanley find the best people, run more efficiently, be front of mind for the right audiences, stay on top of legislation and connect with and invest time in our communities. It's their ideas that will shape the future of our business. Maybe you could join them.

That's a lot of opportunities for someone like you.

Many career paths to choose from. A lot of ways to develop and grow. A lot of ways you could play an important role in one of the biggest investment banking firms in the world.

To find out more about us and what our undergraduate and graduate programmes could do for you in the future, visit morganstanley.com/campus.

And if you have any lingering questions about what exactly investment banking is, check out the following page to get the

Big

PICTURE

Investment Banks Can Do Three Things For Their Clients

1

WE ADVISE OUR CLIENTS ON HOW TO

Raise, Invest and Manage Money

If an investment banker has a client who **NEEDS MONEY**, then they try to find another big organisation who **HAS MONEY** to invest. The client might need money for all kinds of reasons:

Maybe to **Build Roads**
(if they're a government)


Maybe to **Grow Business**
(if they're a multinational company)

Maybe to **Make Loans**
(if they're a high street bank — yes, banks can be clients of investment banks too)

Maybe to **To Award Scholarships**
(if they're a trust or individual)

The Investment Banker Will Advise Their Client to Do One of Two Things


1 Borrow money from the **BIG** organisation that they have tracked down, and pay it back with interest

 = THIS IS CALLED **ISSUING DEBT**

The portion of debt is called a **BOND**. Lots of organisations can buy bonds — it doesn't have to be just one. When they do so, they're called

INVESTORS

2 Or, they might advise them to **SELL** some of their business

 = THIS IS CALLED **ISSUING EQUITY**

Each small piece they sell is called a **SHARE**. Again, lots of investors can buy shares. When the investment banker's customer uses the money they raised to improve their business, the value of each share goes up.

THIS IS **GOOD NEWS FOR INVESTORS**

2

WE HELP OUR CLIENTS WITH

Bonds and Shares

SHARES & BONDS ARE COLLECTIVELY CALLED **SECURITIES**

THEY ARE BOUGHT AND SOLD ON THE **STOCK MARKET**

But issuing **SECURITIES** and buying and selling them is very complicated and clients often need help with thinking about additional things such as:

% INTEREST RATES

£/\$ EXCHANGE RATES

THE SALES TEAM gets to work and starts selling the **SECURITIES**

Once the client has decided which type of security they want to issue, the investment banker and the rest of the team get together to create a big brochure so potential investors know why it would be a good idea to buy them. This brochure is called a

PROSPECTUS

Once everyone is happy with the plan for the client, including

 Once an investor has bought a security, they can sell it on the **STOCK MARKETS**. Traders at the investment bank can help with this.

3

WE ADVISE OUR CLIENTS ON HOW TO

Buy or Join Up with Other Big Organisations

The clients of Investment Banks **ALWAYS WANT TO GROW** AND BECOME MORE PROFITABLE



They might do that by joining up with another big organisation so they can share customers and money. This is called a



MERGER



Or, they might buy a smaller organisation. This is called an

ACQUISITION



Doing either requires experts at every level. So the investment bank works with a **BIG** team to make sure everything goes smoothly.

News of **MERGERS** and **ACQUISITIONS** might change how investors in either organisation feel about owning their **SECURITIES**.

SO EVERYTHING HAS TO BE KEPT **TOP SECRET UNTIL EVERYTHING IS FINALISED**