

*Opportunities in Asia Pacific*

## Connect with opportunities worldwide

### A WORLDWIDE LEADER IN FINANCIAL SERVICES

Morgan Stanley is a firm that inspires people to be their best—and always finds new opportunities to offer them. We have a distinguished history of serving clients for over 75 years, and an even more spectacular future. We're proud of our heritage, but remain constantly inventive and forward-looking to create new opportunities for people coming into the business.

### A STRONG PRESENCE

No other firm can match what Morgan Stanley offers new recruits in Asia. As of August 2010, more than 5,700 employees worked in our 27 Asian offices, including our regional headquarters in Hong Kong, Japan, Korea, Taiwan, China, Australia, Singapore, ASEAN, and India.

From the most senior levels down, our firm enjoys a strong reputation across the region. Morgan Stanley recruits quickly find themselves working alongside some of Asia's best business and finance professionals, while gaining broad exposure to a wide range of industries, products and regional markets—whether traveling abroad or working on cross-border transactions. New employees are given greater responsibilities at an earlier stage than at other firms, giving them broader scope, more access to senior management and interaction with clients.

As the world's fastest-growing region, Asia's economic importance and influence are rapidly expanding. Morgan Stanley has worked in this dynamic environment for almost 40 years, building long-term relationships and an enviable track record with governments, state-owned enterprises and private companies, as well as global and regional investors. Our primary businesses in Asia include corporate finance, mergers and acquisitions advisory, direct investment through private equity and other funds, research, sales and trading, foreign exchange and commodities, private wealth management and investment/asset management.

### EXCEPTIONAL ACHIEVEMENTS

Our outstanding record of commitment and achievement extends throughout the region. In China, we were a founder

and significant shareholder in CICC, China's leading domestic investment bank, and first among our peers to fully acquire a domestic bank. We are instrumental in many of China's most complex and historic transactions: for instance, in 2010, advising PetroChina in its joint acquisition of Arrow Energy with Royal Dutch Shell, as well as acting as Joint Global Coordinator in the initial public offering of Agricultural Bank of China, which could exceed US\$22 billion to become the world's largest IPO ever.

Morgan Stanley led award-winning underwritings for Hong Kong & China Gas, and in Japan the IPOs for Seven Bank and, most recently in 2010, for Samsung Life Insurance. We advised Temasek on the sale of three power-generating companies in Singapore, and have established our wholly owned securities and investment banking firm in India. In Australia, where we have worked for the government for more than 50 years, our global joint venture Morgan Stanley Smith Barney has now made us a substantial player in retail financial services.

Our people, our reputation, and our clients make working for Morgan Stanley in Asia a truly rewarding opportunity.

### RANKINGS AND AWARDS

*The Asian Banker*

- Achievement Award for Corporate and Investment Banking (2010)

*Euromoney*

- Best M&A House in Asia (2009, 2010)
- Best M&A House in China (2010)
- Best M&A House in Singapore (2008, 2010)
- Best M&A House in Taiwan (2008, 2010)
- Best Equity House in China (2010)
- Best Commodities House (2009, 2010)

*FinanceAsia*

- Best Foreign Investment Bank in Singapore (2009, 2010)
- Best Foreign Investment Bank in Korea (2010)
- Best Foreign Investment Bank in Thailand (2010)

*Great Place to Work Institute*

- Ranked No. 1 in annual "Great Place to Work in Japan" survey 2009

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## Opportunities Available

Below is a list of opportunities available to undergraduate and graduate students. Please visit our website at [www.morganstanley.com/careers/recruiting](http://www.morganstanley.com/careers/recruiting) for more information on our programs and application deadline.

### INVESTMENT BANKING

We plan and execute complex transactions, from mergers and acquisitions to reorganizations, to helping corporations, nonprofit institutions and governments address their most challenging strategic issues.

### SALES & TRADING

Investors such as pension and hedge fund managers come to Morgan Stanley to buy and sell almost every type of financial instrument—including stocks, bonds, derivatives, foreign exchange and commodities—in all the world's major financial markets.

### RESEARCH

Morgan Stanley has earned a worldwide reputation for the high intellectual calibre of investment and economic research by our analysts, strategists and economists in EMEA, Asia Pacific and the Americas.

### GLOBAL WEALTH MANAGEMENT FOR INDIVIDUALS

Morgan Stanley provides investment and financial services to individual investors, including many of the world's wealthiest. Our expertise with institutional clients leads to new opportunities for achieving personal financial goals.

### MORGAN STANLEY INVESTMENT MANAGEMENT (MSIM)

MSIM is one of the largest global asset management organizations of any full-service securities firm, with 52 offices serving clients in 23 countries. MSIM offers individual and institutional clients a diverse array of equity, fixed income and alternative investments, including merchant banking strategies.

### COMPANY, OPERATIONS AND FINANCE

Morgan Stanley applies rigorous risk analysis and disciplined financial and legal supervision to manage its businesses successfully on a global scale. Our Finance team ensures that the firm meets the highest standards of regulatory compliance and manages our financial resources around the world.

### TECHNOLOGY

Morgan Stanley uses innovative technology to solve business problems, improve productivity and enhance the firm's competitive position. We act as a strategic partner to the firm's business units and to preeminent technology companies around the globe.

### QUALIFICATIONS

#### *Analyst/Associate*

You should be completing your final year Undergraduate or Masters degree to be considered for our full-time Analyst program. You should be completing your final year of an MBA to be considered for our full-time Associate program. Fluency in English and an Asian language is a definite plus.

#### *Summer Analyst/Summer Associate*

For our summer internship opportunities you should be in your penultimate year of study. Fluency in English and an Asian language is a definite plus.

### ASIA RECRUITING TIMELINE

Graduate and Internship opportunities will be posted on our website between late August and early September 2010. The interviewing process includes resume screening, first-round interviews, and final-round interviews (Investment Banking interviews will be held in New York/Beijing, Private Wealth Management interviews will be held in New York/London). Please visit our website at [www.morganstanley.com/careers/recruiting](http://www.morganstanley.com/careers/recruiting) for application deadlines.

	AUSTRALIA	CHINA	HONG KONG	INDIA	SINGAPORE	TAIWAN
Investment Banking	■ ☀	■ ☀	■ ☀ ● ☀	■ ☀ ● ☀	■ ☀ ● ☀	■ ☀
Private Equity			■ ☀	■ ☀		
Fixed Income			■ ☀	■ ☀		
Financial Control Group					■ ☀	
Institutional Equity	■ ☀		■ ☀	■ ☀ ●		
Research Summer						☀
Private Wealth Management			■ ☀ ● ☀	■ ●	■ ☀ ● ☀	
Real Estate Investing			■ ☀ ●	☀		
Technology		■ ☀	■ ☀	■ ☀		
Operations		■	■ ☀	■ ☀	■ ☀	

■ Analyst    ☀ Summer Analyst    ● Associate    ☀ Summer Associate

LEARN MORE AND APPLY AT [WWW.MORGANSTANLEY.COM/CAREERS](http://WWW.MORGANSTANLEY.COM/CAREERS)

It is the policy of the Firm to ensure equal employment opportunity without discrimination or harassment on the basis of race, color, religion, creed, age, sex, gender, gender identity, sexual orientation, national origin, citizenship, disability, marital and civil partnership/union status, pregnancy (including unlawful discrimination on the basis of a legally protected pregnancy/maternity leave), veteran status, or any other characteristic protected by law.