

Morgan Stanley

Morgan Stanley Presentation

Speaker:
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“The limit of your **success at Morgan Stanley,
is the limit of your own **ambition**...”**

A Global Bank with a Local Presence



- 600 offices in 33 countries
- Approx. 46,000 employees world-wide
- European presence: over 8,000 employees in 16 countries
- Individuals from 120 nationalities, speaking 90 languages

Business Structure

Company Management

HR, Corporate Comms., Finance, Marketing, Legal & Compliance, Risk Management, Community Affairs

Institutional Securities

Individual Investor Group

Investment Management

Investment Banking Division

Fixed Income

Equity

Research

Private Wealth Mgmt.

Fixed Income Equity

Private Equity Real estate

Hedge Funds

Infrastructure

Operations and Technology

Some impressive recent accomplishments

- Number One in Wealth Management
- Our M&A group advised on eight of the 10 largest transactions, including Rio Tinto and BHP Billiton's joint venture, and DirecTV's merger with Liberty Media
- On the fixed income side, advised on seven out of the eight largest investment grade deals
- Best Global Commodities House 2009 and a longstanding history of being the top-ranked commodities firm
- Best M&A House in Asia and Best Investment Bank in Asia
- Awards for our Europe, Middle East and Africa equities business
- Best Investment Bank in the Financial Institutions sector and the Media & Entertainment sector
- The Human Rights Campaign awarded Morgan Stanley its highest honor, the Corporate Equality Award

Morgan Stanley in Russia

- Morgan Stanley is the bank of choice for a selected group of Russian “best-in-class” companies and international businesses investing in Russia
- Since 1994, Morgan Stanley has been building relationships and expanding its product offerings in Russia. Unlike its global competitors, Morgan Stanley did not leave Russia after the 1998 financial crisis, and its uninterrupted presence has fostered trust and credibility with key governmental and corporate decision maker
- Since 2005, we have been licensed to operate locally as OOO Morgan Stanley Bank providing a full range of financial services to our clients in Russia
- Strong position in institutional sales and trading of Russian equities, fixed-income and commodities in local and global markets, leveraging Moscow-based sales and trading professionals

Leading M&A Franchise in the Russian Market

2007 – YTD

<p>\$140,000,000</p>  <p>ESB 100% Equity Interest Sale 2008</p> <p>Sole Financial Advisor</p>	<p>GBP 433,000,000</p>  <p>ARICOM Aricom Merges With Peter Hambro Mining 2009</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>Sale of 100% shares of MMG to NC KMG and CNPC 2009</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>LVMH Advised LVMH Moët Hennessey Louis Vuitton on acquisition of Ile de Beauté 2008</p> <p>Sole Financial Advisor</p>	<p>Undisclosed</p>  <p>ORANTO Advised PromSiyazCapital on sale of Russian insurer Oranta to Eureka 2008</p> <p>Sole Financial Advisor</p>	<p>\$916,000,000</p>  <p>SIBUR Advised SIBUR-Russian Tyres on its merger negotiations with Amtel-Vredestein 2008</p> <p>Financial Advisor</p>	<p>\$940,000,000</p>  <p>KAPYCEAB Advised Formata Holding B.V. on sale of Karusel hypermarket chain to X5 Retail Group 2008</p> <p>Financial Advisor</p>
<p>\$800,000,000</p>  <p>TPG Advised TPG in its negotiations on acquisition of 50% of SIA International 2008</p> <p>Sole Advisor</p>	<p>\$1,400,000,000</p>  <p>THE PEPSI BOTTLING GROUP Acquisition of 75.6% of JSC Lebedyansky 2008</p> <p>Financial Advisor</p>	<p>\$1,500,000,000</p>  <p>WEST SIBERIAN Alliance West Siberian Merger with Alliance Oil Company 2008</p> <p>Sole Advisor</p>	<p>\$700,000,000</p>  <p>BITEL Sale of 100% in Sky Mobile 2007</p> <p>Sole Advisor</p>	<p>Undisclosed</p>  <p>SOVCOMFLOT novoship Merger of Sovcomflot and Novoship 2007</p> <p>Financial Advisor</p>	<p>\$660,000,000</p>  <p>URALS ENERGY Advised Urals Energy on acquisition of 39% of Taas Holding 2007</p> <p>Financial Advisor</p>	<p>\$5,700,000,000</p>  <p>e-on Advised E.On on acquisition of 69% stake in wholesale electricity producer OGC-4 2007</p> <p>Sole Advisor</p>
<p>\$21,900,000,000</p>  <p>ROSNEFT Advised Rosneft on acquisition of upstream, downstream and other oil and gas assets in the Yukos Bankruptcy auctions 2007</p> <p>Sole Advisor</p>	<p>Undisclosed</p>  <p>ZURICH Advised Zurich Financial Services on acquisition of 96% stake in Russian insurer NASTA 2007</p> <p>Sole Advisor</p>	<p>\$300,000,000</p>  <p>Wrigley Advised A.Korkunov on sale of controlling stake to Wrigley 2007</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>Russian Railways Spin-off of Freight One from Russian Railways 2006-2007</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>Advised Morgan Stanley on acquisition of City Mortgage Bank 2006</p> <p>Sole Advisor</p>	<p>\$521,000,000</p>  <p>ORIEL Advised IPH Polychrom Oriel Resources Plc 2006</p> <p>Sole Advisor</p>	<p>New company is valued up to \$25,000,000,000</p>  <p>RUSAL Advised RUSAL on merger with SUAL and Glencore's alumina and aluminum assets 2006</p> <p>Financial Advisor</p>
<p>\$787,000,000</p>  <p>Marathon Oil Corporation Advised Marathon on sale of KMOC to LUKOIL 2006</p> <p>Sole Advisor</p>	<p>\$3,900,000,000</p>  <p>Pyaterochka Advised Pyaterochka on merger and sale of controlling stake to Alfa Group 2006</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>SOVCOMFLOT novoship Advised Sovcomflot and Novoship on Joint Acquisition of Marpetrol 2006</p> <p>Sole Strategic Advisor</p>	<p>\$148,000,000</p>  <p>URALS ENERGY Advised Urals Energy on acquisition of Dulisma 2006</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>Jordan Industries, Inc. UCN Advised Jordan Industries on sale of UCN to Sistema Mass Media 2006</p> <p>Sole Advisor</p>	<p>\$322,000,000</p>  <p>NESTE OIL Advised Neste Oil on sale of 50% of SeverTEK to LUKOIL 2005</p> <p>Financial Advisor</p>	<p>Undisclosed</p>  <p>EVRAZ GROUP Advised Evraz on acquisition of Palini & Bertoli 2005</p> <p>Financial Advisor</p>
<p>\$7,500,000,000</p>  <p>Advised Russian Government on purchase of 10.74% of Gazprom by Rosneftegaz 2004-2005</p> <p>Financial Advisor</p>	<p>\$18,600,000,000</p>  <p>TNK-BP Advised BP on Corporate Restructuring 2005</p> <p>Financial Advisor</p>	<p>\$191,000,000</p>  <p>telenor Advised Telenor on sale of Comincom/Combella to Golden Telecom 2003</p> <p>Financial Advisor</p>	<p>\$285,000,000</p>  <p>Marathon Oil Corporation Advised Marathon on acquisition of KMOC 2003</p> <p>Sole Advisor</p>	<p>\$6,750,000,000</p>  <p>TNK-BP Advised BP on acquisition of 50% in JV TNK-BP 2003</p> <p>Financial Advisor</p>		

Morgan Stanley in Russia Cont`d

- Our local knowledge of the rapidly evolving Russian market, combined with our international perspective and access to capital markets, has given us an unmatched ability to assist clients in Russia across a range of industries. Morgan Stanley has managed most of the high profile and most successful transactions in equity, mergers and acquisitions and debt in the Russian market:
 - Leadership in arranging debt financing for Russian clients, providing innovative solutions and bringing first-time issuers to the market – first of a kind lease securitization in Russia backed by RZD lease contracts, first Russian investment grade bond offering, two largest bridge loans for Russian companies ever, first Russian PIK loan and many others
 - Market-defining IPOs, including Gazprom, LUKoil, Novatek, Sistema, Pyaterochka, Rosneft, PIK Group, NCSP and many others
 - Leadership in both large scale M&A deals – e.g. merger of Rusal with Sual and Glencore assets, creation of TNK-BP, and merger of Pyaterochka and Perekryostok, and transactions involving high-growth smaller companies – e.g. sales of KMOC, SeverTEK and United Cable Networks, acquisition of Combellga by Golden Telecom, Western Siberian Resources/Alliance merger/reverse IPO and Telenor's investment in Vimpelcom and many others

Beyond big numbers, three things make Morgan Stanley's business unique

- Client-oriented firm
- Financial engineers reaching across many products
- Global culture

What this means to our people

- We reward intellectual curiosity and are always looking for smart, interesting, motivated people to join us
- We celebrate the individual. People are not pigeonholed, no one formula for success here.
- Tradition of mentorship: when you receive an offer at Morgan Stanley someone here is already committed to your success. Senior people are ready to help you succeed
- We put you to work quickly. We provide excellent training programmes, but your most important training is on the job
- You rise as quickly as you deserve in our culture of meritocracy
- Whether markets go up or go down, the financial services industry isn't going to get any less important. Morgan Stanley for 75 years has defined the highest quality in financial services
- If you want a career where you can have an impact and get things done, then you should be attracted to Morgan Stanley

Internship programs

- **Summer Analyst**

Summer Analyst programs are available for candidates in their final year of study. Internship lasts for 10 weeks and provides an opportunity to work on live deals, as well as to attend trainings and seminars

- **Summer Associate**

Summer Associate programs are available for candidates between their first and second years of MBA study. These programs are designed to provide candidates with in-depth exposure and hands-on experience in their business area while rapidly enhancing their professional skills and knowledge

- **Spring Insight Program**

Gives first-year students of a three-year degree course, or second-year students of a four-year course in EMEA an opportunity to learn more about the Financial Services industry

- **Industrial Placement Program**

Aimed at undergraduates completing a four-year degree with a year out in industry

Full-time programs for graduates and junior professionals

- **Analyst**

Morgan Stanley analysts are graduates who may not have extensive professional experience in investment banking or knowledge of the financial world. They come from a wide variety of backgrounds and interests

- **Associate**

As an Associate, you come to Morgan Stanley with several years of professional experience, an MBA or other advanced degree

- **Quantitative Finance Associate**

For graduates of an advanced degree program in a quantitative field (such as Mathematics, Engineering, Physics, Quantitative Finance or Computer Science)

Career timeline

- Full career path in a revenue-generating group at Morgan Stanley:
 - Analyst – 3 years
 - Associate – 3 years
 - Vice-President – 2-3 years
 - Executive Director – 2-3 years
 - Managing Director – top level

What we look for in our candidates

- Interest in financial markets
- Passion and intellectual curiosity
- Drive and commitment
- Entrepreneurship
- Integrity
- Team work
- Leadership potential

How to Apply

–Application Process

- Apply online at www.morganstanley.com/careers for global careers
- Apply to moscow_vacancies@ms.com as well, for Moscow-based positions
- Successful candidates will be invited to interview with the relevant division

– Deadlines

- Application to most internship programs is the **31st December** of a year preceding to the year of internship (e.g. Dec 31, 2009, for programs taking place in Spring or Summer, 2010)
- For fulltime opportunities, please check our website as deadlines will vary by division
- Any queries – email us at: graduaterecruitment europe@morganstanley.com

THANKS FOR LISTENING!