

Morgan Stanley

Morgan Stanley Asia Pacific Analyst Opportunities - Investment Banking

Dear Students,

Morgan Stanley Asia Pacific Investment Banking is presently recruiting for **2006 China-based Analyst positions**. We invite interested final year students to submit their resumes by **Monday, October 24th, 2005**.

Morgan Stanley has had a longstanding presence in Asia Pacific, and a serious commitment to the region in terms of capital and resources. With offices in Bangkok, Beijing, Hong Kong, Melbourne, Mumbai, Seoul, Shanghai, Singapore, Sydney and Taipei the Firm has over 1,300 employees in the region. Our recent awards include:

- *Best M&A House in China (Euromoney, 2005)*
- *Best Debt House in China (Euromoney, 2005)*
- *Best M&A House in Asia (Euromoney, 2005)*
- *Best Foreign Investment Bank in China (Finance Asia, 2004)*

About Investment Banking

Morgan Stanley advises blue-chip clients in Asia on sourcing capital from the international and domestic capital markets as well as providing advice in connection with both cross-border and local mergers, acquisitions and divestitures. Other advisory assignments include privatization, restructuring, merchant banking, project finance and real estate.

Our bankers bring specific industry, regional and product expertise to each client, advancing our leadership in devising and executing innovative, customized answers to the most challenging issues in the global marketplace. The Investment Banking Division in Asia Pacific consists of four fully integrated departments:

Banking Division: The Banking Division is responsible for initiating, developing and maintaining the Firm's investment banking relationships with clients; for providing financial advice; and, in partnership with other specialized areas of the Firm, for executing specific client transactions. The Banking Division is organized into teams of regional and industry specialists who work closely with product specialists throughout the Firm to develop creative solutions to meet clients' needs.

Mergers, Acquisitions and Restructuring Division (MARD): MARD is responsible for developing and executing a wide range of complex domestic and international transactions including acquisitions, divestitures, mergers, joint ventures, corporate restructurings, recapitalizations, spin-offs, exchange offers, leveraged buyouts and defenses against unsolicited takeover attempts as well as equity and debt capital financings. MARD also establishes and maintains strategic dialogue with existing and potential clients; provides financial advice and solutions to strategic problems and helps clients achieve short-and long-term strategic objectives.

Global Capital Markets (GCM): GCM has responsibility for originating, structuring and executing equity, debt, loans, hybrid and derivative transactions for corporate and sovereign issuers. GCM provides solutions on a broad range of corporate finance and capital structure issues. Typically, GCM officers will provide guidance with respect to size, structure, timing, marketing and valuation of equity and debt related solutions. Transactions that Morgan Stanley's GCM group is typically focused on include sovereign financings, debt underwritings, privatizations, initial public offerings, spin-offs, share repurchases, convertible bonds, acquisition bridge financings and term loans.

Morgan Stanley Realty (MSR): MSR is a full-service real estate investment banking group that provides a broad range of financial services to public and private clients, focused on Banking, Investing and Private Equity Capital Markets. The MSR business includes: commercial property portfolio and asset sales; mergers, acquisitions and restructurings; and debt and equity underwritings. Investing is done through the Morgan Stanley Real Estate Funds and Special Situations Funds, which have raised over \$9 billion of discretionary capital and invest in real estate operating companies, property and mortgage portfolios, discrete assets, new developments and international opportunities.

Analyst Program Description

Responsibilities: The China-based Analyst Program gives qualified candidates broad exposure to global investment banking. Analysts work on a variety of assignments, often simultaneously, ranging from business development presentations to equity and debt offerings, mergers, acquisitions and divestitures, and real estate financing throughout the Asia Pacific region, with an emphasis on China. Analysts receive a broad-based introduction to financial analysis and exposure to a variety of business scenarios and financial products. Responsibilities will include analyzing financial and operating information, creating statistical exhibits, building and using computer spreadsheet models, developing marketing memoranda, participating actively in the execution of financings or M&A transactions and contributing to team discussions and client meetings.

Our China-based Analyst program offers Analysts in Beijing or Shanghai an opportunity to work on a full range of business development and execution experiences with an emphasis on transactions in China. As part of the program, the Firm also provides an opportunity to undertake an approximately 6-month rotation through the Hong Kong office (housing provided) in order to provide broader exposure to professionals and our business throughout the Asia-Pacific region. Although the program traditionally has a one-year term, top performing Analysts may be considered for a second year and a third year (Senior Analyst) in Investment Banking. Outstanding Senior Analysts may be offered the Accelerated Career Path (ACP) program that directly promotes them into Associate-level positions.

Qualifications: **Bachelor or Masters Degree – graduating in 2006**

Attributes:

- Both oral and written **fluency** in English. (fluency in Mandarin or Korean would be beneficial)
- Strong interest in finance/investment banking.
- Teamwork initiative, enthusiasm and motivation.
- Commitment and strong work ethic.
- Ability to multi-task and prioritize.

How to apply: Please apply only via our on-line application at www.morganstanley.com/careers
(Complete in English Only)
Please select the **Asia Pacific Region – Analyst** application.

Application Deadline: **10:00AM (Beijing Time), Monday, October 24th, 2005**

For more information about Morgan Stanley Asia Pacific please visit our Global website or Morgan Stanley China Website:
<http://www.morganstanley.com> or <http://www.morganstanleychina.com>

Are You Morgan Stanley?