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## 2010 Analyst in Investment Banking – Asia Pacific

### YOUR OPPORTUNITY AS AN ANALYST

The Analyst Program gives qualified candidates broad exposure to global investment banking. Analysts may work on a variety of assignments, often simultaneously, ranging from business development presentations to equity and debt offerings, to mergers, acquisitions and divestitures to real estate financing throughout the Asia Pacific region. Analysts typically receive a broad-based introduction to financial analysis and exposure to a variety of business scenarios and financial products. From initial public offerings to mergers and acquisitions, Analysts are typically exposed to the different components of the investment banking business. Analysts see first-hand how GCM functions while they develop a comprehensive skill set that includes financial modeling, valuation techniques and strategic planning.

### THE ANALYST PROGRAM IN INVESTMENT BANKING

Morgan Stanley's deal-team structure affords Analysts the opportunity to work closely with senior officers on a variety of projects. The work is challenging, and Analysts are encouraged to roll up their sleeves, dig into financial statements and construct innovative solutions. Assignments vary depending upon group placement, but typically include:

- Analyzing financial and operating information relating to corporations and industries
- Creating statistical exhibits that analyze comparative financial performance
- Building models to depict projected financial results and to value companies
- Developing marketing memoranda
- Participating actively in the execution of financings and/or M&A transactions

In addition, Analysts may attend client meetings and at times may have the opportunity to elaborate on parts of a presentation they have worked on.

The depth and breadth of experience Analysts gain during their tenure is matched only by the high level of responsibility they are entrusted with so early in their careers. Morgan Stanley Analysts are expected to pursue their assignments with excellence, a collaborative spirit, and the highest ethical standards.

### LAUNCHING YOUR CAREER

Analyst training will serve as the foundation of any career. Four weeks of formal divisional training cover the essentials of finance, accounting, and computer software for quantitative analysis; important information about Morgan Stanley; and specific departmental training related to your assignment.

Morgan Stanley Analysts cite meeting senior executives of companies, working with smart, driven people, and being constantly challenged on the job as some of the most rewarding aspects of their experience. Analysts gain a broad perspective during their two years by working on transactions from origination to execution. In fact, it is not uncommon to open the *Asia Wall Street Journal* and see your transaction making headlines.

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## DEVELOPING YOUR CAREER

Although the program traditionally has a two-year term, in certain circumstances top-performing Analysts may be considered for a third year in Investment Banking or another division of the firm. The Senior Analyst position can provide an excellent opportunity to broaden an Analyst's investment banking knowledge and experience, potentially in an international location. Outstanding Senior Analysts may be offered the Accelerated Career Path (ACP) program, which directly promotes them to Associate-level positions.

## IS INVESTMENT BANKING RIGHT FOR YOU?

- You are a team player with a strong work ethic and attention to detail
- You have strong analytical skills and the ability to quickly grasp complex data
- You have outstanding communication and interpersonal skills, with the ability to form effective working relationships
- You thrive on intellectual challenge and work with confidence
- You are ambitious and motivated to become an industry, product or regional expert
- You must be able to manage multiple projects, provide complicated financial analysis and develop appropriate corporate finance solutions
- You pursue your assignments with excellence, a collaborative spirit and the highest ethical standards

## REQUIREMENTS

You should complete your undergraduate degree by December 2009 or June 2010 with excellent academic results. Both oral and written fluency in English and Mandarin or Korean are required. While we do not require a degree in a specific discipline, an outstanding academic record is essential, as are strong analytical and numerical capabilities.

## SELECTION PROCESS

We typically conduct at least two rounds of interviews for our programs. Interviews will be arranged either on campus or by telephone for the first round. Each candidate can expect to have approximately two to four 30-minute interviews. The final stage of our process is usually a full-day interview session held at Morgan Stanley's offices in New York, London, Beijing, Hong Kong or Singapore.

## HOW TO APPLY

For application and deadline information regarding the Investment Banking Analyst Program, please visit: [www.morganstanley.com/careers](http://www.morganstanley.com/careers) choosing the Asia Pacific region application.

## DEADLINES

Please apply by Wednesday, September 30, 2009, 23:50 EST.

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.