

# **MORGAN STANLEY FINANCE LLC**

Annual financial report

December 31, 2019

# **MORGAN STANLEY FINANCE LLC**

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# **MORGAN STANLEY FINANCE LLC**

## **DIRECTOR'S REPORT**

### **Twelve Months ended 31 December 2019**

The Directors present their report and financial statements (which comprise the statement of financial condition, the statement of comprehensive income (loss), the statement of cash flows, the statement of changes in member's equity (deficit) and the related notes as well as a glossary of common terms and acronyms for Morgan Stanley Finance LLC (the "Company") for the period ended 31 December 2019.

## **RESULTS AND DIVIDENDS**

The comprehensive loss for the twelve months, after tax, was \$398,000,000 (31 December 2018: income of \$226,000,000)

During the period, no dividends were paid or proposed.

## **PRINCIPAL ACTIVITY**

The Company is wholly owned by Morgan Stanley (the "Parent"), which together with its consolidated subsidiaries, form the "Morgan Stanley Group" or "Firm".

The principal activity of the Company is the issuance of Borrowings ("Structured Notes"), uplending of the cash proceeds to its Parent and the hedging of the obligations arising pursuant to such issuances.

The Company was established under Delaware law on March 27, 2002. The business office of the Company is at 1585 Broadway, New York, NY 10036, U.S.A.

## **FUTURE OUTLOOK**

There have not been any significant changes in the Company's principal activity during the year, other than those disclosed in the notes to the financial statements and no significant change is expected.

## **BUSINESS REVIEW**

Morgan Stanley Finance LLC is a "finance subsidiary" of the Parent, as defined in Securities and Exchange Commission ("SEC") Regulation S-X. The Company issues structured notes to the marketplace. Proceeds from issuances are lent to the Parent in the form of Intercompany notes.

The Company has a rating of BBB+ from Standard & Poor's.

The issuance of Structured Notes exposes the Company to various types of risk including foreign exchange, equity, interest rate, and commodities risk. The Company hedges these risks through the use of derivative instruments.

The statement of comprehensive income (loss) for the twelve months is set out on page 4 of the audited financial statements. The Company did not make any gains or losses over \$1,000,000 before and after income taxes in the period.

In the period, Structured Notes that are measured at fair value pursuant to the fair value option election requires presenting unrealized debt valuation adjustment ("DVA") of \$398,000,000 net of taxes as 'Other comprehensive loss' in the statement of comprehensive income (loss).

# MORGAN STANLEY FINANCE LLC

## DIRECTOR'S REPORT

Twelve Months ended 31 December 2019

### BUSINESS REVIEW (CONTINUED)

The statement of financial condition for the Company is set out on page 3 of the audited financial statements. At December 31, 2019 the Company's total assets were \$19,955,000,000 an increase of \$6,107,000,000 or 44% compared to December 31, 2018 and total liabilities were \$20,221,000,000 an increase of \$6,505,000,000 or 47%, compared to December 31, 2018.

The changes to the statements of comprehensive income (loss) and financial condition are in line with the Company's primary activity during the period due to growth of the business.

The performance of the Company is included in the results of the Morgan Stanley Group, which are disclosed in the Morgan Stanley Group's Annual Report on Form 10-K and quarterly on Form 10Q to the US Securities and Exchange Commission. The Morgan Stanley Group manages its key performance indicators on a global basis but in consideration of individual legal entities. For this reason, the Company's Directors believe that providing further performance indicators for the Company itself would not enhance an understanding of the development, performance or position of the business of the Company.

The risk management section below sets out the Company's and the Morgan Stanley Group's policies for the management of significant business risks.

### **Risk management**

Risk is an inherent part of the Company's business and activities. Management believes effective risk management is vital to the success of the Company's business activities. Accordingly, the Company leverages the risk management policies and procedures of the Morgan Stanley Group to identify, measure, monitor, advise, challenge and control the primary risks involved in the activities of its business and support functions. The policies and procedures include escalation to the Company's Board of Directors and to appropriate senior management personnel of the Company as well as oversight through the Company's Board of Directors.

Set out below is an overview of the Company's policies for the management of financial risk and other significant business risks.

#### *Market risk*

Market risk refers to the risk that a change in the level of one or more market prices, rates, indices, volatilities, correlations or other market factors, such as market liquidity, will result in losses for a position or portfolio. The Company manages the market risk associated with its trading activities at both a trading division and an individual product level.

It is the policy and objective of the Company not to be exposed to net market risk.

#### *Credit risk*

Credit risk refers to the risk of loss arising when a borrower, counterparty or issuer does not meet its financial obligations to the Company. Credit risk includes the risk that economic, social and political conditions and events will adversely affect an obligor's ability and willingness to fulfil their obligations.

# MORGAN STANLEY FINANCE LLC

## DIRECTOR'S REPORT

Twelve Months ended 31 December 2019

### BUSINESS REVIEW (CONTINUED)

#### Risk management (continued)

In order to help protect the Company from losses, the Credit Risk Management Department ("CRM") establishes Firm-wide practices to evaluate, monitor and control credit risk at the transaction, obligor and portfolio levels. A comprehensive and global Credit Limits Framework is utilized to manage credit risk levels across the Firm. The Credit Limits Framework is calibrated within the Company's risk tolerance and includes single-name limits and portfolio concentration limits by country, industry and product type. CRM helps ensure timely and transparent communication of material credit risks, compliance with established limits and escalation of risk concentrations to appropriate senior management. In addition, credit risk exposure is actively managed by credit professionals and committees within CRM and through various risk committees, whose membership includes individuals from CRM.

#### *Model Risk*

Model risk refers to the potential for adverse consequences from decisions based on incorrect or misused model outputs. Model risk can lead to financial loss, poor business and strategic decision making or damage to the Company's reputation. The risk inherent in a model is a function of the materiality, complexity and uncertainty around inputs and assumptions. Model risk is generated from the use of models impacting financial statements, regulatory filings, capital adequacy assessments and the formulation of strategy.

Sound model risk management is an integral part of the Morgan Stanley Group's Risk Management Framework. The Model Risk Management Department ("MRM") is a distinct department in Risk Management responsible for the oversight of model risk. MRM establishes a model risk tolerance in line with the Morgan Stanley Group's risk appetite. The tolerance is based on an assessment of the materiality of the risk of financial loss or reputational damage due to errors in design, implementation and/or inappropriate use of models. The tolerance is monitored through model-specific and aggregate business-level assessments, which are based upon qualitative and quantitative factors.

A guiding principle for managing model risk is the "effective challenge" of models. The effective challenge of models is represented by the critical analysis by objective, informed parties who can identify model limitations and assumptions and drive appropriate changes. MRM provides effective challenge of models, independently validates and approves models for use, annually recertifies models, reports identified model validation limitations to key stakeholders, tracks remediation plans for model validation limitations and reports on model risk metrics.

#### *Liquidity risk*

Liquidity risk refers to the risk that the Company will be unable to finance its operations due to a loss of access to the capital markets or difficulty in liquidating its assets. Liquidity risk also encompasses the Company's ability (or perceived ability) to meet its financial obligations without experiencing significant business disruption or reputational damage that may threaten its viability as a going concern.

The Morgan Stanley Group's Liquidity Risk Management Framework is critical to help ensure that Morgan Stanley Group, including the Company, maintains sufficient liquidity reserves and durable funding sources to meet its daily obligations and to withstand unanticipated stress events.

# MORGAN STANLEY FINANCE LLC

## DIRECTOR'S REPORT

Twelve Months ended 31 December 2019

### BUSINESS REVIEW (CONTINUED)

#### Risk management (continued)

##### *Operational risk*

Operational risk refers to the risk of loss, or of damage to the Company's reputation, resulting from inadequate or failed processes or systems, human factors or from external events (e.g. fraud, theft, legal and compliance risks, cyber attacks or damage to physical assets). The Company may incur operational risk across the full scope of its business activities.

The Company leverages the framework established by the Morgan Stanley Group which includes escalation to the Company's Board of Directors and appropriate senior management personnel. Effective operational risk management is essential to reducing the impact of operational risk incidents and mitigating legal, regulatory and reputational risks. The framework is continually evolving to account for changes in the Company and to respond to the changing regulatory and business environment.

##### *Legal and compliance risk*

Legal and compliance risk includes the risk of legal or regulatory sanctions, material financial loss including fines, penalties, judgements, damages and/ or settlements or loss the Company may suffer as a result of a failure to comply with laws, regulations, rules, related self-regulatory organisation standards and codes of conduct applicable to its' business activities. This risk also includes contractual and commercial risk, such as the risk that a counterparty's performance obligations will be unenforceable. It also includes compliance with Anti-Money Laundering and terrorist financing rules and regulations. The Morgan Stanley Group is generally subject to extensive regulation in the different jurisdictions in which it conducts its business.

The Morgan Stanley Group, principally through the Morgan Stanley Group's Legal and Compliance Division, has established procedures based on legal and regulatory requirements on a worldwide basis that are designed to facilitate compliance with applicable statutory and regulatory requirements and to require that the Company's policies relating to business conduct, ethics and practices are followed globally.

In addition, the Morgan Stanley Group has established procedures to mitigate the risk that a counterparty's performance obligations will be unenforceable, including consideration of counterparty legal authority and capacity, adequacy of legal documentation, the permissibility of a transaction under applicable law and whether applicable bankruptcy or insolvency laws limit or alter contractual remedies. The heightened legal and regulatory focus on the financial services industry presents a continuing business challenge for the Morgan Stanley Group.

##### *Culture, values and conduct of employees*

All employees of the Morgan Stanley Group are accountable for conducting themselves in accordance with the Morgan Stanley Group's core values *Putting Clients First, Doing the Right Thing, Leading with Exceptional Ideas, and Giving Back*. The Morgan Stanley Group is committed to establishing a strong culture anchored in these core values, and in its governance framework, which includes management oversight, effective risk management and controls, training and development programs, policies, procedures, and defined roles and responsibilities. The Morgan Stanley Group's Code of Conduct (the "Code") establishes standards for employee conduct that further reinforce the Morgan Stanley Group's commitment to integrity and ethical conduct. Every new hire and every employee annually must attest to their understanding of and adherence to the Code. The annual employee performance appraisal process includes an evaluation of adherence to the Code and the Morgan Stanley Group's core values. The Global Incentive Compensation

# **MORGAN STANLEY FINANCE LLC**

## **DIRECTOR'S REPORT**

**Twelve Months ended 31 December 2019**

Discretion Policy sets forth standards that specifically provide that managers must consider whether their employees effectively managed and/or supervised risk control practices during the performance year. The Morgan Stanley Group also has several mutually reinforcing processes to identify employee conduct that may have an impact on employment status, current year compensation and/or prior year compensation. The Morgan Stanley Group's clawback and cancellation provisions permit recovery of deferred incentive compensation where an employee's act or omission (including with respect to direct supervisory responsibilities) causes a restatement of the Morgan Stanley Group's consolidated financial results, constitutes a violation of the Morgan Stanley Group's global risk management principles, policies and standards, or causes a loss of revenues associated with a position on which the employee was paid and the employee operated outside of internal control policies.

### **Going Concern**

Retaining sufficient liquidity and capital to withstand market pressures remains central to the Morgan Stanley Group's and the Company's strategy. Additionally, the Company has access to Morgan Stanley Group capital and liquidity as required.

Taking all of these factors into consideration, the Directors believe it is reasonable to assume that the Company will have access to adequate resources to continue in operational existence for the foreseeable future. Accordingly, they continue to adopt the going concern basis in preparing the audited financial statements.

### **DIRECTORS**

The following Directors held office since the Company was repurposed as a financing subsidiary in the beginning of 2016 and to the date of approval of this report:

Kevin Woodruff

Nikki Tippins

Joshua Schanzer

### **EVENTS AFTER THE REPORTING DATE**

There have been no significant events since the reporting date other than the events disclosed in note 11, *Subsequent Events* in the financial statements

### **AUDIT COMMITTEE**

The Company is not required to have an audit committee separate from that of its Parent.

### **AUDITOR**

Deloitte & Touche LLP will continue as auditor of the Company.

Approved and signed on behalf of the Board by:



Kevin Woodruff, President

## MORGAN STANLEY FINANCE LLC

### DIRECTORS' RESPONSIBILITY STATEMENT

The Directors, Kevin Woodruff, Nikki Tippins and Joshua Schanzer, confirm to the best of their knowledge:

- the financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America (“U.S. GAAP”) and give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company; and
- the management report represented by the Directors’ report includes a fair review of the development and performance of the business that have occurred during the twelve months ended December 31, 2019 and the position of the Company together with a description of the principal risks and uncertainties that the Company faces.

Approved by the Board and signed on its behalf by:

*Kevin Woodruff*

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Name: Kevin Woodruff

Title: President and Director

# MORGAN STANLEY FINANCE LLC

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## INDEPENDENT AUDITORS' REPORT

To the Board of Directors of  
Morgan Stanley Finance, LLC

We have audited the accompanying financial statements of Morgan Stanley Finance, LLC (the "Company"), a wholly owned subsidiary of Morgan Stanley (the "Parent"), which comprise the statements of financial condition as of December 31, 2019 and December 31, 2018, and the related statements of comprehensive income (loss), cash flows, and changes in member's equity (deficit) for the years then ended, and the related notes to the financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Morgan Stanley Finance, LLC as of December 31, 2019 and 2018, and the results of its operations and cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

### Emphasis of Matter

We draw attention to Note 3 of the financial statements, which describes the fact that the activities of the Company include significant transactions with affiliates and may not necessarily be indicative of the conditions that would have existed or the results of operations if the Company had operated as an unaffiliated business. Our opinion is not modified with respect to this matter.



April 6, 2020

**MORGAN STANLEY FINANCE LLC**  
**STATEMENTS OF FINANCIAL CONDITION**  
(In millions of dollars, except where noted)

	At	At
	December 31, 2019	December 31, 2018
<b>Assets</b>		
Cash	\$ 3	\$ 3
Trading assets at fair value	903	-
Receivables:		
Broker dealers	53	19
Notes receivable from Parent	18,900	13,826
Intercompany from Parent	26	-
Tax assets	70	-
<b>Total Assets</b>	<b>\$ 19,955</b>	<b>\$ 13,848</b>
<b>Liabilities</b>		
Trading liabilities at fair value	\$ 4	\$ 1,036
Payables:		
Interest	15	12
Intercompany to Parent	61	49
Borrowings (includes \$20,136 and \$12,614 at fair value)	20,141	12,619
<b>Total Liabilities</b>	<b>\$ 20,221</b>	<b>\$ 13,716</b>
<b>Commitments and contingent liabilities (See Note 8)</b>		
<b>Member's equity (deficit)</b>	<b>(266)</b>	<b>132</b>
<b>Total Liabilities and Member's equity (deficit)</b>	<b>\$ 19,955</b>	<b>\$ 13,848</b>

See Notes to the Financial Statements

**MORGAN STANLEY FINANCE LLC**  
**STATEMENTS OF COMPREHENSIVE INCOME (LOSS)**  
(In millions of dollars, except where noted)

	<b>2019</b>	<b>2018</b>
<b>Revenues</b>		
Trading	\$ (297)	\$ (190)
Interest income	361	223
<b>Total Revenues</b>	<b>64</b>	<b>33</b>
<b>Expenses</b>		
Interest expense	64	33
<b>Total Expenses</b>	<b>64</b>	<b>33</b>
Income (loss) before income taxes	-	-
Provision for (benefit from) income taxes	-	(2)
<b>Net income (loss)</b>	<b>-</b>	<b>2</b>
Other comprehensive income (loss)	(398)	224
<b>Comprehensive income (loss)</b>	<b>\$ (398)</b>	<b>\$ 226</b>

See Notes to the Financial Statements

**MORGAN STANLEY FINANCE LLC**  
**STATEMENTS OF CASH FLOWS**  
(In millions of dollars, except where noted)

	<b>2019</b>	<b>2018</b>
<b>Cash flows from operating activities:</b>		
Net income (loss)	\$ -	\$ 2
Adjustments to reconcile net income (loss) to net cash provided by (used for) operating activities:		
Net changes in asset and liabilities:		
Trading assets, net of Trading liabilities	480	485
Broker dealers	(34)	(21)
Intercompany (Parent)	38	16
Interest	3	10
<b>Net cash provided by operating activities</b>	<b>487</b>	<b>492</b>
<b>Cash flows from investing activities:</b>		
Net payments for:		
Notes receivable from Parent	(5,058)	(5,612)
<b>Net cash used for investing activities</b>	<b>(5,058)</b>	<b>(5,612)</b>
<b>Cash flows from financing activities:</b>		
Proceeds from:		
Borrowings	9,574	8,970
Payments for:		
Borrowings	(5,003)	(3,847)
<b>Net cash provided by financing activities</b>	<b>4,571</b>	<b>5,123</b>
Effect of exchange rate changes on cash and cash equivalents	-	(1)
Net increase in cash	-	2
Cash at the beginning of the period	3	1
<b>Cash at the end of the period</b>	<b>\$ 3</b>	<b>\$ 3</b>
<b>Supplemental Cash Flow Information:</b>		
Cash payments for interest	\$ 59	\$ 23

See Notes to the Financial Statements

**MORGAN STANLEY FINANCE LLC**  
**STATEMENTS OF CHANGES IN MEMBER'S EQUITY (DEFICIT)**  
(In millions of dollars, except where noted)

		<b>Total Member's Equity (Deficit)</b>
<b>Balance, December 31, 2017</b>	<b>\$</b>	<b>(94)</b>
Net income		2
Net change in accumulated other comprehensive income, net of tax of \$68		224
<b>Balance, December 31, 2018</b>		<b>132</b>
Net change in accumulated other comprehensive loss, net of tax of \$(121)		(398)
<b>Balance, December 31, 2019</b>	<b>\$</b>	<b>(266)</b>

See Notes to the Financial Statements

**MORGAN STANLEY FINANCE LLC**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018**  
**(In millions of dollars, except where noted)**

**1. Introduction and Basis of Presentation**

**The Company**

Morgan Stanley Finance LLC (the “Company”), a single member limited liability corporation, is a wholly owned subsidiary of Morgan Stanley (the “Parent”).

Morgan Stanley Finance LLC is a “finance subsidiary” of the Parent, as defined in SEC Regulation S-X. The Company issues structured notes to the marketplace that are fully and unconditionally guaranteed by the Parent. Proceeds from issuances are lent to the Parent in the form of Intercompany notes.

In 2016, the Company received a rating of BBB+ from S&P.

**Basis of Financial Information**

The audited financial statements are prepared in accordance with U.S. GAAP, which requires the Company to make estimates and assumptions regarding the valuations of certain financial instruments, deferred tax assets, the outcome of legal and tax matters, and other matters that affect the financial statements and related disclosures. The Company believes that the estimates utilized in the preparation of its financial statements are prudent and reasonable. Actual results could differ materially from these estimates.

Prior periods’ results were converted from thousands to millions of dollars to conform to the current presentation.

**2. Significant Accounting Policies**

**Revenue Recognition**

***Trading***

See “Fair Value of Financial Instruments” below for Trading revenue recognition discussions.

**Fair Value of Financial Instruments**

Instruments within Trading assets and Trading liabilities are measured at fair value, as required or allowed by accounting guidance. These financial instruments represent derivatives the Company enters into with the

Parent to economically hedge its Borrowings, which are primarily structured notes.

Gains and losses on instruments carried at fair value are reflected in Trading revenues in the Company’s statements of comprehensive income (loss).

The fair value of OTC financial instruments, including derivative contracts related to financial instruments and commodities, is presented in the accompanying statements of financial condition on a net-by-counterparty basis, when appropriate.

***Fair Value Option***

The Company has elected the fair value option for certain Borrowings (structured notes) that are risk managed on a fair value basis to mitigate income statement volatility caused by measurement basis differences between the elected instruments and their associated risk management transactions or to eliminate complexities of applying certain accounting models.

***Fair Value Measurement – Definition and Hierarchy***

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability (*i.e.*, the “exit price”) in an orderly transaction between market participants at the measurement date.

Fair value is a market-based measure considered from the perspective of a market participant rather than an entity-specific measure. Therefore, even when market assumptions are not readily available, assumptions are set to reflect those that the Company believes market participants would use in pricing the asset or liability at the measurement date. Where the Company manages a group of financial assets and financial liabilities on the basis of its net exposure to either market or credit risk, the Company measures the fair value of that group of financial instruments consistently with how market participants would price the net risk exposure at the measurement date.

In determining fair value, the Company uses various valuation approaches and establishes a hierarchy for inputs used in measuring fair value that requires the most observable inputs be used when available.

Observable inputs are inputs that market participants would use in pricing the asset or liability that were developed based on market data obtained from sources independent of the Company. Unobservable inputs are inputs that reflect assumptions the Company believes other market participants would use in pricing the asset or liability that are developed based on the best information available in the circumstances. The fair value hierarchy is broken down into three levels based on the observability of inputs as follows, with Level 1 being the highest and Level 3 being the lowest level:

*Level 1.* Valuations based on quoted prices in active markets that the Company has the ability to access for identical assets or liabilities. Valuation adjustments, block discounts that would not transfer to market participants and discounts for entity-specific restrictions that would not transfer to market participants are not applied to Level 1 instruments. Since valuations are based on quoted prices that are readily and regularly available in an active market, valuation of these products does not entail a significant degree of judgment.

*Level 2.* Valuations based on one or more quoted prices in markets that are not active or for which all significant inputs are observable, either directly or indirectly.

*Level 3.* Valuations based on inputs that are unobservable and significant to the overall fair value measurement.

The availability of observable inputs can vary from product to product and is affected by a wide variety of factors, including the type of product, whether the product is new and not yet established in the marketplace, the liquidity of markets and other characteristics particular to the product. To the extent that valuation is based on models or inputs that are less observable or unobservable in the market, the determination of fair value requires more judgment. Accordingly, the degree of judgment exercised by the Company in determining fair value is greatest for instruments categorized in Level 3 of the fair value hierarchy.

The Company considers prices and inputs that are current as of the measurement date, including during periods of market dislocation. In periods of market dislocation, the observability of prices and inputs may be reduced for many instruments. This condition could cause an instrument to be reclassified from Level 1 to Level 2 or from Level 2 to Level 3 of the fair value hierarchy. For additional information, see Note 4.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such

cases, the total fair value amount is disclosed in the level appropriate for the lowest level input that is significant to the total fair value of the asset or liability.

### ***Valuation Techniques***

OTC derivative contracts have bid and ask prices that can be observed in the marketplace. Bid prices reflect the highest price that a party is willing to pay for an asset. Ask prices represent the lowest price that a party is willing to accept for an asset. The Company carries positions at the point within the bid-ask range that meet its best estimate of fair value. For offsetting positions in the same financial instrument, the same price within the bid-ask spread is used to measure both the long and short positions.

Fair value for OTC derivative contracts is derived using pricing models. Pricing models take into account the contract terms, as well as multiple inputs, including, where applicable, commodity prices, equity prices, interest rate yield curves, correlation, option volatility, and currency rates.

Where appropriate, valuation adjustments are made to account for various factors such as liquidity risk (bid-ask adjustments), credit quality, model uncertainty and concentration risk. Adjustments for liquidity risk adjust model-derived mid-market amounts of Level 2 and Level 3 financial instruments for the bid-mid or mid-ask spread required to properly reflect the exit price of a risk position. Bid-mid and mid-ask spreads are marked to levels observed in trade activity, broker quotes or other external third-party data. Where these spreads are unobservable for the particular position in question, spreads are derived from observable levels of similar positions.

The Company applies credit-related valuation adjustments to its Borrowings (structured notes) for which the fair value option was elected. The Company considers the impact of changes in its own credit spreads based upon observations of the secondary bond market spreads when measuring the fair value for Borrowings. Such credit risk considerations do not impact the valuation of derivative transactions with the Parent as credit risk would not impact the exit price.

Adjustments for model uncertainty are taken for positions whose underlying models are reliant on significant inputs that are neither directly nor indirectly observable, hence requiring reliance on established theoretical concepts in their derivation. These adjustments are derived by making assessments of the possible degree of variability using statistical approaches and market-based information where possible.

See Note 4 for a description of valuation techniques applied to the major categories of financial instruments measured at fair value.

### **Interest Income and Expense**

Interest income and Interest expense are accrued for interest-earning assets and interest-bearing liabilities, including Notes receivable, Receivables and Payables with the Parent, and Borrowings.

Interest income and Interest expense are recorded within the Company's statements of comprehensive income (loss) depending on the nature of the instrument and related market conventions. When interest is included as a component of the instruments' fair value, interest is included within Trading revenues. Otherwise, it is included within Interest income or Interest expense.

### **Offsetting of Derivative Instruments**

In connection with its derivative activities with the Parent, the Company enters into a master netting agreement with the Parent. This agreement provides the Company with the right, in the event of a default by the Parent, to net Parent's rights and obligations under the agreement and to liquidate against any net amount owed by the Parent.

For further information related to offsetting of derivatives, see Note 6.

### **Income Taxes**

Deferred tax assets and liabilities are recorded based upon the temporary differences between the financial statement of financial condition and income tax bases of assets and liabilities using currently enacted tax rates in effect for the year in which the differences are expected to reverse. The effect of a change in tax rates on deferred tax assets and liabilities is recognized in income tax expense (benefit) in the period that includes the enactment date. Such effects are recorded in Provision for income tax expense (benefit) regardless of where deferred taxes were originally recorded.

The Company recognizes net deferred tax assets to the extent that it believes these assets are more likely than not to be realized. In making such a determination, the Company considers all available positive and negative evidence, including future reversals of existing taxable temporary differences, projected future taxable income, tax-planning strategies and results of recent operations. When performing the assessment, the Company considers all types of deferred tax assets in combination with each

other, regardless of the origin of the underlying temporary difference. If a deferred tax asset is determined to be unrealizable, a valuation allowance is established. If the Company subsequently determines that it would be able to realize deferred tax assets in excess of their net recorded amount, it would make an adjustment to the deferred tax asset valuation allowance, which would reduce the provision for income taxes.

Uncertain tax positions are recorded on the basis of a two-step process whereby (1) the Company determines whether it is more likely than not that the tax positions will be sustained on the basis of the technical merits of the position, and (2) for those tax positions that meet this threshold, the Company recognizes the largest amount of tax benefit that is more likely than not to be realized upon ultimate settlement with the related tax authority. Interest and penalties related to unrecognized tax benefits are recognized as a component of the provision for income taxes.

### **Receivables from Broker Dealers**

Receivables from Broker dealers include amounts related to unsettled trades as well as amounts receivable for securities failed to deliver by the Company to a purchaser by the settlement date.

### **Foreign Currencies**

Gains or losses resulting from remeasurement of foreign currency transactions are included in Trading revenues, and amounts recognized in statements of comprehensive income (loss) are translated at the rate of exchange on the respective date of recognition for each amount.

### **Accounting Updates Adopted**

The following accounting update was adopted on January 1, 2018:

*Reclassification of Certain Tax Effects from AOCI within member's equity.* This accounting update, which the Company elected to early adopt as of January 1, 2018, allows companies to reclassify from AOCI to retained earnings the stranded tax effects associated with enactment of the Tax Cuts and Jobs Act ("Tax Act") on December 22, 2017. These stranded tax effects resulted from the requirement to reflect the total amount of the remeasurement of and other adjustments to deferred tax assets and liabilities in 2017 in Net income (loss), regardless of whether the deferred taxes were originally recorded in AOCI. Accordingly, as of January 1, 2018, the Company recorded a net increase to retained earnings as a result of the reclassification of \$17 of such stranded tax

effects previously recorded in AOCI, which were the result of the remeasurement of deferred tax assets and liabilities associated with the change in tax rates.

Aside from the above treatment related to the Tax Act, the Company releases stranded tax effects from AOCI into earnings once the related category of instruments or transactions giving rise to these effects no longer exists. For further detail on the tax effects reclassified, see Note 9.

### Other Development Updates

#### Planned Replacement of LIBOR and Replacement or Reform of Other Interest Rates

Central banks around the world, including the Federal Reserve, have commissioned committees and working groups of market participants and official sector representatives to replace LIBOR and replace or reform other interest rate benchmarks (collectively, the “IBORs”). A transition away from the widespread use of such rates to alternative rates and other potential interest rate benchmark reforms has begun and will continue over the course of the next few years. Our transition plan includes a number of key steps, including continued engagement with central bank and industry working groups and regulators (including participation and leadership on key committees), active client engagement, internal operational readiness, and risk management, among other things. Our transition plan is overseen by a global steering committee, with senior management oversight.

### 3. Related Party Transactions

Notes receivable from Parent represents the proceeds from Borrowings (structured notes) which are lent to the Parent at rates established by the treasury function of the Parent and its consolidated subsidiaries (the “Firm”), and are payable on demand. These rates are periodically reassessed and intended to approximate the market rate of interest that the Firm incurs in funding its business.

Intercompany receivables from and payables to the Parent represent unsettled amounts related to the Tax Sharing Agreement as discussed further in Note 10. These receivables and payables are unsecured, payable on demand, and bear interest at rates established by the treasury function of the Firm. These rates are periodically assessed and intended to approximate the market rate of interest that the Firm incurs in funding its business.

Receivables from Broker dealers represent unsettled amounts related to Borrowings (structured notes) that

broker dealer affiliates distribute for the Company. These receivables are unsecured and payable on demand.

Trading assets, Trading liabilities, and the associated Trading revenues mainly represent OTC derivative transactions the Company enters into with the Parent to economically hedge its Borrowings (structured notes) and market movements on those OTC derivative transactions.

Interest income and expense are calculated daily based on the Notes receivable and Intercompany receivables from and payables to the Parent.

The activities of the Company include significant transactions with affiliates and may not necessarily be indicative of the conditions that would have existed or the results of operations if the Company had operated as an unaffiliated business.

	At December 31, 2019	At December 31, 2018
<b>Assets and receivables from affiliated companies</b>		
Trading assets	\$ 903	\$ -
Receivables – Broker dealers	49	11
Receivables – Notes receivable from Parent	18,900	13,826
Receivables – Intercompany from Parent	26	-
<b>Liabilities and payables to affiliated companies</b>		
Trading liabilities	\$ -	\$ 1,034
Payables – Intercompany to Parent	61	49
	<b>2019</b>	<b>2018</b>
<b>Revenues and Expenses from (transfer to) affiliated companies:</b>		
Trading	\$ 2,224	\$ (906)
Interest income	361	223
Interest expense	1	-

## 4. Fair Values

### Assets and Liabilities Measured at Fair Value on a Recurring Basis

At December 31, 2019

	Level 1	Level 2	Level 3	Netting <sup>(1)</sup>	Total
<b>Assets at Fair Value</b>					
Trading assets:					
OTC Derivative contracts:					
Equity contracts	\$ -	\$ 1,006	\$ 67	\$ -	1,073
Interest rate contracts	-	83	15	-	98
Foreign exchange contracts	-	22	-	-	22
Commodity contracts	-	8	-	-	8
Netting <sup>(1)</sup>	-	(216)	(82)	-	(298)
Total OTC derivative contracts	-	903	-	-	903
Total trading assets	\$ -	\$ 903	\$ -	\$ -	903
<b>Total assets at fair value</b>	<b>\$ -</b>	<b>\$ 903</b>	<b>\$ -</b>	<b>\$ -</b>	<b>903</b>
<b>Liabilities at Fair Value</b>					
Trading liabilities:					
OTC Derivative contracts:					
Equity contracts	\$ -	\$ 74	\$ 72	\$ -	146
Interest rate contracts	-	122	10	-	132
Foreign exchange contracts	-	24	-	-	24
Commodity contracts	-	-	-	-	-
Netting <sup>(1)</sup>	-	(216)	(82)	-	(298)
Total OTC derivative contracts	-	4	-	-	4
Total trading liabilities	-	4	-	-	4
Borrowings - Structured Notes	-	17,891	2,245	-	20,136
<b>Total liabilities at fair value</b>	<b>\$ -</b>	<b>\$ 17,895</b>	<b>\$ 2,245</b>	<b>\$ -</b>	<b>20,140</b>

<sup>(1)</sup> Positions classified within the same level that are with the same counterparty are netted within the column for that level. As of December 31, 2019, there were no positions with the same counterparty classified in different levels of the fair value hierarchy. For further information on derivative instruments, see Note 6.

**At December 31, 2018**

	Level 1	Level 2	Level 3	Netting <sup>(1)</sup>	Total
<b>Assets at Fair Value</b>					
Trading assets:					
OTC Derivative contracts:					
Equity contracts	\$ -	\$ 112	\$ 5	\$ -	\$ 117
Interest rate contracts	-	8	7	-	15
Foreign exchange contracts	-	1	-	-	1
Commodity contracts	-	4	-	-	4
Netting <sup>(1)</sup>	-	(125)	(12)	-	(137)
Total OTC derivative contracts	-	-	-	-	-
<b>Total trading assets</b>	-	-	-	-	-
<b>Liabilities at Fair Value</b>					
Trading liabilities:					
OTC Derivative contracts:					
Equity contracts	\$ -	\$ 718	\$ 204	\$ -	\$ 922
Interest rate contracts	-	159	48	-	207
Foreign exchange contracts	-	21	11	-	32
Commodity contracts	-	12	-	-	12
Netting <sup>(1)</sup>	-	(125)	(12)	-	(137)
Total OTC derivative contracts	-	785	251	-	1,036
Total trading liabilities	-	785	251	-	1,036
Borrowings - Structured Notes	-	10,946	1,668	-	12,614
<b>Total liabilities at fair value</b>	<b>\$ -</b>	<b>\$ 11,731</b>	<b>\$ 1,919</b>	<b>\$ -</b>	<b>\$ 13,650</b>

<sup>(1)</sup> Positions classified within the same level that are with the same counterparty are netted within the column for that level. As of December 31, 2018, there were no positions with the same counterparty classified in different levels of the fair value hierarchy. For further information on derivative instruments, see Note 6.

**Valuation Techniques for Assets and Liabilities Measured at Fair Value on a Recurring Basis**

**Asset and Liability / Valuation Technique**

**Valuation Hierarchy Classification**

*OTC Derivative Contracts*

- OTC derivative contracts include forward, swap and option contracts related to interest rates, foreign currencies, equity prices or commodity prices.
  - Depending on the product and the terms of the transaction, the fair value of OTC derivative products can be modeled using a series of techniques, including closed-form analytic formulas, such as the Black-Scholes option-pricing model, simulation models or a combination thereof. Many pricing models do not entail material subjectivity as the methodologies employed do not necessitate significant judgment, since model inputs may be observed from actively quoted markets, as is the case for generic interest rate swaps, and many equity, commodity and foreign currency option contracts. In the case of more established derivative products, the pricing models used by the Company are widely accepted by the financial services industry.
- Generally Level 2 - OTC derivative products valued using observable inputs, or where the unobservable input is not deemed significant
  - Level 3 - in instances where the unobservable input is deemed significant

- More complex OTC derivative products are typically less liquid and require more judgment in the implementation of the valuation technique since direct trading activity or quotes are unobservable. This includes certain types of interest rate derivatives with volatility and correlation exposure, equity, and commodity or foreign currency derivatives that are either longer-dated or include exposure to multiple underlyings. Where these inputs are unobservable, relationships to observable data points, based on historic and/or implied observations, may be employed as a technique to estimate the model input values.

For further information on the valuation techniques for OTC derivative products, see Note 2.

#### *Borrowings - Structured Notes*

- The Company issues structured notes which are primarily composed of: instruments whose payments and redemption values are linked to the performance of a specific index, a basket of stocks, a specific equity security, a commodity, a credit exposure; and instruments with various interest-rate-related features including step-ups, step-downs, and zero coupons.
  - Fair value is determined using valuation models for the derivative and debt portions of the notes. These models incorporate observable inputs referencing identical or comparable securities, including prices to which the notes are linked, interest rate yield curves, option volatility and currency rates, and commodity or equity prices.
  - Independent, external and traded prices for the notes are considered as well as the impact of the Company's own credit spreads, which are based on observed secondary bond market spreads.
- Generally Level 2
  - Level 3 - in instances where the unobservable inputs are deemed significant

### **Changes in Level 3 Assets and Liabilities Measured at Fair Value on a Recurring Basis**

#### **Rollforward of Level 3 Assets and Liabilities Measured at Fair Value on a Recurring Basis for 2019**

	Beginning Balance at December 31, 2018	Total Realized and Unrealized Gains (Losses)	Purchases	Sales and Issuances	Settlements	Net Transfers <sup>(1)</sup>	Ending Balance at December 31, 2019	Unrealized Gains (Losses)
<b>Liabilities at Fair Value</b>								
Net OTC derivative contracts <sup>(2)</sup> :								
Equity contracts	\$ 199	\$ 189	\$ -	\$ -	\$ 18	\$ (23)	\$ 5	(2)
Interest rate contracts	41	39	-	-	10	(17)	(5)	39
Foreign Exchange contracts	11	-	-	-	-	(11)	-	-
Total net OTC derivative contracts	251	228	-	-	28	(51)	-	37
Borrowings – Structured Notes	1,668	188	-	949	(358)	(202)	2,245	131
<b>Total Liabilities at Fair Value</b>	<b>\$ 1,919</b>	<b>\$ 416</b>	<b>\$ -</b>	<b>\$ 949</b>	<b>\$ (330)</b>	<b>\$ (253)</b>	<b>\$ 2,245</b>	<b>\$ 168</b>

<sup>(1)</sup> During the year ended December 31, 2019, the Company transferred from Level 3 to Level 2 \$202 of Borrowings (structured notes) due to a reduction in the significance of the unobservable inputs relating to volatility.

<sup>(2)</sup> Net OTC derivative contracts represent Trading liabilities, net of Trading assets. Amounts are presented before counterparty netting.

## Rollforward of Level 3 Assets and Liabilities Measured at Fair Value on a Recurring Basis for 2018

	Beginning Balance at December 31, 2017	Total Realized and Unrealized Gains (Losses)	Purchases	Sales and Issuances	Settlements	Net Transfers <sup>(1)</sup>	Ending Balance at December 31, 2018	Unrealized Gains (Losses )
<b>Liabilities at Fair Value</b>								
Net OTC derivative contracts <sup>(2)</sup> :								
Equity contracts	\$ 40	\$ (147)	\$ (21)	\$ -	\$ 20	\$ 13	\$ 199	\$ (111)
Interest rate contracts	27	(8)	-	-	8	(2)	41	(9)
Foreign Exchange contracts	-	(9)	-	-	2	-	11	(9)
Total net OTC derivative contracts	67	(164)	(21)	-	30	11	251	(129)
Borrowings – Structured Notes	1,097	62	-	796	(108)	(55)	1,668	61
<b>Total Liabilities at Fair Value</b>	<b>\$ 1,164</b>	<b>\$ (102)</b>	<b>\$ (21)</b>	<b>\$ 796</b>	<b>\$ (78)</b>	<b>\$ (44)</b>	<b>\$ 1,919</b>	<b>\$ (68)</b>

<sup>(1)</sup> During 2018, the Company transferred from Level 3 to Level 2 \$55 of Borrowings (structured notes) due to a reduction in the significance of the unobservable inputs relating to volatility.

<sup>(2)</sup> Net OTC derivative contracts represent Trading liabilities, net of Trading assets. Amounts are presented before counterparty netting.

The unrealized gains (losses) during the period for assets and liabilities within the Level 3 category may include changes in fair value during the period that were attributable to both observable and unobservable inputs. Total realized and unrealized gains (losses) are primarily included in Trading revenues in the statements of comprehensive income (loss).

## Significant Unobservable Inputs Used in Recurring Level 3 Fair Value Measurements

### Valuation Techniques and Unobservable Inputs

	Balance/Range (Averages) <sup>(1)</sup>	
	December 31, 2019	December 31, 2018
\$ in millions, except inputs		
<b>Liabilities at fair value</b>		
Net OTC derivative contracts:		
Equity contracts <sup>(2)</sup>	\$ 5	\$ 199
Option Model:		
At the money volatility	5% to 44% (19%)	5% to 31% (23%)
Volatility skew	-1% to 0% (0%)	-2% to 0% (0%)
Equity - Equity correlation	48% to 85% (83%)	45% to 96% (82%)
Equity - Foreign exchange correlation	-80% to 30% (25%)	-80% to 30% (29%)
Interest rate contracts	\$ (5)	\$ 41
Option Model:		
Equity volatility discount	N/M	4% to 6% (5%)
Interest rate - Credit correlation	40% to 53% (47%)	N/M
Interest rate - Curve correlation	60% to 96% (78% / 80%)	54% to 97% (77% / 74%)
Borrowings - Structured Notes	\$ 2,245	\$ 1,668
Option Model:		
At the money volatility	5% to 33% (20%)	15% to 31% (24%)
Volatility skew	-1% to 0% (0%)	-1% to 0% (0%)
Equity - Equity correlation	70% to 98% (84%)	46% to 98% (83%)
Equity - Foreign exchange correlation	-68% to 26% (19%)	-45% to 30% (27%)

(1) A single amount is disclosed when there is no significant difference between the minimum, maximum and average. Amounts represent weighted averages except where simple averages and the median of the inputs are provided when more relevant.

(2) Includes OTC derivative contracts with multiple risks (*i.e.*, hybrid products).

The previous tables provide information on the valuation techniques, significant unobservable inputs, and their ranges and averages for each major category of assets and liabilities measured at fair value on a recurring basis with a significant Level 3 balance. The level of aggregation and breadth of products cause the range of inputs to be wide and not evenly distributed across the inventory of financial instruments. Further, the range of unobservable

inputs may differ across firms in the financial services industry because of diversity in the types of products included in each firm's inventory. There are no predictable relationships between multiple significant unobservable inputs attributable to a given valuation technique.

An increase (decrease) to the following significant unobservable inputs would generally result in an impact to the fair value, but the magnitude and direction of the impact would depend on whether the Company is long or short the exposure.

- **Correlation:** A pricing input where the payoff is driven by more than one underlying risk. Correlation is a measure of the relationship between the movement of two variables (*i.e.*, how the change in one variable influences a change in the other variable).
- **Interest rate curve:** The term structure of interest rates (relationship between interest rates and the time to maturity) and a market's measure of future interest rates at the time of observation. An interest rate curve is used to set interest rate and foreign exchange derivative cash flows and is a pricing input used in the discounting of any OTC derivative cash flow.
- **Volatility:** The measure of variability in possible returns for an instrument given how much that instrument changes in value over time. Volatility is a pricing input for options and, generally, the lower the volatility, the less risky the option. The level of volatility used in the valuation of a particular option depends on a number of factors, including the nature of the risk underlying that option, the tenor and the strike price of the option.
- **Volatility skew:** The measure of the difference in implied volatility for options with identical underliers and expiry dates but with different strikes.

## Financial Instruments Not Measured At Fair Value

At December 31, 2019

	Carrying Value	Fair Value Level			Total
		Level 1	Level 2	Level 3	
<b>Financial Assets</b>					
Cash	\$ 3	\$ 3	\$ -	\$ -	\$ 3
Receivables:					
Brokers dealers	53	-	53	-	53
Intercompany from Parent	26	-	26	-	26
Notes receivable from Parent	18,900	-	18,900	-	18,900
<b>Financial Liabilities</b>					
Payables: <sup>(1)</sup>					
Intercompany to Parent	\$ 61	\$ -	\$ 62	\$ -	\$ 62
Borrowings	5	-	5	-	5

At December 31, 2018

	Carrying Value	Fair Value Level			Total
		Level 1	Level 2	Level 3	
<b>Financial Assets</b>					
Cash	\$ 3	\$ 3	\$ -	\$ -	\$ 3
Receivables:					
Brokers dealers	19	-	19	-	19
Notes receivable from Parent	13,826	-	13,826	-	13,826
<b>Financial Liabilities</b>					
Payables: <sup>(1)</sup>					
Intercompany to Parent	\$ 49	\$ -	\$ 49	\$ -	\$ 49
Borrowings	5	-	5	-	5

<sup>(1)</sup> Accrued interest payables have been excluded. Carrying value approximates fair value for these payables.

### 5. Fair Value Option

The Company elected the fair value option for Borrowings (structured notes) that are risk managed on a fair value basis to mitigate income statement volatility caused by measurement basis differences between the elected instruments and their associated risk management transactions or to eliminate complexities of applying certain accounting models.

#### Net Revenues from Borrowings under the Fair Value Option

	Trading Revenues	Interest Expense	Net Revenues <sup>(2)</sup>
<b>2019</b>			
Borrowings <sup>(1)</sup>	\$ (2,518)	\$ (63)	\$ (2,581)
<b>2018</b>			
Borrowings <sup>(1)</sup>	\$ 696	\$ (33)	\$ 663

<sup>(1)</sup> DVA gains (losses) are recorded in OCI and, when realized, in Trading revenues. For additional information, see Notes 2 and 9.

<sup>(2)</sup> The amounts do not reflect any gains or losses on related hedging instruments.

Gains (losses) from changes in fair value are recorded in Trading revenues and are mainly attributable to movements in the reference price or index, interest rates, or foreign exchange rates.

#### Gains (Losses) due to Changes in Instrument-Specific Credit Risk

	Trading Revenues	Other Comprehensive Income (Loss)
<b>2019</b>		
Borrowings <sup>(1)</sup>	\$ (1)	\$ (519)
<b>2018</b>		
Borrowings <sup>(1)</sup>	\$ (1)	\$ 292

<sup>(1)</sup> Unrealized DVA gains (losses) are recorded in OCI and, when realized, in Trading revenues. For additional information, see Note 2 and 9.

## Borrowings Measured at Fair Value on a Recurring Basis

	At December 31, 2019	At December 31, 2018
<b>Business Unit Responsible for Risk Management</b>		
Equity	\$ 14,218	\$ 9,236
Interest rates	5,611	3,263
Foreign exchange	183	12
Commodities	124	103
<b>Total</b>	<b>\$ 20,136</b>	<b>\$ 12,614</b>

## Difference between Contractual Principal and Fair Value <sup>(1)</sup>

	At December 31, 2019	At December 31, 2018
Borrowings <sup>(2)</sup>	\$ 291	\$ 373

<sup>(1)</sup> Amounts indicate contractual principal greater than or (less than) fair value.

<sup>(2)</sup> Excludes borrowings (structured notes) where the repayment of the initial principal amount fluctuates based on changes in a reference price or index.

## 6. Derivative Instruments

The Company uses OTC swaps, forwards, options and other derivatives referencing, among other things, interest rates, currencies, commodity products, and equity securities as part of the hedging strategy for structured notes. The Company does not apply hedge accounting.

### Derivative Fair Values and Notionals

	<b>Bilateral OTC At December 31, 2019</b>			
	Assets		Liabilities	
	Fair Value	Notional <sup>(1)</sup>	Fair Value	Notional <sup>(1)</sup>
<b>OTC Derivative contracts</b>				
Equity contracts	\$ 1,073	\$ 12,013	\$ 146	\$ 4,234
Interest rate contracts	98	2,521	132	2,656
Foreign exchange contracts	22	493	24	378
Commodity contracts	8	90	-	9
<b>Total gross OTC derivative contracts</b>	<b>1,201</b>	<b>15,117</b>	<b>302</b>	<b>7,277</b>
<b>Amounts offset</b>				
Counterparty netting	(298)		(298)	
<b>Total Trading assets</b>	<b>\$ 903</b>		<b>\$ 4</b>	

	<b>Bilateral OTC At December 31, 2018</b>			
	Assets		Liabilities	
	Fair Value	Notional <sup>(1)</sup>	Fair Value	Notional <sup>(1)</sup>
<b>OTC Derivative contracts</b>				
Equity contracts	\$ 117	\$ 2,503	\$ 922	\$ 9,807
Interest rate contracts	15	822	207	2,793
Foreign exchange contracts	1	76	32	295
Commodity contracts	4	16	12	74
<b>Total gross OTC derivative contracts</b>	<b>137</b>	<b>3,417</b>	<b>1,173</b>	<b>12,969</b>
<b>Amounts offset</b>				
Counterparty netting	(137)		(137)	
<b>Total Trading liabilities</b>	<b>\$ -</b>		<b>\$ 1,036</b>	

<sup>(1)</sup> The Company believes that the notional amounts of derivative contracts generally overstate its exposure. In most circumstances notional amounts are only used as a reference point from which to calculate amounts owed between the parties to the contract. Furthermore, notional amounts do not reflect the benefit of legally enforceable netting arrangements or risk mitigating transactions.

The table below summarizes gains (losses) on Trading instruments included in Trading revenues in the statements of comprehensive income (loss) from trading activities. These activities include revenues related to derivative and non-derivative financial instruments

**Gains (Losses) Recognized in Trading Revenues by Product Type**

	2019	2018
Equity contracts	\$ (268)	\$ (183)
Interest rate contracts	(33)	(5)
Foreign exchange contracts	6	-
Commodity contracts	(2)	(2)
<b>Total</b>	<b>\$ (297)</b>	<b>\$ (190)</b>

**7. Borrowings**

**Maturities and Terms of Borrowings as of December 31, 2019**

	Fixed Rate	Variable Rate <sup>(1)</sup>	Total
<b>Original maturities of one year or less</b>			
Due in the next 12 months	\$ -	\$ 70	\$ 70
<b>Original maturities greater than a year</b>			
Due in 2020	\$ -	\$ 2,659	\$ 2,659
Due in 2021	-	2,978	2,978
Due in 2022	-	2,360	2,360
Due in 2023	-	1,907	1,907
Due in 2024	-	2,284	2,284
Thereafter	5	7,878	7,883
<b>Total</b>	<b>\$ 5</b>	<b>\$ 20,066</b>	<b>\$ 20,071</b>
<b>Total Borrowings</b>	<b>\$ 5</b>	<b>\$ 20,136</b>	<b>\$ 20,141</b>
Weighted average coupon rate at period-end <sup>(2)</sup>	3.50%	N/M	

**Maturities and Terms of Borrowings as of December 31, 2018**

	Fixed Rate	Variable Rate <sup>(1)</sup>	Total
<b>Original maturities of one year or less</b>			
Due in the next 12 months	\$ -	\$ 80	\$ 80
<b>Original maturities greater than a year</b>			
Due in 2019	\$ -	\$ 1,724	\$ 1,724
Due in 2020	-	1,592	1,592
Due in 2021	-	2,092	2,092
Due in 2022	-	1,005	1,005
Due in 2023	-	1,486	1,486
Thereafter	5	4,635	4,640
<b>Total</b>	<b>\$ 5</b>	<b>\$ 12,534</b>	<b>\$ 12,539</b>
<b>Total Borrowings</b>	<b>\$ 5</b>	<b>\$ 12,614</b>	<b>\$ 12,619</b>
Weighted average coupon rate at period-end <sup>(2)</sup>	3.50%	N/M	

<sup>(1)</sup> Variable rate borrowings bear interest based on a variety of indices, including LIBOR, federal funds rates and SOFR. Amounts include notes carried at fair value with various payment provisions, including notes linked to the performance of a specific index, a basket of stocks, a specific equity security, a commodity, a credit exposure, and instruments with various interest-rate-related features including step-ups, step-downs, and zero coupons.

<sup>(2)</sup> For the fixed rate borrowing, the balance represents one issuance. All other issuances by the Company are carried at fair value so weighted average coupon is not meaningful.

All of the Company's Borrowings are considered Senior Debt. For the year ended December 31, 2019 and December 31, 2018, the Company issued notes with a fair value of approximately \$9,574 and \$8,970 respectively.

Certain senior debt securities are denominated in various non-U.S. dollar currencies and primarily structured to provide a return that is linked to equity, credit, commodity or other indices (e.g., the consumer price index). Senior debt also may be structured to be callable by the Company or extendible at the option of holders of the senior debt securities.

*Senior Debt – Borrowings (structured notes).* The Company's Borrowings primarily include notes carried and managed on a fair value basis. These include instruments whose payments and redemption values are linked to the performance of a specific index, a basket of stocks, a specific equity security, a commodity, a credit exposure, and instruments with various interest-rate-related features including step-ups, step-downs, and zero coupons. To minimize the exposure from such instruments, the Company has entered into various swap contracts and purchased options that effectively convert the borrowing costs into floating rates. The Company

carries the entire Borrowings (structured notes) at fair value. The swaps and purchased options used to economically hedge the embedded features are derivatives and also are carried at fair value. Changes in fair value related to the Borrowings (structured notes) and economic hedges are reported in Trading revenues. See Notes 2 and 4 for further information on Borrowings (structured notes).

## 8. Commitments, Guarantees and Contingencies

### Legal

In the normal course of business, the Company may be named, from time to time, as a defendant in various legal actions, including arbitrations, class actions and other litigation, arising in connection with its activities as a global financial services institution. Certain of the actual or threatened legal actions include claims for substantial compensatory and/or punitive damages or claims for indeterminate amounts of damages. In some cases, the entities that would otherwise be the primary defendants in such cases are bankrupt or are in financial distress.

The Company may also be involved, from time to time, in other reviews, investigations and proceedings (both formal and informal) by governmental and self-regulatory agencies regarding the Company's business, and involving, among other matters, sales and trading activities, accounting and operational matters, certain of which may result in adverse judgments, settlements, fines, penalties, injunctions or other relief.

The Company contests liability and/or the amount of damages as appropriate in each pending matter. Where available information indicates that it is probable a liability had been incurred at the date of the financial statements and the Company can reasonably estimate the amount of that loss, the Company accrues the estimated loss by a charge to income. In many proceedings and investigations, however, it is inherently difficult to determine whether any loss is probable or even possible or to estimate the amount of any loss. In addition, even where loss is possible or an exposure to loss exists in excess of the liability already accrued with respect to a previously recognized loss contingency, it is not always possible to reasonably estimate the size of the possible loss or range of loss.

For certain legal proceedings and investigations, the Company cannot reasonably estimate such losses, particularly for proceedings and investigations where the factual record is being developed or contested or where plaintiffs or governmental agencies seek substantial or

indeterminate damages, restitution, disgorgement or penalties. Numerous issues may need to be resolved, including through potentially lengthy discovery and determination of important factual matters, determination of issues related to class certification and the calculation of damages or other relief, and by addressing novel or unsettled legal questions relevant to the proceedings or investigations in question, before a loss or additional loss or ranges of loss or ranges of additional loss can be reasonably estimated for a proceeding or investigation.

For certain other legal proceedings and investigations, the Company can estimate reasonably possible losses, additional losses, ranges of loss or ranges of additional loss in excess of amounts accrued, but does not believe, based on current knowledge and after consultation with counsel, that such losses will have a material adverse effect on the Company's financial statements as a whole.

## 9. Accumulated Other Comprehensive Income (Loss)

### Changes in AOCI

	<b>Debt Valuation</b>
Balance at December 31, 2018	\$ 128
Change in net DVA <sup>(1)</sup>	(398)
Balance at December 31, 2019	\$ (270)
Balance at December 31, 2017	\$ (79)
Cumulative adjustment for accounting changes (ASU 2018-02)	(17)
Change in net DVA <sup>(1)</sup>	224
Balance at December 31, 2018	\$ 128

<sup>(1)</sup> DVA represents the change in the fair value resulting from fluctuations in the Company's credit spreads and other credit factors related to liabilities carried at fair value. Amount for the year ended December 31, 2019 and December 31, 2018 includes income tax (benefit) provision of \$(121) and \$68 respectively. See Note 2 for further information.

## 10. Income Taxes

The Company is a single-member limited liability company that is treated as a disregarded entity for federal income tax purposes. The Company is included in the consolidated federal income tax return filed by the Parent. Federal income taxes have generally been provided on a modified separate entity basis. The Company is included in the combined state and local income tax returns with the Parent and certain other subsidiaries of the Parent. State and local income taxes have been provided on separate entity income at the effective tax rate of the Company's combined filing group.

In accordance with the terms of the Tax Sharing Agreement, current taxes (federal, combined and unitary states) are settled periodically with the Parent, who pays these taxes on behalf of the Company. Effective January 1, 2019, the Company no longer settles its deferred taxes with the Parent.

#### Provision for (Benefit from) Income Taxes:

	2019	2018
Current		
Federal	\$ -	\$ -
State and Local	-	-
Deferred		
Federal	\$ -	\$ (2)
State and Local	-	-
<b>Total</b>	<b>\$ -</b>	<b>\$ (2)</b>

#### Effective Income Tax Rate:

Reconciliation of the U.S. Federal Statutory Income Tax Rate to the Effective Income Tax Rate.

	2019	2018
U.S. federal statutory income tax rate	21.00%	21.00%
U.S. state and local income taxes, net of U.S. federal income tax benefits <sup>(1)</sup>	3.05%	4.52%
State Legislation Change <sup>(1)</sup>	-	50.18%
Tax Act Enactment	-	(526.57)%
Prior Period Adjustment	(4.80)%	-
Other	(19.25)%	-
<b>Effective income tax rate</b>	<b>0.00%</b>	<b>(450.87)%</b>

<sup>(1)</sup> State and Local Income tax effective tax rate reflects adjustments associated with the filing of state and local income tax returns.

The Company's effective tax rate for 2019 included a rounding provision adjustment of 19.25% associated with the financial statement being reflected in millions.

The Company's effective tax rate for 2018 included a net tax benefit of \$2, primarily associated with the remeasurement of net deferred tax assets due to the impact of the Tax Act and State Legislation. Excluding the impact of the Tax Act and State Legislation, the effective tax rate for 2018 would have been 25.52%.

Deferred income taxes reflect the net tax effects of temporary differences between the financial reporting and tax bases of assets and liabilities and are measured using the applicable enacted tax rates and laws that will be in effect when such differences are expected to reverse.

The Company's 2019 net deferred tax asset and 2018 net deferred tax liability are included in Tax assets and Intercompany to Parent, respectively, within the statement of financial condition. The Company's net deferred tax asset at December 31, 2019 of \$57, and net deferred tax liability as of December 31, 2018 of \$37 are primarily attributable to DVA.

#### Unrecognized Tax Benefits

The Company is subject to the income and indirect tax laws of the U.S., its states and municipalities in which the Company has significant business operations. These tax laws are complex and subject to different interpretations by the taxpayer and the relevant governmental taxing authorities. The Company must make judgments and interpretations about the application of these inherently complex tax laws when determining the provision for income taxes and the expense for indirect taxes and must also make estimates about when certain items affect taxable income in the various tax jurisdictions. Disputes over interpretations of the tax laws may be settled with the taxing authority upon examination or audit. The Company periodically evaluates the likelihood of assessments in each taxing jurisdiction resulting from current and subsequent years' examinations, and unrecognized tax benefits related to potential losses that may arise from tax audits are established in accordance with the relevant accounting guidance. Once established, unrecognized tax benefits are adjusted when there is more information available or when an event occurs requiring a change.

As of December 31, 2019 the Company has not accrued any liabilities for unrecognized tax benefits in its statement of financial condition.

#### Tax Authority Examinations

The Company through its inclusion in the return of the Parent, is under continuous examination by the IRS and other tax authorities in certain states in which the Company has significant business operations, such as New York. The Company establishes a liability for unrecognized tax benefits, and associated interest, if applicable ("tax liabilities"), that it believes is adequate in relation to the potential for additional assessments. Once established, the Company adjusts such tax liabilities only when new information is available or when an event occurs necessitating a change.

The Company believes that the resolution of the above tax examinations will not have a material effect on the statement of financial condition, although a resolution

could have a material impact in the statement of comprehensive income (loss) and on the effective tax rate for any period in which such resolution occurs.

It is reasonably possible that significant changes in the balance of unrecognized tax benefits may occur within the next 12 months related to certain tax authority examinations referred to above. At this time, however, it is not possible to reasonably estimate the expected change to the total amount of unrecognized tax benefits and the impact on the Company's effective tax rate over the next 12 months.

**Major Tax Jurisdictions in which the Company and its Affiliates Operate and the Earliest Tax Year Subject to Examination.**

Justisdiction	Tax Year
United States	2013
New York State and City	2007

**11. Subsequent Events**

The emergence of COVID 19 (coronavirus) has created economic and financial disruptions in the global economy which has led to operational challenges that could impair the Firm's ability to manage or conduct some of its businesses around the world. In line with many national and local guidelines, the Firm has required nearly all staff to work from home and business travel is severely restricted, however Morgan Stanley remains open for business.

Given the disruptions in the financial markets, the Firm is closely tracking its operational capacity. Additionally, the financial effects of the outbreak have a high degree of uncertainty, given that they are dependent on external factors such as the spread of the virus and the measures taken by the various governments and central banks. Morgan Stanley has already observed significant volatility in the global marketplace which could have an impact on its financial results and financial position in the future, and with respect to the Company could have an impact on its financial position in the future. Morgan Stanley continues to use its Risk Management framework including Stress testing to understand the attendant uncertainties and their potential impact on operations, liquidity and capital. Morgan Stanley is maintaining an active dialogue with all its relevant global regulators during this period.

The Company has evaluated subsequent events for adjustment to or disclosure in the financial statements through April 6<sup>th</sup>, 2020, the date on which the financial statements are available to be issued, and the Company has not identified any recordable or disclosable events, not otherwise reported in the financial statements or the notes thereto.

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## **Glossary of Common Terms and Acronyms**

AOCI – Accumulated other comprehensive income (loss)

DVA – Debt Valuation Adjustment

IRS – Internal Revenue Service

LIBOR – London Interbank Offered Rate

N/M – Not Meaningful

OCI – Other comprehensive income (loss)

OTC – Over-the-Counter

S&P - Standard & Poor's

SEC – U.S. Securities and Exchange Commission

SOFR - Secured Overnight Financing Rate

U.S – United States of America

U.S. GAAP – Accounting principles generally accepted in  
the United States of America