

For Sophisticated and Professional Investors

适于资深和专业投资者

# Solutions for: Significant Investor Visa and Investor Visa

## 重大投资者签证和投资者签证 解决方案











# Making the move to Australia

We understand moving to a new country requires a lot of preparation. As one of the largest Significant Investor Visa (SIV) and Investor Visa (IV) investment solution providers, Morgan Stanley Wealth Management Australia can help make this exciting transition as seamless as possible for you and your family.

## Why Morgan Stanley?

Morgan Stanley is part of one of the world's largest wealth organisations. Morgan Stanley Global's extensive international presence means we are well-positioned to address the increasingly global needs of our clients.

Clients choose Morgan Stanley due to our long history helping people successfully invest in Australia. We use the strength of our infrastructure and people to search the market for leading product solutions that are well-suited to the needs of our clients.

## 移民澳大利亚

我们理解移民到一个新的国家需要做好充分准备。作为最大的重大投资者签证（SIV）和投资者签证（IV）解决方案提供机构之一，摩根士丹利澳洲财富管理能够帮助您和您的家人尽可能顺利地过渡，融入新生活。

## 为什么选择摩根士丹利？

摩根士丹利是全球最大的财富管理机构之一。摩根士丹利的足迹遍布全球各个市场，有独特优势满足客户日益增长的全球投资需求。

客户选择摩根士丹利是因为我们在此领域拥有长期经验，可帮助客户成功完成澳大利亚投资。我们凭借基础设施和专业团队的优势，为客户寻找适当的领先的产品方案，以求配合客户的需要。

# The SIV and IV Program

The Significant Investor Visa (SIV) is an initiative introduced by the Australian Federal Government in 2012 as a way to drive innovation and contribute to Australia's economic growth, by attracting high net worth investors who seek permanent residency in Australia.

On 1st July 2021, the Australian Government changed the investment framework for Investor Visa applicants who are now required to invest in the same complying investment framework as the SIV. SIV/IV applicants are required to invest at least AU\$5,000,000/\$2,500,000 into the following complying investments for a minimum of three years to be eligible to apply for a permanent visa.

## Complying investments



### Balancing investment

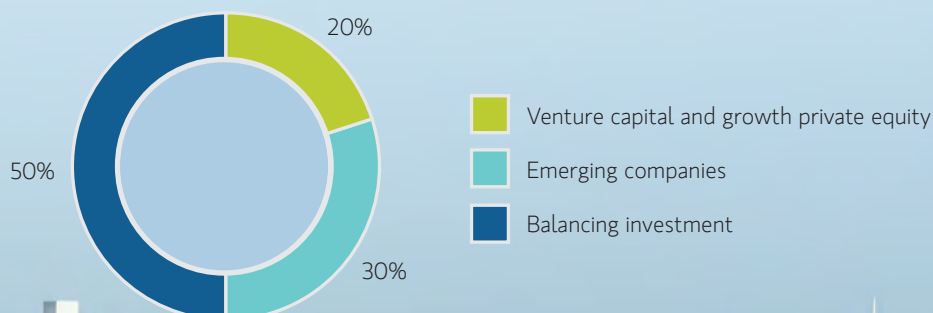


### Emerging companies



### Venture capital and growth private equity

Investment size	Up to 50%	Minimum of 30%	Minimum of 20%
Investment criteria	A 'balancing investment' in managed funds that invest in a combination of eligible assets that include Australian listed securities, eligible corporate bonds or notes, annuities and real property.	Investments in eligible managed fund/s that invests in emerging companies	Investments in eligible Australian venture capital or growth private equity fund/s investing in start-ups and small private companies





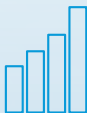


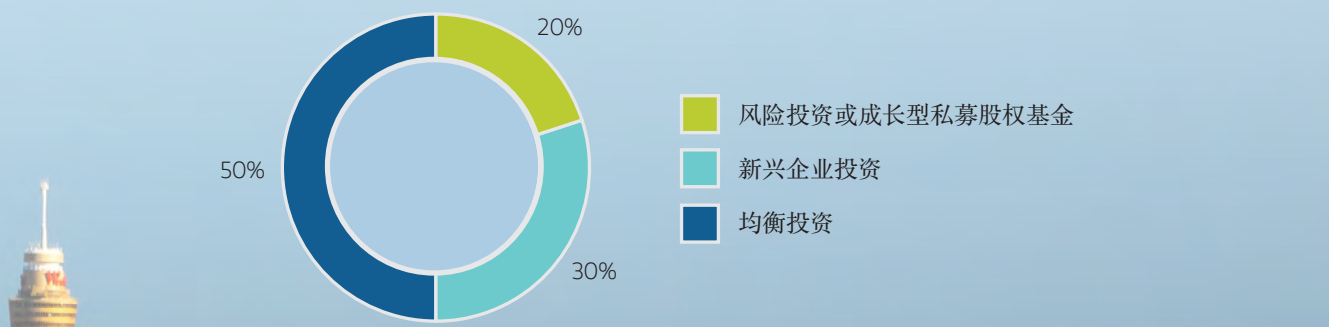
# SIV 和 IV 签证

重大投资者签证(SIV)是澳大利亚联邦政府于2012年推出的一项移民方案，旨在吸引有意在澳大利亚永久居留的高净值投资者，以此推动商业创新，并促进澳大利亚的经济增长。

2021年7月1日，澳洲政府修改了投资者签证(IV)的投资框架，要求和重大投资者签证(SIV)的框架一致。SIV/IV签证申请者必须至少投资500万澳元/250万澳元到下列符合签证要求的投资项目并持有至少三年，才有资格申请永久签证。

## 符合要求的投资项目

	 均衡投资	 新兴企业投资	 风险投资或成长型私募股权基金
投资规模	最多 50%	至少30%	至少 20%
投资标准	“均衡投资”通过管理型基金投资于符合要求的资产组合，包括澳大利亚上市证券、符合要求的公司债券或票据、年金和房地产。	通过符合要求的管理型基金投资于新兴企业	通过符合要求的澳大利亚风险投资基金或成长型私募股权基金投资于初创企业和小型私营企业



# Morgan Stanley: Leader in SIV/IV investing

We believe as a firm we are well positioned to help you navigate the requirements of Australia's SIV/IV program. Morgan Stanley was one of the first, and is one of the largest wealth managers supporting investors through the SIV/IV process.

We acknowledge your goals are unique. Morgan Stanley is well-placed to tailor the process to meet your financial needs and objectives. Whether you seek in-depth advice on a specialised investment or an unfamiliar opportunity, we can provide you customised, innovative and best-in-class investment opportunities.



## **AN EXPERIENCED TEAM OF INVESTMENT PROFESSIONALS**

Quality advice – leading with exceptional ideas

We have a dedicated team of SIV/IV professionals located in Sydney and Melbourne, and experienced financial advisers across five major Australian cities, who provide investment solutions that are tailored to match our clients specific objectives.



## **CAREFULLY SELECTED INVESTMENT PRODUCTS**

Providing the best solutions – and putting your needs first

When selecting products to present to our clients, Morgan Stanley searches the market for investment products with long-term sustainable track records and quality management teams. Morgan Stanley provides an open architecture offering, which allows you to choose from a number of best-in-class fund managers to gain exposure to the Australian Government mandated asset allocation



## **COMPLIANCE**

A history of doing the right thing

We acknowledge the importance of compliance. Morgan Stanley invests in its people and systems to ensure a robust framework is in place to safeguard the wealth of our investors and, at the same time, meet rigorous compliance requirements.



## **ADDITIONAL SOLUTIONS**

Facilitating your transition to Australia

Your Morgan Stanley financial adviser can introduce you to their network of external professional service providers in areas such as real estate, legal, education and tax. These contacts have been built up over many years.

# 摩根士丹利： SIV/IV投资的领先机构

我们相信，作为一家理财公司，我们有能力帮助您达到澳大利亚签证投资计划的要求。摩根士丹利是最早为投资者提供SIV/IV服务的财富管理机构之一，也是该领域最大的财富管理机构之一。

我们理解您的目标具有独特性。摩根士丹利可以根据您的财务需求和目标定制流程。无论您是寻求专业投资领域的深度建议，还是想了解不熟悉的投资机会，我们都可以为您提供定制、创新、一流的投资机会。



## 经验丰富的专业投资团队

### 优质建议 - 以卓越的意念领先市场

我们拥有一支SIV/IV专业团队，位于悉尼和墨尔本，在澳大利亚五个主要城市拥有经验丰富的财务顾问，他们为客户提供量身定做的投资解决方案，帮助客户实现特定目标。



## 精选投资产品

### 提供最佳解决方案—将您的需求放在第一位

摩根士丹利为客户甄选产品时，会寻找市场上具有长期可持续佳绩和优秀管理团队的投资产品。摩根士丹利提供开放式架构产品，您可以从多名业内最佳的基金经理中进行选择，投资于澳大利亚政府授权的资产配置。



## 合规

### 长期坚持做正确的事

我们了解合规的重要性。摩根士丹利投入大量人力和系统资源，搭建可靠的合规框架，从而保护投资者的财富，符合严格的合规要求。



## 其他解决方案

### 帮助您移居到澳大利亚

您的摩根士丹利理财顾问可为您介绍地产、法律、教育和税务等领域的外部专业服务供应商。这是他们多年来累积的人脉网络。





# SIV/IV solution tailored to you

Morgan Stanley's SIV/IV solution is flexible, transparent and tailored to your personal risk profile.

We have a range of complying funds available, specifically designed for SIV/IV investors. We have designed our product offering with a focus on investment outcomes and capital preservation. Morgan Stanley provides you with a comprehensive coverage of every major asset class, as well as investment research from some of the industry's most respected analysts.

Morgan Stanley's SIV/IV solution invests your funds with market leading fund managers who offer Morgan Stanley's clients competitive pricing and priority processing. In addition, our SIV Solution team can arrange for:



- The verification of your ID to be conducted in a location near you, in most circumstances.



- A supporting cash management account to be opened that offers a Visa Debit card linked to your Morgan Stanley account.



- The direct payment of income, from dividends and interest earned, into the linked SIV/IV cash account.



- Ongoing assistance by our experienced multi-lingual professionals (including Mandarin and Cantonese).



# 为您定制的SIV/IV解决方案

摩根士丹利的SIV/IV解决方案兼具灵活性和透明性，完全按您的个人风险偏好设计。

我们推出了多个专为SIV/IV投资者构建的合规基金。产品设计侧重于投资收益和保本。摩根士丹利为您提供涵盖各个主要资产类别的产品，以及业内最受认可的部分分析师的投资研究资讯。

摩根士丹利的SIV/IV解决方案采用市场领先的基金，为客户提供极具竞争力的定价和优先处理权。另外，我们的SIV/IV解决方案团队可以安排：



- 在大多数情况下，在您的所在地附近为您进行身份核实。



- 开设现金管理账户，提供与您的摩根士丹利账户相关联的Visa借记卡。



- 直接向相关联的SIV/IV现金账户支付股息和利息收入。



- 我们经验丰富的多语言（包括普通话和粤语）专业人士持续提供协助。



# Robust due diligence

We perform ongoing due diligence to ensure the managers we select are meeting our expectations.

Choosing the right investment manager is vital – it affects the investment decisions made on your behalf, with your money. Morgan Stanley conducts a comprehensive due diligence process encompassing quantitative and qualitative criteria before approving managers to sit on our SIV/IV Approved Product List.

## SIV/IV compliance

Our focus is to help you meet compliance requirements for SIV/IV investing.

The financial needs you have and the challenges you face in addressing them are greater now than ever. Our opportunity to deliver solutions to assist you in meeting these needs and the responsibility that accompanies this is something we take very seriously. We welcome the opportunity to assist you in meeting your financial goals.

Choosing the right investment manager is vital. Before any manager is added to our SIV/IV Approved Product List we ensure the fund has the following completed:

- 1413D notice – “Declaration in relation to complying significant and premium investments”
- Proforma for State Contribution (i.e. Victorian/NSW Government)
- Mandatory undertaking to provide a monthly email confirming compliance

We have a robust process in place to review each managers’ SIV/IV compliance and review each fund alongside the compliance letter on a monthly basis. SIV/IV compliance is tracked each month and we are able to provide the above 1413D notice, State Contribution letter and / or monthly compliance email to clients upon request.







# 可靠的尽职调查

我们进行持续的尽职调查，以确保我们选择的基金经理达到预期。

选择合适的投资经理是至关重要的——这会影响到您作出的投资决策。摩根士丹利在批准基金经理进入我们的SIV/IV获批产品名单之前，会开展全面的尽职调查程序，包括定量和定性标准。

## SIV/IV 合规

我们的核心是让您的投资符合SIV/IV计划的合规要求。

您的财务需求和解决需求时面临的挑战比以往任何时候都要大。我们非常重视为您服务的机会，为您提供的解决方案能够帮助您满足这些需求以及承担随之而来的责任。我们很高兴有机会帮助您实现您的财务目标。

选择合适的投资经理至关重要。在任何经理加入我们的SIV/IV获批产品名单之前，我们确保基金已完成以下各项：

- 1413D 通知 —“申报符合重大投资和高端投资的要求”
- 说明对州的经济贡献（即维多利亚州/新南威尔士州政府）
- 强制承诺每月通过电邮确认合规情况

我们制定了一个可靠的流程来审核每个基金经理的SIV/IV合规情况，并且每月审核每个基金以及出具合规文件。我们每月对SIV/IV合规情况进行跟踪，可以根据客户要求向客户提供上述1413D通知、对州的投资贡献文件和/或每月合规电邮。

# A holistic view of your wealth

In addition to managing your SIV/IV investment, Morgan Stanley can provide you with a bespoke holistic wealth management solution. From global asset allocation to investment selection, we offer a range of investment solutions through multi-currency, multi-asset class, private equity, IPO and pre-IPO opportunities.

We can also help with needs that stretch beyond your investments by introducing you to a network of external professional service providers, who specialise in a range of areas related to your relocation to Australia, such as education, immigration, real estate, and tax where required.

## 全面规划您的财富

除了管理您的SIV/IV投资外，摩根士丹利还可为您提供特制的全方位财富管理解决方案。从全球资产配置到投资甄选，我们提供多种投资解决方案，包括多币种、多资产类别、私募股权、首次公开发售和首次公开发售前投资。

我们还可以帮助您解决投资以外的需求，包括为您介绍外界专业服务供应商资源，他们专门为您提供与澳大利亚移民相关的各项服务，例如教育、移民、地产和税务（如需）。













# Fees

Morgan Stanley is committed to fee structures that are simple, transparent and competitive.

For your SIV/IV portfolio, we charge an advisory fee on top of the competitive wholesale fee charged by the fund manager. This advisory fee provides you with access to Morgan Stanley's offering of market-leading products, selection of high quality fund managers, continuous monitoring of compliance and our asset allocation views.

## 费用

摩根士丹利建立了简单、透明和具有竞争力的费用结构。

就您的SIV/IV投资组合而言，基金经理收取具有竞争力的批发基金费用，我们在此基础上收取咨询费。此项咨询费包括摩根士丹利为您提供市场领先的产品、挑选优质基金经理、持续监控合规情况以及我们的资产配置观点。

# Contact us

Speak to Morgan Stanley's SIV/IV Solution team  
on 13 13 70 or email [siv@morganstanley.com](mailto:siv@morganstanley.com)

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Adelaide SA 5000  
1800 812 298

## Perth

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2 The Esplanade  
Perth WA 6000  
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# 联系我们

如需联系摩根士丹利的SIV/IV解决方案团队，请致电13 13 70或发送电邮至  
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