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28 Fund Firms Are Paying Morgan Stanley At Least \$1MM

28 mutual fund firms paid **Morgan Stanley** at least \$1 million a year in revenue sharing last year. And that doesn't even count the wirehouse's fee-based accounts.

Morgan Stanley recently [released](#) a four-page disclosure detailing its 2014 mutual fund revenue sharing arrangements with a host of different mutual fund families that distribute through its commission-based brokerage accounts. 28 of those families are "Global Partners", who annually shell out \$550,000 for training and sales meetings and \$200,000 for data analytics. Additionally, all 96 fund families Morgan Stanley offers in the commission-based accounts pay a 16-basis-point "mutual fund support fee", for which the minimum fee is \$250,000 annually.

Those 28 Global Partners are (sorted by how much revenue sharing they pay in total, in descending order): [Legg Mason](#) [profile], [BlackRock](#) [profile], [Lord Abbett](#) [profile], [OppenheimerFunds](#) [profile], [Ivy](#) [profile], [First Eagle](#) [profile], [J.P. Morgan](#) [profile], [Eaton Vance](#) [profile], [Pimco](#) [profile], [Fidelity Advisors](#) [profile], [Putnam](#) [profile], [Thornburg](#) [profile], [AB](#) [profile], [Nuveen](#) [profile], [Columbia](#) [profile], [Prudential](#) [profile], [Virtus](#) [profile], [Pioneer](#) [profile], [MainStay](#) [profile], [Federated](#) [profile], [Goldman Sachs](#) [profile], [Morgan Stanley](#) [profile], [Delaware](#) [profile], [John Hancock](#) [profile], [Allianz](#) [profile], [Guggenheim](#) [profile], [First Trust](#) [profile], and [Invesco](#) [profile].

Below the Global Partners level, there are 11 "Emerging Partners". They pay \$250,000 annually for training and sales meetings and \$100,000 for data analytics, plus of course at least \$250,000 in revenue sharing. Those Emerging Partners (in descending order by how much revenue sharing they pay) are: [Hartford Funds](#) [profile], [DWS Scudder](#) (now [Deutsche](#) [profile]), [Principal](#) [profile], [Dreyfus Premier](#) [profile], [Henderson Global Investors](#) [profile], [Janus](#) [profile], [Voya](#) [profile], [Neuberger Berman](#) [profile],

[Touchstone](#) [profile], [American Century](#) [profile], and [Brandes](#) [profile].

Morgan Stanley also charges fund firms \$21 annually per client position or up to 16 bps as an administrative service fee for omnibus trading (both in the commission-based and fee-based accounts). Other funds are traded on a networked basis for up to \$11 per year per position.

It's worth noting that only three of Morgan Stanley's top 20 mutual fund family partners (by revenue sharing in the commission-based brokerage accounts, and thus by assets) are not Global or Emerging Partners. They are: [Franklin Templeton](#) [profile] (number one), [American Funds](#) [profile] (number three), and [Wells Fargo](#) [profile] (number 17).

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