## MORGAN STANLEY

## Financial Supplement-1Q03

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## Net revenues

Institutional Securities
Individual Investor Group
Investment Management
Credit Services
Consolidated net revenues

Net income / (Ioss)
Institutional Securities
Individual Investor Group
Investment Management
Credit Services
Consolidated net income

| Basic earnings per common share | \$ 0.78 | \$ 0.73 | \$ 0.57 | \$ 0.68 | \$ 0.84 | 8\% | 24\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Diluted earnings per common share | \$ 0.76 | \$ 0.72 | \$ 0.55 | \$ 0.67 | \$ 0.82 | 8\% | 22\% |
| Average common shares outstanding |  |  |  |  |  |  |  |
| Basic | 1,082,380,245 | 1,084,993,202 | 1,081,708,833 | 1,074,654,825 | 1,079,052,442 |  |  |
| Diluted | 1,112,959,092 | 1,113,949,482 | 1,105,494,894 | 1,095,716,005 | 1,099,724,140 |  |  |
| Period end common shares outstanding | 1,101,194,353 | 1,097,109,821 | 1,093,052,009 | 1,081,417,377 | 1,089,745,941 |  |  |
| Return on common equity | 16.4\% | 15.1\% | 11.4\% | 13.7\% | 16.3\% |  |  |

[^0]MORGAN STANLEY
Quarterly Consolidated Income Statement Information
(unaudited, dollars in millions)

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | , 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Investment banking | \$ | 674 | \$ | 663 | \$ | 470 | \$ | 671 | \$ | 589 | (13\%) | (12\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,132 |  | 696 |  | 469 |  | 433 |  | 1,556 | 37\% |  |
| Investments |  | 33 |  | (16) |  | (64) |  | 16 |  | (22) | (167\%) | * |
| Commissions |  | 777 |  | 900 |  | 855 |  | 748 |  | 670 | (14\%) | (10\%) |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,016 |  | 1,054 |  | 971 |  | 904 |  | 903 | (11\%) | -- |
| Merchant and cardmember |  | 342 |  | 347 |  | 359 |  | 372 |  | 363 | 6\% | (2\%) |
| Servicing |  | 540 |  | 506 |  | 510 |  | 523 |  | 567 | 5\% | 8\% |
| Interest and dividends |  | 3,836 |  | 3,877 |  | 4,376 |  | 3,790 |  | 3,789 | (1\%) | -- |
| Other |  | 196 |  | 129 |  | 217 |  | 120 |  | 87 | (56\%) | (28\%) |
| Total revenues |  | 8,546 |  | 8,156 |  | 8,163 |  | 7,577 |  | 8,502 | (1\%) | 12\% |
| Interest expense |  | 2,936 |  | 2,844 |  | 3,188 |  | 3,002 |  | 2,688 | (8\%) | (10\%) |
| Provision for consumer loan losses |  | 345 |  | 340 |  | 332 |  | 319 |  | 336 | (3\%) | 5\% |
| Net revenues |  | 5,265 |  | 4,972 |  | 4,643 |  | 4,256 |  | 5,478 | 4\% | 29\% |
| Compensation and benefits |  | 2,489 |  | 2,236 |  | 2,061 |  | 1,147 |  | 2,548 | 2\% | 122\% |
| Occupancy and equipment |  | 198 |  | 208 |  | 198 |  | 221 |  | 196 | (1\%) | (11\%) |
| Brokerage, clearing and exchange fees |  | 179 |  | 176 |  | 208 |  | 212 |  | 191 | 7\% | (10\%) |
| Information processing and communications |  | 322 |  | 337 |  | 341 |  | 379 |  | 316 | (2\%) | (17\%) |
| Marketing and business development |  | 254 |  | 259 |  | 291 |  | 329 |  | 269 | 6\% | (18\%) |
| Professional services |  | 225 |  | 250 |  | 273 |  | 346 |  | 225 | -- | (35\%) |
| Other |  | 251 |  | 259 |  | 302 |  | 230 |  | 307 | 22\% | 33\% |
| Restructuring and other charges |  | 0 |  | 0 |  | 0 |  | 235 |  | 0 | -- | * |
| Total non-interest expenses |  | 3,918 |  | 3,725 |  | 3,674 |  | 3,099 |  | 4,052 | 3\% | 31\% |
| Income before taxes and dividends on preferred |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense |  | 477 |  | 428 |  | 337 |  | 403 |  | 499 | 5\% | 24\% |
| Div. on pref. sec. subject to mandatory redemption |  | 22 |  | 22 |  | 21 |  | 22 |  | 22 | -- | -- |
| Net income | \$ | 848 | \$ | 797 | \$ | 611 | \$ | 732 | \$ | 905 | 7\% | 24\% |
| Compensation and benefits as a \% of net revenues |  | 47\% |  | 45\% |  | 44\% |  | 27\% |  | 47\% |  |  |

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MorgañStanley

## MORGAN STANLEY

 Quarterly Financial Information and Statistical Data (unaudited)|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Morgan Stanley |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets (millions) | \$ | 492,000 | \$ | 554,000 | \$ | 517,000 | \$ | 530,000 | \$ | 558,000 | 13\% | 5\% |
| Period end common shares outstanding (millions) |  | 1,101.2 |  | 1,097.1 |  | 1,093.1 |  | 1,081.4 |  | 1,089.7 | (1\%) | 1\% |
| Book value per common share | \$ | 18.97 | \$ | 19.39 | \$ | 19.59 | \$ | 20.24 | \$ | 20.62 | 9\% | 2\% |
| Shareholders' equity (millions) (1) | \$ | 22,102 | \$ | 22,486 | \$ | 22,626 | \$ | 23,096 | \$ | 24,475 | 11\% | 6\% |
| Total capital (millions) (2) | \$ | 61,042 | \$ | 67,690 | \$ | 66,631 | \$ | 65,936 | \$ | 72,432 | 19\% | 10\% |
| Worldwide employees |  | 59,875 |  | 58,538 |  | 57,799 |  | 55,726 |  | 54,493 | (9\%) | (2\%) |

(1) Includes preferred and common equity and preferred securities subject to mandatory redemption.
(2) Includes preferred and common equity, preferred securities subject to mandatory redemption, capital units and non-current portion of long-term debt. Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

Refer to Legal Notice page 15.

## Morganstanley

## Investment banking

Principal transactions:

## Trading

Investments
Commissions
Asset management, distribution and admin. fees
Interest and dividends
Other
Total revenues
Interest expense
Net revenues

Total non-interest expenses
Income before taxes and dividends on preferred
securities subject to mandatory redemption

## Income tax expense

Div. on pref. sec. subject to mandatory redemption

Net income

Profit margin (1)

## MORGAN STANLEY

Quarterly Institutional Securities Income Statement Information (unaudited, dollars in millions)

| QUARTER ENDED |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| \$ 603 | \$ | 588 | \$ | 401 | \$ | 599 | \$ | 503 | (17\%) | (16\%) |
| 957 |  | 568 |  | 340 |  | 298 |  | 1,425 | 49\% | * |
| 30 |  | (17) |  | 13 |  | 15 |  | (11) | (137\%) | (173\%) |
| 492 |  | 560 |  | 556 |  | 465 |  | 415 | (16\%) | (11\%) |
| 25 |  | 23 |  | 30 |  | 28 |  | 22 | (12\%) | (21\%) |
| 3,179 |  | 3,172 |  | 3,633 |  | 3,098 |  | 3,166 | -- | 2\% |
| 143 |  | 92 |  | 75 |  | 91 |  | 61 | (57\%) | (33\%) |
| 5,429 |  | 4,986 |  | 5,048 |  | 4,594 |  | 5,581 | 3\% | 21\% |
| 2,629 |  | 2,551 |  | 2,896 |  | 2,713 |  | 2,420 | (8\%) | (11\%) |
| 2,800 |  | 2,435 |  | 2,152 |  | 1,881 |  | 3,161 | 13\% | 68\% |
| 1,953 |  | 1,752 |  | 1,720 |  | 1,139 |  | 2,194 | 12\% | 93\% |
| 847 |  | 683 |  | 432 |  | 742 |  | 967 | 14\% | 30\% |
| 295 |  | 213 |  | 139 |  | 267 |  | 327 | 11\% | 22\% |
| 22 |  | 22 |  | 21 |  | 22 |  | 22 | -- | -- |
| \$ 530 | \$ | 448 | \$ | 272 | \$ | 453 | \$ | 618 | 17\% | 36\% |
| 19\% |  | 18\% |  | 13\% |  | 24\% |  | 20\% |  |  |

(1) Net income as a \% of net revenues.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 15.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Advisory revenue (millions) | \$ | 292 | \$ | 250 | \$ | 149 | \$ | 271 | \$ | 166 | (43\%) | (39\%) |
| Underwriting revenue (millions) | \$ | 311 | \$ | 338 | \$ | 252 | \$ | 328 | \$ | 337 | 8\% | 3\% |
| Sales and trading net revenue (millions) (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 931 | \$ | 953 | \$ | 1,066 | \$ | 634 | \$ | 977 | 5\% | 54\% |
| Fixed Income | \$ | 1,123 | \$ | 881 | \$ | 713 | \$ | 610 | \$ | 1,662 | 48\% | 172\% |
| Mergers and acquisitions announced transactions (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 36.0 | \$ | 85.4 | \$ | 126.9 | \$ | 198.0 | \$ | 26.8 |  |  |
| Rank |  | 5 |  | 3 |  | 4 |  | 3 |  | 2 |  |  |
| Worldwide equity and related issues (2) |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 6.1 | \$ | 11.3 | \$ | 13.7 | \$ | 25.6 | \$ | 3.8 |  |  |
| Rank |  | 5 |  | 5 |  | 5 |  | 4 |  | 2 |  |  |

(1) Includes principal trading, commissions and net interest revenue.
(2) Source: Thomson Financial Securities Data - January 1 to February 28, 2003.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MorgañStanley

Investment banking
Principal transactions:

## Trading <br> Investments

Commissions
Asset management, distribution and admin fees Interest and dividends Other

## Total revenues

Interest expense
Net revenues

Total non-interest expenses
Income / (loss) before income taxes
Income tax expense / (benefit)
Net income / (loss)

Profit margin (1)

## MORGAN STANLEY

Quarterly Individual Investor Group Income Statement Information (unaudited, dollars in millions)

|  |  | QUARTER ENDED |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| \$ | 62 | \$ | 67 | \$ | 61 | \$ | 65 | \$ | 78 | 26\% | 20\% |
|  | 175 |  | 128 |  | 129 |  | 135 |  | 131 | (25\%) | (3\%) |
|  | 1 |  | 0 |  | (45) |  | (1) |  | 0 | * | * |
|  | 274 |  | 328 |  | 288 |  | 267 |  | 245 | (11\%) | (8\%) |
|  | 421 |  | 444 |  | 407 |  | 368 |  | 376 | (11\%) | 2\% |
|  | 96 |  | 97 |  | 88 |  | 78 |  | 74 | (23\%) | (5\%) |
|  | 27 |  | 12 |  | 115 |  | 24 |  | 24 | (11\%) | -- |
|  | 1,056 |  | 1,076 |  | 1,043 |  | 936 |  | 928 | (12\%) | (1\%) |
|  | 37 |  | 35 |  | 30 |  | 29 |  | 28 | (24\%) | (3\%) |
|  | 1,019 |  | 1,041 |  | 1,013 |  | 907 |  | 900 | (12\%) | (1\%) |
|  | 1,010 |  | 1,017 |  | 1,005 |  | 963 |  | 903 | (11\%) | (6\%) |
|  | 9 |  | 24 |  | 8 |  | (56) |  | (3) | (133\%) | 95\% |
|  | 2 |  | 12 |  | 3 |  | (25) |  | (2) | (200\%) | 92\% |
| \$ | 7 | \$ | 12 | \$ | 5 | \$ | (31) | \$ | (1) | (114\%) | 97\% |
|  | 1\% |  | 1\% |  | 0\% |  | (3\%) |  | 0\% |  |  |

(1) Net income as a \% of net revenues.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Feb 28, 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Global financial advisors |  | 14,115 |  | 13,707 |  | 13,590 |  | 12,546 |  | 12,056 | (15\%) | (4\%) |
| Total client assets (billions) | \$ | 588 | \$ | 570 | \$ | 520 | \$ | 517 | \$ | 499 | (15\%) | (3\%) |
| Fee-based client account assets (billions) (1) | \$ | 114 | \$ | 116 | \$ | 107 | \$ | 108 | \$ | 106 | (7\%) | (2\%) |
| Domestic retail locations |  | 680 |  | 663 |  | 649 |  | 608 |  | 558 | (18\%) | (8\%) |

(1) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Investment banking | \$ | 9 | \$ | 8 | \$ | 8 | \$ | 7 | \$ | 8 | (11\%) | 14\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |
| Investments |  | 2 |  | 1 |  | (32) |  | 2 |  | (11) | * | * |
| Commissions |  | 11 |  | 12 |  | 11 |  | 16 |  | 10 | (9\%) | (38\%) |
| Asset management, distribution and admin fees |  | 570 |  | 587 |  | 534 |  | 508 |  | 505 | (11\%) | (1\%) |
| Interest and dividends |  | 8 |  | 6 |  | 9 |  | 2 |  | 3 | (63\%) | 50\% |
| Other |  | 24 |  | 8 |  | 15 |  | 5 |  | 5 | (79\%) | -- |
| Total revenues |  | 624 |  | 622 |  | 545 |  | 540 |  | 520 | (17\%) | (4\%) |
| Interest expense |  | 1 |  | 0 |  | 0 |  | (1) |  | 1 | -- | 200\% |
| Net revenues |  | 623 |  | 622 |  | 545 |  | 541 |  | 519 | (17\%) | (4\%) |
| Total non-interest expenses |  | 387 |  | 394 |  | 335 |  | 373 |  | 347 | (10\%) | (7\%) |
| Income before income taxes |  | 236 |  | 228 |  | 210 |  | 168 |  | 172 | (27\%) | 2\% |
| Income tax expense |  | 92 |  | 87 |  | 86 |  | 52 |  | 66 | (28\%) | 27\% |
| Net income | \$ | 144 | \$ | 141 | \$ | 124 | \$ | 116 | \$ | 106 | (26\%) | (9\%) |
| Profit margin (1) |  | 23\% |  | 23\% |  | 23\% |  | 21\% |  | 20\% |  |  |

(1) Net income as a \% of net revenues.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MORGAN STANLEY

Quarterly Investment Management Income Statement Information (unaudited, dollars in millions)

Profit margin (1)

## MorgañStanley

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Quarterly Statistical Data Investment Management (unaudited)

| QUARTER ENDED |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 | May 31, 2002 | Aug 31, 2002 | Nov 30, 2002 | Feb 28, 2003 | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |

(\$ billions)
Net flows
Retail
Institutional
Net flows excluding money markets
Money markets

| \$ | 1.6 | \$ | 1.2 | \$ | (0.7) | \$ | (1.0) | \$ | (0.5) | (131\%) | 50\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (0.6) |  | (0.6) |  | 0.0 |  | (0.8) |  | (2.5) | * | * |
|  | 1.0 |  | 0.6 |  | (0.7) |  | (1.8) |  | (3.0) | * | (67\%) |
|  | (1.2) |  | (4.1) |  | 1.0 |  | (1.2) |  | (0.9) | 25\% | 25\% |

Assets under management or supervision by distribution channel

| Retail | \$ | 280 | \$ | 276 | \$ | 260 | \$ | 256 | \$ | 242 | (14\%) | (5\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional |  | 172 |  | 175 |  | 164 |  | 164 |  | 158 | (8\%) | (4\%) |
| Total | \$ | 452 | \$ | 451 | \$ | 424 | \$ | 420 | \$ | 400 | (12\%) | (5\%) |

Assets under management or supervision by asset class
Equity

Fixed income

| \$ | 196 | \$ | 201 | \$ | 175 | \$ | 172 | \$ | 152 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 128 |  | 126 |  | 127 |  | 127 |  | 128 |
|  | 70 |  | 65 |  | 66 |  | 66 |  | 67 |
|  | 58 |  | 59 |  | 56 |  | 55 |  | 53 |
| \$ | 452 | \$ | 451 | \$ | 424 | \$ | 420 | \$ | 400 |

$(22 \%)$
--
$(4 \%)$
$(9 \%)$
$(12 \%)$

Money market
Other (1)
Total

Includes Alternative Investments.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 342 | \$ | 347 | \$ | 359 | \$ | 372 | \$ | 363 | 6\% | (2\%) |
| Servicing |  | 540 |  | 506 |  | 510 |  | 523 |  | 567 | 5\% | 8\% |
| Other |  | 2 |  | 17 |  | 12 |  | 0 |  | (3) | * | * |
| Total non-interest revenues |  | 884 |  | 870 |  | 881 |  | 895 |  | 927 | 5\% | 4\% |
| Interest revenue |  | 553 |  | 602 |  | 646 |  | 612 |  | 546 | (1\%) | (11\%) |
| Interest expense |  | 269 |  | 258 |  | 262 |  | 261 |  | 239 | (11\%) | (8\%) |
| Net interest income |  | 284 |  | 344 |  | 384 |  | 351 |  | 307 | 8\% | (13\%) |
| Provision for consumer loan losses |  | 345 |  | 340 |  | 332 |  | 319 |  | 336 | (3\%) | 5\% |
| Net credit income |  | (61) |  | 4 |  | 52 |  | 32 |  | (29) | 52\% | (191\%) |
| Net revenues |  | 823 |  | 874 |  | 933 |  | 927 |  | 898 | 9\% | (3\%) |
| Total non-interest expenses |  | 568 |  | 562 |  | 614 |  | 624 |  | 608 | 7\% | (3\%) |
| Income before taxes |  | 255 |  | 312 |  | 319 |  | 303 |  | 290 | 14\% | (4\%) |
| Income tax expense |  | 88 |  | 116 |  | 109 |  | 109 |  | 108 | 23\% | (1\%) |
| Net income | \$ | 167 | \$ | 196 | \$ | 210 | \$ | 194 | \$ | 182 | 9\% | (6\%) |
| Profit margin (1) |  | 20\% |  | 22\% |  | 23\% |  | 21\% |  | 20\% |  |  |

(1) Net income as a \% of net revenues.

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Refer to Legal Notice page 15.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 527 | \$ | 516 | \$ | 525 | \$ | 542 | \$ | 547 | 4\% | 1\% |
| Servicing |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |
| Other |  | 16 |  | 36 |  | 25 |  | 3 |  | 54 | * | * |
| Total non-interest revenues |  | 543 |  | 552 |  | 550 |  | 545 |  | 601 | 11\% | 10\% |
| Interest revenue |  | 1,611 |  | 1,614 |  | 1,643 |  | 1,606 |  | 1,580 | (2\%) | (2\%) |
| Interest expense |  | 499 |  | 480 |  | 483 |  | 475 |  | 441 | (12\%) | (7\%) |
| Net interest income |  | 1,112 |  | 1,134 |  | 1,160 |  | 1,131 |  | 1,139 | 2\% | 1\% |
| Provision for consumer loan losses |  | 832 |  | 812 |  | 777 |  | 749 |  | 842 | 1\% | 12\% |
| Net credit income |  | 280 |  | 322 |  | 383 |  | 382 |  | 297 | 6\% | (22\%) |
| Net revenues |  | 823 |  | 874 |  | 933 |  | 927 |  | 898 | 9\% | (3\%) |
| Total non-interest expenses |  | 568 |  | 562 |  | 614 |  | 624 |  | 608 | 7\% | (3\%) |
| Income before taxes |  | 255 |  | 312 |  | 319 |  | 303 |  | 290 | 14\% | (4\%) |
| Income tax expense |  | 88 |  | 116 |  | 109 |  | 109 |  | 108 | 23\% | (1\%) |
| Net income | \$ | 167 | \$ | 196 | \$ | 210 | \$ | 194 | \$ | 182 | 9\% | (6\%) |
| Profit margin (1) |  | 20\% |  | 22\% |  | 23\% |  | 21\% |  | 20\% |  |  |

(1) Net income as a \% of net revenues.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

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## MORGAN STANLEY

Quarterly Financial Information and Statistical Data
Credit Services
(unaudited, dollars in millions)

| QUARTER ENDED |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 | May 31, 2002 | Aug 31, 2002 | Nov 30, 2002 | Feb 28, 2003 | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |


| Owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end | \$ | 20,138 | \$ | 19,834 | \$ | 21,452 | \$ | 22,153 | \$ | 20,847 | 4\% | (6\%) |
| Average | \$ | 20,558 | \$ | 20,362 | \$ | 20,083 | \$ | 21,641 | \$ | 22,305 | 8\% | 3\% |
| Managed credit card loans (1) |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 49,569 | \$ | 49,377 | \$ | 49,677 | \$ | 51,143 | \$ | 51,811 | 5\% | 1\% |
| Average | \$ | 50,396 | \$ | 49,379 | \$ | 49,344 | \$ | 50,239 | \$ | 52,802 | 5\% | 5\% |
| Interest yield |  | 12.63\% |  | 12.64\% |  | 12.86\% |  | 12.45\% |  | 11.78\% | (85 bp) | ( 67 bp ) |
| Interest spread |  | 8.61\% |  | 8.72\% |  | 8.92\% |  | 8.62\% |  | 8.36\% | (25 bp) | (26 bp) |
| Net charge-off rate |  | 6.40\% |  | 6.35\% |  | 6.07\% |  | 5.95\% |  | 6.17\% | (23 bp) | 22 bp |
| Delinquency rate (over 30 days) |  | 6.75\% |  | 5.63\% |  | 5.72\% |  | 5.96\% |  | 6.33\% | (42 bp) | 37 bp |
| Delinquency rate (over 90 days) |  | 3.12\% |  | 2.65\% |  | 2.49\% |  | 2.66\% |  | 2.95\% | (17 bp) | 29 bp |
| Transaction volume (billions) | \$ | 24.1 | \$ | 23.5 | \$ | 24.3 | \$ | 25.3 | \$ | 26.1 | 8\% | 3\% |
| Accounts (millions) |  | 46.0 |  | 46.2 |  | 46.2 |  | 46.5 |  | 46.5 | 1\% | -- |
| Active accounts (millions) |  | 23.8 |  | 23.4 |  | 22.8 |  | 22.6 |  | 22.3 | (6\%) | (1\%) |
| Average receivables per avg. active account (actual \$) | \$ | 2,098 | \$ | 2,086 | \$ | 2,145 | \$ | 2,214 | \$ | 2,333 | 11\% | 5\% |
| Securitization gain | \$ | 8 | \$ | 11 | \$ | (3) | \$ | 4 | \$ | 35 | * | * |

(1) Includes owned and securitized credit card loans.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 15.

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The following (page 13) presents more detailed financial information regarding the results of operations for the combined institutional securities, individual investor group and investment management businesses. Morgan Stanley believes that a combined presentation is informative due to certain synergies among these businesses, as well as to facilitate comparisons of the Company's results with those of other companies in the financial services industry. Morgan Stanley also provides this type of presentation for its credit services activities (page 14) in order to provide helpful comparison to other credit card issuers.

## MORGAN STANLEY

Quarterly Institutional Securities, Individual Investor Group and Investment Management
Combined Income Statement Information
(unaudited, dollars in millions)

Investment banking
Principal transactions:

## Trading

Investments
Commissions
Asset management, distribution and administration fees
Interest and dividends
Other
Total revenues
Interest expense
Net revenues
Compensation and benefits
Occupancy and equipment
Brokerage, clearing and exchange fees
Information processing and communication
Marketing and business development
Professional services
Other
Restructuring and other charges
Total non-interest expenses
Income before taxes and dividend on pref. sec. subject to mandatory redemption
Income tax expense
Div. on pref. sec. subject to mandatory redemption

Net income

Compensation and benefits as a \% of net revenues
Non-compensation expenses as a \% of net revenues (1) Profit margin (2)

Number of employees (3)

(1) Excludes restructuring and other charges.
(2) Net income as a \% of net revenues.
(3) Includes Institutional Securities, Individual Investor Group, Investment Management and Infrastructure / Company areas.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
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|  |  |
| :--- | :--- |
|  | Merchant and cardmember |
|  | Servicing |

Other
Total non-interest revenues

Interest revenue
Interest expense
Net interest income

Provision for consumer loan losses
Net credit income

## Net revenues

Compensation and benefits
Occupancy and equipment
Information processing and communications
Marketing and business development
Professional services
Other
Total non-interest expenses
Income before taxes
Income tax expense
Net income

Compensation and benefits as a \% of net revenues
Non-compensation expenses as a \% of net revenues
Profit margin (1)
Number of employees

MORGAN STANLEY
Quarterly Credit Services Income Statement Information
(unaudited, dollars in millions)
(Managed Loan Basis)

| QUARTER ENDED |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | 1Q03 vs. 1Q02 | 1Q03 vs. 4Q02 |
| \$ 527 | \$ | 516 | \$ | 525 | \$ | 542 | \$ | 547 | 4\% | 1\% |
| 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |
| 16 |  | 36 |  | 25 |  | 3 |  | 54 | * | * |
| 543 |  | 552 |  | 550 |  | 545 |  | 601 | 11\% | 10\% |
| 1,611 |  | 1,614 |  | 1,643 |  | 1,606 |  | 1,580 | (2\%) | (2\%) |
| 499 |  | 480 |  | 483 |  | 475 |  | 441 | (12\%) | (7\%) |
| 1,112 |  | 1,134 |  | 1,160 |  | 1,131 |  | 1,139 | 2\% | 1\% |
| 832 |  | 812 |  | 777 |  | 749 |  | 842 | 1\% | 12\% |
| 280 |  | 322 |  | 383 |  | 382 |  | 297 | 6\% | (22\%) |
| 823 |  | 874 |  | 933 |  | 927 |  | 898 | 9\% | (3\%) |
| 192 |  | 197 |  | 206 |  | 179 |  | 214 | 11\% | 20\% |
| 16 |  | 18 |  | 18 |  | 21 |  | 20 | 25\% | (5\%) |
| 80 |  | 91 |  | 94 |  | 98 |  | 88 | 10\% | (10\%) |
| 120 |  | 102 |  | 146 |  | 170 |  | 153 | 28\% | (10\%) |
| 51 |  | 59 |  | 62 |  | 80 |  | 51 | -- | (36\%) |
| 109 |  | 95 |  | 88 |  | 76 |  | 82 | (25\%) | 8\% |
| 568 |  | 562 |  | 614 |  | 624 |  | 608 | 7\% | (3\%) |
| 255 |  | 312 |  | 319 |  | 303 |  | 290 | 14\% | (4\%) |
| 88 |  | 116 |  | 109 |  | 109 |  | 108 | 23\% | (1\%) |
| \$ 167 | \$ | 196 | \$ | 210 | \$ | 194 | \$ | 182 | 9\% | (6\%) |
| 23\% |  | 23\% |  | 22\% |  | 19\% |  | 24\% |  |  |
| 46\% |  | 42\% |  | 44\% |  | 48\% |  | 44\% |  |  |
| 20\% |  | 22\% |  | 23\% |  | 21\% |  | 20\% |  |  |
| 15,997 |  | 15,301 |  | 15,214 |  | 15,302 |  | 15,626 | (2\%) | $2 \%$ |

(1) Net income as a \% of net revenues.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 15.

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This Financial Supplement contains financial, statistical and business-related information, as well as business and segment trends. The information should be read in conjunction with the Company's first quarter earnings press release issued March 20, 2002.


[^0]:    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 15.

