## MorganStanley

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## MorganStanley

## MORGAN STANLEY

Quarterly Financial Summary
(unaudited, dollars in millions)

## Net revenues

Institutional Securities
Global Wealth Management Group
Asset Management
Intersegment Eliminations
Consolidated net revenues
Income I (loss) before taxes ${ }^{(1)}$
Institutional Securities
Global Wealth Management Group
Asset Management
Intersegment Eliminations
Consolidated income / (loss) before taxes Earnings / (loss) applicable to common shareholders

## Earnings per basic share

Income from continuing operations
Discontinued operations ${ }^{(2)}$
Earnings per basic share

## Earnings per diluted share:

income from continuing operation
Discontinued operations ${ }^{(2)}$
Earnings per diluted share

Average common shares outstanding
Basic
Diluted
Period end common shares outstanding
Return on average common equity
from continuing operations
Return on average common equity

1) Represents consolidated income / (loss) from continuing operations before gain / (loss) from unconsolidated investees, taxes and gain / (loss) from discontinued operations.
(2) All periods have been restated to include the results of Discover Financial Services in discontinued operations.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

MorganStanley
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Quarterly Consolidated Income Statement Information (unaudited, dollars in millions)

Quarter Ended
Percentage Change From:

## 1 Q 08 vs. $1 \mathrm{Q} 07 \quad 1 \mathrm{Q} 08 \mathrm{vs} .4007$

| Quarter Ended |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |

Investment banking
Principal transactions:
Trading
Investmen
ommissions
Asset management, distribution and admin. 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 communications
Marketing and business development
Professional services
Other
otal non-compensation expenses
Total non-interest expenses
Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and taxes
Gain / (loss) from unconsolidated investees
Provision / (benefit) for income taxes
rovision/ (benefit) for income taxes
Discontinued operations ${ }^{(1)}$
Gain / (loss) from discontinued operations Income tax provision / (benefit)
Gain / (loss) from discontinued operations
Net income / (loss)
Preferred stock dividend requirements
Earnings / (loss) applicable to common shareholders
Return on average common equity
from continuing operations
Return on average common equity
Pre-tax profit margin ${ }^{(2)}$
Compensation and benefits as a $\%$ of net revenues Non-Compensation expenses as a \% of net revenues

Effective Tax Rate

| \$ | 1,227 | \$ | 1,913 | \$ | 1,659 | \$ | 1,569 | \$ | 1,109 | (10\%) | (29\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4,158 |  | 4,838 |  | 1,381 |  | $(7,171)$ |  | 3,390 | (18\%) | 147\% |
|  | 880 |  | 1,004 |  | 558 |  | 820 |  | (346) | (139\%) | (142\%) |
|  | 1,005 |  | 1,123 |  | 1,264 |  | 1,290 |  | 1,199 | 19\% | (7\%) |
|  | 1,479 |  | 1,596 |  | 1,701 |  | 1,743 |  | 1,550 | 5\% | (11\%) |
|  | 14,171 |  | 15,400 |  | 14,405 |  | 16,107 |  | 13,965 | (1\%) | (13\%) |
|  | 272 |  | 321 |  | 262 |  | 353 |  | 317 | 17\% | (10\%) |
|  | 23,192 |  | 26,195 |  | 21,230 |  | 14,711 |  | 21,184 | (9\%) | 44\% |
|  | 13,198 |  | 15,671 |  | 13,272 |  | 15,161 |  | 12,862 | (3\%) | (15\%) |
|  | 9,994 |  | 10,524 |  | 7,958 |  | (450) |  | 8,322 | (17\%) | * |
|  | 4,775 |  | 4,994 |  | 3,596 |  | 3,187 |  | 4,071 | (15\%) | 28\% |
|  | 260 |  | 279 |  | 279 |  | 312 |  | 286 | 10\% | (8\%) |
|  | 361 |  | 366 |  | 459 |  | 470 |  | 444 | 23\% | (6\%) |
|  | 277 |  | 286 |  | 302 |  | 328 |  | 305 | 10\% | (7\%) |
|  | 153 |  | 199 |  | 190 |  | 271 |  | 183 | 20\% | (32\%) |
|  | 419 |  | 510 |  | 507 |  | 676 |  | 379 | (10\%) | (44\%) |
|  | 293 |  | 366 |  | 360 |  | 110 |  | 440 | 50\% | * |
|  | 1,763 |  | 2,006 |  | 2,097 |  | 2,167 |  | 2,037 | 16\% | (6\%) |
|  | 6,538 |  | 7,000 |  | 5,693 |  | 5,354 |  | 6,108 | (7\%) | 14\% |
|  | 3,456 |  | 3,524 |  | 2,265 |  | $(5,804)$ |  | 2,214 | (36\%) | 138\% |
|  | (26) |  | (20) |  | (19) |  | 18 |  | 2 | 108\% | (89\%) |
|  | 1,116 |  | 1,141 |  | 772 |  | $(2,198)$ |  | 665 | (40\%) | 130\% |
|  | 2,314 |  | 2,363 |  | 1,474 |  | $(3,588)$ |  | 1,551 | (33\%) | 143\% |
|  | 564 |  | 349 |  | 111 |  | 0 |  | 0 | * | -- |
|  | 206 |  | 130 |  | 42 |  | 0 |  | 0 | * | -- |
|  | 358 |  | 219 |  | 69 |  | 0 |  | 0 | * | -- |
| \$ | 2,672 | \$ | 2,582 | \$ | 1,543 | \$ | $(3,588)$ | \$ | 1,551 | (42\%) | 143\% |
| \$ | 17 | \$ | 17 | \$ | 17 | \$ | 17 | \$ | 17 | -- | -- |
| \$ | 2,655 | \$ | 2,565 | \$ | 1,526 | \$ | $\stackrel{(3,605)}{ }$ | \$ | 1,534 | (42\%) | 143\% |

(1) All periods have been restated to include the results of Discover Financial Services in discontinued operations.
(2) Income / (loss) before taxes, excluding gain / (loss) from unconsolidated investees, as a $\%$ of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

# Quarter Ended 

## Morgan Stanley

Regional revenue (millions) ${ }^{(1)(2)}$ Americas
EMEA (Europe, Middle East, Africa) Asia
Consolidated net revenues
Total assets (millions)
Adjusted assets (millions) ${ }^{(3)}$
Tangible shareholders' equity (millions)
Leverage Ratio ${ }^{(4)}$
Adjusted Leverage Ratio ${ }^{(5)}$
Shareholders' equity (millions) ${ }^{(6)}$
Common equity (millions)
Period end common shares outstanding (millions) Book value per common share ${ }^{(7)}$
Total capital (millions) ${ }^{(8)}$
Worldwide (mployees ${ }^{(1)}$

Average Daily 95\%/One-Day Value-at-Risk ("VaR") Primary Market Risk Category (\$ millions, pre-tax) Interest rate and credit spread
Equity price
Foreign exchange rate
Commodity price
Trading VaR
Non - trading VaR
Aggregate trading and non - trading VaR

| Quarter Ended |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | 1Q08 vs. 1 Q07 | 1Q08 vs. 4 | Feb 28, 2007 May 31, 2007 Aug 31, 2007 Nov 30, 2


| \$ | 6,072 | \$ | 6,049 | \$ | 4,121 | \$ | $(4,092)$ | \$ | 3,823 | (37\%) | 193\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,702 |  | 2,970 |  | 2,405 |  | 1,931 |  | 3,267 | 21\% | 69\% |
|  | 1,220 |  | 1,505 |  | 1,432 |  | 1,711 |  | 1,232 | 1\% | (28\%) |
| \$ | 9,994 | \$ | 10,524 | \$ | 7,958 | \$ | (450) | \$ | 8,322 | (17\%) | * |
| \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 | \$ | 1,090,896 | (8\%) | 4\% |
| \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 | \$ | 636,892 | (3\%) | 13\% |
| \$ | 38,577 | \$ | 40,253 | \$ | 36,674 | \$ | 32,074 | \$ | 39,840 | 3\% | 24\% |
|  | 30.6x |  | 29.8x |  | 32.3 x |  | 32.6x |  | 27.4x |  |  |
|  | 16.9x |  | 17.5x |  | 18.8x |  | 17.6x |  | 16.0x |  |  |
| \$ | 42,839 | \$ | 44,385 | \$ | 40,125 | \$ | 36,145 | \$ | 43,901 | 2\% | 21\% |
| \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 | \$ | 32,180 | (13\%) | 7\% |
|  | 1,061.6 |  | 1,051.7 |  | 1,062.5 |  | 1,056.3 |  | 1,105.3 | 4\% | 5\% |
| \$ | 34.71 | \$ | 36.52 | \$ | 32.14 | \$ | 28.56 | \$ | 29.11 | (16\%) | 2\% |
| \$ | 177,270 | \$ | 187,250 | \$ | 187,480 | \$ | 191,085 | \$ | 198,210 | 12\% | 4\% |
|  | 44,797 |  | 45,845 |  | 47,713 |  | 48,256 |  | 47,050 | 5\% | (2\%) |

(1) Restated to exclude Discover Financial Services.
(2) Reflects the regional view of the Company's consolidated net revenues, on a managed basis, based on the following methodology: -cording location, sales \& trading - trading desk location Global Wealth Management: financial advisor location
Asset Management: client location except for the merchant banking business which is based on asset location
(3) Adjusted assets exclude certain self-funded assets considered to have minimal market, credit and/or liquidity risk that are generally attributable to matched book and securities lending businesses as measured by aggregate resale agreements and securities borrowed less non-derivative short positions. See page 14 for further information
Leverage ratio equals total assets divided by tangible shareholders' equity.
(5) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity.
(6) Includes common equity, preferred equity and junior subordinated debt issued to capital trusts.
(7) Book value per common share equals common equity divided by period end common shares outstanding. The Company's spin-off of Discover Financial Services on June 30,2007 reduced book value per common share by approximately $\$ 5.79$.
(8) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt
(9) $95 \% /$ ne-Day VaR represents the loss amount that one would not expect to exceed, on average, more than five times every one hundred trading days in the Company's . For a further discussion of the calculation of VaR and the limitations of the
Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2007
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 16

## MorganStanley

morgan stanley
Quarterly Consolidated Financial Information and Statistical Data
(unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2008 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \text { Average tier } 1 \\ \text { equity (billions) (1) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (1) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array} \\ \hline 24 \% \end{gathered}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Securities | \$ | 27.5 | \$ | 24.4 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global Weath Management Group |  | 1.6 |  | 1.5 | 42\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset Management |  | 3.2 |  | 3.8 | * |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unallocated capital |  | 1.5 |  | 1.5 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total - continuing operations |  | 33.8 |  | 31.2 | 20\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discontinued operations |  | 0.0 |  | 0.0 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Firm | \$ | 33.8 | \$ | 31.2 | 20\% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | Quart | End |  |  |  |  |  |  |  |  |  |
|  |  |  |  | 2007 |  |  |  |  |  |  |  |  |  | 2007 |  |  |  |  | 2007 |  |
|  |  | tier 1 <br> ns) (1) |  |  | Return on average common equity |  | ier 1 <br> ns) (1) |  |  | Return on average common equity |  | ier 1 <br> ns) (1) |  |  | Return on average common equity |  | ier 1 <br> ns) (1) |  | quity <br> (1) | Return on average common equity |
| Institutional Securities | \$ | 21.0 | \$ | 20.0 | 38\% | \$ | 23.7 | \$ | 22.8 | 35\% | \$ | 25.7 | \$ | 25.1 | 16\% | \$ | 28.0 | \$ | 27.7 | * |
| Global Wealth Management Group |  | 1.5 |  | 1.7 | 32\% |  | 1.5 |  | 1.6 | 40\% |  | 1.6 |  | 1.7 | 39\% |  | 1.6 |  | 1.7 | 52\% |
| Asset Management |  | 2.3 |  | 3.0 | 31\% |  | 2.7 |  | 3.4 | 23\% |  | 2.8 |  | 3.6 | 35\% |  | 3.1 |  | 3.9 | 18\% |
| Unallocated capital |  | 5.1 |  | 5.1 |  |  | 4.2 |  | 4.2 |  |  | 3.5 |  | 3.5 |  |  | (0.4) |  | (0.4) |  |
| Total - continuing operations |  | 29.9 |  | 29.8 | 31\% |  | 32.1 |  | 32.0 | 29\% |  | 33.6 |  | 33.9 | 17\% |  | 32.3 |  | 32.9 | * |
| Discontinued operations |  | 4.6 |  | 5.7 |  |  | 4.5 |  | 5.4 |  |  | 1.6 |  | 1.9 |  |  | 0.0 |  | 0.0 |  |
| Firm | \$ | 34.5 | \$ | 35.5 | 30\% | \$ | 36.6 | \$ | 37.4 | 27\% | \$ | 35.2 | \$ | 35.8 | 17\% | \$ | 32.3 | \$ | 32.9 | * |

(1) The Company's economic capital framework estimates the amount of equity capital required to support the businesses over a wide range of market environments while simultaneously satisfying regulatory, rating agency and investor requirements. Economic capital is assigned to each segment based on regulatory capital usage plus additional capital for stress losses. Economic capital requirements are met by regulatory Tier 1 equity (includin common shareholders' equity, certain preferred stock, eligible hybrid capital instruments and deductions of certain goodwill, intangible assets and net deferred tax assets), subject to regulatory limits. The framework wil evolve over time in response to changes in the business and regulatory environment and to incorporate improvements in modeling techniques.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Additionally, the average equity related to Discover Financial Services and Quilter Holdings Limited have been reclassed to discontinued operations in all periods.
Refer to Legal Notice page 16

MORGAN STANLEY

## Quarterly Institutional Securities Income Statement Information

(unaudited, dollars in millions)

(1) Principal transactions investments revenue reflects net gain / (loss) on investments marked at fair value. The related investment asset balance for the quarters ended Feb 28, 2007, May 31, 2007, Aug 31, 2007, Nov 30, 2007 and Feb 29, 2008 are $\$ 4.4$ billion, $\$ 5.9$ billion, $\$ 8.2$ billion, $\$ 9.7$ billion, and $\$ 10.3$ billion, respectively.
(2) Excludes gain/(loss) from discontinued operations.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income / (loss) before taxes, excluding gain / (loss) from unconsolidated investees, as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## Morgan Stanley

```
nvestment Banking
Advisory revenue
Underwriting revenue
    Equity
    Fixed income
Total underwriting revenue
Total investment banking revenue
Sales & Trading }\mp@subsup{}{}{(1)
    Equity
    Fixed income
    Other
Total sales & trading net revenue
```


## MORGAN STANLEY <br> Quarterly Financial Information and Statistical Data Institutional Securities <br> (unaudited, dollars in millions)



| Fiscal View |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Quarter Ended (2) |  |  |  |  |  |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 |  |


| Mergers and acquisitions announced transactions |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Morgan Stanley global market volume (billions) | \$ | 329.9 | \$ | 485.7 | \$ | 277.4 | \$ | 295.2 | \$ | 134.9 |
| Market share |  | 36.1\% |  | 36.9\% |  | 23.9\% |  | 34.4\% |  | 19.3\% |
| Rank |  | 2 |  | 1 |  | 2 |  | 5 |  | 2 |
| Mergers and acquisitions completed transactions |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 209.2 | \$ | 359.8 | \$ | 248.5 | \$ | 497.0 | \$ | 151.6 |
| Market share |  | 23.0\% |  | 39.3\% |  | 26.1\% |  | 45.3\% |  | 25.5\% |
| Rank |  | 3 |  | 1 |  | 2 |  | 2 |  | 4 |
| Global equity and related issues |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 13.9 | \$ | 20.2 | \$ | 18.3 | \$ | 14.9 | \$ | 7.8 |
| Market share |  | 7.5\% |  | 8.4\% |  | 8.2\% |  | 6.3\% |  | 5.5\% |
| Rank |  | 4 |  | 3 |  | 4 |  | 6 |  | 5 |
| Global IPO's |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 4.1 | \$ | 6.4 | \$ | 6.5 | \$ | 6.9 | \$ | 3.0 |
| Market Share |  | 7.6\% |  | 8.0\% |  | 8.2\% |  | 7.0\% |  | 7.4\% |
| Rank |  | 3 |  | 3 |  | 3 |  | 5 |  | 3 |
| Global debt |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 102.0 | \$ | 141.3 | \$ | 87.8 | \$ | 67.6 | \$ | 58.6 |
| Market share |  | 5.6\% |  | 6.5\% |  | 5.2\% |  | 5.1\% |  | 5.3\% |
| Rank |  | 6 |  | 5 |  | 8 |  | 6 |  | 6 |

(1) Includes principal transactions trading, commissions and net interest revenue. Other sales and trading net revenue primarily includes net losses from mark-to-market loans and closed and pipeline commitments, results related to Investment Banking and other activities.
2) Source: Thomson Financial, data as of March 5, 2008

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 16

## Morgan Stanley

## MORGAN STANLEY

## Ouarterly Financial Information and Statistical Data

## Institutional Securities - Corporate Lending ${ }^{(1)}$

 (unaudited, dollars in billions)| Quarter Ended |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |

## Corporate funded loans

Investment grade
Non-investment grade
Total corporate funded loans
Corporate lending commitments
Investment grade
Non-investment grade
Total corporate lending commitments
Corporate funded loans plus lending commitments
Investment grade
Non-investment grade ${ }^{(2)}$

## \% investment grade

\% non-investment grade
Total corporate funded loans and lending commitments Hedges ${ }^{(3)}$
Total corporate funded loans and lending commitments net of hedges

Feb 28, 2007 May 31, 2007 Aug 31, 2007

| \$ | 6.2 | \$ | 13.7 | \$ | 11.1 | \$ | 13.0 | \$ | 15.6 | 152\% | 20\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.9 |  | 4.9 |  | 7.5 |  | 10.9 |  | 10.7 | 174\% | (2\%) |
| \$ | 10.1 | \$ | 18.6 | \$ | 18.6 | \$ | 23.9 | \$ | 26.3 | 160\% | 10\% |
| \$ | 31.5 | \$ | 42.1 | \$ | 50.4 | \$ | 50.2 | \$ | 44.2 | 40\% | (12\%) |
|  | 25.5 |  | 32.4 |  | 35.7 |  | 20.0 |  | 15.3 | (40\%) | (24\%) |
| \$ | 57.0 | \$ | 74.5 | \$ | 86.1 | \$ | 70.2 | \$ | 59.5 | 4\% | (15\%) |
| \$ | 37.7 | \$ | 55.8 | \$ | 61.5 | \$ | 63.2 | \$ | 59.8 | 59\% | (5\%) |
| \$ | 29.4 | \$ | 37.3 | \$ | 43.2 | \$ | 30.9 | \$ | 26.0 | (12\%) | (16\%) |
|  | 56\% |  | 60\% |  | 59\% |  | 67\% |  | 70\% |  |  |
|  | 44\% |  | 40\% |  | 41\% |  | 33\% |  | 30\% |  |  |
| \$ | 67.1 | \$ | 93.1 | \$ | 104.7 | \$ | 94.1 | \$ | 85.8 | 28\% | (9\%) |
| \$ | 29.9 | \$ | 34.2 | \$ | 37.5 | \$ | 37.6 | \$ | 40.6 | 36\% | 8\% |
| \$ | 37.2 | \$ | 58.9 | \$ | 67.2 | \$ | 56.5 | \$ | 45.2 | 22\% | (20\%) |

(1) In connection with certain of its Institutional Securities business activities, the Company provides loans or lending commitments to select clients related to its leveraged acquisition finance or relationship lending activities. For a further discussion of this activity, see the Company's Form 10-K for the fiscal year ended November 30, 2007.
(2) For the quarters ended November 30, 2007 and February 29, 2008, the leveraged acquisition finance portfolio of pipeline commitments and closed deals was $\$ 19.6$ billion and $\$ 15.9$ billion, respectively.
(3) Includes hedges utilized by the lending business

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 16.

MORGAN STANLEY

## Quarterly Global Wealth Management Group Income Statement Information

(unaudited, dollars in millions)

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
Provision for income taxes
Income from continuing operations
Return on average common equity ${ }^{(1)}$
Pre-tax profit margin ${ }^{(2)}$

| Quarter Ended |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |
| \$ 166 | \$ | 164 | \$ | 166 | \$ | 129 | \$ | 104 | (37\%) | (19\%) |
| 129 |  | 133 |  | 145 |  | 191 |  | 177 | 37\% | (7\%) |
| (2) |  | 20 |  | 3 |  | 8 |  | (4) | (100\%) | (150\%) |
| 315 |  | 357 |  | 353 |  | 408 |  | 363 | 15\% | (11\%) |
| 729 |  | 769 |  | 788 |  | 781 |  | 716 | (2\%) | (8\%) |
| 274 |  | 298 |  | 321 |  | 328 |  | 302 | 10\% | (8\%) |
| 38 |  | 40 |  | 33 |  | 52 |  | 39 | 3\% | (25\%) |
| 1,649 |  | 1,781 |  | 1,809 |  | 1,897 |  | 1,697 | 3\% | (11\%) |
| 138 |  | 139 |  | 126 |  | 108 |  | 91 | (34\%) | (16\%) |
| 1,511 |  | 1,642 |  | 1,683 |  | 1,789 |  | 1,606 | 6\% | (10\%) |
| 1,285 |  | 1,378 |  | 1,396 |  | 1,411 |  | 1,352 | 5\% | (4\%) |
| 226 |  | 264 |  | 287 |  | 378 |  | 254 | 12\% | (33\%) |
| 87 |  | 102 |  | 119 |  | 151 |  | 95 | 9\% | (37\%) |
| \$ 139 | \$ | 162 | \$ | 168 | \$ | 227 | \$ | 159 | 14\% | (30\%) |
| 32\% |  | 40\% |  | 39\% |  | 52\% |  | 42\% |  |  |
| 15\% |  | 16\% |  | 17\% |  | 21\% |  | 16\% |  |  |

(1) Refer to page 4 for the allocation of average common equity.
(2) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## MorganStanley

|  | Quarter Ended |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 28,2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |
| Global representatives |  | 7,993 |  | 8,137 |  | 8,341 |  | 8,429 |  | 8,456 | 6\% | -- |
| Annualized revenue per global representative (thousands) ${ }^{(1)}$ | \$ | 758 | \$ | 814 | \$ | 817 | \$ | 853 | \$ | 761 | -- | (11\%) |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 210 |  | 223 |  | 228 |  | 247 |  | 229 | 9\% | (7\%) |
| \$1m - \$10m |  | 248 |  | 268 |  | 265 |  | 275 |  | 262 | 6\% | (5\%) |
| Subtotal - > \$1m |  | 458 |  | 491 |  | 493 |  | 522 |  | 491 | 7\% | (6\%) |
| \$100k - \$1m |  | 174 |  | 180 |  | 182 |  | 179 |  | 175 | 1\% | (2\%) |
| < \$100k |  | 26 |  | 24 |  | 24 |  | 23 |  | 23 | (12\%) | -- |
| Client assets excluding corporate / other |  | 658 |  | 695 |  | 699 |  | 724 |  | 689 | 5\% | (5\%) |
| Corporate / other |  | 32 |  | 33 |  | 35 |  | 34 |  | 33 | 3\% | (3\%) |
| Total client assets (billions) | \$ | 690 | \$ | 728 | \$ | 734 | \$ | 758 | \$ | 722 | 5\% | (5\%) |
| \% of assets by client segment > \$1m ${ }^{(2)}$ |  | 70\% |  | 71\% |  | 71\% |  | 72\% |  | 71\% |  |  |
| Fee-based client account assets (billions) ${ }^{(3)}$ | \$ | 202 | \$ | 210 | \$ | 211 | \$ | 201 | \$ | 185 | (8\%) | (8\%) |
| Fee-based assets as a \% of client assets |  | 29\% |  | 29\% |  | 29\% |  | 27\% |  | 26\% |  |  |
| Bank deposit program (millions) | \$ | 16,364 | \$ | 18,226 | \$ | 19,409 | \$ | 26,160 | \$ | 33,365 | 104\% | 28\% |
| Client assets per global representative (millions) ${ }^{(4)}$ | \$ | 86 | \$ | 89 | \$ | 88 | \$ | 90 | \$ | 85 | (1\%) | (6\%) |
| Domestic retail net new assets (billions) ${ }^{5}$ | \$ | 6.7 | \$ | 8.7 | \$ | 14.6 | \$ | 10.0 | \$ | 11.4 | 70\% | 14\% |
| Domestic retail locations |  | 451 |  | 453 |  | 455 |  | 451 |  | 447 | (1\%) | (1\%) |

(1) Annualized revenue divided by average global representative headcount.
(2) Excludes corporate / other assets.
(3) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
(4) Total client assets divided by period end global representative headcount.
(5) Represents net new assets in the U.S. broad-based branch system.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 16.

## MorganStanley

## MORGAN STANLEY

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

Investment banking
Principal transactions:

$$
\text { Trading }{ }^{(2)}
$$

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 taxes
Provision / (benefit) for income taxes Income / (loss) from continuing operations

Return on average common equity ${ }^{(3)}$
Pre-tax profit margin ${ }^{(4)}$

(1) Principal transactions investments revenue reflects net gain/(loss) on investments marked at fair value including real estate funds, private equity funds and seed capital investments. The related investment asset balance for the quarters ended Feb 28, 2007, May 31, 2007, Aug 31, 2007, Nov 30, 2007 and Feb 29,2008 are $\$ 2.9$ billion, $\$ 3.9$ billion, $\$ 4.6$ billion, $\$ 4.5$ billion and $\$ 4.4$ billion, respectively.
(2) Trading results for the quarters ended November 30, 2007 and February 29, 2008 include losses related to securities issued by structured investment vehicles.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## MorganStanley

## MORGAN STANLEY

Quarterly Financial Information and Statistical Data
Asset Management

## (unaudited, dollars in billions)

| Quarter Ended |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |

## Assets under management or supervision

Net flows by distribution channel
Americas Retail Morgan Stanley Brand
Americas Retail Van Kampen Brand
Americas Intermediary
U.S. Institutiona

Non - U.S
Net flows excluding money markets
Money Market Net Flows
Institutional
Retail
Total money market net flows Total net flows

Assets under management or supervision by distribution channel
Americas Retail Morgan Stanley Brand
Americas Retail Van Kampen Brand
Americas Intermediary
U.S. Institutional

Non - U.S.
Total long term assets under management or supervision
Institutional money markets/liquidity
Retail money markets
Total Money Markets
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

Assets under management or supervision by asset class
Equity
Fixed income
Money market
Alternatives ${ }^{(2)}$
Subtotal
Unit trusts
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

| \$ | (2.0) | \$ | 0.1 | \$ | (0.8) | \$ | (1.6) | \$ | (1.7) | 15\% | (6\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0.0 |  | 0.0 |  | 1.1 |  | (1.4) |  | (2.8) | * | (100\%) |
|  | 1.0 |  | 1.8 |  | 1.2 |  | 0.4 |  | 0.7 | (30\%) | 75\% |
|  | 0.1 |  | 1.3 |  | 0.3 |  | 0.8 |  | 0.6 | * | (25\%) |
|  | 4.7 |  | 4.1 |  | 6.1 |  | 7.4 |  | 0.4 | (91\%) | (95\%) |
| \$ | 3.8 | \$ | 7.3 | \$ | 7.9 | \$ | 5.6 | \$ | (2.8) | (174\%) | (150\%) |
|  | 2.5 |  | 3.5 |  | 12.4 |  | (2.9) |  | 7.8 | * | * |
|  | (1.8) |  | (1.5) |  | 0.5 |  | (2.3) |  | 1.6 | 189\% | 170\% |
| \$ | 0.7 | \$ | 2.0 | \$ | 12.9 | \$ | (5.2) | \$ | 9.4 | * | * |
| \$ | 4.5 | \$ | 9.3 | \$ | 20.8 | \$ | 0.4 | \$ | 6.6 | 47\% | * |


| \$ | 62 | \$ | 67 | \$ | 63 | \$ | 64 | \$ | 58 | (6\%) | (9\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 96 |  | 102 |  | 99 |  | 99 |  | 88 | (8\%) | (11\%) |
|  | 61 |  | 67 |  | 66 |  | 68 |  | 64 | 5\% | (6\%) |
|  | 110 |  | 119 |  | 122 |  | 128 |  | 123 | 12\% | (4\%) |
|  | 102 |  | 111 |  | 118 |  | 132 |  | 128 | 25\% | (3\%) |
|  | 431 |  | 466 |  | 468 |  | 491 |  | 461 | 7\% | (6\%) |
|  | 52 |  | 57 |  | 70 |  | 68 |  | 76 | 46\% | 12\% |
|  | 33 |  | 32 |  | 33 |  | 31 |  | 33 | -- | 6\% |
|  | 85 |  | 89 |  | 103 |  | 99 |  | 109 | 28\% | 10\% |
| \$ | 516 | \$ | 555 | \$ | 571 | \$ | 590 |  | 570 | 10\% | (3\%) |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 | 40\% | -- |
| \$ | 521 | \$ | 560 | \$ | 577 | \$ | 597 |  | 577 | 11\% | (3\%) |


| \$ | 245 | \$ | 265 | \$ | 254 | \$ | 265 | \$ | 235 | (4\%) | (11\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 94 |  | 98 |  | 98 |  | 102 |  | 101 | 7\% | (1\%) |
|  | 85 |  | 89 |  | 103 |  | 99 |  | 109 | 28\% | 10\% |
|  | 77 |  | 87 |  | 101 |  | 109 |  | 111 | 44\% | 2\% |
|  | 501 |  | 539 |  | 556 |  | 575 |  | 556 | 11\% | (3\%) |
|  | 15 |  | 16 |  | 15 |  | 15 |  | 14 | (7\%) | (7\%) |
| \$ | 516 | \$ | 555 | \$ | 571 | \$ | 590 | \$ | 570 | 10\% | (3\%) |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 | 40\% | -- |
| \$ | 521 | \$ | 560 | \$ | 577 | \$ | 597 | \$ | 577 | 11\% | (3\%) |

(1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest.
(2) Includes a range of alternative investment products such as real estate funds, hedge funds, private equity funds, funds of hedge funds and funds of private equity funds

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16

## Morgan Stanley

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data Consolidated Assets Under Management or Supervision (unaudited, dollars in billions)

| Quarter Ended |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |

Assets under management or supervision by distribution channel

## Americas Retail Morgan Stanley Brand

Americas Retail Van Kampen Brand
Americas Intermediary
U.S. Institutional

Non - U.S.
Total long term assets under management or supervision nstitutional money markets/liquidity
Retail money markets
Total Money Markets
Sub-total assets under management or supervision

Global Wealth Management Group
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

Consolidated assets under management or supervision by asset class

## Equity

Fixed income
Money market
Alternatives ${ }^{(2)}$
Subtotal
Unit trusts
Other ${ }^{(3)}$
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

| \$ | 62 | \$ | 67 | \$ | 63 | \$ | 64 | \$ | 58 | (6\%) | (9\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 96 |  | 102 |  | 99 |  | 99 |  | 88 | (8\%) | (11\%) |
|  | 61 |  | 67 |  | 66 |  | 68 |  | 64 | 5\% | (6\%) |
|  | 110 |  | 119 |  | 122 |  | 128 |  | 123 | 12\% | (4\%) |
|  | 102 |  | 111 |  | 118 |  | 132 |  | 128 | 25\% | (3\%) |
|  | 431 |  | 466 |  | 468 |  | 491 |  | 461 | 7\% | (6\%) |
|  | 52 |  | 57 |  | 70 |  | 68 |  | 76 | 46\% | 12\% |
|  | 33 |  | 32 |  | 33 |  | 31 |  | 33 | -- | 6\% |
|  | 85 |  | 89 |  | 103 |  | 99 |  | 109 | 28\% | 10\% |
|  | 516 |  | 555 |  | 571 |  | 590 |  | 570 | 10\% | (3\%) |
|  | 153 |  | 157 |  | 162 |  | 185 |  | 172 | 12\% | (7\%) |
| \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | \$ | 742 | 11\% | (4\%) |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 | 40\% | -- |
| \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | \$ | 749 | 11\% | (4\%) |


| -- | $(11 \%)$ |
| :---: | :---: |
| $12 \%$ | $(2 \%)$ |
| $30 \%$ | $8 \%$ |
| $44 \%$ | $2 \%$ |
| $12 \%$ | $(4 \%)$ |
| $(7 \%)$ | $(7 \%)$ |
| -- | $(3 \%)$ |
| $11 \%$ | $(4 \%)$ |
| $40 \%$ | -- |
| $11 \%$ | $(4 \%)$ |

(1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest.
(2) Includes a range of alternative investment products such as real estate funds, hedge funds, private equity funds, funds of hedge funds and funds of private equity funds.
(3) Includes assets under management or supervision associated with the Global Wealth Management Group.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## Morgan Stanley

Investment banking ${ }^{(1)}$
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
Provision for income taxes
Income from continuing operations

## MORGAN STANLEY

Quarterly Intersegment Eliminations Income Statement Information
(unaudited, dollars in millions)

| Quarter Ended |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | 1Q08 vs. 1Q07 | 1Q08 vs. 4Q07 |
| \$ | (2) | \$ | (16) | \$ | (38) | \$ | (3) | \$ | (1) | 50\% | 67\% |
|  | 0 |  | 0 |  | 0 |  | (3) |  | (2) | * | 33\% |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |
|  | (7) |  | (6) |  | (6) |  | (17) |  | (8) | (14\%) | 53\% |
|  | (43) |  | (42) |  | (37) |  | (53) |  | (42) | 2\% | 21\% |
|  | (138) |  | (120) |  | (71) |  | (14) |  | (12) | 91\% | 14\% |
|  | (5) |  | (3) |  | (3) |  | (2) |  | (2) | 60\% | -- |
|  | (195) |  | (187) |  | (155) |  | (92) |  | (67) | 66\% | 27\% |
|  | (148) |  | (131) |  | (83) |  | (26) |  | (27) | 82\% | (4\%) |
|  | (47) |  | (56) |  | (72) |  | (66) |  | (40) | 15\% | 39\% |
|  | (53) |  | (63) |  | (58) |  | (69) |  | (44) | 17\% | 36\% |
|  | 6 |  | 7 |  | (14) |  | 3 |  | 4 | (33\%) | 33\% |
|  | 2 |  | 2 |  | (4) |  | 1 |  | 1 | (50\%) | -- |
| \$ | 4 | \$ | 5 | \$ | (10) | \$ | 2 | \$ | 3 | (25\%) | 50\% |

(1) Included in the August 31, 2007 amount is $\$ 25$ million related to the spin-off of Discover Financial Services.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## Morgan Stanley

## MORGAN STANLEY

The following (page 14) presents a reconciliation for adjusted assets.

Balance sheet leverage ratios are one indicator of capital adequacy when viewed in the context of a company's overall liquidity and capital policies. The Company views the adjusted leverage ratio as a more relevant measure of financial risk when comparing financial services firms and evaluating leverage trends. The Company has adopted a definition of adjusted assets that excludes certain self-funded assets considered to have minimal market, credit and/or liquidity risk. These low-risk assets generally are attributable to the Company's matched book and securities lending businesses. Adjusted assets are calculated by reducing gross assets by aggregate resale agreements and securities borrowed less non-derivative short positions and assets recorded under certain provisions of SFAS No. 140 and FASB Interpretation No. 46 (revised December 2003), "Consolidation of Variable Interest Entities" ("FIN 46R"). Gross assets are also reduced by the full amount of cash and securities deposited with clearing organizations or segregated under federal and other regulations or requirements. The adjusted leverage ratio reflects the deduction from shareholders' equity of the amount of equity used to support goodwill and intangible assets (as the Company does not view this amount of equity as available to support its risk capital needs). In addition, the Company views junior subordinated debt issued to capital trusts as a component of its capital base given the inherent characteristics of the securities. These characteristics include the long-dated nature (e.g., some have final maturity at issuance of 30 years extendible at the Company's option by a further 19 years, others have a 60-year final maturity at issuance), the Company's ability to defer coupon interest for up to 20 consecutive quarters and the subordinated nature of the obligations in the capital structure. The Company also receives rating agency equity credit for these securities.

## Morgan Stanley

## MORGAN STANLEY

## Quarterly Reconciliation of Adjusted Assets

 (unaudited, dollars in millions, except ratios)Total assets
Less: Securities purchased under agreements to resel Securities borrowed

Add: Financial instruments sold, not yet purchased
Less: Derivative contracts sold, not yet purchased Subtotal
Less: Cash and securities deposited with clearing organizations or segregated under federal and ther regulations or requirements ${ }^{(1)}$
Assets recorded under certain provisions of SFAS No. 140 and FIN 46 Goodwill and intangible assets
Adjusted assets

## Common equity

Preferred equity
Shareholders' equity
Junior subordinated debt issued to capital trusts ${ }^{(2)(3)}$
Subtota
Less: Goodwill and intangible assets
Tangible shareholders' equit)

Leverage ratio ${ }^{(4)}$

Adjusted leverage ratio ${ }^{(5)}$

|  |  |  |  |  | ter Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  |
| \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 | \$ | 1,090,896 |
|  | $(193,162)$ |  | $(144,051)$ |  | $(176,910)$ |  | $(126,887)$ |  | $(143,097)$ |
|  | $(277,093)$ |  | $(252,213)$ |  | $(257,032)$ |  | $(239,994)$ |  | $(243,695)$ |
|  | 157,807 |  | 166,549 |  | 176,097 |  | 134,341 |  | 171,111 |
|  | $(51,574)$ |  | $(58,919)$ |  | $(62,088)$ |  | $(71,604)$ |  | $(89,392)$ |
|  | 818,039 |  | 911,359 |  | 865,198 |  | 741,265 |  | 785,823 |
|  | $(35,739)$ |  | $(47,114)$ |  | $(43,229)$ |  | $(61,608)$ |  | $(60,964)$ |
|  | $(124,163)$ |  | $(155,692)$ |  | $(129,552)$ |  | $(110,001)$ |  | $(83,906)$ |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |
| \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 | \$ | 636,892 |
| \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 | \$ | 32,180 |
|  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |
|  | 37,954 |  | 39,511 |  | 35,250 |  | 31,269 |  | 33,280 |
|  | 4,885 |  | 4,874 |  | 4,875 |  | 4,876 |  | 10,621 |
|  | 42,839 |  | 44,385 |  | 40,125 |  | 36,145 |  | 43,901 |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |
| \$ | 38,577 | \$ | 40,253 | \$ | 36,674 | \$ | 32,074 | \$ | 39,840 |
|  | 30.6x |  | 29.8x |  | 32.3 x |  | 32.6 x |  | 27.4x |
|  | 16.9x |  | 17.5x |  | 18.8x |  | 17.6x |  | 16.0x |

(1) In the second quarter of fiscal 2007, the adjusted assets calculation was revised in order to reduce gross assets by the full amount of cash and securities deposited with clearing organizations or segregated under federal and other regulations or requirements. All prior periods have been restated to conform to the current presentation
(2) The Company views the junior subordinated debt issued to capital trusts as a component of its equity capital base given the inherent characteristics of the securities. These characteristics include the long dated nature (some have final maturity at issuance of thirty years extendible at the Company's option by a further nineteen years, others have sixty year final maturity at issuance), the Company's ability to defer coupon interest for up to 20 consecutive quarters, and the subordinated nature of the obligations in the apital structure. The Company also receives rating agency equity credit for these securities
(3) During the quarter ended February 29, 2008, the Company issued $\$ 5,579$ million of junior subordinated debt securities related to China Investment Corporation's investment in the Company in December 2007. For a further discussion of this investment, see the Company's Form 10-K for fiscal 2007
(4) Leverage ratio equals total assets divided by tangible shareholders' equity
(5) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## MorganStanley

This page represents an addendum to the 1 Q 2008 Financial Supplement
Institutional Securities - U.S. Subprime Analysis (unaudited, dollars in billions)

## Profit / (Loss)

| Statement of Financial Condition |  |  |  | Twelve Months Ended |  | Three Months Ended |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2/29/2008 |  | 11/30/2007 |  | 2/29/2008 |  | 11/30/2007 |  | 2/29/2008 |  |
| \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
|  | (8.7) |  | (8.5) |  | (9.3) |  | (0.5) |  | 3.9 |  | 2.8 |
|  | (0.1) |  | - |  | (0.1) |  | - |  | 0.1 |  | - |
| \$ | (8.8) | \$ | (8.5) | \$ | (9.4) | \$ | (0.5) | \$ | 4.0 | \$ | 2.8 |
| \$ | 2.7 | \$ | 2.4 | \$ | 2.3 | \$ | 0.5 | \$ | (1.5) | \$ | (1.0) |
| \$ | 1.1 |  | 0.8 |  | (0.8) |  | (0.2) |  | 1.1 |  | 0.8 |
|  | - |  | - |  | - |  | - |  | - |  | - |
|  | 3.8 |  | 3.2 |  | 1.5 |  | 0.3 |  | (0.4) |  | (0.2) |
| \$ | (5.0) | \$ | (5.3) | \$ | (7.9) | \$ | (0.2) | \$ | 3.6 | \$ | 2.6 |
| \$ | 0.6 | \$ | 0.5 | \$ | (0.2) | \$ | - | \$ | 0.6 | \$ | 0.5 |
| \$ | - |  | - |  | 0.1 |  | - |  | - |  | 0.1 |
|  | 2.7 |  | 1.9 |  | (3.8) |  | (0.4) |  | 2.7 |  | 1.9 |
|  | 7.8 |  | 10.5 |  | 5.0 |  | 0.6 |  | (5.1) |  | (3.3) |
| \$ | 11.1 | \$ | 12.9 | \$ | 1.1 | \$ | 0.2 | \$ | (1.8) | \$ | (0.8) |
| \$ | 6.1 | \$ | 7.6 | \$ | (6.8) | \$ | - | \$ | 1.8 | \$ | 1.8 |

Super Senior Exposure
High- Grade
Mezzanine
CDO-Squared
Total ABS CDO Super Senior Exposure
Other Retained and Warehouse Exposure
ABS CDO CDS
ABS CDO Bonds
CDO Warehouse
Total Other Retained and Warehouse Exposure
Subtotal ABS CDO Related Exposure ${ }^{(2)}$
U.S. Subprime Mortgage Related Exposure Loans
Total Rate of Return Swaps
ABS Bonds
ABS CDS
Subtotal U.S. Subprime Mortgage Related Exposure ${ }^{(3)}$ Total ABS CDO / Subprime Net Exposure ${ }^{(4)}$
(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario
(2) In determining the fair value of the Firm's ABS CDO - related exposures - which represent the most senior tranches of the capital structure of subprime ABS CDOs - Morgan Stanley took into consideration observable transactions and data for relevant benchmark instruments in synthetic subprime markets. The deterioration of these inputs have led to significant declines in the estimates of fair value. These declines reflect increase in implied losses across this portfolio. These implied loss levels are consistent with the losses in the range between $18 \%-26 \%$ implied by the $A B X$ indices. These cumulative loss levels, at a severity rate of $55 \%$, mply defaults in the range of $52 \%-61 \%$ for 2005 and 2006 outstanding mortgages.
(3) In calculating the fair value of the Firm's U.S. subprime mortgage related exposures - including loans, total rate-of-return swaps, ABS bonds (including subprime residuals) and ABS CDS - Morgan Stanley took into consideration observable transactions, the continued deterioration in market data, as evidenced by the sharp decline in the ABX indices, and other market developments, including updated cumulative loss data
(4) Statement of financial condition is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.

On February 29, 2008, the investment portfolios of Morgan Stanley Bank (Utah) and Morgan Stanley Trust FSB (collectively, the "Subsidiary Banks") include certain subprime-related securities
The securities in the Subsidiary Banks' portfolios are part of the Company's overall Treasury liquidity management portfolio. Such portfolios do not contain any subprime whole loans, subprime residuals or
CDOs. The market value of the Subsidiary Banks' subprime-related securities, all of which are AAA-rated residential mortgage-backed securities, was $\$ 4.7$ at February 29,2008 . For the quarter ended
February 29,2008 , these securities were marked down $\$ 0.2$ billion. An 'other than temporary' impairment charge of $\$ 0.4$ billion was reflected in net loss for the year ended November 30,2007 . At November 30 , 2007,
the securities in the Subsidiary Banks' portfolio were classified as trading securities; prior to that date these securities were classified as 'available for sale' in accordance with SFAS 115, Accounting for
Certain Investments in Debt and Equity Securities.

## Morgan Stanley

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Legal Notice

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 19, 2008.

