# MorgañStanley 

## MORGAN STANLEY DEAN WITTER \& CO.

Financial Supplement-2Q02
Table of Contents

| Page \# |  |
| :---: | :---: |
| 1 | ....... Financial Summary |
| 2 | Quarterly Consolidated Income Statement |
| 3 | Quarterly Total Company Financial Information and Statistical Data |
| 4 | Quarterly Securities Income Statement |
| 5 | Quarterly Securities Financial Information and Statistical Data |
| 6 | Quarterly Investment Management Income Statement |
| 7 | Quarterly Investment Management Financial Information and Statistical Data |
| 8 | Quarterly Credit Services Income Statement |
| 9 | Quarterly Credit Services Income Statement (Managed Loan Basis) |
| 10 | Quarterly Credit Services Financial Information and Statistical Data |
| 11 | .... Legal Notice |

## Morganstanley

```
Net revenues
    Securities
    Investment Management
    Credit Services
    Consolidated net revenues
```

Net income
Securities
Investment Management
Credit Services
Income before extraordinary item and
cumulative effect of accounting change
Extraordinary item (1)
Cumulative effect of accounting change (2)
Cumulative effect of acco
Preferred stock dividend requirements
Preferred stock dividend requirements
Earnings applicable to common shares
Basic earnings per common share
Income before extraordinary item and
cumulative effect of accounting change
Extraordinary Item
Cumulative effect of accounting change
Net Income
Diluted earnings per common share
Income before extraordinary item and
cumulative effect of accounting change
Extraordinary Item
Cumulative effect of accounting change
Net Income
Average common shares outstanding
Basic
Diluted
Period end common shares outstanding
Period end common shares outstanding

Return on common equity (3)

MORGAN STANLEY DEAN WITTER \& CO
Financial Summary
(unaudited, dollars in millions)

| Feb 28, 2001 |  | May 31, 2001 |  | QUARTER ENDED |  |  |  | Feb 28, 2002 |  | May 31, 2002 |  | Percentage Change From |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Aug 31, 2001 | Nov 30, 2001 |  | 2Q02 vs. 2 Q01 | 2Q02 vs. 1Q02 | May 31, 2001 |  | May 31, 2002 |  |  |
| \$ | 4,748 |  |  | \$ | 4,427 | \$ | 3,656 |  |  | \$ | 3,146 | \$ | 3,831 | \$ | 3,487 | (21\%) | (9\%) | \$ | 9,175 | \$ | 7,318 | (20\%) |
|  | 688 |  | 639 |  | 637 |  | 593 |  | 605 |  |  |  | 604 | (5\%) | -- |  | 1,327 |  | 1,209 | (9\%) |
|  | 860 |  | 902 |  | 893 |  | 904 |  | 823 |  | 874 | (3\%) | 6\% |  | 1,762 |  | 1,697 | (4\%) |
| \$ | 6,296 | \$ | 5,968 | \$ | 5,186 | \$ | 4,643 | \$ | 5,259 | \$ | 4,965 | (17\%) | (6\%) | \$ | 12,264 | \$ | 10,224 | (17\%) |
| \$ | 780 | \$ | 632 | \$ | 411 | \$ | 529 | \$ | 539 | \$ | 460 | (27\%) | (15\%) | \$ | 1,412 | \$ | 999 | (29\%) |
|  | 153 |  | 127 |  | 128 |  | 148 |  | 142 |  | 141 | 11\% | (1\%) |  | 280 |  | 283 | 1\% |
|  | 142 |  | 171 |  | 196 |  | 193 |  | 167 |  | 196 | 15\% | 17\% |  | 313 |  | 363 | 16\% |
|  | 1,075 |  | 930 |  | 735 |  | 870 |  | 848 |  | 797 | (14\%) | (6\%) |  | 2,005 |  | 1,645 | (18\%) |
|  | 0 |  | 0 |  | (30) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
|  | (59) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (59) |  | 0 | * |
| \$ | 1,016 | \$ | 930 | \$ | 705 | \$ | 870 | \$ | 848 | \$ | 797 | (14\%) | (6\%) | \$ | 1,946 | \$ | 1,645 | (15\%) |
| \$ | 9 | \$ | 9 | \$ | 9 | \$ | 5 | \$ | 0 | \$ | 0 | * | -- | \$ | 18 | \$ | 0 | * |
| \$ | 1,007 | \$ | 921 | \$ | 696 | \$ | 865 | \$ | 848 | \$ | 797 | (13\%) | (6\%) | \$ | 1,928 | \$ | $\underline{1,645}$ | (15\%) |
| \$ | 0.98 | \$ | 0.85 | \$ | 0.67 | \$ | 0.80 | \$ | 0.78 | \$ | 0.73 | (14\%) | (6\%) | \$ | 1.83 | \$ | 1.52 | (17\%) |
| \$ | - | \$ | - | \$ | (0.03) | \$ | - | \$ | - | \$ | - | -- | -- | \$ | - | \$ | - | -- |
| \$ | (0.05) | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | -- | -- | \$ | (0.05) | \$ | - | * |
| \$ | 0.93 | \$ | 0.85 | \$ | 0.64 | \$ | 0.80 | \$ | 0.78 | \$ | 0.73 | (14\%) | (6\%) | \$ | 1.78 | \$ | 1.52 | (15\%) |
| \$ | 0.94 | \$ | 0.82 | \$ | 0.65 | \$ | 0.78 | \$ | 0.76 | \$ | 0.72 | (12\%) | (5\%) | \$ | 1.76 | \$ | 1.48 | (16\%) |
| \$ | - | \$ | - | \$ | (0.03) | \$ | - | \$ | - | \$ | - | -- | -- | \$ | - | \$ | - | -- |
| \$ | (0.05) | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | -- | -- | \$ | (0.05) | \$ | - | * |
| \$ | 0.89 | \$ | 0.82 | \$ | 0.62 | \$ | 0.78 | \$ | 0.76 | \$ | 0.72 | (12\%) | (5\%) | \$ | 1.71 | \$ | 1.48 | (13\%) |
| 1,089,270,364 |  |  | 35,558 |  | 447,127 |  | 517,918 |  | 80,245 |  | 93,202 |  |  |  | 205,706 |  | 223,242 |  |
| 1,134,150,225 |  |  | 87,197 |  | 301,107 |  | ,880,235 |  | 59,092 |  | 49,482 |  |  |  | 129,224 |  | 925,043 |  |
| 1,114,434,549 |  |  | 61,470 |  | 317,423 |  | ,006,744 |  | 94,353 |  | 09,821 |  |  |  | ,061,470 |  | 09,821 |  |
|  | 22.5\% |  | 19.1\% |  | 14.9\% |  | 17.6\% |  | 16.4\% |  | 15.1\% |  |  |  | 20.8\% |  | 15.7\% |  |

[^0]MORGAN STANLEY DEAN WITTER \& CO.
Quarterly Consolidated Income Statement Information
(unaudited, dollars in millions)

|  | Feb 28, 2001 |  | May 31, 2001 |  | QUARTER ENDED |  |  |  |  | Feb 28, 2002 |  | May 31, 2002 |  | Percentage Change From |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Aug | 31, 2001 |  | Nov 3 | 30, 2001 | 2Q02 vs. 2Q01 | 2Q02 vs. 1Q02 |  |  |  | 31,2001 |  | 31,2002 |  |
| Investment banking | \$ | 981 |  |  | \$ | 840 | \$ | 789 |  | \$ | 805 |  |  | \$ | 684 | \$ | 655 | (22\%) | (4\%) | \$ | 1,821 | \$ | 1,339 | (26\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,685 |  | 2,070 |  | 1,097 |  |  | 649 |  | 1,122 |  | 704 | (66\%) | (37\%) |  | 3,755 |  | 1,826 | (51\%) |
| Investments |  | (46) |  | (107) |  | (59) |  |  | (104) |  | 33 |  | (16) | 85\% | (148\%) |  | (153) |  | 17 | 111\% |
| Commissions |  | 851 |  | 838 |  | 720 |  |  | 753 |  | 777 |  | 900 | 7\% | 16\% |  | 1,689 |  | 1,677 | (1\%) |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,109 |  | 1,074 |  | 1,054 |  |  | 979 |  | 1,016 |  | 1,054 | (2\%) | 4\% |  | 2,183 |  | 2,070 | (5\%) |
| Merchant and cardmember |  | 313 |  | 325 |  | 362 |  |  | 345 |  | 341 |  | 359 | 10\% | 5\% |  | 638 |  | 700 | 10\% |
| Servicing |  | 427 |  | 476 |  | 434 |  |  | 567 |  | 541 |  | 511 | 7\% | (6\%) |  | 903 |  | 1,052 | 17\% |
| Interest and dividends |  | 7,236 |  | 6,950 |  | 5,825 |  |  | 4,116 |  | 3,832 |  | 3,874 | (44\%) | 1\% |  | 14,186 |  | 7,706 | (46\%) |
| Other |  | 125 |  | 139 |  | 110 |  |  | 146 |  | 194 |  | 108 | (22\%) | (44\%) |  | 264 |  | 302 | 14\% |
| Total revenues |  | 12,681 |  | 12,605 |  | 10,332 |  |  | 8,256 |  | 8,540 |  | 8,149 | (35\%) | (5\%) |  | 25,286 |  | 16,689 | (34\%) |
| Interest expense |  | 6,172 |  | 6,406 |  | 4,869 |  |  | 3,282 |  | 2,936 |  | 2,844 | (56\%) | (3\%) |  | 12,578 |  | 5,780 | (54\%) |
| Provision for consumer loan losses |  | 213 |  | 231 |  | 277 |  |  | 331 |  | 345 |  | 340 | 47\% | (1\%) |  | 444 |  | 685 | 54\% |
| Net revenues |  | 6,296 |  | 5,968 |  | 5,186 |  |  | 4,643 |  | 5,259 |  | 4,965 | (17\%) | (6\%) |  | 12,264 |  | 10,224 | (17\%) |
| Compensation and benefits |  | 2,839 |  | 2,732 |  | 2,374 |  |  | 1,420 |  | 2,488 |  | 2,234 | (18\%) | (10\%) |  | 5,571 |  | 4,722 | (15\%) |
| Occupancy and equipment |  | 218 |  | 230 |  | 226 |  |  | 217 |  | 200 |  | 210 | (9\%) | 5\% |  | 448 |  | 410 | (8\%) |
| Brokerage, clearing and exchange fees |  | 167 |  | 177 |  | 176 |  |  | 180 |  | 179 |  | 176 | (1\%) | (2\%) |  | 344 |  | 355 | 3\% |
| Information processing and communications |  | 352 |  | 368 |  | 361 |  |  | 369 |  | 320 |  | 335 | (9\%) | 5\% |  | 720 |  | 655 | (9\%) |
| Marketing and business development |  | 366 |  | 331 |  | 274 |  |  | 287 |  | 251 |  | 259 | (22\%) | 3\% |  | 697 |  | 510 | (27\%) |
| Professional services |  | 334 |  | 336 |  | 284 |  |  | 345 |  | 225 |  | 250 | (26\%) | 11\% |  | 670 |  | 475 | (29\%) |
| Other |  | 320 |  | 322 |  | 319 |  |  | 435 |  | 249 |  | 254 | (21\%) | 2\% |  | 642 |  | 503 | (22\%) |
| Total non-interest expenses Income before taxes, extraordinary item and cumulative effect of accounting change |  | 4,596 |  | 4,496 |  | 4,014 |  |  | 3,253 |  | 3,912 |  | 3,718 | (17\%) | (5\%) |  | 9,092 |  | 7,630 | (16\%) |
|  |  | 1,700 |  | 1,472 |  | 1,172 |  |  | 1,390 |  | 1,347 |  | 1,247 | (15\%) | (7\%) |  | 3,172 |  | 2,594 | (18\%) |
| Income tax expense |  | 618 |  | 535 |  | 423 |  |  | 498 |  | 477 |  | 428 | (20\%) | (10\%) |  | 1,153 |  | 905 | (22\%) |
| Div. on Pref. Sec. subject to mandatory redemption Income before extraordinary tem and |  | 7 |  | 7 |  | 14 |  |  | 22 |  | 22 |  | 22 | 214\% | -- |  | 14 |  | 44 | 214\% |
|  |  | 1,075 |  | 930 |  | 735 |  |  | 870 |  | 848 |  | 797 | (14\%) | (6\%) |  | 2,005 |  | 1,645 | (18\%) |
| Extraodinary Item (1) |  | 0 |  | 0 |  | (30) |  |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Cumulative effect of accounting change (2) |  | (59) |  | 0 |  | 0 |  |  | 0 |  | 0 |  | 0 | -- | -- |  | (59) |  | 0 | * |
| Net income | \$ | 1,016 | \$ | 930 | \$ | 705 |  | \$ | 870 | \$ | 848 | \$ | 797 | (14\%) | (6\%) | \$ | 1,946 | \$ | 1,645 | (15\%) |
| Preferred stock dividend requirements | \$ | 9 | \$ | 9 | \$ | 9 |  | \$ | 5 | \$ |  | \$ |  | * | -- | \$ | 18 | \$ | - | * |
| Earnings applicable to common shares | \$ | 1,007 | \$ | 921 | \$ | 696 |  | \$ | 865 | \$ | 848 | \$ | 797 | (13\%) | (6\%) | \$ | 1,928 | \$ | 1,645 | (15\%) |
| Compensation and benefits as a \% of net revenues |  | 45\% |  | 46\% |  | 46\% |  |  | $31 \%$ |  | 47\% |  | 45\% |  |  |  | 45\% |  | 46\% |  |
| Non-compensation expenses as a\% of net revenues |  | 28\% |  | 30\% |  | 32\% |  |  | 40\% |  | 27\% |  | 30\% |  |  |  | 29\% |  | 28\% |  |
| Profit margin (3) |  | 17\% |  | 16\% |  | 14\% |  |  | 19\% |  | 16\% |  | 16\% |  |  |  | 16\% |  | 16\% |  |

(1) Represents extraordinary loss on the early extinguishment of debt.
(2) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.
(3) 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 11.

## MorgañStanley

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2001 |  | May 31, 2001 |  | Aug 31, 2001 |  | Nov 30, 2001 |  | Feb 28, 2002 |  | May 31, 2002 |  | 2Q02 vs. 2Q01 | 2Q02 vs. 1Q02 |
| Morgan Stanley |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets (millions) | \$ | 450,000 | \$ | 497,000 | \$ | 507,000 | \$ | 483,000 | \$ | 492,000 | \$ | 548,000 | 10\% | 11\% |
| Period end common shares outstanding (millions) |  | 1,114.4 |  | 1,110.1 |  | 1,106.3 |  | 1,093.0 |  | 1,101.2 |  | 1,097.1 | (1\%) | -- |
| Book value per common share | \$ | 17.23 | \$ | 17.54 | \$ | 17.76 | \$ | 18.64 | \$ | 18.97 | \$ | 19.39 | 11\% | 2\% |
| Shareholders' equity (millions) (1) | \$ | 20,150 | \$ | 20,419 | \$ | 21,199 | \$ | 21,926 | \$ | 22,102 | \$ | 22,486 | 10\% | 2\% |
| Total capital (millions) (2) | \$ | 51,249 | \$ | 61,274 | \$ | 60,652 | \$ | 61,633 | \$ | 61,042 | \$ | 67,690 | 10\% | 11\% |
| Worldwide employees |  | 63,708 |  | 62,909 |  | 62,392 |  | 61,319 |  | 59,875 |  | 58,538 | (7\%) | (2\%) |

## MORGAN STANLEY DEAN WITTER \& CO

Quarterly Financial Information and Statistical Data (unaudited)

## QUARTER ENDED

[^1]Refer to Legal Notice page 11.

Morgañ ${ }^{\text {Stanley }}$

|  | Feb 28, 2001 |  | May 31, 2001 |  | QUARTER ENDED |  |  |  | Feb 28, 2002 |  | May 31, 2002 |  | Percentage Change From |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Aug 31, 2001 | Nov 30, 2001 |  | 2Q02 vs. 2Q01 | 2Q02 vs. 1Q02 | May 31, 2001 |  | May 31, 2002 |  |  |
| Investment banking | \$ | 962 |  |  | \$ | 825 | \$ | 777 |  |  | \$ | 798 | \$ | 675 | \$ | 647 | (22\%) | (4\%) | \$ | 1,787 | \$ | 1,322 | (26\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,685 |  | 2,070 |  | 1,097 |  | 649 |  | 1,122 |  |  |  | 704 | (66\%) | (37\%) |  | 3,755 |  | 1,826 | (51\%) |
| Investments |  | (47) |  | (106) |  | (58) |  | (100) |  | 32 |  | (17) | 84\% | (153\%) |  | (153) |  | 15 | 110\% |
| Commissions |  | 839 |  | 829 |  | 708 |  | 740 |  | 766 |  | 888 | 7\% | 16\% |  | 1,668 |  | 1,654 | (1\%) |
| Asset management, distribution and admin fees |  | 486 |  | 476 |  | 461 |  | 420 |  | 457 |  | 478 | -- | 5\% |  | 962 |  | 935 | (3\%) |
| Interest and dividends |  | 6,540 |  | 6,279 |  | 5,135 |  | 3,512 |  | 3,271 |  | 3,266 | (48\%) | -- |  | 12,819 |  | 6,537 | (49\%) |
| Other |  | 114 |  | 135 |  | 100 |  | 134 |  | 174 |  | 107 | (21\%) | (39\%) |  | 249 |  | 281 | 13\% |
| Total revenues |  | 10,579 |  | 10,508 |  | 8,220 |  | 6,153 |  | 6,497 |  | 6,073 | (42\%) | (7\%) |  | 21,087 |  | 12,570 | (40\%) |
| Interest expense |  | 5,831 |  | 6,081 |  | 4,564 |  | 3,007 |  | 2,666 |  | 2,586 | (57\%) | (3\%) |  | 11,912 |  | 5,252 | (56\%) |
| Net revenues |  | 4,748 |  | 4,427 |  | 3,656 |  | 3,146 |  | 3,831 |  | 3,487 | (21\%) | (9\%) |  | 9,175 |  | 7,318 | (20\%) |
| Compensation and benefits |  | 2,442 |  | 2,346 |  | 1,990 |  | 1,134 |  | 2,121 |  | 1,872 | (20\%) | (12\%) |  | 4,788 |  | 3,993 | (17\%) |
| Occupancy and equipment |  | 177 |  | 191 |  | 185 |  | 174 |  | 167 |  | 175 | (8\%) | 5\% |  | 368 |  | 342 | (7\%) |
| Brokerage, clearing and exchange fees |  | 117 |  | 127 |  | 123 |  | 129 |  | 126 |  | 119 | (6\%) | (6\%) |  | 244 |  | 245 | -- |
| Information processing and communications |  | 242 |  | 250 |  | 241 |  | 238 |  | 219 |  | 220 | (12\%) | -- |  | 492 |  | 439 | (11\%) |
| Marketing and business development |  | 149 |  | 126 |  | 114 |  | 119 |  | 103 |  | 125 | (1\%) | 21\% |  | 275 |  | 228 | (17\%) |
| Professional services |  | 223 |  | 225 |  | 186 |  | 231 |  | 126 |  | 144 | (36\%) | 14\% |  | 448 |  | 270 | (40\%) |
| Other |  | 184 |  | 185 |  | 179 |  | 288 |  | 111 |  | 124 | (33\%) | 12\% |  | 369 |  | 235 | (36\%) |
| Total non-interest expenses Income before taxes, extraordinary item and cumulative effect of accounting change |  | 3,534 |  | 3,450 |  | 3,018 |  | 2,313 |  | 2,973 |  | 2,779 | (19\%) | (7\%) |  | 6,984 |  | 5,752 | (18\%) |
|  |  | 1,214 |  | 977 |  | 638 |  | 833 |  | 858 |  | 708 | (28\%) | (17\%) |  | 2,191 |  | 1,566 | (29\%) |
| Income tax expense |  | 427 |  | 338 |  | 213 |  | 282 |  | 297 |  | 226 | (33\%) | (24\%) |  | 765 |  | 523 | (32\%) |
| Div. on Pref. Sec. subject to mandatory redemption Income before taxes, dividends on pref. sec. and cumulative effect of accounting change |  | 7 |  | 7 |  | 14 |  | 22 |  | 22 |  | 22 | 214\% | -- |  | 14 |  | 44 | 214\% |
|  |  | 780 |  | 632 |  | 411 |  | 529 |  | 539 |  | 460 | (27\%) | (15\%) |  | 1,412 |  | 999 | (29\%) |
| Extraordinary item - loss on the early extinguishment of debt |  | 0 |  | 0 |  | (30) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Cumulative effect of accounting change (1) |  | (46) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (46) |  | 0 | * |
| Net income | \$ | 734 | \$ | 632 | S | 381 | \$ | 529 | \$ | 539 | \$ | 460 | (27\%) | (15\%) | \$ | 1,366 | \$ | 999 | (27\%) |
| Compensation and benefits as a \% of net revenues |  | 51\% |  | 53\% |  | 54\% |  | 36\% |  | 55\% |  | 54\% |  |  |  | 52\% |  | 55\% |  |
| Non-compensation expenses as a \% of net revenues |  | 23\% |  | 25\% |  | 28\% |  | 38\% |  | 22\% |  | 26\% |  |  |  | 24\% |  | 24\% |  |
| Profit margin (2) |  | 16\% |  | 14\% |  | 11\% |  | 17\% |  | 14\% |  | 13\% |  |  |  | 15\% |  | 14\% |  |

(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133 .
(2) Net income excluding cumulative effect of accounting change and extraordinary item 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 11.

MORGAN STANLEY DEAN WITTER \& CO Quarterly Securities Income Statement Information (unaudited, dollars in millions)

## QUARTER ENDED

## Feb 28, 2001 May 31, 2001 Aug 31, 2001 Nov 30, 2001 Feb 28, 2002 May 31, 2002 2Q02 vs. 2 Q01 2 Q02 vs. 1 Q02 May 31, 2001 May 31, 2002

## MorgañStanley

## MORGAN STANLEY DEAN WITTER \& CO.

Quarterly Financial Information and Statistical Data

## Securities

(unaudited)

|  | Quarter ended |  |  | Percentage Change From |  |  | Six Months Ended |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2001 | May 31, 2001 | Aug 31, 2001 | Nov 30, 2001 | Feb 28, 2002 | May 31, 2002 | 2 $\overline{\text { Q02 vs. } 2 \mathrm{Q} 01} \underline{2 \mathrm{QO2} \text { vs. } 1 \mathrm{O} 22}$ | May 31, 2001 | May 31, 2002 | Change |

## SECURITIES

Advisory revenue (millions)
Underwriting revenue (millions)
-

Sales and trading net revenue (millions) (1)
Sales and trading net revenue (millions) (1)
$\quad$ Equity
Fixed Income

Mergers and acquisitions announced transactions (2) Morgan Stanley global market volume (billions) Rank
Worldwide equity and related issues (2)
Morgan Stanley global market volume (billions) Rank
$\begin{array}{lrrrrrrrrrr}\$ & 7.9 & \$ & 25.8 & \$ & 32.9 & \$ & 40.2 & \$ & 6.1 & \$ \\ & 4 & & 3 & & 4 & & 4 & & 5 & \\ & & & & \end{array}$
Individual Investor Group
Net revenue (millions)
Global financial advisors
Total client assets (billions)

| \$ | 1,199 | \$ | 1,145 | \$ | 1,058 | \$ | 989 | \$ | 1,006 | \$ | 1,037 | (9\%) | 3\% | \$ | 2,344 | \$ | 2,043 | (13\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 14,166 |  | 14,256 |  | 14,342 |  | 13,690 |  | 14,115 |  | 13,707 | (4\%) | (3\%) |  |  |  |  |  |
| \$ | 638 | \$ | 634 | \$ | 597 | \$ | 595 | \$ | 588 | \$ | 570 | (10\%) | (3\%) |  |  |  |  |  |
| \$ | 111 | \$ | 117 | \$ | 109 | \$ | 110 | \$ | 111 | \$ | 111 | (5\%) | -- |  |  |  |  |  |

(1) Includes principal trading, commissions and net interest revenue
(2) Source: Thomson Financial Securities Data - January 1 to June 4, 2002.
(3) 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 11.

## MORGAN STANLEY DEAN WITTER \& CO

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

(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 11.

## MorgañStanley

## MORGAN STANLEY DEAN WITTER \& CO.

## Quarterly Financial Information and Statistical Data

Investment Management
(\$ billions, unaudited)


## Assets under management or supervision

Products offered primarily to individuals
Mutual funds

## Equity <br> Fixed income <br> Money markets

Total mutual funds

| \$ | 96 | \$ | 94 | \$ | 85 | \$ | 83 | \$ | 81 | \$ | 80 | (15\%) | (1\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 46 |  | 41 |  | 41 |  | 36 |  | 36 |  | 35 | (15\%) | (3\%) |
|  | 63 |  | 63 |  | 65 |  | 66 |  | 64 |  | 61 | (3\%) | (5\%) |
|  | 205 |  | 198 |  | 191 |  | 185 |  | 181 |  | 176 | (11\%) | (3\%) |
|  | 31 |  | 32 |  | 31 |  | 30 |  | 30 |  | 32 | -- | 7\% |
|  | 73 |  | 73 |  | 70 |  | 65 |  | 62 |  | 61 | (16\%) | (2\%) |
|  | 309 |  | 303 |  | 292 |  | 280 |  | 273 |  | 269 | (11\%) | (1\%) |
|  | 36 |  | 39 |  | 38 |  | 38 |  | 37 |  | 37 | (5\%) | -- |
|  | 147 |  | 145 |  | 141 |  | 141 |  | 142 |  | 145 | -- | 2\% |
|  | 183 |  | 184 |  | 179 |  | 179 |  | 179 |  | 182 | (1\%) | 2\% |
| \$ | 492 | \$ | 487 | \$ | 471 | \$ | 459 | \$ | 452 | \$ | 451 | (7\%) | -- |

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 11.

MorgañStanley

Fees: | Merchant and cardmember |
| :--- |
|  |
|  |
|  |
| Other |
|  |
|  |
|  |
| Servicing |

QUARTER ENDED
ORGAN STANLEY DEAN WITTER \& CO Quarterly Credit Services Income Statement Information (unaudited, dollars in millions)

Percentage Change From

## Six Months Ended

 Feb 28, 2001
May 31, 2001
Aug 31, 2001

| \$ | 313 | \$ | 325 | \$ | 362 | \$ | 345 | \$ | 341 | \$ | 359 | 10\% | 5\% | \$ | 638 | \$ | 700 | 10\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 427 |  | 476 |  | 434 |  | 567 |  | 541 |  | 511 | 7\% | (6\%) |  | 903 |  | 1,052 | 17\% |
|  | 0 |  | 0 |  | 3 |  | 2 |  | 2 |  | 0 | -- | * |  | 0 |  | 2 | * |
|  | 740 |  | 801 |  | 799 |  | 914 |  | 884 |  | 870 | 9\% | (2\%) |  | 1,541 |  | 1,754 | 14\% |
|  | 672 |  | 654 |  | 674 |  | 593 |  | 553 |  | 602 | (8\%) | 9\% |  | 1,326 |  | 1,155 | (13\%) |
|  | 339 |  | 322 |  | 303 |  | 272 |  | 269 |  | 258 | (20\%) | (4\%) |  | 661 |  | 527 | (20\%) |
|  | 333 |  | 332 |  | 371 |  | 321 |  | 284 |  | 344 | 4\% | 21\% |  | 665 |  | 628 | (6\%) |
|  | 213 |  | 231 |  | 277 |  | 331 |  | 345 |  | 340 | 47\% | (1\%) |  | 444 |  | 685 | 54\% |
|  | 120 |  | 101 |  | 94 |  | (10) |  | (61) |  | 4 | (96\%) | 107\% |  | 221 |  | (57) | (126\%) |
|  | 860 |  | 902 |  | 893 |  | 904 |  | 823 |  | 874 | (3\%) | 6\% |  | 1,762 |  | 1,697 | (4\%) |
|  | 188 |  | 189 |  | 183 |  | 172 |  | 188 |  | 192 | 2\% | 2\% |  | 377 |  | 380 | 1\% |
|  | 16 |  | 15 |  | 17 |  | 18 |  | 14 |  | 16 | 7\% | 14\% |  | 31 |  | 30 | (3\%) |
|  | 86 |  | 93 |  | 91 |  | 105 |  | 79 |  | 90 | (3\%) | 14\% |  | 179 |  | 169 | (6\%) |
|  | 182 |  | 163 |  | 126 |  | 142 |  | 119 |  | 102 | (37\%) | (14\%) |  | 345 |  | 221 | (36\%) |
|  | 56 |  | 52 |  | 50 |  | 57 |  | 49 |  | 57 | 10\% | 16\% |  | 108 |  | 106 | (2\%) |
|  | 101 |  | 111 |  | 108 |  | 111 |  | 119 |  | 105 | (5\%) | (12\%) |  | 212 |  | 224 | 6\% |
|  | 629 |  | 623 |  | 575 |  | 605 |  | 568 |  | 562 | (10\%) | (1\%) |  | 1,252 |  | 1,130 | (10\%) |
|  | 231 |  | 279 |  | 318 |  | 299 |  | 255 |  | 312 | 12\% | 22\% |  | 510 |  | 567 | 11\% |
|  | 89 |  | 108 |  | 122 |  | 106 |  | 88 |  | 116 | 7\% | 32\% |  | 197 |  | 204 | 4\% |
|  | 142 |  | 171 |  | 196 |  | 193 |  | 167 |  | 196 | 15\% | 17\% |  | 313 |  | 363 | 16\% |
|  | (13) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (13) |  | 0 | * |
| \$ | 129 | \$ | 171 | \$ | 196 | \$ | 193 | \$ | 167 | \$ | 196 | 15\% | 17\% | \$ | 300 | \$ | 363 | 21\% |
|  | 22\% |  | 21\% |  | 21\% |  | 19\% |  | 23\% |  | 22\% |  |  |  | 21\% |  | 22\% |  |
|  | 51\% |  | 48\% |  | 44\% |  | 48\% |  | 46\% |  | 42\% |  |  |  | 50\% |  | 44\% |  |
|  | 17\% |  | 19\% |  | 22\% |  | 21\% |  | 20\% |  | 22\% |  |  |  | 18\% |  | 21\% |  |

(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.
(2) Net income excluding cumulative effect of accounting change 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 11

## unaudited, dollars in millions)

QUARTER ENDED<br>Percentage Change From<br>Six Months Ended<br>Percentage Feb 28, 2001 May 31, \(2001 \begin{gathered}QUARTER ENDED<br>Aug 31, 2001<br>Nov 30, 2001\end{gathered}\) Change

| Fees: |  |
| :--- | :--- |
|  | Merchant and cardmember |
|  | Servicing |
| Other |  |
|  | Total non-interest revenues |



| $8 \%$ | $2 \%$ | $\$$ | 1,008 | $\$$ | 1,093 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| - | - | 0 |  | 0 |  |
| -- | $*$ | 0 |  | 2 |  |
|  |  | 1,008 |  | 1,095 |  |

otal 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 income taxes and cumulative effect of accounting change
Income tax expense
Income before cumulative effect of
accounting change
Cumulative effect of accounting change (1)
Net income
Compensation and benefits as a \% of net revenues
Non-compensation expenses as a \% of net revenues
Non-compensatio

| \$ | 496 | \$ | 512 | \$ | 539 | \$ | 539 | \$ | 541 | \$ | 552 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
|  | 0 |  | 0 |  | 3 |  | 2 |  | 2 |  | 0 |
|  | 496 |  | 512 |  | 542 |  | 541 |  | 543 |  | 552 |
|  | 1,747 |  | 1,745 |  | 1,741 |  | 1,696 |  | 1,611 |  | 1,614 |
|  | 798 |  | 730 |  | 657 |  | 562 |  | 499 |  | 480 |
|  | 949 |  | 1,015 |  | 1,084 |  | 1,134 |  | 1,112 |  | 1,134 |
|  | 585 |  | 625 |  | 733 |  | 771 |  | 832 |  | 812 |
|  | 364 |  | 390 |  | 351 |  | 363 |  | 280 |  | 322 |
|  | 860 |  | 902 |  | 893 |  | 904 |  | 823 |  | 874 |
|  | 188 |  | 189 |  | 183 |  | 172 |  | 188 |  | 192 |
|  | 16 |  | 15 |  | 17 |  | 18 |  | 14 |  | 16 |
|  | 86 |  | 93 |  | 91 |  | 105 |  | 79 |  | 90 |
|  | 182 |  | 163 |  | 126 |  | 142 |  | 119 |  | 102 |
|  | 56 |  | 52 |  | 50 |  | 57 |  | 49 |  | 57 |
|  | 101 |  | 111 |  | 108 |  | 111 |  | 119 |  | 105 |
|  | 629 |  | 623 |  | 575 |  | 605 |  | 568 |  | 562 |
|  | 231 |  | 279 |  | 318 |  | 299 |  | 255 |  | 312 |
|  | 89 |  | 108 |  | 122 |  | 106 |  | 88 |  | 116 |
|  | 142 |  | 171 |  | 196 |  | 193 |  | 167 |  | 196 |
|  | (13) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |
| \$ | 129 | \$ | 171 | \$ | 196 | \$ | 193 | \$ | 167 | \$ | 196 |
|  | 22\% |  | 21\% |  | 20\% |  | 19\% |  | 23\% |  | 22\% |
|  | 51\% |  | 48\% |  | 44\% |  | 48\% |  | 46\% |  | 42\% |
|  | 17\% |  | 19\% |  | 22\% |  | 21\% |  | 20\% |  | 22\% |


(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133
(2) Net income excluding cumulative effect of accounting change 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 11.

# MORGAN STANLEY DEAN WITTER \& CO. 

## Quarterly Financial Information and Statistical Data

## (unaudited, dollars in millions)



$\qquad$


Owned credit card loans
Period end
Average
Managed credit card loans (1)
Period end
Average
Interest yield
Interest spread
Delinquency rate (over 30 days
Delinquency rate (over 90 days)
Delt
Transaction volume (billions)
Accounts (millions)
Active accounts (millions)
Average receivables per average active account (actual \$) Securitization Gain
(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 11.

## MorgañStanley

MORGAN STANLEY DEAN WITTER \& CO.
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 second quarter earnings press release issued June 19, 2002.


[^0]:    (1) Represents extraordinary loss on the early extinguishment of debt.
    (2) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133 .
    (3) Excludes the cumulative effect of accounting change and extraodinary item.

    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 11.

[^1]:    (1) Includes preferred and common equity and preferred securities issued by subsidiaries.
    (2) Includes preferred and common equity, preferred securities issued by subsidiaries, 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.

