## MORGAN STANLEY

Financial Supplement - 2Q03

## Table of Contents

| Page \# |  |  |
| :---: | :---: | :---: |
| 1 | ........... | Financial Summary |
| 2 | ........... | Quarterly Consolidated Income Statement |
| 3 | ............ | Quarterly Total Company Financial Information and Statistical Data |
| 4 | ........... | Quarterly Institutional Securities Income Statement |
| 5 | ............ | Quarterly Institutional Securities Financial Information and Statistical Data |
| 6 | ............ | Quarterly Individual Investor Group Income Statement |
| 7 | ........... | Quarterly Individual Investor Group Financial Information and Statistical Data |
| 8 |  | Quarterly Investment Management Income Statement |
| 9 |  | Quarterly Investment Management Financial Information and Statistical Data |
| 10 | ........... | Quarterly Credit Services Income Statement |
| 11 |  | Quarterly Credit Services Income Statement (Managed Loan Basis) |
| 12 |  | Quarterly Credit Services Financial Information and Statistical Data |
| 13 |  | Quarterly Inst'I. Securities, Individual Investor Group and Investment Mgmt. Combined Financial Information |
| 14 |  | Quarterly Credit Services Financial Information (Managed Loan Basis) |
| 15 |  | Quarterly Reconciliation of General Purpose Credit Card Loan Data (Current Year) |
| 16 |  | Quarterly Reconciliation of General Purpose Credit Card Loan Data (Prior Year) |
| 17 |  | YTD Reconciliation of General Purpose Credit Card Loan Data |
| 18 |  | Quarterly Reconciliation of Managed Income Statement Data |
| 19 |  | Quarterly Reconciliation of Adjusted Assets |
| 20 |  | Legal Notice |

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Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 20

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|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
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|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2Q03 vs. 1Q03 | May 31, 2002 |  | May 31, 2003 |  |  |
| Investment banking | \$ | 674 | \$ | 663 | \$ | 470 | \$ | 671 | \$ | 589 | \$ | 536 | (19\%) | (9\%) | \$ | 1,337 | \$ | 1,125 | (16\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,132 |  | 696 |  | 469 |  | 433 |  | 1,556 |  | 1,583 | 127\% | 2\% |  | 1,828 |  | 3,139 | 72\% |
| Investments |  | 33 |  | (16) |  | (64) |  | 16 |  | (22) |  | 59 | * | * |  | 17 |  | 37 | 118\% |
| Commissions |  | 777 |  | 900 |  | 855 |  | 748 |  | 670 |  | 709 | (21\%) | 6\% |  | 1,677 |  | 1,379 | (18\%) |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,016 |  | 1,054 |  | 971 |  | 904 |  | 903 |  | 885 | (16\%) | (2\%) |  | 2,070 |  | 1,788 | (14\%) |
| Merchant and cardmember |  | 342 |  | 347 |  | 359 |  | 372 |  | 363 |  | 339 | (2\%) | (7\%) |  | 689 |  | 702 | 2\% |
| Servicing |  | 540 |  | 506 |  | 510 |  | 523 |  | 567 |  | 503 | (1\%) | (11\%) |  | 1,046 |  | 1,070 | 2\% |
| Interest and dividends |  | 3,836 |  | 3,877 |  | 4,376 |  | 3,790 |  | 3,789 |  | 3,692 | (5\%) | (3\%) |  | 7,713 |  | 7,481 | (3\%) |
| Other |  | 196 |  | 129 |  | 217 |  | 120 |  | 87 |  | 112 | (13\%) | 29\% |  | 325 |  | 199 | (39\%) |
| Total revenues |  | 8,546 |  | 8,156 |  | 8,163 |  | 7,577 |  | 8,502 |  | 8,418 | 3\% | (1\%) |  | 16,702 |  | 16,920 | 1\% |
| Interest expense |  | 2,936 |  | 2,844 |  | 3,188 |  | 3,002 |  | 2,688 |  | 3,060 | 8\% | 14\% |  | 5,780 |  | 5,748 | (1\%) |
| Provision for consumer loan losses |  | 345 |  | 340 |  | 332 |  | 319 |  | 336 |  | 309 | (9\%) | (8\%) |  | 685 |  | 645 | (6\%) |
| Net revenues |  | 5,265 |  | 4,972 |  | 4,643 |  | 4,256 |  | 5,478 |  | 5,049 | 2\% | (8\%) |  | 10,237 |  | 10,527 | 3\% |
| Compensation and benefits |  | 2,489 |  | 2,236 |  | 2,061 |  | 1,147 |  | 2,548 |  | 2,272 | 2\% | (11\%) |  | 4,725 |  | 4,820 | 2\% |
| Occupancy and equipment |  | 198 |  | 208 |  | 198 |  | 221 |  | 196 |  | 195 | (6\%) | (1\%) |  | 406 |  | 391 | (4\%) |
| Brokerage, clearing and exchange fees |  | 179 |  | 176 |  | 208 |  | 212 |  | 191 |  | 202 | 15\% | 6\% |  | 355 |  | 393 | 11\% |
| Information processing and communications |  | 322 |  | 337 |  | 341 |  | 379 |  | 316 |  | 316 | (6\%) | -- |  | 659 |  | 632 | (4\%) |
| Marketing and business development |  | 254 |  | 259 |  | 291 |  | 329 |  | 269 |  | 257 | (1\%) | (4\%) |  | 513 |  | 526 | 3\% |
| Professional services |  | 225 |  | 250 |  | 273 |  | 346 |  | 225 |  | 259 | 4\% | 15\% |  | 475 |  | 484 | 2\% |
| Other |  | 251 |  | 259 |  | 302 |  | 230 |  | 307 |  | 633 | 144\% | 106\% |  | 510 |  | 940 | 84\% |
| Restructuring and other charges |  | 0 |  | 0 |  | 0 |  | 235 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Total non-interest expenses |  | 3,918 |  | 3,725 |  | 3,674 |  | 3,099 |  | 4,052 |  | 4,134 | 11\% | 2\% |  | 7,643 |  | 8,186 | 7\% |
| Income before taxes and dividends on preferred securities subject to mandatory redemption |  | 1,347 |  | 1,247 |  | 969 |  | 1,157 |  | 1,426 |  | 915 | (27\%) | (36\%) |  | 2,594 |  | 2,341 | (10\%) |
| Income tax expense |  | 477 |  | 428 |  | 337 |  | 403 |  | 499 |  | 276 | (36\%) | (45\%) |  | 905 |  | 775 | (14\%) |
| Div. on pref. sec. subject to mandatory redemption |  | 22 |  | 22 |  | 21 |  | 22 |  | 22 |  | 40 | 82\% | 82\% |  | 44 |  | 62 | 41\% |
| Net income | \$ | 848 | \$ | 797 | \$ | 611 | \$ | 732 | \$ | 905 | \$ | 599 | (25\%) | (34\%) | \$ | 1,645 | \$ | 1,504 | (9\%) |
| Compensation and benefits as a \% of net revenues |  | 47\% |  | 45\% |  | 44\% |  | 27\% |  | 47\% |  | 45\% |  |  |  | $46 \%$ |  | 46\% |  |

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation
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Quarterly Consolidated Income Statement Informatior (unaudited, dollars in millions)

Feb 28, 2002 May 31, 2002 Aug 31, 2002 Nov 30, 2002 Feb 28, 2003 May 31, 2003 2003vs.2002

## Morganstanley

Total assets (millions)
Adjusted assets (1)
Period end common shares outstanding (millions)
Book value per common share
Shareholders' equity (millions) (2)
Total capital (millions) (3)
Worldwide employees

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

 (unaudited)Average Daily 99\%/One-Day Value-at-Risk ("VaR") (4)
Primary Market Risk Category (\$ millions, pre-tax)
Interest rate and credit spread

## Equity price

Foreign exchange rate
Commodity price
Aggregate trading VaR

| $\$$ | 30 | $\$$ | 3 |
| :---: | ---: | :---: | :---: |
|  | 23 |  | 2 |
|  | 9 |  |  |
|  | 29 |  | 27 |
| $\$$ | 46 | $\$$ | 5 |


| QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 28, 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2Q03 vs. 1Q03 |
| \$ | 491,651 | \$ | 553,924 | \$ | 516,772 | \$ | 529,499 | \$ | 559,436 | \$ | 586,881 | 6\% | 5\% |
| \$ | 341,782 | \$ | 382,306 | \$ | 361,517 | \$ | 358,470 | \$ | 389,103 | \$ | 406,977 | 6\% | 5\% |
|  | 1,101.2 |  | 1,097.1 |  | 1,093.1 |  | 1,081.4 |  | 1,089.7 |  | 1,086.7 | (1\%) | -- |
| \$ | 18.97 | \$ | 19.39 | \$ | 19.59 | \$ | 20.24 | \$ | 20.62 | \$ | 20.83 | 7\% | 1\% |
| \$ | 22,102 | \$ | 22,486 | \$ | 22,626 | \$ | 23,096 | \$ | 24,475 | \$ | 25,341 | 13\% | 4\% |
| \$ | 61,042 | \$ | 67,690 | \$ | 66,631 | \$ | 65,936 | \$ | 72,432 | \$ | 78,665 | 16\% | 9\% |
|  | 59,875 |  | 58,538 |  | 57,799 |  | 55,726 |  | 54,493 |  | 53,507 | (9\%) | (2\%) |

(1) Represents total assets less assets attributable to matched resale agreements, certain securities borrowed transactions and segregated customer cash balances. See page 19 for further information.
(2) Includes preferred and common equity and preferred securities subject to mandatory redemption.
(3) Includes preferred and common equity, preferred securities subject to mandatory redemption, capital units and the non-current portion of long-term debt.
(4) $99 \% /$ One-Day VaR represents the loss amount that one would not expect to exceed, on average, more than one time every one hundred trading days in the Company's Institutional trading positions if the portfolio were held constant for a one day period. The Company's VaR incorporates substantially all financial instruments generating market risk that are managed by the Company's Institutional trading businesses. For a further discussion of the calculation of VaR and the limitations of the Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the firm's Annual Report on Form 10-K for the fiscal year ended November 30, 2002.
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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|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{aligned} & \text { Percentage } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | $2 \mathrm{Q03}$ vs. 1Q03 |  | 1, 2002 |  | 1,2003 |  |
| Investment banking | \$ | 603 | \$ | 588 | \$ | 401 | \$ | 599 | \$ | 503 | \$ | 463 | (21\%) | (8\%) | \$ | 1,191 | \$ | 966 | (19\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 957 |  | 568 |  | 340 |  | 298 |  | 1,425 |  | 1,439 | * | 1\% |  | 1,525 |  | 2,864 | 88\% |
| Investments |  | 30 |  | (17) |  | 13 |  | 15 |  | (11) |  | 46 | * | * |  | 13 |  | 35 | * |
| Commissions |  | 492 |  | 560 |  | 556 |  | 465 |  | 415 |  | 424 | (24\%) | 2\% |  | 1,052 |  | 839 | (20\%) |
| Asset management, distribution and admin. fees |  | 25 |  | 23 |  | 30 |  | 28 |  | 22 |  | 20 | (13\%) | (9\%) |  | 48 |  | 42 | (13\%) |
| Interest and dividends |  | 3,179 |  | 3,172 |  | 3,633 |  | 3,098 |  | 3,166 |  | 3,071 | (3\%) | (3\%) |  | 6,351 |  | 6,237 | (2\%) |
| Other |  | 143 |  | 92 |  | 75 |  | 91 |  | 61 |  | 77 | (16\%) | 26\% |  | 235 |  | 138 | (41\%) |
| Total revenues |  | 5,429 |  | 4,986 |  | 5,048 |  | 4,594 |  | 5,581 |  | 5,540 | 11\% | (1\%) |  | 10,415 |  | 11,121 | 7\% |
| Interest expense |  | 2,629 |  | 2,551 |  | 2,896 |  | 2,713 |  | 2,420 |  | 2,834 | 11\% | 17\% |  | 5,180 |  | 5,254 | 1\% |
| Net revenues |  | 2,800 |  | 2,435 |  | 2,152 |  | 1,881 |  | 3,161 |  | 2,706 | 11\% | (14\%) |  | 5,235 |  | 5,867 | 12\% |
| Total non-interest expenses |  | 1,953 |  | 1,752 |  | 1,720 |  | 1,139 |  | 2,194 |  | 2,281 | 30\% | 4\% |  | 3,705 |  | 4,475 | 21\% |
| Income before taxes and dividends on preferred |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense |  | 295 |  | 213 |  | 139 |  | 267 |  | 327 |  | 87 | (59\%) | (73\%) |  | 508 |  | 414 | (19\%) |
| Div. on pref. sec. subject to mandatory redemption |  | 22 |  | 22 |  | 21 |  | 22 |  | 22 |  | 40 | 82\% | 82\% |  | 44 |  | 62 | 41\% |
| Net income | \$ | 530 | \$ | 448 | \$ | 272 | \$ | 453 | \$ | 618 | \$ | 298 | (33\%) | (52\%) | \$ | 978 | \$ | 916 | (6\%) |
| Profit margin (1) |  | 19\% |  | 18\% |  | 13\% |  | 24\% |  | 20\% |  | 11\% |  |  |  | 19\% |  | 16\% |  |

(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 20.

MORGAN STANLEY
Quarterly Institutional Securities Income Statement Informatior (unaudited, dollars in millions)

| Morgan Stanley | MORGAN STANLEY <br> Quarterly Financial Information and Statistical Data Institutional Securities (unaudited) |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | , 2002 |  | 2002 |  | 1, 2002 |  | , 2002 |  | , 2003 |  | 1,2003 | 2Q03 vs. 2Q02 | 2Q03 vs. 1Q03 |  | 31, 2002 |  | 1,2003 |  |
| Advisory revenue (millions) | \$ | 292 | \$ | 250 | \$ | 149 | \$ | 271 | \$ | 166 | \$ | 141 | (44\%) | (15\%) | \$ | 542 | \$ | 307 | (43\%) |
| Underwriting revenue (millions) | \$ | 311 | \$ | 338 | \$ | 252 | \$ | 328 | \$ | 337 | \$ | 322 | (5\%) | (4\%) | \$ | 649 | \$ | 659 | 2\% |
| Sales and trading net revenue (millions) (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 931 | \$ | 953 | \$ | 1,066 | \$ | 634 | \$ | 977 | \$ | 865 | (9\%) | (11\%) | \$ | 1,884 | \$ | 1,842 | (2\%) |
| Fixed income | \$ | 1,123 | \$ | 881 | \$ | 713 | \$ | 610 | \$ | 1,662 | \$ | 1,308 | 48\% | (21\%) | \$ | 2,004 | \$ | 2,970 | 48\% |
| Mergers and acquisitions announced transactions (2) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 36.0 | \$ | 85.4 | \$ | 126.9 | \$ | 198.0 | \$ | 26.8 | \$ | 48.4 |  |  |  |  |  |  |  |
| Rank |  | 5 |  | 3 |  | 4 |  | 3 |  | 2 |  | 6 |  |  |  |  |  |  |  |
| Worldwide equity and related issues (2) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 6.1 | \$ | 11.3 | \$ | 13.7 | \$ | 25.6 | \$ | 3.8 | \$ | 13.5 |  |  |  |  |  |  |  |
| Rank |  | 5 |  | 5 |  | 5 |  | 4 |  | 2 |  | 2 |  |  |  |  |  |  |  |

[^0]|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2 Q02 | 2Q03 vs. 1Q03 | May 31, 2002 |  | May 31, 2003 |  |  |
| Investment banking | \$ | 62 | \$ | 67 | \$ | 61 | \$ | 65 | \$ | 78 | \$ | 64 | (4\%) | (18\%) | \$ | 129 | \$ | 142 | 10\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 175 |  | 128 |  | 129 |  | 135 |  | 131 |  | 144 | 13\% | 10\% |  | 303 |  | 275 | (9\%) |
| Investments |  | 1 |  | 0 |  | (45) |  | (1) |  | 0 |  | 0 | -- | -- |  | 1 |  | 0 | * |
| Commissions |  | 274 |  | 328 |  | 288 |  | 267 |  | 245 |  | 275 | (16\%) | 12\% |  | 602 |  | 520 | (14\%) |
| Asset management, distribution and admin fees |  | 421 |  | 444 |  | 407 |  | 368 |  | 376 |  | 372 | (16\%) | (1\%) |  | 865 |  | 748 | (14\%) |
| Interest and dividends |  | 96 |  | 97 |  | 88 |  | 78 |  | 74 |  | 77 | (21\%) | 4\% |  | 193 |  | 151 | (22\%) |
| Other |  | 27 |  | 12 |  | 115 |  | 24 |  | 24 |  | 20 | 67\% | (17\%) |  | 39 |  | 44 | 13\% |
| Total revenues |  | 1,056 |  | 1,076 |  | 1,043 |  | 936 |  | 928 |  | 952 | (12\%) | 3\% |  | 2,132 |  | 1,880 | (12\%) |
| Interest expense |  | 37 |  | 35 |  | 30 |  | 29 |  | 28 |  | 28 | (20\%) | -- |  | 72 |  | 56 | (22\%) |
| Net revenues |  | 1,019 |  | 1,041 |  | 1,013 |  | 907 |  | 900 |  | 924 | (11\%) | 3\% |  | 2,060 |  | 1,824 | (11\%) |
| Total non-interest expenses |  | 1,010 |  | 1,017 |  | 1,005 |  | 963 |  | 903 |  | 916 | (10\%) | 1\% |  | 2,027 |  | 1,819 | (10\%) |
| Income / (loss) before income taxes |  | 9 |  | 24 |  | 8 |  | (56) |  | ${ }^{(3)}$ |  | 8 | (67\%) | * |  | 33 |  | 5 | (85\%) |
| Income tax expense / (benefit) |  | 2 |  | 12 |  | 3 |  | (25) |  | (2) |  | 10 | (17\%) | * |  | 14 |  | 8 | (43\%) |
| Net income / (loss) | \$ | 7 | \$ | 12 | \$ | 5 | \$ | (31) | \$ | (1) | \$ | (2) | (117\%) | (100\%) | \$ | 19 | \$ | (3) | (116\%) |
| Profit margin (1) |  | 1\% |  | 1\% |  | 0\% |  | (3\%) |  | (0\%) |  | (0\%) |  |  |  | 1\% |  | (0\%) |  |

[^1]Refer to Legal Notice page 20

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## MORGAN STANLEY

Quarterly Financial Information and Statistical Data
Individual Investor Group
(unaudited)

| QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8,2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2Q03 vs. 1Q03 |
|  | 14,115 |  | 13,707 |  | 13,590 |  | 12,546 |  | 12,056 |  | 11,644 | (15\%) | (3\%) |
| \$ | 588 | \$ | 570 | \$ | 520 | \$ | 517 | \$ | 498 | \$ | 532 | (7\%) | 7\% |
| \$ | 114 | \$ | 116 | \$ | 107 | \$ | 108 | \$ | 105 | \$ | 113 | (3\%) | 8\% |
|  | 680 |  | 663 |  | 649 |  | 608 |  | 558 |  | 547 | (17\%) | (2\%) |

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

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Refer to Legal Notice page 20.

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | $2 \mathrm{Q03}$ vs. 2 Q 02 | $2 \mathrm{Q03}$ vs. 1 Q03 |  | , 2002 |  | 2003 |  |
| Investment banking | \$ | 9 | \$ | 8 | \$ | 8 | \$ | 7 | \$ | 8 | \$ | 9 | 13\% | 13\% | \$ | 17 | \$ | 17 | - |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 2 |  | 1 |  | (32) |  | 2 |  | (11) |  | 13 | * | * |  | 3 |  | 2 | (33\%) |
| Commissions |  | 11 |  | 12 |  | 11 |  | 16 |  | 10 |  | 10 | (17\%) | -- |  | 23 |  | 20 | (13\%) |
| Asset management, distribution and admin fees |  | 570 |  | 587 |  | 534 |  | 508 |  | 505 |  | 493 | (16\%) | (2\%) |  | 1,157 |  | 998 | (14\%) |
| Interest and dividends |  | 8 |  | 6 |  | 9 |  | 2 |  | 3 |  | 1 | (83\%) | (67\%) |  | 14 |  | 4 | (71\%) |
| Other |  | 24 |  | 8 |  | 15 |  | 5 |  | 5 |  | 10 | 25\% | 100\% |  | 32 |  | 15 | (53\%) |
| Total revenues |  | 624 |  | 622 |  | 545 |  | 540 |  | 520 |  | 536 | (14\%) | 3\% |  | 1,246 |  | 1,056 | (15\%) |
| Interest expense |  | 1 |  | 0 |  | 0 |  | (1) |  | 1 |  | 1 | * | - |  | 1 |  | 2 | 100\% |
| Net revenues |  | 623 |  | 622 |  | 545 |  | 541 |  | 519 |  | 535 | (14\%) | 3\% |  | 1,245 |  | 1,054 | (15\%) |
| Total non-interest expenses |  | 387 |  | 394 |  | 335 |  | 373 |  | 347 |  | 361 | (8\%) | 4\% |  | 781 |  | 708 | (9\%) |
| Income before income taxes |  | 236 |  | 228 |  | 210 |  | 168 |  | 172 |  | 174 | (24\%) | 1\% |  | 464 |  | 346 | (25\%) |
| Income tax expense |  | 92 |  | 87 |  | 86 |  | 52 |  | 66 |  | 65 | (25\%) | (2\%) |  | 179 |  | 131 | (27\%) |
| Net income | \$ | 144 | \$ | 141 | \$ | 124 | \$ | 116 | \$ | 106 | \$ | $\underline{ }$ | (23\%) | 3\% | \$ | 285 | \$ | 215 | (25\%) |
| Profit margin (1) |  | 23\% |  | 23\% |  | $23 \%$ |  | $21 \%$ |  | 20\% |  | 20\% |  |  |  | 23\% |  | 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 20

(1) Includes Alternative Investments.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 20

MorgañStanley
MORGAN STANLEY
Quarterly Credit Services Income Statement Information
(unaudited, dollars in millions)

| QUARTER ENDED |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\underline{\text { Feb 28, } 2002}$ | May 31, 2002 | Aug 31, 2002 | Nov 30,2002 | Feb 28, 2003 | May 31,2003 | 2003 vs. 2002 | 2003 vs. 1003 | May 31, 2002 | May 31,2003 |

Percentage


| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Merchant and cardmember | \$ | 342 | \$ | 347 | \$ | 359 | \$ | 372 | \$ | 363 | \$ | 339 | (2\%) | (7\%) | \$ | 689 | \$ | 702 | 2\% |
| Servicing |  | 540 |  | 506 |  | 510 |  | 523 |  | 567 |  | 503 | (1\%) | (11\%) |  | 1,046 |  | 1,070 | 2\% |
| Other |  | 2 |  | 17 |  | 12 |  | 0 |  | (3) |  | 5 | (71\%) | * |  | 19 |  | 2 | (89\%) |
| Total non-interest revenues |  | 884 |  | 870 |  | 881 |  | 895 |  | 927 |  | 847 | (3\%) | (9\%) |  | 1,754 |  | 1,774 | 1\% |
| Interest revenue |  | 553 |  | 602 |  | 646 |  | 612 |  | 546 |  | 543 | (10\%) | (1\%) |  | 1,155 |  | 1,089 | (6\%) |
| Interest expense |  | 269 |  | 258 |  | 262 |  | 261 |  | 239 |  | 197 | (24\%) | (18\%) |  | 527 |  | 436 | (17\%) |
| Net interest income |  | 284 |  | 344 |  | 384 |  | 351 |  | 307 |  | 346 | 1\% | 13\% |  | 628 |  | 653 | 4\% |
| Provision for consumer loan losses |  | 345 |  | 340 |  | 332 |  | 319 |  | 336 |  | 309 | (9\%) | (8\%) |  | 685 |  | 645 | (6\%) |
| Net credit income |  | (61) |  | 4 |  | 52 |  | 32 |  | (29) |  | 37 | * | * |  | (57) |  | 8 | 114\% |
| Net revenues |  | 823 |  | 874 |  | 933 |  | 927 |  | 898 |  | 884 | 1\% | (2\%) |  | 1,697 |  | 1,782 | 5\% |
| Total non-interest expenses |  | 568 |  | 562 |  | 614 |  | 624 |  | 608 |  | 576 | 2\% | (5\%) |  | 1,130 |  | 1,184 | 5\% |
| Income before taxes |  | 255 |  | 312 |  | 319 |  | 303 |  | 290 |  | 308 | (1\%) | 6\% |  | 567 |  | 598 | 5\% |
| Income tax expense |  | 88 |  | 116 |  | 109 |  | 109 |  | 108 |  | 114 | (2\%) | 6\% |  | 204 |  | 222 | 9\% |
| Net income | \$ | 167 | \$ | 196 | \$ | 210 | \$ | 194 | \$ | 182 | \$ | 194 | (1\%) | 7\% | \$ | 363 | \$ | 376 | 4\% |
| Profit margin (1) |  | 20\% |  | 22\% |  | 23\% |  | 21\% |  | 20\% |  | 22\% |  |  |  | $21 \%$ |  | 21\% |  |

[^2]
## Morganstanley

## MORGAN STANLEY

Quarterly Credit Services Income Statement Information
(unaudited, dollars in millions)
(Managed loan basis)


Profit margin (1)
20\%
22\%
23\%
$21 \%$
20\%
22\%
(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 20

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

Credit Services
(unaudited, dollars in millions)

|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2Q03 vs. 1Q03 | May 31, 2002 |  | May 31, 2003 |  |  |
| Owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 20,138 | \$ | 19,834 | \$ | 21,452 | \$ | 22,153 | \$ | 20,847 | \$ | 18,465 | (7\%) | (11\%) | \$ | 19,834 | \$ | 18,465 | (7\%) |
| Average | \$ | 20,558 | \$ | 20,362 | \$ | 20,083 | \$ | 21,641 | \$ | 22,305 | \$ | 19,120 | (6\%) | (14\%) | \$ | 20,459 | \$ | 20,695 | 1\% |
| Managed credit card loans (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 49,569 | \$ | 49,377 | \$ | 49,677 | \$ | 51,143 | \$ | 51,811 | \$ | 50,880 | 3\% | (2\%) | \$ | 49,377 | \$ | 50,880 | 3\% |
| Average | \$ | 50,396 | \$ | 49,379 | \$ | 49,344 | \$ | 50,239 | \$ | 52,802 | \$ | 51,174 | 4\% | (3\%) | \$ | 49,882 | \$ | 51,979 | 4\% |
| Interest yield |  | 12.63\% |  | 12.64\% |  | 12.86\% |  | 12.45\% |  | 11.78\% |  | 11.97\% | (67 bp) | 19 bp |  | 12.63\% |  | 11.87\% | (76 bp) |
| Interest spread |  | 8.61\% |  | 8.72\% |  | 8.91\% |  | 8.62\% |  | 8.36\% |  | 8.78\% | 6 bp | 42 bp |  | 8.66\% |  | 8.56\% | (10 bp) |
| Net charge-off rate |  | 6.40\% |  | 6.35\% |  | 6.07\% |  | 5.95\% |  | 6.17\% |  | 6.50\% | 15 bp | 33 bp |  | 6.38\% |  | 6.34\% | (4 bp) |
| Delinquency rate (over 30 days) |  | 6.75\% |  | 5.63\% |  | 5.72\% |  | 5.96\% |  | 6.33\% |  | 6.21\% | 58 bp | (12 bp) |  | 5.63\% |  | 6.21\% | 58 bp |
| Delinquency rate (over 90 days) |  | 3.12\% |  | 2.65\% |  | 2.49\% |  | 2.66\% |  | 2.95\% |  | 3.01\% | 36 bp | 6 bp |  | 2.65\% |  | 3.01\% | 36 bp |
| Transaction volume (billions) | \$ | 24.1 | \$ | 23.5 | \$ | 24.3 | \$ | 25.3 | \$ | 26.1 | \$ | 24.0 | 2\% | (8\%) | \$ | 47.6 | \$ | 50.1 | 5\% |
| Accounts (millions) |  | 46.0 |  | 46.2 |  | 46.2 |  | 46.5 |  | 46.5 |  | 46.4 | 1\% | -- |  | 46.2 |  | 46.4 | 1\% |
| Active accounts (millions) |  | 23.8 |  | 23.4 |  | 22.8 |  | 22.6 |  | 22.3 |  | 21.8 | (7\%) | (2\%) |  | 23.4 |  | 21.8 | (7\%) |
| Average receivables per avg. active account (actual \$) | \$ | 2,098 | \$ | 2,086 | \$ | 2,145 | \$ | 2,214 | \$ | 2,333 | \$ | 2,319 | 11\% | (1\%) | \$ | 2,092 | \$ | 2,326 | 11\% |
| Securitization gain | \$ | 8 | \$ | 11 | \$ | (3) | \$ | 4 | \$ | 35 | \$ | 11 | -- | (69\%) | \$ | 19 | \$ | 46 | 142\% |

[^3] Refer to Legal Notice page 20

## MorgañStanley

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.

| QUARTER ENDED |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2 Q 03 vs. 1 Q03 |  | 1,2002 |  | 1,2003 |  |
| \$ 674 | \$ | 663 | \$ | 470 | \$ | 671 | \$ | 589 | \$ | 536 | (19\%) | (9\%) | \$ | 1,337 | \$ | 1,125 | (16\%) |
| 1,132 |  | 696 |  | 469 |  | 433 |  | 1,556 |  | 1,583 | 127\% | 2\% |  | 1,828 |  | 3,139 | 72\% |
| 33 |  | (16) |  | (64) |  | 16 |  | (22) |  | 59 | * | * |  | 17 |  | 37 | 118\% |
| 777 |  | 900 |  | 855 |  | 748 |  | 670 |  | 709 | (21\%) | 6\% |  | 1,677 |  | 1,379 | (18\%) |
| 1,016 |  | 1,054 |  | 971 |  | 904 |  | 903 |  | 885 | (16\%) | (2\%) |  | 2,070 |  | 1,788 | (14\%) |
| 3,283 |  | 3,275 |  | 3,730 |  | 3,178 |  | 3,243 |  | 3,149 | (4\%) | (3\%) |  | 6,558 |  | 6,392 | (3\%) |
| 194 |  | 112 |  | 205 |  | 120 |  | 90 |  | 107 | (4\%) | 19\% |  | 306 |  | 197 | (36\%) |
| 7,109 |  | 6,684 |  | 6,636 |  | 6,070 |  | 7,029 |  | 7,028 | 5\% | -- |  | 13,793 |  | 14,057 | 2\% |
| 2,667 |  | 2,586 |  | 2,926 |  | 2,741 |  | 2,449 |  | 2,863 | 11\% | 17\% |  | 5,253 |  | 5,312 | 1\% |
| 4,442 |  | 4,098 |  | 3,710 |  | 3,329 |  | 4,580 |  | 4,165 | 2\% | (9\%) |  | 8,540 |  | 8,745 | 2\% |
| 2,297 |  | 2,039 |  | 1,855 |  | 968 |  | 2,334 |  | 2,069 | 1\% | (11\%) |  | 4,336 |  | 4,403 | 2\% |
| 182 |  | 190 |  | 180 |  | 200 |  | 176 |  | 176 | (7\%) | -- |  | 372 |  | 352 | (5\%) |
| 179 |  | 176 |  | 208 |  | 212 |  | 191 |  | 202 | 15\% | 6\% |  | 355 |  | 393 | 11\% |
| 242 |  | 246 |  | 247 |  | 281 |  | 228 |  | 234 | (5\%) | 3\% |  | 488 |  | 462 | (5\%) |
| 134 |  | 157 |  | 145 |  | 159 |  | 116 |  | 129 | (18\%) | 11\% |  | 291 |  | 245 | (16\%) |
| 174 |  | 191 |  | 211 |  | 266 |  | 174 |  | 196 | 3\% | 13\% |  | 365 |  | 370 | 1\% |
| 142 |  | 164 |  | 214 |  | 154 |  | 225 |  | 552 | * | 145\% |  | 306 |  | 777 | * |
| 0 |  | 0 |  | 0 |  | 235 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| 3,350 |  | 3,163 |  | 3,060 |  | 2,475 |  | 3,444 |  | 3,558 | 12\% | 3\% |  | 6,513 |  | 7,002 | 8\% |
| 1,092 |  | 935 |  | 650 |  | 854 |  | 1,136 |  | 607 | (35\%) | (47\%) |  | 2,027 |  | 1,743 | (14\%) |
| 389 |  | 312 |  | 228 |  | 294 |  | 391 |  | 162 | (48\%) | (59\%) |  | 701 |  | 553 | (21\%) |
| 22 |  | 22 |  | 21 |  | 22 |  | 22 |  | 40 | 82\% | 82\% |  | 44 |  | 62 | 41\% |
| \$ 681 | \$ | 601 | \$ | 401 | \$ | 538 | \$ | 723 | \$ | 405 | (33\%) | (44\%) | \$ | 1,282 | \$ | 1,128 | (12\%) |
| 52\% |  | 50\% |  | 50\% |  | 29\% |  | 51\% |  | 50\% |  |  |  | 51\% |  | 50\% |  |
| 24\% |  | 27\% |  | 32\% |  | 38\% |  | 24\% |  | 36\% |  |  |  | 25\% |  | 30\% |  |
| 15\% |  | 15\% |  | 11\% |  | 16\% |  | 16\% |  | 10\% |  |  |  | 15\% |  | 13\% |  |
| 43,878 |  | 43,237 |  | 42,585 |  | 40,424 |  | 38,867 |  | 38,031 | (12\%) | (2\%) |  |  |  |  |  |

(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.
Refer to Legal Notice page 20.

| Morgan ${ }^{\circ}$ Stanley | MORGAN STANLEY <br> Quarterly Credit Services Income Statement Informatior (unaudited, dollars in millions) <br> (Managed Loan Basis) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
|  | Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | 2Q03 vs. 2Q02 | 2 Q 03 vs. 1Q03 | May 31, 2002 |  | May 31, 2003 |  |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 527 | \$ | 516 | \$ | 525 | \$ | 542 | \$ | 547 | \$ | 524 | 2\% | (4\%) | \$ | 1,043 | \$ | 1,071 | 3\% |
| Servicing |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Other |  | 16 |  | 36 |  | 25 |  | 3 |  | 54 |  | 35 | (3\%) | (35\%) |  | 52 |  | 89 | 71\% |
| Total non-interest revenues |  | 543 |  | 552 |  | 550 |  | 545 |  | 601 |  | 559 | 1\% | (7\%) |  | 1,095 |  | 1,160 | 6\% |
| Interest revenue |  | 1,611 |  | 1,614 |  | 1,643 |  | 1,606 |  | 1,580 |  | 1,592 | (1\%) | 1\% |  | 3,225 |  | 3,172 | (2\%) |
| Interest expense |  | 499 |  | 480 |  | 483 |  | 475 |  | 441 |  | 410 | (15\%) | (7\%) |  | 979 |  | 851 | (13\%) |
| Net interest income |  | 1,112 |  | 1,134 |  | 1,160 |  | 1,131 |  | 1,139 |  | 1,182 | 4\% | 4\% |  | 2,246 |  | 2,321 | 3\% |
| Provision for consumer loan losses |  | 832 |  | 812 |  | 777 |  | 749 |  | 842 |  | 857 | 6\% | 2\% |  | 1,644 |  | 1,699 | 3\% |
| Net credit income |  | 280 |  | 322 |  | 383 |  | 382 |  | 297 |  | 325 | 1\% | 9\% |  | 602 |  | 622 | 3\% |
| Net revenues |  | 823 |  | 874 |  | 933 |  | 927 |  | 898 |  | 884 | 1\% | (2\%) |  | 1,697 |  | 1,782 | 5\% |
| Compensation and benefits |  | 192 |  | 197 |  | 206 |  | 179 |  | 214 |  | 203 | 3\% | (5\%) |  | 389 |  | 417 | 7\% |
| Occupancy and equipment |  | 16 |  | 18 |  | 18 |  | 21 |  | 20 |  | 19 | 6\% | (5\%) |  | 34 |  | 39 | 15\% |
| Information processing and communications |  | 80 |  | 91 |  | 94 |  | 98 |  | 88 |  | 82 | (10\%) | (7\%) |  | 171 |  | 170 | (1\%) |
| Marketing and business development |  | 120 |  | 102 |  | 146 |  | 170 |  | 153 |  | 128 | 25\% | (16\%) |  | 222 |  | 281 | 27\% |
| Professional services |  | 51 |  | 59 |  | 62 |  | 80 |  | 51 |  | 63 | 7\% | 24\% |  | 110 |  | 114 | 4\% |
| Other |  | 109 |  | 95 |  | 88 |  | 76 |  | 82 |  | 81 | (15\%) | (1\%) |  | 204 |  | 163 | (20\%) |
| Total non-interest expenses |  | 568 |  | 562 |  | 614 |  | 624 |  | 608 |  | 576 | 2\% | (5\%) |  | 1,130 |  | 1,184 | 5\% |
| Income before taxes |  | 255 |  | 312 |  | 319 |  | 303 |  | 290 |  | 308 | (1\%) | 6\% |  | 567 |  | 598 | 5\% |
| Income tax expense |  | 88 |  | 116 |  | 109 |  | 109 |  | 108 |  | 114 | (2\%) | 6\% |  | 204 |  | 222 | 9\% |
| Net income | \$ | 167 | \$ | 196 | \$ | 210 | \$ | 194 | \$ | 182 | \$ | 194 | (1\%) | 7\% | \$ | 363 | \$ | 376 | 4\% |
| Compensation and benefits as a \% of net revenues |  | 23\% |  | 23\% |  | 22\% |  | 19\% |  | 24\% |  | 23\% |  |  |  | 23\% |  | 23\% |  |
| Non-compensation expenses as a \% of net revenues |  | 46\% |  | 42\% |  | 44\% |  | 48\% |  | 44\% |  | 42\% |  |  |  | 44\% |  | 43\% |  |
| Profit margin (1) |  | 20\% |  | 22\% |  | 23\% |  | 21\% |  | 20\% |  | 22\% |  |  |  | 21\% |  | 21\% |  |
| Number of employees |  | 15,997 |  | 15,301 |  | 15,214 |  | 15,302 |  | 15,626 |  | 15,476 | 1\% | (1\%) |  |  |  |  |  |

[^4]
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The following (pages 15-18) present a reconciliation for certain information disclosed on pages 10, 11 and 12.

The data is presented on both a "managed" loan basis and as reported under generally accepted accounting principles ("owned" loan basis). Managed loan data assumes that the Company's securitized loan receivables have not been sold and presents the results of securitized loan receivables in the same manner as the Company's owned loans. The Company operates its Credit Services business and analyzes its financial performance on a managed basis. Accordingly, underwriting and servicing standards are comparable for both owned and securitized loans.

The Company believes that managed loan information is useful to investors because it provides information regarding the quality of loan origination and credit performance of the entire managed portfolio and allows investors to understand the related credit risks inherent in owned loans and retained interests in securitizations. In addition, investors often request information on a managed basis, which provides a more meaningful comparison to industry competitors.

## Quarterly Credit Services Reconciliation of General Purpose Credit Card Loan Data (1) (unaudited, dollars in millions)

|  | Quarter Ended May 31, 2003 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |
| Owned | \$ | 18,465 |  |  | \$ | 19,120 | 10.57\% | 6.28\% | 5.92\% | 5.27\% | 2.56\% |
| Securitized |  | 32,415 |  | 32,054 | 12.81\% | 10.23\% | 6.84\% | 6.74\% | 3.27\% |
| Managed | \$ | 50,880 | \$ | 51,174 | 11.97\% | 8.78\% | 6.50\% | 6.21\% | 3.01\% |

Quarter Ended Feb 28, 2003

General Purpose Credit Card Loans:
Owned
Securitized
Managed

| Quarter Ended Feb 28, 2003 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period End | Average |  | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days |  |  | 90 Days |
| \$ 20,847 | \$ | 22,305 |  | 9.26\% | 4.73\% | 5.55\% | 5.60\% | 2.63\% |
| 30,964 |  | 30,497 | 13.61\% | 10.96\% | 6.63\% | 6.82\% | 3.17\% |
| \$ 51,811 | \$ | 52,802 | 11.78\% | 8.36\% | 6.17\% | 6.33\% | 2.95\% |

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, interest yield, interest spread, net charge-off rates, and 30- and 90-day delinquency rates) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 20.

## MorgañStanley

MORGAN STANLEY
Quarterly Credit Services Reconciliation of General Purpose Credit Card Loan Data (1)
(unaudited, dollars in millions)

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, interest yield, interest spread, net charge-off rates, and 30- and 90-day delinquency rates) for the periods indicated.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 20.

MORGAN STANLEY

## Year to Date Credit Services Reconciliation of General Purpose Credit Card Loan Data (1)

 (unaudited, dollars in millions)| General Purpose Credit Card Loans: | Six Months Ended May 31, 2003 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |
| Owned | \$ | 18,465 |  |  | \$ | 20,695 | 9.87\% | 5.45\% | 5.73\% | 5.27\% | 2.56\% |
| Securitized |  | 32,415 |  | 31,284 | 13.20\% | 10.59\% | 6.74\% | 6.74\% | 3.27\% |
| Managed | \$ | 50,880 | \$ | 51,979 | 11.87\% | 8.56\% | 6.34\% | 6.21\% | 3.01\% |

Six Months Ended May 31, 2002

## General Purpose Credit Card Loans:

Owned
Securitized
Managed

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, interest yield, interest spread, net charge-off rates, and 30- and 90-day delinquency rates) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 20.

## MORGAN STANLEY

## Reconciliation of Managed Income Statement Data (1)

(unaudited, dollars in millions)

(1) The tables provide a reconciliation of certain managed and owned basis income statement data (merchant and cardmember fees, servicing fees, other revenue, interest revenue, interest expense and provision for consumer loan losses) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 20.

## MorgañStanley

The following (page 19) presents a reconciliation of 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. This ratio is adjusted to reflect the low-risk nature of assets attributable to matched resale agreements, certain securities borrowed transactions and segregated customer cash balances. In addition, the adjusted leverage ratio reflects the deduction from shareholders' equity of the amount of equity used to support goodwill, as the Company does not view this amount of equity as available to support its risk capital needs.

## Morganstanley

Total assets
Less:
Lesser of securities purchased under agreements to
resell or securities sold under agreements to repurchase
Assets recorded under certain provisions of SFAS No. 140
Lesser of securities borrowed or securities loaned
Segregated customer cash and securities balances
Goodwill
Adjusted assets

Shareholders' equity
Preferred securities subject to mandatory redemption Subtotal
Less: Goodwill
Tangible shareholders' equity
Leverage ratio (1)
Adjusted leverage ratio (2)

## MORGAN STANLEY

Quarterly Reconciliation of Adjusted Assets
(unaudited)

| QUARTER ENDED |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2002 |  | May 31, 2002 |  | Aug 31, 2002 |  | Nov 30, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  |
| \$ | 491,651 | \$ | 553,924 | \$ | 516,772 | \$ | 529,499 | \$ | 559,436 | \$ | 586,881 |
|  | $(58,879)$ |  | $(79,826)$ |  | $(65,512)$ |  | $(76,910)$ |  | $(59,687)$ |  | $(71,374)$ |
|  | $(12,350)$ |  | $(12,329)$ |  | $(10,634)$ |  | $(19,224)$ |  | $(21,194)$ |  | $(24,837)$ |
|  | $(35,021)$ |  | $(39,197)$ |  | $(45,567)$ |  | $(43,229)$ |  | $(55,031)$ |  | $(55,388)$ |
|  | $(42,186)$ |  | $(38,825)$ |  | $(32,095)$ |  | $(30,217)$ |  | $(32,961)$ |  | $(26,829)$ |
|  | $(1,433)$ |  | $(1,441)$ |  | $(1,447)$ |  | $(1,449)$ |  | $(1,460)$ |  | $(1,476)$ |
| \$ | 341,782 | \$ | 382,306 | \$ | 361,517 | \$ | 358,470 | \$ | 389,103 | \$ | 406,977 |
| \$ | 20,892 | \$ | 21,276 | \$ | 21,416 | \$ | 21,885 | \$ | 22,465 | \$ | 22,631 |
|  | 1,210 |  | 1,210 |  | 1,210 |  | 1,210 |  | 2,010 |  | 2,710 |
|  | 22,102 |  | 22,486 |  | 22,626 |  | 23,095 |  | 24,475 |  | 25,341 |
|  | $(1,433)$ |  | $(1,441)$ |  | $(1,447)$ |  | $(1,449)$ |  | $(1,460)$ |  | $(1,476)$ |
| \$ | 20,669 | \$ | 21,045 | \$ | 21,179 | \$ | 21,646 | \$ | 23,015 | \$ | 23,865 |
|  | 23.8 x |  | 26.3 x |  | 24.4 x |  | 24.5 x |  | 24.3 x |  | 24.6 x |
|  | 16.5x |  | 18.2x |  | 17.1x |  | 16.6x |  | 16.9x |  | 17.1x |

(1) Leverage ratio equals total assets divided by tangible shareholders' equity.
(2) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 20.

## MORGAN STANLEY

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 18, 2003.


[^0]:    (1) Includes principal trading, commissions and net interest revenue
    (2) Source: Thomson Financial Securities Data - January 1 to May 31, 2003

    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 20

[^1]:    (1) Net income as a \% of net revenues.

    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

[^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 20

[^3]:    (1) Includes owned and securitized credit card loans

    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

[^4]:    (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 20.

