Morganstanley

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## Financial Supplement-2Q 2006

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## Quarterly Consolidated Income Statement Information

(unaudited, dollars in millions)

(1) Represents the effects of the adoption of SFAS 123R in the first quarter of fiscal 2005.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

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## MORGAN STANLEY

## Quarterly Consolidated Financial Information and Statistical Data (unaudited)

Morgan Stanley
Total assets (millions)
Adjusted assets (millions) ${ }^{(1)}$
Period end common shares outstanding (millions)
Book value per common share
Shareholders' equity (millions)
Total capital (millions)
Worldwide employees

| Quarter Ended |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 |
| \$ 802,210 | \$ | 818,711 | \$ | 837,391 | \$ | 898,523 | \$ | 959,613 | \$ | 1,027,317 | 25\% | 7\% |
| \$ 447,221 | \$ | 440,283 | \$ | 458,190 | \$ | 481,869 | \$ | 528,136 | \$ | 548,859 | 25\% | 4\% |
| 1,103.3 |  | 1,086.7 |  | 1,082.7 |  | 1,057.7 |  | 1,070.4 |  | 1,071.8 | (1\%) | -- |
| \$ 25.83 | \$ | 26.07 | \$ | 26.07 | \$ | 27.59 | \$ | 28.14 | \$ | 30.09 | 15\% | 7\% |
| \$ 31,328 | \$ | 31,224 | \$ | 31,107 | \$ | 31,946 | \$ | 33,775 | \$ | 35,728 | 14\% | 6\% |
| \$ 122,230 | \$ | 113,324 | \$ | 118,415 | \$ | 125,891 | \$ | 134,255 | \$ | 145,675 | 29\% | 9\% |
| 53,718 |  | 54,142 |  | 53,760 |  | 53,218 |  | 53,870 |  | 53,163 | (2\%) | (1\%) |

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
Trading VaR
Non - trading VaR
Aggregate trading and non - trading VaR

| $\$$ | 66 | $\$$ | 62 | $\$$ | 51 | $\$$ | 53 | $\$$ | 53 | $\$$ | 66 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | 41 | $\$$ | 31 | $\$$ | 33 | $\$$ | 34 | $\$$ | 36 | $\$$ | 43 |
| $\$$ | 12 | $\$$ | 12 | $\$$ | 12 | $\$$ | 12 | $\$$ | 14 | $\$$ | 12 |
| $\$$ | 34 | $\$$ | 35 | $\$$ | 38 | $\$$ | 46 | $\$$ | 49 | $\$$ | 44 |
| $\$$ | 96 | $\$$ | 87 | $\$$ | 78 | $\$$ | 81 | $\$$ | 84 | $\$$ | 96 |
| $\$$ | 28 | $\$$ | 21 | $\$$ | 24 | $\$$ | 29 | $\$$ | 33 | $\$$ | 38 |
| $\$$ | 105 | $\$$ | 99 | $\$$ | 87 | $\$$ | 92 | $\$$ | 94 | $\$$ | 106 |

(1) 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 24 for further information.
(2) Includes common equity and junior subordinated debt issued to capital trusts
(3) Includes common equity, junior subordinated debt issued to capital trusts, 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 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 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 Company's Form 10-K for fiscal 2005
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 26

|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2006 |  |  | May 31, 2006 |  |  | May 31, 2006 |  |  |
|  |  |  | Return on average common equity |  |  | Return on average common equity |  | quity <br> (1) | Return on average common equity |
| Institutional Securities | \$ | 16.2 | 29\% | \$ | 18.1 | 30\% | \$ | 17.1 | 30\% |
| Global Wealth Management Group |  | 3.5 | 2\% |  | 3.3 | 13\% |  | 3.4 | 7\% |
| Asset Management |  | 2.0 | 21\% |  | 2.1 | 26\% |  | 2.0 | 24\% |
| Securities Business |  | 21.7 | 24\% |  | 23.5 | 28\% |  | 22.5 | 26\% |
| Discover |  | 4.6 | 26\% |  | 5.0 | 27\% |  | 4.8 | 27\% |
| Capital surplus (unallocated) |  | 3.3 |  |  | 2.7 |  |  | 3.1 |  |
| Total - continuing operations |  | 29.6 | 22\% |  | 31.2 | 25\% |  | 30.4 | 23\% |
| Discontinued operations |  | 0.0 |  |  | 0.0 |  |  | 0.0 |  |
| Firm | \$ | 29.6 | 21\% | \$ | 31.2 | 25\% | \$ | 30.4 | 23\% |


|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Mon | s Ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  |  | May 31, 2005 |  |  | Aug 31, 2005 |  |  | Nov 30, 2005 |  |  | May 31, 2005 |  |  |
|  | Average common equity (billions) (1) |  | Return on average common equity | Average common equity (billions) (1) |  | Return on average common equity | Average common equity (billions) (1) |  | Return on average common equity | Average common equity (billions) (1) |  | Return on average common equity | Average common equity (billions) (1) |  | Return on average common equity |
| Institutional Securities | \$ | 13.8 | 21\% | \$ | 14.3 | 16\% | \$ | 14.6 | 24\% | \$ | 15.6 | 35\% | \$ | 14.1 | 18\% |
| Global Wealth Management Group |  | 3.8 | 23\% |  | 3.6 | 8\% |  | 3.5 | 2\% |  | 3.7 | 9\% |  | 3.7 | 15\% |
| Asset Management |  | 1.8 | 41\% |  | 1.7 | 25\% |  | 1.7 | 24\% |  | 1.7 | 55\% |  | 1.7 | 33\% |
| Securities Business |  | 19.4 | 23\% |  | 19.6 | 16\% |  | 19.8 | 21\% |  | 21.0 | 32\% |  | 19.5 | 19\% |
| Discover |  | 4.3 | 20\% |  | 4.2 | 16\% |  | 4.6 | 13\% |  | 4.6 | 4\% |  | 4.3 | 18\% |
| Capital surplus (unallocated) |  | 3.2 |  |  | 3.1 |  |  | 3.0 |  |  | 2.5 |  |  | 3.1 |  |
| Total - continuing operations |  | 26.9 | 20\% |  | 26.9 | 14\% |  | 27.4 | 17\% |  | 28.1 | 25\% |  | 26.9 | 17\% |
| Discontinued operations |  | 1.5 |  |  | 1.5 |  |  | 1.2 |  |  | 0.4 |  |  | 1.5 |  |
| Firm | \$ | 28.4 | 20\% | \$ | 28.4 | 13\% | \$ | 28.6 | 2\% | \$ | 28.5 | 35\% | \$ | 28.4 | 16\% |

[^1]
## MORGAN STANLEY

## Quarterly Financial Information <br> Consolidated Investment Assets <br> (unaudited, dollars in millions)



Note: The above tables include investments made by the Company that represent business facilitation or principal investing activities Business facilitation investments are strategic investments undertaken by the Company to facilitate core business activities. Principal investing activities are capital commitments provided to private companies, generally, for proprietary purposes to maximize total returns to the Company.
(1) Any investment made to participate in an industry consortium or an industry service with the intention to support core business activities and advance business growth.
(2) Investment, dividend and net interest revenues associated with principal investments are $\$ 239$ million and $\$ 34$ million for the quarters ended May 31, 2006 and February 28, 2006, respectively.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 26.

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|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 |  | 31, 2005 |  | 31, 2006 |  |
| Investment banking | \$ | 742 | \$ | 735 | \$ | 898 | \$ | 1,102 | \$ | 903 | \$ | 1,055 | 44\% | 17\% | \$ | 1,477 | \$ | 1,958 | 33\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,727 |  | 1,684 |  | 2,035 |  | 1,460 |  | 2,945 |  | 3,617 | 115\% | 23\% |  | 3,411 |  | 6,562 | 92\% |
| Investments |  | 91 |  | 226 |  | 69 |  | 270 |  | 284 |  | 595 | 163\% | 110\% |  | 317 |  | 879 | 177\% |
| Commissions |  | 503 |  | 538 |  | 501 |  | 618 |  | 610 |  | 694 | 29\% | 14\% |  | 1,041 |  | 1,304 | 25\% |
| Asset management, distribution and admin. fees |  | 34 |  | 39 |  | 46 |  | 33 |  | 44 |  | 73 | 87\% | 66\% |  | 73 |  | 117 | 60\% |
| Interest and dividends |  | 5,275 |  | 5,379 |  | 6,263 |  | 8,538 |  | 9,791 |  | 9,318 | 73\% | (5\%) |  | 10,654 |  | 19,109 | 79\% |
| Other |  | 66 |  | 78 |  | 69 |  | 88 |  | 78 |  | 85 | 9\% | 9\% |  | 144 |  | 163 | 13\% |
| Total revenues |  | 8,438 |  | 8,679 |  | 9,881 |  | 12,109 |  | 14,655 |  | 15,437 | 78\% | 5\% |  | 17,117 |  | 30,092 | 76\% |
| Interest expense |  | 4,423 |  | 5,339 |  | 5,717 |  | 7,955 |  | 9,181 |  | 9,711 | 82\% | 6\% |  | 9,762 |  | 18,892 | 94\% |
| Net revenues |  | 4,015 |  | 3,340 |  | 4,164 |  | 4,154 |  | 5,474 |  | 5,726 | 71\% | 5\% |  | 7,355 |  | 11,200 | 52\% |
| Total non-interest expenses |  | 2,938 |  | 2,527 |  | 2,876 |  | 2,578 |  | 3,720 |  | 3,459 | 37\% | (7\%) |  | 5,465 |  | 7,179 | 31\% |
| Income from continuing operations before losses from unconsolidated investees, taxes, and cumulative effect of accounting change |  | 1,077 |  | 813 |  | 1,288 |  | 1,576 |  | 1,754 |  | 2,267 | 179\% | 29\% |  | 1,890 |  | 4,021 | 113\% |
| Losses from unconsolidated investees |  | 73 |  | 67 |  | 105 |  | 66 |  | 68 |  | 103 | 54\% | 51\% |  | 140 |  | 171 | 22\% |
| Income before taxes |  | 1,004 |  | 746 |  | 1,183 |  | 1,510 |  | 1,686 |  | 2,164 | 190\% | 28\% |  | 1,750 |  | 3,850 | 120\% |
| Provision for income taxes |  | 284 |  | 172 |  | 305 |  | 148 |  | 523 |  | 786 | * | 50\% |  | 456 |  | 1,309 | 187\% |
| Income from continuing operations ${ }^{(1)}$ | \$ | 720 | \$ | 574 | \$ | 878 | \$ | 1,362 | \$ | 1,163 | \$ | 1,378 | 140\% | 18\% | \$ | 1,294 | \$ | 2,541 | 96\% |
| Return on average common equity ${ }^{(2)}$ |  | 21\% |  | 16\% |  | 24\% |  | 35\% |  | 29\% |  | 30\% |  |  |  | 18\% |  | 30\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 27\% |  | 24\% |  | 31\% |  | 38\% |  | 32\% |  | 40\% |  |  |  | 26\% |  | 36\% |  |

(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes, excluding losses 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 26.

## MORGAN STANLEY

## Quarterly Institutional Securities Income Statement Information

 (unaudited, dollars in millions)Quarter Ended


Percentage Change $33 \%$

Pre-tax profit margin ${ }^{(3)}$


# Fiscal View 

Quarter Ended (2)
Feb 28, 2005 May 31, 2005 Aug 31, 2005 Nov 30, 2005 Feb 28, 2006 May 31, 2006
Calendar View
Five Months Ended (2) May 31, 2005 May 31, 2006

| $\$$ | 324.7 | $\$$ | 350.7 |
| :---: | :---: | :---: | ---: |
|  | $33.3 \%$ |  | $23.6 \%$ |
|  | 1 |  | 5 |
|  |  |  |  |
| $\$$ | 124.2 | $\$$ | 284.2 |
|  | $20.5 \%$ |  | $30.0 \%$ |
|  | 4 |  | 2 |
|  |  |  |  |
| $\$$ | 15.5 | $\$$ | 23.7 |
|  | $9.4 \%$ |  | $8.7 \%$ |
|  | 4 |  | 3 |
|  |  |  |  |
|  | 4.8 | $\$$ | 8.9 |
|  | $10.9 \%$ |  | $10.3 \%$ |
|  | 1 |  | 2 |
|  |  |  |  |
|  |  | 154.3 | $\$$ |
|  | $6.1 \%$ |  | 173.0 |
|  | 4 |  | $5.4 \%$ |

[^2]
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Quarterly Financial Information and Statistical Data Institutional Securities
(unaudited, dollars in billions)

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 |
| \$ | 1.5 | \$ | 1.8 | \$ | 3.0 | \$ | 5.0 | \$ | 5.6 | \$ | 6.2 | * | 11\% |
|  | 1.0 |  | 1.9 |  | 2.8 |  | 2.3 |  | 2.9 |  | 2.9 | 53\% | -- |
| \$ | 2.5 | \$ | 3.7 | \$ | 5.8 | \$ | 7.3 | \$ | 8.5 | \$ | 9.1 | 146\% | 7\% |
| \$ | 18.7 | \$ | 21.1 | \$ | 27.6 | \$ | 23.9 | \$ | 29.2 | \$ | 27.1 | 28\% | (7\%) |
|  | 2.0 |  | 5.6 |  | 3.0 |  | 13.1 |  | 5.3 |  | 8.2 | 46\% | 55\% |
| \$ | 20.7 | \$ | 26.7 | \$ | 30.6 | \$ | 37.0 | \$ | 34.5 | \$ | 35.3 | 32\% | 2\% |
| \$ | 20.2 | \$ | 22.9 | \$ | 30.6 | \$ | 28.9 | \$ | 34.8 | \$ | 33.3 | 45\% | (4\%) |
| \$ | 3.0 | \$ | 7.5 | \$ | 5.8 | \$ | 15.4 | \$ | 8.2 | \$ | 11.1 | 48\% | 35\% |
|  | 87\% |  | 75\% |  | 84\% |  | 65\% |  | 81\% |  | 75\% |  |  |
|  | 13\% |  | 25\% |  | 16\% |  | 35\% |  | 19\% |  | 25\% |  |  |
| \$ | 23.2 | \$ | 30.4 | \$ | 36.4 | \$ | 44.3 | \$ | 43.0 | \$ | 44.4 | 46\% | 3\% |
| \$ | 13.1 | \$ | 14.3 | \$ | 16.1 | \$ | 17.8 | \$ | 17.7 | \$ | 23.8 | 66\% | 34\% |
| \$ | 10.1 | \$ | 16.1 | \$ | 20.3 | \$ | 26.5 | \$ | 25.3 | \$ | 20.6 | 28\% | (19\%) |

(1) Includes both internal and external 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 26.

## MORGAN STANLEY

Investment banking
Principal transactions:
Trading
Investmen

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 ${ }^{(1)}$
Return on average common equity ${ }^{(2)}$ Pre-tax profit margin ${ }^{(3)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 |  | , 2005 |  | , 2006 |  |
| \$ 71 | \$ | 68 | \$ | 81 | \$ | 100 | \$ | 67 | \$ | 95 | 40\% | 42\% | \$ | 139 | \$ | 162 | 17\% |
| 120 |  | 111 |  | 116 |  | 117 |  | 124 |  | 121 | 9\% | (2\%) |  | 231 |  | 245 | 6\% |
| (2) |  | (2) |  | 1 |  | 2 |  | 0 |  | 26 | * | * |  | (4) |  | 26 | * |
| 329 |  | 295 |  | 306 |  | 298 |  | 319 |  | 312 | 6\% | (2\%) |  | 624 |  | 631 | 1\% |
| 607 |  | 632 |  | 629 |  | 649 |  | 649 |  | 674 | 7\% | 4\% |  | 1,239 |  | 1,323 | 7\% |
| 135 |  | 149 |  | 174 |  | 204 |  | 206 |  | 246 | 65\% | 19\% |  | 284 |  | 452 | 59\% |
| 38 |  | 45 |  | 38 |  | 46 |  | 36 |  | 44 | (2\%) | 22\% |  | 83 |  | 80 | (4\%) |
| 1,298 |  | 1,298 |  | 1,345 |  | 1,416 |  | 1,401 |  | 1,518 | 17\% | 8\% |  | 2,596 |  | 2,919 | 12\% |
| 60 |  | 70 |  | 90 |  | 118 |  | 117 |  | 116 | 66\% | (1\%) |  | 130 |  | 233 | 79\% |
| 1,238 |  | 1,228 |  | 1,255 |  | 1,298 |  | 1,284 |  | 1,402 | 14\% | 9\% |  | 2,466 |  | 2,686 | 9\% |
| 885 |  | 1,110 |  | 1,225 |  | 1,214 |  | 1,261 |  | 1,245 | 12\% | (1\%) |  | 1,995 |  | 2,506 | 26\% |
| 353 |  | 118 |  | 30 |  | 84 |  | 23 |  | 157 | 33\% | * |  | 471 |  | 180 | (62\%) |
| 139 |  | 48 |  | 11 |  | (1) |  | 9 |  | 51 | 6\% | * |  | 187 |  | 60 | (68\%) |
| \$ 214 | \$ | 70 | \$ | 19 | \$ | 85 | \$ | 14 | \$ | 106 | 51\% | * | \$ | 284 | \$ | 120 | (58\%) |
| 23\% |  | 8\% |  | 2\% |  | 9\% |  | 2\% |  | 13\% |  |  |  | 15\% |  | 7\% |  |
| 29\% |  | 10\% |  | 2\% |  | 7\% |  | 2\% |  | 11\% |  |  |  | 19\% |  | 7\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) 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 26.

## Quarterly Financial Information and Statistical Data <br> Global Wealth Management Group (unaudited)



[^3]
## (unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | $\underline{\text { 2Q06 vs. 1Q06 }}$ |  | , 2005 |  | , 2006 |  |
| Investment banking | \$ | 11 | \$ | 11 | \$ | 13 | \$ | 15 | \$ | 12 | \$ | 15 | 36\% | 25\% | \$ | 22 | \$ | 27 | 23\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 64 |  | 2 |  | 33 |  | 227 |  | 30 |  | 69 | * | 130\% |  | 66 |  | 99 | 50\% |
| Commissions |  | 7 |  | 7 |  | 9 |  | 6 |  | 7 |  | 7 | -- | -- |  | 14 |  | 14 | -- |
| Asset management, distribution and admin fees |  | 605 |  | 615 |  | 612 |  | 628 |  | 639 |  | 621 | 1\% | (3\%) |  | 1,220 |  | 1,260 | 3\% |
| Interest and dividends |  | 3 |  | 3 |  | 4 |  | 13 |  | 5 |  | 10 | * | 100\% |  | 6 |  | 15 | 150\% |
| Other |  | 8 |  | 6 |  | 11 |  | 5 |  | 6 |  | 6 | -- | -- |  | 14 |  | 12 | (14\%) |
| Total revenues |  | 698 |  | 644 |  | 682 |  | 894 |  | 699 |  | 728 | 13\% | 4\% |  | 1,342 |  | 1,427 | 6\% |
| Interest expense |  | 2 |  | 2 |  | 3 |  | 4 |  | 4 |  | 5 | 150\% | 25\% |  | 4 |  | 9 | 125\% |
| Net revenues |  | 696 |  | 642 |  | 679 |  | 890 |  | 695 |  | 723 | 13\% | 4\% |  | 1,338 |  | 1,418 | 6\% |
| Total non-interest expenses |  | 409 |  | 467 |  | 517 |  | 507 |  | 523 |  | 499 | 7\% | (5\%) |  | 876 |  | 1,022 | 17\% |
| Income before taxes |  | 287 |  | 175 |  | 162 |  | 383 |  | 172 |  | 224 | 28\% | 30\% |  | 462 |  | 396 | (14\%) |
| Provision for income taxes |  | 107 |  | 68 |  | 57 |  | 146 |  | 67 |  | 89 | 31\% | 33\% |  | 175 |  | 156 | (11\%) |
| Income from continuing operations ${ }^{(1)}$ | \$ | 180 | \$ | 107 | \$ | 105 | \$ | 237 | \$ | 105 | \$ | 135 | 26\% | 29\% | \$ | 287 | \$ | 240 | (16\%) |
| Return on average common equity ${ }^{(2)}$ |  | 41\% |  | 25\% |  | 24\% |  | 55\% |  | 21\% |  | 26\% |  |  |  | 33\% |  | 24\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 41\% |  | 27\% |  | 24\% |  | 43\% |  | 25\% |  | 31\% |  |  |  | 35\% |  | 28\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) 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 26.


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## MorgañStanley

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

## Consolidated Assets Under Management or Supervision

 (unaudited, dollars in billions)

Consolidated assets under management or supervision by distribution channel

| Retail | \$ | 321 | \$ | 319 | \$ | 327 | \$ | 331 | \$ | 337 | \$ | 331 | 4\% | (2\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional |  | 255 |  | 246 |  | 260 |  | 268 |  | 285 |  | 294 | 20\% | 3\% |
| Total assets under management or supervision ${ }^{(1)}$ | \$ | 576 | \$ | 565 | \$ | 587 | \$ | 599 | \$ | 622 | \$ | 625 | 11\% | -- |
| lidated assets under management or supervision by asset class |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 267 | \$ | 265 | \$ | 276 | \$ | 285 | \$ | 301 | \$ | 303 | 14\% | 1\% |
| Fixed income |  | 111 |  | 106 |  | 107 |  | 108 |  | 108 |  | 109 | 3\% | 1\% |
| Money market |  | 87 |  | 84 |  | 87 |  | 83 |  | 83 |  | 80 | (5\%) | (4\%) |
| Alternatives |  | 19 |  | 18 |  | 18 |  | 19 |  | 18 |  | 20 | 11\% | 11\% |
| Real estate |  | 32 |  | 33 |  | 38 |  | 41 |  | 45 |  | 52 | 58\% | 16\% |
| Total assets under management |  | 516 |  | 506 |  | 526 |  | 536 |  | 555 |  | 564 | 11\% | 2\% |
| Unit investment trust |  | 11 |  | 11 |  | 12 |  | 12 |  | 12 |  | 13 | 18\% | 8\% |
| Other ${ }^{(2)}$ |  | 49 |  | 48 |  | 49 |  | 51 |  | 55 |  | 48 | -- | (13\%) |
| Total assets under management or supervisior ${ }^{(1)}$ | \$ | 576 | \$ | 565 | \$ | 587 | \$ | 599 | \$ | 622 | \$ | 625 | 11\% | -- |

(1) Revenues and expenses associated with customer assets of \$148 billion, \$126 billion and $\$ 149$ billion as of May 31, 2006, May 31, 2005 and Feb 28, 2006 , respectively, are included in the Company's Global Wealth Management Group segment, and $\$ 37$ billion, $\$ 23$ billion and $\$ 31$ billion as of May 31, 2006 , May 31 , 2005 and Feb 28 , 2006, respectively, are included in the Company's Institutional Securities segment.
(2) 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 26.

## MorgañStanley

## Quarterly Discover Income Statement Information <br> (unaudited, dollars in millions)

<br>Percentage Change From:<br>Six Months Ended<br>Percentage Change

Merchant, cardmember and other fees Servicing and securitization income Other

Total non-interest revenues
Interest revenue
Interest expense
Net interest income
Provision for consumer loan losses Net credit income

Net revenues
Total non-interest expenses Income before losses from unconsolidated investees and taxes
Losses from unconsolidated investees
Income before taxes
Provision for income taxes
Income from continuing operations ${ }^{(1)}$
Return on average common equity ${ }^{(2)}$
Pre-tax profit margin ${ }^{(3)}$

| \$ | 308 | \$ | 318 | \$ | 357 | \$ | 340 | \$ | 289 | \$ | 277 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 494 |  | 423 |  | 398 |  | 294 |  | 596 |  | 651 |
|  | 2 |  | 2 |  | (1) |  | 2 |  | 4 |  | 5 |
|  | 804 |  | 743 |  | 754 |  | 636 |  | 889 |  | 933 |
|  | 458 |  | 536 |  | 593 |  | 587 |  | 586 |  | 608 |
|  | 168 |  | 182 |  | 212 |  | 219 |  | 231 |  | 220 |
|  | 290 |  | 354 |  | 381 |  | 368 |  | 355 |  | 388 |

$(13 \%)$
$54 \%$
$150 \%$
$26 \%$
$13 \%$
$21 \%$
$10 \%$
$(38 \%)$
$78 \%$

$34 \%$
$4 \%$

| (4\%) | \$ | 626 | \$ | 566 | (10\%) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 9\% |  | 917 |  | 1,247 | 36\% |
| 25\% |  | 4 |  | 9 | 125\% |
| 5\% |  | 1,547 |  | 1,822 | 18\% |
| 4\% |  | 994 |  | 1,194 | 20\% |
| (5\%) |  | 350 |  | 451 | 29\% |
| 9\% |  | 644 |  | 743 | 15\% |
| (16\%) |  | 344 |  | 285 | (17\%) |
| 29\% |  | 300 |  | 458 | 53\% |
| 9\% |  | 1,847 |  | 2,280 | 23\% |
| 7\% |  | 1,230 |  | 1,260 | 2\% |
| 13\% |  | 617 |  | 1,020 | 65\% |
| * |  | 0 |  | 1 | * |
| 13\% |  | 617 |  | 1,019 | 65\% |
| 14\% |  | 233 |  | 381 | 64\% |
| 13\% | \$ | 384 | \$ | 638 | 66\% |
|  |  | 18\% |  | 27\% |  |
|  |  | 33\% |  | 45\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) 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 26

| MorganStanley | MORGAN STANLEY <br> Quarterly Discover Income Statement Information <br> (Managed loan basis) <br> (unaudited, dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
|  |  | , 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 | May 31, 2005 |  | May 31, 2006 |  |  |
| Merchant, cardmember and other fees | \$ | 481 | \$ | 484 | \$ | 532 | \$ | 520 | \$ | 519 | \$ | 541 | 12\% | 4\% | \$ | 965 | \$ | 1,060 | 10\% |
| Servicing and securitization income |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Other |  | 34 |  | (14) |  | (19) |  | (74) |  | 143 |  | 22 | * | (85\%) |  | 20 |  | 165 | * |
| Total non-interest revenues |  | 515 |  | 470 |  | 513 |  | 446 |  | 662 |  | 563 | 20\% | (15\%) |  | 985 |  | 1,225 | 24\% |
| Interest revenue |  | 1,383 |  | 1,426 |  | 1,463 |  | 1,432 |  | 1,475 |  | 1,576 | 11\% | 7\% |  | 2,809 |  | 3,051 | 9\% |
| Interest expense |  | 401 |  | 433 |  | 475 |  | 497 |  | 541 |  | 576 | 33\% | 6\% |  | 834 |  | 1,117 | 34\% |
| Net interest income |  | 982 |  | 993 |  | 988 |  | 935 |  | 934 |  | 1,000 | 1\% | 7\% |  | 1,975 |  | 1,934 | (2\%) |
| Provision for consumer loan losses |  | 538 |  | 575 |  | 590 |  | 687 |  | 507 |  | 372 | (35\%) | (27\%) |  | 1,113 |  | 879 | (21\%) |
| Net credit income |  | 444 |  | 418 |  | 398 |  | 248 |  | 427 |  | 628 | 50\% | 47\% |  | 862 |  | 1,055 | 22\% |
| Net revenues |  | 959 |  | 888 |  | 911 |  | 694 |  | 1,089 |  | 1,191 | 34\% | 9\% |  | 1,847 |  | 2,280 | 23\% |
| Total non-interest expenses |  | 605 |  | 625 |  | 672 |  | 629 |  | 610 |  | 650 | 4\% | 7\% |  | 1,230 |  | 1,260 | 2\% |
| Income before losses from unconsolidated investees and taxes |  | 354 |  | 263 |  | 239 |  | 65 |  | 479 |  | 541 | 106\% | 13\% |  | 617 |  | 1,020 | 65\% |
| Losses from unconsolidated investees |  | 0 |  | 0 |  | 0 |  | 0 |  | 1 |  | 0 | -- | * |  | 0 |  | 1 | * |
| Income before taxes |  | 354 |  | 263 |  | 239 |  | 65 |  | 478 |  | 541 | 106\% | 13\% |  | 617 |  | 1,019 | 65\% |
| Provision for income taxes |  | 134 |  | 99 |  | 89 |  | 18 |  | 178 |  | 203 | 105\% | 14\% |  | 233 |  | 381 | 64\% |
| Income from continuing operations ${ }^{(1)}$ | \$ | 220 | \$ | 164 | \$ | 150 | \$ | 47 | \$ | 300 | \$ | 338 | 106\% | 13\% | \$ | 384 | \$ | 638 | 66\% |
| Return on average common equity ${ }^{(2)}$ |  | 20\% |  | 16\% |  | 13\% |  | 4\% |  | 26\% |  | 27\% |  |  |  | 18\% |  | 27\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 37\% |  | 30\% |  | 26\% |  | 9\% |  | 44\% |  | 45\% |  |  |  | 33\% |  | 45\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) 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 26


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## MORGAN STANLEY

## Quarterly Intersegment Eliminations Income Statement Information

 (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Six Months Ended |  |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | 2Q06 vs. 1Q06 | May 31, 2005 |  | May 31, 2006 |  | Change |
| Investment banking ${ }^{(1)}$ | \$ | (3) | \$ | 0 | \$ | 0 | \$ | (1) | \$ | 0 | \$ | (33) | * | * | \$ | (3) | \$ | (33) | * |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | (1) |  | (1) |  | (1) |  | (2) |  | (2) |  | (3) | (200\%) | (50\%) |  | (2) |  | (5) | (150\%) |
| Investments |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Commissions |  | (15) |  | (16) |  | (12) |  | (11) |  | (7) |  | (8) | 50\% | (14\%) |  | (31) |  | (15) | 52\% |
| Asset management, distribution and admin. fees |  | (42) |  | (40) |  | (38) |  | (51) |  | (53) |  | (35) | 13\% | 34\% |  | (82) |  | (88) | (7\%) |
| Interest and dividends |  | (28) |  | (32) |  | (36) |  | (43) |  | (39) |  | (68) | (113\%) | (74\%) |  | (60) |  | (107) | (78\%) |
| Other |  | (9) |  | (10) |  | (11) |  | (9) |  | (10) |  | (15) | (50\%) | (50\%) |  | (19) |  | (25) | (32\%) |
| Total revenues |  | (98) |  | (99) |  | (98) |  | (117) |  | (111) |  | (162) | (64\%) | (46\%) |  | (197) |  | (273) | (39\%) |
| Interest expense |  | (28) |  | (32) |  | (36) |  | (43) |  | (52) |  | (64) | (100\%) | (23\%) |  | (60) |  | (116) | (93\%) |
| Net revenues |  | (70) |  | (67) |  | (62) |  | (74) |  | (59) |  | (98) | (46\%) | (66\%) |  | (137) |  | (157) | (15\%) |
| Total non-interest expenses |  | (94) |  | (92) |  | (85) |  | (96) |  | (78) |  | (85) | 8\% | (9\%) |  | (186) |  | (163) | 12\% |
| Income before taxes |  | 24 |  | 25 |  | 23 |  | 22 |  | 19 |  | (13) | (152\%) | (168\%) |  | 49 |  | 6 | (88\%) |
| Provision for income taxes |  | 9 |  | 10 |  | 8 |  | 7 |  | 7 |  | (5) | (150\%) | (171\%) |  | 19 |  | 2 | (89\%) |
| Income from continuing operations ${ }^{(2)}$ | \$ | 15 | \$ | 15 | \$ | 15 | \$ | 15 | \$ | 12 | \$ | (8) | (153\%) | (167\%) | \$ | 30 | \$ | 4 | (87\%) |

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## MORGAN STANLEY

The following (page 18) presents more detailed financial information regarding the results of operations for the combined Institutional Securities, Global Wealth Management Group and Asset 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 that have securities and asset management businesses. Morgan Stanley also provides this type of presentation for its Discover business (page 19) in order to provide helpful comparison to other credit card issuers.

## MorgañStanley

MORGAN STANLEY
Quarterly Institutional Securities, Global Wealth Management Group and Asset Management ${ }^{(1)}$ Combined Income Statement Information
unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 8,2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | 2Q06 vs. 2Q05 | $\underline{\text { 2Q06 vs. 1Q06 }}$ |  | 31, 2005 |  | 31,2006 |  |
| Investment banking | \$ | 824 | \$ | 814 | \$ | 992 | \$ | 1,216 | \$ | 982 | \$ | 1,165 | 43\% | 19\% | \$ | 1,638 | \$ | 2,147 | 31\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,847 |  | 1,795 |  | 2,151 |  | 1,577 |  | 3,069 |  | 3,738 | 108\% | 22\% |  | 3,642 |  | 6,807 | 87\% |
| Investments |  | 153 |  | 226 |  | 103 |  | 499 |  | 314 |  | 690 | * | 120\% |  | 379 |  | 1,004 | 165\% |
| Commissions |  | 824 |  | 824 |  | 804 |  | 911 |  | 929 |  | 1,005 | 22\% | 8\% |  | 1,648 |  | 1,934 | 17\% |
| Asset management, distribution and administration fees |  | 1,204 |  | 1,246 |  | 1,249 |  | 1,259 |  | 1,279 |  | 1,333 | 7\% | 4\% |  | 2,450 |  | 2,612 | 7\% |
| Interest and dividends |  | 5,405 |  | 5,521 |  | 6,429 |  | 8,738 |  | 9,991 |  | 9,537 | 73\% | (5\%) |  | 10,926 |  | 19,528 | 79\% |
| Other |  | 103 |  | 119 |  | 107 |  | 130 |  | 110 |  | 120 | 1\% | 9\% |  | 222 |  | 230 | 4\% |
| Total revenues |  | 10,360 |  | 10,545 |  | 11,835 |  | 14,330 |  | 16,674 |  | 17,588 | 67\% | 5\% |  | 20,905 |  | 34,262 | 64\% |
| Interest expense |  | 4,477 |  | 5,401 |  | 5,798 |  | 8,060 |  | 9,278 |  | 9,799 | 81\% | 6\% |  | 9,878 |  | 19,077 | 93\% |
| Net revenues |  | 5,883 |  | 5,144 |  | 6,037 |  | 6,270 |  | 7,396 |  | 7,789 | 51\% | 5\% |  | 11,027 |  | 15,185 | 38\% |
| Compensation and benefits |  | 2,639 |  | 2,413 |  | 2,923 |  | 2,473 |  | 3,939 |  | 3,499 | 45\% | (11\%) |  | 5,052 |  | 7,438 | 47\% |
| Occupancy and equipment |  | 308 |  | 209 |  | 217 |  | 220 |  | 209 |  | 216 | 3\% | 3\% |  | 517 |  | 425 | (18\%) |
| Brokerage, clearing and exchange fees |  | 260 |  | 276 |  | 267 |  | 267 |  | 292 |  | 340 | 23\% | 16\% |  | 536 |  | 632 | 18\% |
| Information processing and communications |  | 260 |  | 265 |  | 263 |  | 269 |  | 259 |  | 272 | 3\% | 5\% |  | 525 |  | 531 | 1\% |
| Marketing and business development |  | 112 |  | 143 |  | 143 |  | 177 |  | 119 |  | 156 | 9\% | 31\% |  | 255 |  | 275 | 8\% |
| Professional services |  | 315 |  | 365 |  | 425 |  | 507 |  | 370 |  | 449 | 23\% | 21\% |  | 680 |  | 819 | 20\% |
| Other |  | 499 |  | 342 |  | 296 |  | 292 |  | 240 |  | 192 | (44\%) | (20\%) |  | 841 |  | 432 | (49\%) |
| September 11th related insurance recoveries, net |  | (251) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (251) |  | 0 | * |
| Total non-interest expenses |  | 4,142 |  | 4,013 |  | 4,534 |  | 4,205 |  | 5,428 |  | 5,124 | 28\% | (6\%) |  | 8,155 |  | 10,552 | 29\% |
| Income from continuing operations before losses from unconsolidated investees, taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 73 |  | 67 |  | 105 |  | 66 |  | 68 |  | 103 | 54\% | 51\% |  | 140 |  | 171 | 22\% |
| Income before taxes |  | 1,668 |  | 1,064 |  | 1,398 |  | 1,999 |  | 1,900 |  | 2,562 | 141\% | 35\% |  | 2,732 |  | 4,462 | 63\% |
| Provision for income taxes |  | 539 |  | 298 |  | 381 |  | 300 |  | 606 |  | 921 | * | 52\% |  | 837 |  | 1,527 | 82\% |
| Income from continuing operations ${ }^{(2)}$ | \$ | 1,129 | \$ | 766 | \$ | 1,017 | \$ | 1,699 | \$ | 1,294 | \$ | 1,641 | 114\% | 27\% | \$ | 1,895 | \$ | 2,935 | 55\% |
| Return on average common equity ${ }^{(3)}$ |  | 23\% |  | 16\% |  | 21\% |  | 32\% |  | 24\% |  | 28\% |  |  |  | 19\% |  | 26\% |  |
| Compensation and benefits as a \% of net revenues |  | 45\% |  | 47\% |  | 48\% |  | 39\% |  | 53\% |  | 45\% |  |  |  | 46\% |  | 49\% |  |
| Non-compensation expenses as a \% of net revenues |  | 26\% |  | 31\% |  | 27\% |  | 28\% |  | 20\% |  | 21\% |  |  |  | 28\% |  | 21\% |  |
| Pre-tax profit margin ${ }^{(4)}$ |  | 30\% |  | 22\% |  | 25\% |  | $33 \%$ |  | 27\% |  | $34 \%$ |  |  |  | 26\% |  | 31\% |  |
| Number of employees ${ }^{(5)}$ |  | 39,641 |  | 40,267 |  | 40,226 |  | 39,723 |  | 40,188 |  | 40,088 | -- | -- |  |  |  |  |  |

(1) Includes the elimination of intersegment activity between Institutional Securities, Global Wealth Management Group and Asset Management.
(2) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income before taxes, excluding losses from unconsolidated investees, as a $\%$ of net revenues.
5) Includes Institutional Securities, Global Wealth Management Group, Asset Management and Infrastructure / Company areas

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 26

Quarter Ended

Merchant, cardmember and other fees Servicing and securitization income Other

Total non-interest revenues
Interest revenue
Interest expense
Net interest income
Provision for consumer loan losses Net credit income

Net revenues
Compensation and benefits
Occupancy and equipment
Information processing and communications
Marketing and business development
Professional services
Other

> Total non-interest expenses

Income before losses from unconsolidated investees and taxes
Losses from unconsolidated investees
Income before taxes
Provision for income taxes
Income from continuing operations ${ }^{(1)}$
Return on average common equity ${ }^{(2)}$
Compensation and benefits as a \% of net revenues
Non-compensation expenses as a $\%$ of net revenues
Pre-tax profit margin ${ }^{(3)}$
Number of employees


| 1,383 | 1,426 | 1,463 | 1,432 | 1,475 | 1,576 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 401 | 433 | 475 | 497 | 541 | 576 |
| 982 | 993 | 988 | 935 | 934 | 1,000 |



| 959 | 888 | 911 | 694 | 1,089 | 1,191 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 215 | 209 | 242 | 199 | 244 | 224 |
| 24 | 23 | 22 | 23 | 23 | 21 |
| 83 | 85 | 87 | 98 | 90 | 96 |
| 145 | 155 | 133 | 154 | 119 | 142 |
| 67 | 73 | 80 | 74 | 64 | 92 |
| 71 | 80 | 108 | 81 | 70 | 75 |
| 605 | 625 | 672 | 629 | 610 | 650 |


|  | 354 |  | 263 |  | 239 |  | 65 |  | 479 |  | 541 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 1 |  | 0 |
|  | 354 |  | 263 |  | 239 |  | 65 |  | 478 |  | 541 |
|  | 134 |  | 99 |  | 89 |  | 18 |  | 178 |  | 203 |
| \$ | 220 | \$ | 164 | \$ | 150 | \$ | 47 | \$ | 300 | \$ | 338 |
|  | 20\% |  | 16\% |  | 13\% |  | 4\% |  | 26\% |  | 27\% |
|  | 22\% |  | 24\% |  | 27\% |  | 29\% |  | 22\% |  | 19\% |
|  | 41\% |  | 47\% |  | 47\% |  | 62\% |  | 34\% |  | 36\% |
|  | 37\% |  | 30\% |  | 26\% |  | 9\% |  | 44\% |  | 45\% |

$11 \%$
$33 \%$
$1 \%$
$12 \%$
--
$*$
$20 \%$

$11 \%$
$33 \%$
$1 \%$

$(35 \%)$
$50 \%$

$34 \%$

$7 \%$
$(9 \%)$
$13 \%$
$(8 \%)$
$26 \%$
$(6 \%)$
$4 \%$

106\%
106\%
106\%
105\%
106\%


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## MorgañStanley

## MORGAN STANLEY

The following (pages 20-23) present a reconciliation for certain information disclosed on pages 14, 15, 16 and 19.

The data is presented on both a "managed" loan basis and as reported under generally accepted accounting principles ("owned" loan basis). Managed loan data assume 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 Discover 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.

## MorgañStanley

## MORGAN STANLEY

Quarterly Discover Reconciliation of General Purpose Credit Card Loan Data ${ }^{(1)}$
(unaudited, dollars in millions)

(1) The table provides a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30-and 90 -day delinquency rates) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 26.

## MORGAN STANLEY

Quarterly Discover Reconciliation of General Purpose Credit Card Loan Data ${ }^{(1)}$
(unaudited, dollars in millions)

|  | Quarter Ended Nov 30, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 22,496 |  |  | \$ | 21,934 | 0.86\% | 9.89\% | 5.53\% | 5.35\% | 3.69\% | 1.62\% |
| Securitized |  | 24,440 |  | 24,568 | 0.77\% | 13.77\% | 9.36\% | 6.13\% | 4.24\% | 1.87\% |
| Managed | \$ | 46,936 | \$ | 46,502 | 0.40\% | 11.94\% | 7.55\% | 5.76\% | 3.98\% | 1.75\% |
|  | Quarter Ended Aug 31, 2005 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | Delinquency Rate |  |
| General Purpose Credit Card Loans: | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest <br> Spread | Net <br> Charge-offs | 30 Days | 90 Days |
| Owned | \$ | 20,570 | \$ | 19,835 | 3.01\% | 10.96\% | 6.63\% | 4.69\% | 3.62\% | 1.67\% |
| Securitized |  | 26,535 |  | 26,934 | 2.21\% | 12.83\% | 8.93\% | 5.43\% | 4.13\% | 1.90\% |
| Managed | \$ | 47,105 | \$ | 46,769 | 1.28\% | 12.04\% | 7.95\% | 5.12\% | 3.91\% | 1.80\% |
|  | Quarter Ended May 31, 2005 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | Delinquency Rate |  |
| General Purpose Credit Card Loans: | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | 30 Days | 90 Days |
| Owned | \$ | 19,385 | \$ | 18,753 | 3.48\% | 10.56\% | 6.47\% | 4.62\% | 3.48\% | 1.64\% |
| Securitized |  | 27,460 |  | 28,393 | 2.30\% | 12.43\% | 8.92\% | 5.15\% | 4.19\% | 1.97\% |
| Managed | \$ | 46,845 | \$ | 47,146 | 1.38\% | 11.69\% | 7.96\% | 4.94\% | 3.90\% | 1.83\% |
|  | Quarter Ended Feb 28, 2005 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | Delinquency Rate |  |
| General Purpose Credit Card Loans: | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | 30 Days | 90 Days |
| Owned | \$ | 18,908 | \$ | 19,210 | 4.64\% | 9.07\% | 5.15\% | 4.62\% | 3.75\% | 1.81\% |
| Securitized |  | 28,862 |  | 29,720 | 3.00\% | 12.63\% | 9.47\% | 5.43\% | 4.55\% | 2.20\% |
| Managed | \$ | 47,770 | \$ | 48,930 | 1.82\% | 11.23\% | 7.79\% | 5.11\% | 4.24\% | 2.05\% |

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, 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 26.

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Year to Date Discover Reconciliation of General Purpose Credit Card Loan Data ${ }^{(1)}$ (unaudited, dollars in millions)

| General Purpose Credit Card Loans: | Six Months Ended May 31, 2006 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 21,764 |  |  | \$ | 20,808 | 6.15\% | 10.41\% | 5.89\% | 3.82\% | 2.97\% | 1.38\% |
| Securitized |  | 26,775 |  | 26,631 | 4.80\% | 13.98\% | 8.97\% | 4.46\% | 3.56\% | 1.65\% |
| Managed | \$ | 48,539 | \$ | 47,439 | 2.70\% | 12.42\% | 7.61\% | 4.18\% | 3.29\% | 1.53\% |


(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, 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 26.

| Quarter Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | Feb 28, 2006 | May 31, 2006 |

$\frac{\text { Six Months Ended }}{\text { May 31, } 2005 \text { May 31, } 2006}$

Merchant, cardmember and other fees:

| Owned | \$ | 308 | \$ | 318 | \$ | 357 | \$ | 340 | \$ | 289 | \$ | 277 | \$ | 626 | \$ | 566 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securitization adjustment |  | 173 |  | 166 |  | 175 |  | 180 |  | 230 |  | 264 |  | 339 |  | 494 |
| Managed | \$ | 481 | \$ | 484 | \$ | 532 | \$ | 520 | \$ | 519 | \$ | 541 | \$ | 965 | \$ | 1,060 |
| Servicing and securitizations income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 494 | \$ | 423 | \$ | 398 | \$ | 294 | \$ | 596 | \$ | 651 | \$ | 917 | \$ | 1,247 |
| Securitization adjustment |  | (494) |  | (423) |  | (398) |  | (294) |  | (596) |  | (651) |  | (917) |  | $(1,247)$ |
| Managed | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Other: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 2 | \$ | 2 | \$ | (1) | \$ | 2 | \$ | 4 | \$ | 5 | \$ | 4 | \$ | 9 |
| Securitization adjustment |  | 32 |  | (16) |  | (18) |  | (76) |  | 139 |  | 17 |  | 16 |  | 156 |
| Managed | \$ | 34 | \$ | (14) | \$ | (19) | \$ | (74) | \$ | 143 | \$ | 22 | \$ | 20 | \$ | 165 |
| Interest revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 458 | \$ | 536 | \$ | 593 | \$ | 587 | \$ | 586 | \$ | 608 | \$ | 994 | \$ | 1,194 |
| Securitization adjustment |  | 925 |  | 890 |  | 870 |  | 845 |  | 889 |  | 968 |  | 1,815 |  | 1,857 |
| Managed | \$ | 1,383 | \$ | 1,426 | \$ | 1,463 | \$ | 1,432 | \$ | 1,475 | \$ | 1,576 | \$ | 2,809 | \$ | 3,051 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 168 | \$ | 182 | \$ | 212 | \$ | 219 | \$ | 231 | \$ | 220 | \$ | 350 | \$ | 451 |
| Securitization adjustment |  | 233 |  | 251 |  | 263 |  | 278 |  | 310 |  | 356 |  | 484 |  | 666 |
| Managed | \$ | 401 | \$ | 433 | \$ | 475 | \$ | 497 | \$ | 541 | \$ | 576 | \$ | 834 | \$ | 1,117 |
| Provision for consumer loan losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 135 | \$ | 209 | \$ | 224 | \$ | 310 | \$ | 155 | \$ | 130 | \$ | 344 | \$ | 285 |
| Securitization adjustment |  | 403 |  | 366 |  | 366 |  | 377 |  | 352 |  | 242 |  | 769 |  | 594 |
| Managed | \$ | 538 | \$ | 575 | \$ | 590 | \$ | 687 | \$ | 507 | \$ | 372 | \$ | 1,113 | \$ | 879 |

(1) The tables provide a reconciliation of certain managed and owned basis income statement data
(merchant, cardmember and other fees, servicing fees, other revenue, interest revenue, interest expense and provision for consumer loan losses) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 26.

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The following (page 24) 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. 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. In addition, 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.

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## Quarterly Reconciliation of Adjusted Assets

 (unaudited, dollars in millions, except ratios)Total assets
Less: Securities purchased under agreements to resell Securities borrowed
Add: Financial instruments sold, not yet purchased
Less: Derivative contracts sold, not yet purchased Subtotal

Less: Segregated customer cash and securities balances
Assets recorded under certain provisions of SFAS No. 140 and FIN 46 Goodwill and intangible assets

Adjusted assets
Shareholders' equity
Junior subordinated debt issued to capital trusts ${ }^{(1)}$ Subtota
Less: Goodwill and intangible assets
Tangible shareholders' equity
Leverage ratio ${ }^{(2)}$
Adjusted leverage ratio ${ }^{(3)}$

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  |
| \$ 802,210 | \$ | 818,711 | \$ | 837,391 | \$ | 898,523 | \$ | 959,613 | \$ | 1,027,317 |
| $(143,462)$ |  | $(145,579)$ |  | $(143,642)$ |  | $(174,330)$ |  | $(176,260)$ |  | $(190,289)$ |
| $(207,985)$ |  | $(228,454)$ |  | $(227,098)$ |  | $(244,241)$ |  | $(252,896)$ |  | $(274,581)$ |
| 119,913 |  | 131,901 |  | 137,443 |  | 147,000 |  | 149,561 |  | 159,822 |
| $(37,389)$ |  | $(39,835)$ |  | $(48,395)$ |  | $(44,952)$ |  | $(42,928)$ |  | $(48,747)$ |
| 533,287 |  | 536,744 |  | 555,699 |  | 582,000 |  | 637,090 |  | 673,522 |
| $(26,461)$ |  | $(36,539)$ |  | $(30,912)$ |  | $(30,540)$ |  | $(27,156)$ |  | $(31,685)$ |
| $(57,042)$ |  | $(57,394)$ |  | $(64,066)$ |  | $(67,091)$ |  | $(78,925)$ |  | $(90,046)$ |
| $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |  | $(2,873)$ |  | $(2,932)$ |
| \$ 447,221 | \$ | 440,283 | \$ | 458,190 | \$ | 481,869 | \$ | 528,136 | \$ | 548,859 |
| \$ 28,495 | \$ | 28,330 | \$ | 28,226 | \$ | 29,182 | \$ | 30,123 | \$ | 32,255 |
| 2,833 |  | 2,894 |  | 2,881 |  | 2,764 |  | 3,652 |  | 3,473 |
| 31,328 |  | 31,224 |  | 31,107 |  | 31,946 |  | 33,775 |  | 35,728 |
| $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |  | $(2,873)$ |  | $(2,932)$ |
| \$ 28,765 | \$ | 28,696 | \$ | 28,576 | \$ | 29,446 | \$ | 30,902 | \$ | 32,796 |
| 27.9x |  | 28.5x |  | 29.3x |  | 30.5 x |  | 31.1x |  | 31.3 x |
| 15.5x |  | 15.3x |  | 16.0x |  | 16.4x |  | 17.1x |  | 16.7x |

(1) 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 (final maturity at issuance of thirty years extendable at the Company's option by a further nineteen years), 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.
(2) Leverage ratio equals total assets divided by tangible shareholders' equity.
(3) 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 26.

This page represents an addendum to the $2 Q 2006$ Financial Supplement.

In accordance with SFAS 123R, fiscal 2005 compensation expense included the amortization of fiscal 2003 and fiscal 2004 awards but excluded amortization for fiscal 2005 year-end awards. Fiscal 2006 compensation expense includes the amortization related to fiscal 2003 awards, fiscal 2004 awards, fiscal 2005 awards granted to non-retirement-eligible employees, the full cost of equity awards granted to retirement-eligible employees during fiscal 2006 (including fiscal 2005 year-end awards granted in December 2005) and the full cost of fiscal 2006 year-end equity awards to be granted to retirement-eligible employees in December 2006

Based on interpretative guidance related to SFAS 123R in the first quarter of 2006, the Company has changed its accounting policy for expensing the cost of year-end equity awards that will be granted to retirement-eligible employees. In fiscal 2006, the Company is accruing the estimated cost of these awards over the course of the current year rather than expensing the awards on the date of the grant.

Fiscal 2005 and fiscal 2006 year-end awards to non-retirement-eligible employees will be amortized over the period from the grant date to the earlier of the employee's retirement eligibility date or the vesting date specified in the award terms.

For a further discussion of the Company's previous accounting for stock-based compensation, see the Company's Form 10-K for the fiscal year ended November 30, 2005

Illustration of Standard Equity Award Amortization to Non-Retirement-Eligible and Retirement-Eligible Employees

|  | Non-Retirement-Eligible Employees - Fiscal Year Ended |  |  |  |  |  |  | Cumulative Amort. <br> By Grant |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year of Award | Nov 30, 2003 | Nov 30, 2004 | Nov 30, 2005 | Nov 30, 2006 | Nov 30, 2007 | Nov 30, 2008 | Nov 30, 2009 |  |
| 2003 | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 0\% | 100\% |
| 2004 |  | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 100\% |
| 2005 |  |  |  | 39\% | 39\% | 20\% | 2\% | 100\% |
| 2006 |  |  |  |  | 39\% | 39\% | 20\% | 98\% |
| 2007 |  |  |  |  |  | 39\% | 39\% | 78\% |
| 2008 |  |  |  |  |  |  | 39\% | 39\% |


|  | Retirement-Eligible Employees - Fiscal Year Ended |  |  |  |  |  |  | Cumulative Amort. By Grant |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year of Award | Nov 30, 2003 | Nov 30, 2004 | Nov 30, 2005 | Nov 30, 2006 | Nov 30, 2007 | Nov 30, 2008 | Nov 30, 2009 |  |
| 2003 | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 0\% | 100\% |
| 2004 |  | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 100\% |
| 2005 |  |  |  | 100\% | 0\% | 0\% | 0\% | 100\% |
| 2006 |  |  |  | 100\% | 0\% | 0\% | 0\% | 100\% |
| 2007 |  |  |  |  | 100\% | 0\% | 0\% | 100\% |
| 2008 |  |  |  |  |  | 100\% | 0\% | 100\% |
| 2009 |  |  |  |  |  |  | 100\% | 100\% |

Note: The actual fiscal impact depends on several factors including, but not limited to, forfeitures, award terms and modifications Refer to Legal Notice page 26.

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This Financial Supplement contains financial, statistical and business-related information, as well as business and segment trends. The information should be read in conjunction with the Company's second quarter earnings press release issued June 21, 2006.


[^0]:    (1) Represents consolidated income from continuing operations before losses from unconsolidated investees, taxes,
    gain/(loss) from discontinued operations and cumulative effect of accounting change.
    Summation of the quarters' earnings per common share may not equal the annual amounts due to the averaging effect of the number of shares and share equivalents throughout the year
    (3) Represents the effects of the adoption of SFAS 123R in the first quarter of fiscal 2005

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

[^1]:    (1) The Company uses an economic capital model to determine the amount of equity capital needed to support the risk of its business activities and to ensure that the Company remains adequately capitalized. Economic capital is defined as the amount of capital needed to run the business through the business cycle and satisfy the requirements of regulators, rating agencies and the market. The Company's methodology is based on a going concern approach that assigns economic capital to each segment based on regulatory capital usage plus additional capital for stress losses, goodwill and principal investment risk. The economic capital model and allocation methodology may be enhanced over time in response to changes in the business and regulatory environment.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

[^2]:    (1) Includes principal transactions trading, commissions and net interest revenue
    (2) Source: Thomson Financial, data as of June 7, 2006.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

[^3]:    (1) Annualized revenue divided by average global representative headcount.
    (2) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
    (3) Total client assets divided by period end global representative headcount.
    (4) 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 26.

[^4]:    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26

[^5]:    (1) Includes domestic and international credit card businesses.
    (2) Includes owned and securitized credit card loans.
    (3) Annualized net income divided by average managed receivables.
    (4) Reflects volume subsequent to date of acquisition.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

[^6]:    (1) Included in the May 31, 2006 amount is $\$ 30 \mathrm{~m}$ related to the sale of the Company's aircraft leasing business.
    (2) Excludes cumulative effect of accounting change.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 26.

[^7]:    (1) Excludes cumulative effect of accounting change.
    (2) Refer to page 4 for the allocation of average common equity.
    (3) 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 26

