## MorganStanley

## Updated as of July 10, 2008

MORGAN STANLEY<br>Financial Supplement-2Q 2008<br>Table of Contents

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## MorganStanley

## MORGAN STANLEY Quarterly Financial Summary unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Six Months Ended |  | Ended | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | $\underline{\text { 2Q08 vs. 1Q08 }}$ |  | May 31, 2007 |  | May 31, 2008 |  |
| Net revenues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Securities ${ }^{(1)}$ | \$ | 7,162 | \$ | 7,429 | \$ | \$ 4,983 | \$ | \$ $(3,425)$ | \$ | \$ 6,213 | \$ | \$ 3,625 | (51\%) | (42\%) | \$ | 14,591 | \$ | 9,838 | (33\%) |
| Global Wealth Management Group ${ }^{(2)}$ |  | 1,511 |  | 1,642 |  | 1,683 |  | 1,789 |  | 1,606 |  | 2,436 | 48\% | 52\% |  | 3,153 |  | 4,042 | 28\% |
| Asset Management |  | 1,368 |  | 1,509 |  | 1,364 |  | 1,252 |  | 543 |  | 488 | (68\%) | (10\%) |  | 2,877 |  | 1,031 | (64\%) |
| Intersegment Eliminations |  | (47) |  | (56) |  | (72) |  | (66) |  | (40) |  | (39) | 30\% | 3\% |  | (103) |  | (79) | 23\% |
| Consolidated net revenues | \$ | 9,994 | \$ | 10,524 | \$ | \$ 7,958 | \$ | (450) | \$ | \$ 8,322 | \$ | \$ 6,510 | (38\%) | (22\%) | \$ | 20,518 | \$ | 14,832 | (28\%) |
| Income / (loss) before taxes ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Institutional Securities | \$ | 2,845 | \$ | 2,950 | \$ | \$ 1,501 | \$ | $(6,479)$ | \$ | \$ 2,117 | \$ | \$ 679 | (77\%) | (68\%) | \$ | 5,795 | \$ | 2,796 | (52\%) |
| Global Wealth Management Group |  | 226 |  | 264 |  | 287 |  | 378 |  | 254 |  | 989 | * | * |  | 490 |  | 1,243 | 154\% |
| Asset Management |  | 379 |  | 303 |  | 491 |  | 294 |  | (161) |  | (227) | (175\%) | (41\%) |  | 682 |  | (388) | (157\%) |
| Intersegment Eliminations |  | 6 |  | 7 |  | (14) |  | 3 |  | 4 |  | 5 | (29\%) | 25\% |  | 13 |  | 9 | (31\%) |
| Consolidated income / (loss) before taxes | \$ | 3,456 | \$ | 3,524 | \$ | \$ 2,265 | \$ | $(5,804)$ | \$ | \$ 2,214 | \$ | \$ 1,446 | (59\%) | (35\%) | \$ | 6,980 | \$ | 3,660 | (48\%) |
| Earnings / (loss) applicable to common shareholders | \$ | 2,655 | \$ | 2,565 | \$ | \$ 1,526 | \$ | $(3,605)$ | \$ | \$ 1,534 | \$ | \$ 1,012 | (61\%) | (34\%) | \$ | 5,220 | \$ | 2,546 | (51\%) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings per basic share: ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 2.28 | \$ | \$ 2.35 | \$ | \$ 1.45 | \$ | (3.61) | \$ | \$ 1.50 | \$ | \$ 0.97 | (59\%) | (35\%) | \$ | 4.63 | \$ | 2.47 | (47\%) |
| Discontinued operations ${ }^{(5)}$ | \$ | 0.35 | \$ | \$ 0.22 | \$ | \$ 0.07 | \$ | \$ - | \$ | \$ | \$ | \$ | * | -- | \$ | 0.58 | \$ | \$ - | * |
| Earnings per basic share | \$ | 2.63 | \$ | 2.57 | \$ | \$ 1.52 | \$ | (3.61) | \$ | \$ 1.50 | \$ | \$ 0.97 | (62\%) | (35\%) | \$ | 5.21 | \$ | 2.47 | (53\%) |
| Earnings per diluted share: ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income from continuing operations | \$ | 2.17 | \$ | 2.24 | \$ | \$ 1.38 | \$ | (3.61) | \$ | \$ 1.45 | \$ | \$ 0.95 | (58\%) | (34\%) | \$ | 4.41 | \$ | 2.40 | (46\%) |
| Discontinued operations ${ }^{(5)}$ | \$ | 0.34 | \$ | 0.21 | \$ | \$ 0.06 | \$ | \$ - | \$ | \$ | \$ | \$ | * | -- | \$ | 0.55 | \$ | - - | * |
| Earnings per diluted share | \$ | 2.51 | \$ | 2.45 | \$ | \$ 1.44 | \$ | (3.61) | \$ | \$ 1.45 | \$ | \$ 0.95 | (61\%) | (34\%) | \$ | 4.96 | \$ | 2.40 | (52\%) |
| Average common shares outstanding |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 86,993 |  | 996,544,761 |  | 1,002,330,181 |  | 999,553,568 |  | 1,020,802,234 |  | 1,038,145,038 |  |  |  | 1,002,894,369 |  | 1,029,473,636 |  |
| Diluted |  | 12,545 |  | 1,045,643,087 |  | 1,057,495,875 |  | 999,553,568 |  | 1,057,867,487 |  | 1,067,184,178 |  |  |  | 1,051,684,753 |  | 1,062,525,833 |  |
| Period end common shares outstanding |  | 44,077 |  | 1,051,690,047 |  | 1,062,450,986 |  | 1,056,289,659 |  | 1,105,301,550 |  | 1,108,865,416 |  |  |  | 1,051,690,047 |  | 1,108,865,416 |  |
| Return on average common equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| from continuing operations |  | 30.9\% |  | 29.4\% |  | 17.2\% |  | * |  | 19.7\% |  | 12.3\% |  |  |  | 30.1\% |  | 15.9\% |  |
| Return on average common equity |  | 29.9\% |  | 27.4\% |  | 17.1\% |  | * |  | 19.7\% |  | 12.3\% |  |  |  | 28.7\% |  | 15.9\% |  |

[^0]vestment banking
Principal transactions:
Trading
Commissions
Asset management, distribution and admin. fees
Interest and dividends
Other ${ }^{(1)}$
Total revenues
Interest expense
Net revenues
Compensation and benefits
Occupancy and equipment
Brokerage, clearing and exchange fees
Information processing and communications
Marketing and business development
Professional services
Other
Total non-compensation expenses
Total non-interest expenses
Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and taxes
Gain / (loss) from unconsolidated investees
Provision / (benefit) for income taxes
Income / (loss) from continuing operation
Discontinued operations
Gain / (loss) from discontinued operations
income tax provision / (benefit)
Gain / (loss) from discontinued operations
Net income / (loss)
Preferred stock dividend requirements
Earnings / (loss) applicable to common shareholders
Return on average common equity
Return on average common equity
Pre-tax profit margin ${ }^{(3)}$
Compensation and benefits as a $\%$ of net revenues
Non-Compensation expenses as a \% of net revenues
Effective tax rate

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

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 8, 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | 2Q08 vs. 1Q08 |  | 1, 2007 |  | 1, 2008 |  |
| \$ | 1,227 | \$ | 1,913 | \$ | 1,659 | \$ | 1,569 | \$ | 1,109 | \$ | 1,049 | (45\%) | (5\%) | \$ | 3,140 | \$ | 2,158 | (31\%) |
|  | 4,158 |  | 4,838 |  | 1,381 |  | $(7,171)$ |  | 3,390 |  | 1,403 | (71\%) | (59\%) |  | 8,996 |  | 4,793 | (47\%) |
|  | 880 |  | 1,004 |  | 558 |  | 820 |  | (346) |  | (464) | (146\%) | (34\%) |  | 1,884 |  | (810) | (143\%) |
|  | 1,005 |  | 1,123 |  | 1,264 |  | 1,290 |  | 1,199 |  | 1,155 | 3\% | (4\%) |  | 2,128 |  | 2,354 | 11\% |
|  | 1,479 |  | 1,596 |  | 1,701 |  | 1,743 |  | 1,550 |  | 1,464 | (8\%) | (6\%) |  | 3,075 |  | 3,014 | (2\%) |
|  | 14,171 |  | 15,400 |  | 14,405 |  | 16,107 |  | 13,965 |  | 10,117 | (34\%) | (28\%) |  | 29,571 |  | 24,082 | (19\%) |
|  | 272 |  | 321 |  | 262 |  | 353 |  | 317 |  | 1,799 | * | * |  | 593 |  | 2,116 | * |
|  | 23,192 |  | 26,195 |  | 21,230 |  | 14,711 |  | 21,184 |  | 16,523 | (37\%) | (22\%) |  | 49,387 |  | 37,707 | (24\%) |
|  | 13,198 |  | 15,671 |  | 13,272 |  | 15,161 |  | 12,862 |  | 10,013 | (36\%) | (22\%) |  | 28,869 |  | 22,875 | (21\%) |
|  | 9,994 |  | 10,524 |  | 7,958 |  | (450) |  | 8,322 |  | 6,510 | (38\%) | (22\%) |  | 20,518 |  | 14,832 | (28\%) |
|  | 4,775 |  | 4,994 |  | 3,596 |  | 3,187 |  | 4,071 |  | 2,960 | (41\%) | (27\%) |  | 9,769 |  | 7,031 | (28\%) |
|  | 260 |  | 279 |  | 279 |  | 312 |  | 286 |  | 329 | 18\% | 15\% |  | 539 |  | 615 | 14\% |
|  | 361 |  | 366 |  | 459 |  | 470 |  | 444 |  | 448 | 22\% | 1\% |  | 727 |  | 892 | 23\% |
|  | 277 |  | 286 |  | 302 |  | 328 |  | 305 |  | 312 | 9\% | 2\% |  | 563 |  | 617 | 10\% |
|  | 153 |  | 199 |  | 190 |  | 271 |  | 183 |  | 207 | 4\% | 13\% |  | 352 |  | 390 | 11\% |
|  | 419 |  | 510 |  | 507 |  | 676 |  | 379 |  | 472 | (7\%) | 25\% |  | 929 |  | 851 | (8\%) |
|  | 293 |  | 366 |  | 360 |  | 110 |  | 440 |  | 336 | (8\%) | (24\%) |  | 659 |  | 776 | 18\% |
|  | 1,763 |  | 2,006 |  | 2,097 |  | 2,167 |  | 2,037 |  | 2,104 | 5\% | 3\% |  | 3,769 |  | 4,141 | 10\% |
|  | 6,538 |  | 7,000 |  | 5,693 |  | 5,354 |  | 6,108 |  | 5,064 | (28\%) | (17\%) |  | 13,538 |  | 11,172 | (17\%) |
|  | 3,456 |  | 3,524 |  | 2,265 |  | $(5,804)$ |  | 2,214 |  | 1,446 | (59\%) | (35\%) |  | 6,980 |  | 3,660 | (48\%) |
|  | (26) |  | (20) |  | (19) |  | 18 |  | 2 |  | 19 | 195\% | * |  | (46) |  | 21 | 146\% |
|  | 1,116 |  | 1,141 |  | 772 |  | $(2,198)$ |  | 665 |  | 439 | (62\%) | (34\%) |  | 2,257 |  | 1,104 | (51\%) |
|  | 2,314 |  | 2,363 |  | 1,474 |  | $(3,588)$ |  | 1,551 |  | 1,026 | (57\%) | (34\%) |  | 4,677 |  | 2,577 | (45\%) |
|  | 564 |  | 349 |  | 111 |  | 0 |  | 0 |  | 0 | * | -- |  | 913 |  | 0 | * |
|  | 206 |  | 130 |  | 42 |  | 0 |  | 0 |  | 0 | * | -- |  | 336 |  | 0 | * |
|  | 358 |  | 219 |  | 69 |  | 0 |  | 0 |  | 0 | * | -- |  | 577 |  | 0 | * |
| \$ | 2,672 | \$ | 2,582 | \$ | 1,543 | \$ | $(3,588)$ | \$ | 1,551 | \$ | 1,026 | (60\%) | (34\%) | \$ | 5,254 | \$ | 2,577 | (51\%) |
| \$ | 17 | \$ | 17 | \$ | 17 | \$ | 17 | \$ | 17 | \$ | 14 | (18\%) | (18\%) | \$ | 34 | \$ | 31 | (9\%) |
| \$ | 2,655 | \$ | 2,565 | \$ | 1,526 | \$ | $(3,605)$ | \$ | 1,534 | \$ | 1,012 | (61\%) | (34\%) | \$ | 5,220 | \$ | 2,546 | (51\%) |

(1) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 744$ million related to the secondary offering of MSCI Inc., (reported in Institutional Securities) and a pre-tax gain of $\$ 748$ million on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U. (reported in Global Wealth Management Group).
(2) All periods have been restated to include the results of Discover Financial Services in discontinued operations.
(3) Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees, as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18

Worldwide employees ${ }^{(1)}$
Total assets (millions)
Adjusted assets (millions) ${ }^{(5)}$
Tangible shareholders' equity (millions) ${ }^{\text {(6) }}$
Leverage Ratio ${ }^{(7)}$
Adjusted Leverage Ratio ${ }^{(8)}$
Shareholders' equity (millions)
Common equity (millions)
Period end common shares outstanding (millions)
Book value per common share ${ }^{(9)}$
Total capital (millions) ${ }^{(10)}$
Average liquidity
Parent company liquidity (billions)
Bank and other subsidiary liquidity (billions)
Total liquidity (billions)
$\qquad$
Feb 29, 2008





| $\$$ | 38,577 | $\$$ | 40,253 | $\$$ | 36,674 | $\$$ | 32,074 | $\$$ | 39,840 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |$\$ \quad 41,070$


| 30.6x | 8x | .3x | 32.6x | 4x | 25.1 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 16.9x | 17.5x | 18.8x | 17.6x | 16.0x |  |


| $\$$ | 37,954 | $\$$ | 39,511 | $\$$ | 35,250 | $\$$ | 31,269 | $\$$ | 33,280 | $\$$ | 34,493 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |




| (42\%) | (8\%) | \$ | 12,121 | \$ | 7,340 | (39\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (30\%) | (37\%) |  | 5,672 |  | 5,338 | (6\%) |
| (39\%) | (25\%) |  | 2,725 |  | 2,154 | (21\%) |
| (38\%) | (22\%) | \$ | 20,518 | \$ | 14,832 | (28\%) |

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

| $\$$ | 39 |
| :--- | :--- |
| $\$$ | 45 |
| $\$$ | 15 |
| $\$$ | 40 |
| $\$$ | 90 |
| $\$$ | 14 |
| $\$$ | 92 |


| $\$$ | 52 | $\$$ |
| :--- | :--- | :--- |
| $\$$ | 43 | $\$$ |
| $\$$ | 17 | $\$$ |
| $\$$ | 38 | $\$$ |
| $\$$ | 87 | $\$$ |
| $\$$ | 20 | $\$$ |


| 59 | $\$$ | 66 |
| ---: | ---: | ---: |
| 37 | $\$$ | 38 |
| 30 | $\$$ | 28 |
| 38 | $\$$ | 39 |
| 97 | $\$$ | 99 |
| 37 | $\$$ | 45 |
| 103 | $\$$ | 112 |

(1) Restated to exclude Discover Financial Services.
(2) Reflects the regional view of the Company's consolidated net revenues, on a managed basis, based on the following methodology:

Institutional Securities: investment banking - client location, equity capital markets - client location, debt capital markets - revenue recording location, sales \& trading - trading desk location Global Wealth Management: financial advisor location
Asset Management: client location except for the merchant banking business which is based on asset location
(3) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 744$ million related to the secondary offering of MSCI Inc.
(4) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 748$ million on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U.

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 15 for further information.
Tangible shareholders' equity equals shareholders' equity plus junior subordinated debt issued to capital trusts less goodwill and intangible assets.
(7) Leverage ratio equals total assets divided by tangible shareholders' equity.
(8) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity
(9) Book value per common share equals common equity divided by period end common shares outstanding. The Company's spin-off of Discover Financial Services on June 30,2007 reduced book value per common share by approximately $\$ 5.79$.
(10) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt
(11) $95 \% /$ ne-Day VaR represents the loss amount that one would not expect to exceed, on average, more than five times every one hundred trading days in the Company's trading positions if the portfolio were held constant for a one day period. 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 2007.
Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18.

(1) The Company's economic capital framework estimates the amount of equity capita required to support the businesses over a wide range of market environments while simultaneously satisfying regulatory, rating agency and investor requirements. Economic capital is assigned to each segment based on regulatory capital usage plus additional capital for stress losses. Economic capital requirements are met by regulatory Tier 1 equity (incluad common shareholders' equity, certain preferred stock, eligible hybrid capital instruments and deductions of certain goodwill, intangible assets and net deferred tax assets), subject to regulatory limits. The framework will evolve over time in response to changes in the business and regulatory environment and to incorporate improvements in modeling techniques.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Additionally, the average equity related to Discover Financial Services and Quilter Holdings Limited have been reclassed to discontinued operations in all periods.
Refer to Legal Notice page 18.

## Morgan Stanley

## Quarterly Institutional Securities Income Statement Information

(unaudited, dollars in millions)

Quarter Ended ${ }^{(1)}$
ercentage Change From: : $\quad$ Six Months Ended

| Quarter Ended ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | PercentageChange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | $\underline{2 Q 08 ~ v s .1 Q 08}$ |  | 1,2007 |  | , 2008 |  |
| \$ | 1,032 | \$ | 1,704 | \$ | 1,439 | \$ | 1,363 | \$ | 980 | \$ | 875 | (49\%) | (11\%) | \$ | 2,736 | \$ | 1,855 | (32\%) |
|  | 4,029 |  | 4,705 |  | 1,236 |  | $(7,230)$ |  | 3,394 |  | 1,309 | (72\%) | (61\%) |  | 8,734 |  | 4,703 | (46\%) |
|  | 350 |  | 396 |  | 217 |  | 496 |  | (141) |  | (257) | (165\%) | (82\%) |  | 746 |  | (398) | (153\%) |
|  | 691 |  | 766 |  | 911 |  | 894 |  | 840 |  | 813 | 6\% | (3\%) |  | 1,457 |  | 1,653 | 13\% |
|  | 25 |  | 25 |  | 24 |  | 29 |  | 31 |  | 34 | 36\% | 10\% |  | 50 |  | 65 | 30\% |
|  | 14,021 |  | 15,193 |  | 14,141 |  | 15,776 |  | 13,660 |  | 9,793 | (36\%) | (28\%) |  | 29,214 |  | 23,453 | (20\%) |
|  | 205 |  | 266 |  | 222 |  | 290 |  | 209 |  | 975 | * | * |  | 471 |  | 1,184 | 151\% |
|  | 20,353 |  | 23,055 |  | 18,190 |  | 11,618 |  | 18,973 |  | 13,542 | (41\%) | (29\%) |  | 43,408 |  | 32,515 | (25\%) |
|  | 13,191 |  | 15,626 |  | 13,207 |  | 15,043 |  | 12,760 |  | 9,917 | (37\%) | (22\%) |  | 28,817 |  | 22,677 | (21\%) |
|  | 7,162 |  | 7,429 |  | 4,983 |  | $(3,425)$ |  | 6,213 |  | 3,625 | (51\%) | (42\%) |  | 14,591 |  | 9,838 | (33\%) |
|  | 4,317 |  | 4,479 |  | 3,482 |  | 3,054 |  | 4,096 |  | 2,946 | (34\%) | (28\%) |  | 8,796 |  | 7,042 | (20\%) |
|  | 2,845 |  | 2,950 |  | 1,501 |  | $(6,479)$ |  | 2,117 |  | 679 | (77\%) | (68\%) |  | 5,795 |  | 2,796 | (52\%) |
|  | (26) |  | (20) |  | (19) |  | 18 |  | 2 |  | 19 | 195\% | * |  | (46) |  | 21 | 146\% |
|  | 2,819 |  | 2,930 |  | 1,482 |  | $(6,461)$ |  | 2,119 |  | 698 | (76\%) | (67\%) |  | 5,749 |  | 2,817 | (51\%) |
|  | 878 |  | 932 |  | 483 |  | $(2,463)$ |  | 627 |  | 160 | (83\%) | (74\%) |  | 1,810 |  | 787 | (57\%) |
| \$ | 1,941 | \$ | 1,998 | \$ | 999 | \$ | $(3,998)$ | \$ | 1,492 | \$ | 538 | (73\%) | (64\%) | \$ | 3,939 | \$ | 2,030 | (48\%) |
|  | 38\% |  | 35\% |  | 16\% |  | * |  | 24\% |  | 9\% |  |  |  | 37\% |  | 17\% |  |
|  | 40\% |  | 40\% |  | 30\% |  | * |  | 34\% |  | 19\% |  |  |  | 40\% |  | 28\% |  |

[^1]MorganStanley

| Investment Banking |
| :--- |
| Advisory revenue |
| Underwriting revenue |
| Equity |
| Fixed income |
| Total underwriting revenue |
| Total investment banking revenue |
| Sales \& Trading ${ }^{\text {(1) (2) }}$ <br> Equity <br> Fixed income <br> Other |
| Total sales \& trading net revenue |

Mergers and acquisitions announced transactions Morgan Stanley global market volume (billions) Market share
Rank
Mergers and acquisitions completed transactions Morgan Stanley global market volume (billions) Market share Market
Rank
lobal equity and related issues
Morgan Stanley global market volume (billions) Market share
Rank
Global IPO's
Morgan Stanley global market volume (billions) Market Share
Mank
Global debt
Morgan Stanley global market volume (billions) Market share
Mark

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


| \$ | 373 | \$ | 725 | \$ | 664 | \$ | 779 | \$ | 444 | \$ | 367 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 300 |  | 493 |  | 429 |  | 348 |  | 261 |  | 298 |
|  | 359 |  | 486 |  | 346 |  | 236 |  | 275 |  | 210 |
| \$ | 659 | \$ | 979 | \$ | 775 | \$ | 584 | \$ | 536 | \$ | 508 |
| \$ | 1,032 | \$ | 1,704 | \$ | 1,439 | \$ | 1,363 | \$ | 980 | \$ | 875 |
| \$ | 2,318 | \$ | 2,374 | \$ | 1,880 | \$ | 2,468 | \$ | 3,467 | \$ | 2,103 |
|  | 3,321 |  | 2,738 |  | 2,078 |  | $(7,869)$ |  | 2,769 |  | 414 |
|  | (89) |  | (74) |  | (877) |  | (202) |  | $(1,102)$ |  | (519) |
| \$ | 5,550 | \$ | 5,038 | \$ | 3,081 | \$ | $(5,603)$ | \$ | 5,134 | \$ | 1,998 |

Fiscal View

| Fiscal View |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended (3) |  |  |  |  |  |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | May 31, 2008 |


$\begin{array}{cccccccccc}\$ & 4.1 & \$ & 6.4 & \$ & 6.5 & \$ & 6.9 & \$ & 3.0 \\ & 7.6 \% & & 8.3 \% & 8.2 \% & 7.0 \% & 8.8 \% & 7.3 \\ & 3 & & 3 & 3 & 5 & 1 & 7 & 6\end{array}$
$\begin{array}{lrlrllllllll}\$ & 102.0 & \$ & 141.6 & \$ & 87.8 & \$ & 67.6 & \$ & 58.6 & \$ & 64.4 \\ & 5.6 \% & & 6.5 \% & & 5.2 \% & & 5.1 \% & & 4.2 \% & & 4.4\end{array}$

| 102.0 | $\$$ | 141.6 | $\$$ | 87.8 | $\$$ | 67.6 | $\$$ | 58.6 | $\$$ | 64.4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $5.6 \%$ |  | $6.5 \%$ |  | $5.2 \%$ |  | $5.1 \%$ |  | $4.2 \%$ |  | $4.5 \%$ |
| 6 |  | 5 |  | 8 |  | 6 |  | 7 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |

Six Months Ended
May 31, 2007 May 31, 2008

| \$ | 1,098 | \$ | 811 | (26\%) |
| :---: | :---: | :---: | :---: | :---: |
|  | 793 |  | 559 | (30\%) |
|  | 845 |  | 485 | (43\%) |
| \$ | 1,638 | \$ | 1,044 | (36\%) |
| \$ | 2,736 | \$ | 1,855 | (32\%) |
| \$ | 4,692 | \$ | 5,570 | 19\% |
|  | 6,059 |  | 3,183 | (47\%) |
|  | (163) |  | $(1,621)$ | * |
| \$ | 10,588 | \$ | 7,132 | (33\%) |


| Calendar View |
| :---: |
| Five Months Ended (3) |
| May 31, $2007 \quad$ May 31, 2008 |


| $\$$ | 716.2 | $\$$ | 197.1 |
| :---: | :---: | :---: | :---: |
|  | $39.3 \%$ |  | $17.5 \%$ |
|  | 1 |  | 7 |
|  |  |  |  |
| $\$$ | 513.8 | $\$$ | 214.2 |
|  | $35.9 \%$ |  | $21.4 \%$ |
|  | 1 |  | 8 |
|  |  |  |  |
|  | $\$$ | 26.0 | $\$$ |
|  | $7.7 \%$ |  | 16.9 |
|  | 5 |  | 4 |


| $\$$ | 8.0 | $\$$ | 3.7 |
| :---: | :---: | :---: | :---: |
|  | $7.7 \%$ |  | $6.5 \%$ |
|  | 3 |  | 7 |

(1) Includes principal transactions trading, commissions and net interest revenue. Other sales and trading net revenue primarily includes net losses from the mark-to-market of loans and closed and pipeline commitments and related hedges, and results related to Investment Banking and other activities.
Prior periods have been restated for the reclassification of certain proprietary trading net revenues from fixed income to equity to reflect the current management structure. Mortgage proprietary trading net revenues will continue to be reported in fixed income.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18.

## Morgan Stanley

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data <br> Institutional Securities - Corporate Lending ${ }^{(1)}$ (unaudited, dollars in billions)

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

## Corporate funded loans

Investment grade
Non-investment grade
Total corporate funded loans

## Corporate lending commitments

## Investment grade

Non-investment grade
Total corporate lending commitments

## Corporate funded loans plus lending commitments

Investment grade
Non-investment grade ${ }^{(2)}$
\% investment grade
\% non-investment grade

| \$ | 6.2 | \$ | 13.7 | \$ | 11.1 | \$ | 13.0 | \$ | 15.6 | \$ | 14.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.9 |  | 4.9 |  | 7.5 |  | 10.9 |  | 10.7 |  | 10.3 |
| \$ | 10.1 | \$ | 18.6 | \$ | 18.6 | \$ | 23.9 | \$ | 26.3 | \$ | 24.9 |


|  |  |  |  |  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total corporate funded loans and lending commitments | $\$$ | 67.1 | $\$$ | 93.1 | $\$$ | 104.7 | $\$$ | 94.1 | $\$$ | 85.8 |
| Hedges ${ }^{(3)}$ | $\$$ | 76.8 |  |  |  |  |  |  |  |  |
| Total corporate funded loans and lending commitments net of hedges | $\$$ | 29.9 | $\$$ | 34.2 | $\$$ | 37.5 | $\$$ | 37.6 | $\$$ | 40.6 |
|  | $\$$ | 37.2 | $\$$ | 58.9 | $\$$ | 67.2 | $\$$ | 56.5 | $\$$ | 45.2 |


| $(18 \%)$ | $(10 \%)$ |
| ---: | :--- |
| $7 \%$ | $(10 \%)$ |
| $(32 \%)$ | $(11 \%)$ |

Total corporate funded loans and lending commitments net of hedges

| \$ | 31.5 | \$ | 42.1 | \$ | 50.4 | \$ | 50.2 | \$ | 44.2 | \$ | 39.9 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 25.5 |  | 32.4 |  | 35.7 |  | 20.0 |  | 15.3 |  | 12.0 |
| \$ | 57.0 | \$ | 74.5 | \$ | 86 | \$ | 70.2 | \$ | 59.5 | \$ | 51.9 |


| $(5 \%)$ | $(10 \%)$ |
| ---: | :--- |
| $(63 \%)$ | $(22 \%)$ |
| $(30 \%)$ | $(13 \%)$ |

(30\%) (13\%)
(1) In connection with certain of its Institutional Securities business activities, the Company provides loans or lending commitments to select clients related to its leveraged acquisition finance or relationship lending activities. For a further discussion of this activity, see the Company's Annual Report on Form 10-K for the fiscal year ended November 30, 2007

(3) Includes hedges utilized by the lending business

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation Refer to Legal Notice page 18

## MorganStanley

## MORGAN STANLEY

## Quarterly Global Wealth Management Group Income Statement Information

(unaudited, dollars in millions)

## Investment banking

Principal transactions:
Trading
Investments
Commissions
Asset management, distribution and admin. fees Interest and dividends Other ${ }^{(1)}$

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

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | , 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | 2Q08 vs. 1Q08 |  | , 2007 |  | , 2008 |  |
| \$ | 166 | \$ | 164 | \$ | 166 | \$ | 129 | \$ | 104 | \$ | 152 | (7\%) | 46\% | \$ | 330 | \$ | 256 | (22\%) |
|  | 129 |  | 133 |  | 145 |  | 191 |  | 177 |  | 210 | 58\% | 19\% |  | 262 |  | 387 | 48\% |
|  | (2) |  | 20 |  | 3 |  | 8 |  | (4) |  | (3) | (115\%) | 25\% |  | 18 |  | (7) | (139\%) |
|  | 315 |  | 357 |  | 353 |  | 408 |  | 363 |  | 346 | (3\%) | (5\%) |  | 672 |  | 709 | 6\% |
|  | 729 |  | 769 |  | 788 |  | 781 |  | 716 |  | 694 | (10\%) | (3\%) |  | 1,498 |  | 1,410 | (6\%) |
|  | 274 |  | 298 |  | 321 |  | 328 |  | 302 |  | 319 | 7\% | 6\% |  | 572 |  | 621 | 9\% |
|  | 38 |  | 40 |  | 33 |  | 52 |  | 39 |  | 801 | * | * |  | 78 |  | 840 | * |
|  | 1,649 |  | 1,781 |  | 1,809 |  | 1,897 |  | 1,697 |  | 2,519 | 41\% | 48\% |  | 3,430 |  | 4,216 | 23\% |
|  | 138 |  | 139 |  | 126 |  | 108 |  | 91 |  | 83 | (40\%) | (9\%) |  | 277 |  | 174 | (37\%) |
|  | 1,511 |  | 1,642 |  | 1,683 |  | 1,789 |  | 1,606 |  | 2,436 | 48\% | 52\% |  | 3,153 |  | 4,042 | 28\% |
|  | 1,285 |  | 1,378 |  | 1,396 |  | 1,411 |  | 1,352 |  | 1,447 | 5\% | 7\% |  | 2,663 |  | 2,799 | 5\% |
|  | 226 |  | 264 |  | 287 |  | 378 |  | 254 |  | 989 | * | * |  | 490 |  | 1,243 | 154\% |
|  | 87 |  | 102 |  | 119 |  | 151 |  | 95 |  | 370 | * | * |  | 189 |  | 465 | 146\% |
| \$ | 139 | \$ | 162 | \$ | 168 | \$ | 227 | \$ | 159 | \$ | 619 | * | * | \$ | 301 | \$ | 778 | 158\% |
|  | 32\% |  | 40\% |  | 39\% |  | 52\% |  | 42\% |  | 172\% |  |  |  | 36\% |  | 105\% |  |
|  | 15\% |  | 16\% |  | 17\% |  | 21\% |  | 16\% |  | 41\% |  |  |  | 16\% |  | 31\% |  |

(1) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 748$ million and income before taxes of $\$ 698$ million, on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U
(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 18

## MorganStanley

MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

Global Wealth Management Group
(unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 28, 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | 2Q08 vs. 1Q08 |
| Global representatives ${ }^{(1)}$ |  | 7,993 |  | 8,137 |  | 8,341 |  | 8,429 |  | 8,456 |  | 8,350 | 3\% | (1\%) |
| Annualized revenue per global representative (thousands) ${ }^{(2)}$ | \$ | 758 | \$ | 814 | \$ | 817 | \$ | 853 | \$ | 761 | \$ | 810 | -- | 6\% |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 210 |  | 223 |  | 228 |  | 247 |  | 229 |  | 235 | 5\% | 3\% |
| \$1m-\$10m |  | 248 |  | 268 |  | 265 |  | 275 |  | 262 |  | 276 | 3\% | 5\% |
| Subtotal - > \$1m |  | 458 |  | 491 |  | 493 |  | 522 |  | 491 |  | 511 | 4\% | 4\% |
| \$100k - \$1m |  | 174 |  | 180 |  | 182 |  | 179 |  | 175 |  | 176 | (2\%) | 1\% |
| < \$100k |  | 26 |  | 24 |  | 24 |  | 23 |  | 23 |  | 22 | (8\%) | (4\%) |
| Client assets excluding corporate / other |  | 658 |  | 695 |  | 699 |  | 724 |  | 689 |  | 709 | 2\% | 3\% |
| Corporate / other |  | 32 |  | 33 |  | 35 |  | 34 |  | 33 |  | 30 | (9\%) | (9\%) |
| Total client assets (billions) | \$ | 690 | \$ | 728 | \$ | 734 | \$ | 758 | \$ | 722 | \$ | 739 | 2\% | 2\% |
| \% of assets by client segment $>\$ 1 \mathrm{~m}^{(3)}$ |  | 70\% |  | 71\% |  | 71\% |  | 72\% |  | 71\% |  | 72\% |  |  |
| Fee-based client account assets (billions) ${ }^{4)}$ | \$ | 202 | \$ | 210 | \$ | 211 | \$ | 201 | \$ | 185 | \$ | 194 | (8\%) | 5\% |
| Fee-based assets as a \% of client assets |  | 29\% |  | 29\% |  | 29\% |  | 27\% |  | 26\% |  | 26\% |  |  |
| Bank deposit program (millions) | \$ | 16,364 | \$ | 18,226 | \$ | 19,409 | \$ | 26,160 | \$ | 33,365 | \$ | 34,334 | 88\% | 3\% |
| Client assets per global representative (millions) ${ }^{(5)}$ | \$ | 86 | \$ | 89 | \$ | 88 | \$ | 90 | \$ | 85 | \$ | 89 | -- | 5\% |
| Domestic retail net new assets (billions) ${ }^{(6)}$ | \$ | 6.7 | \$ | 8.7 | \$ | 14.6 | \$ | 10.0 | \$ | 11.4 | \$ | 13.3 | 53\% | 17\% |
| Domestic retail locations |  | 451 |  | 453 |  | 455 |  | 451 |  | 447 |  | 459 | 1\% | 3\% |

(1) Global Representatives for the quarter ended May 31, 2008 includes a decline of 233 global representatives resulting from the sale of Morgan Stanley Wealth Management, S.V., S.A.U.
(2) Annualized revenue divided by average global representative headcount. Computation for the quarter ended May 31, 2008 excludes
revenues associated with the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U.
(3) Excludes corporate / other assets.
(4) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
(5) Total client assets divided by period end global representative headcount.
(6) 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 18.

## MorganStanley

## MORGAN STANLEY

## Quarterly Asset Management Income Statement Information

 (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | 2Q08 vs. 2Q07 | $\underline{\text { 2Q08 vs. 1Q08 }}$ |  | , 2007 |  | 2008 |  |
| Investment banking | \$ | 31 | \$ | 61 | \$ | 92 | \$ | 80 | \$ | 26 | \$ | 30 | (51\%) | 15\% | \$ | 92 | \$ | 56 | (39\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading ${ }^{(2)}$ |  | 0 |  | 0 |  | 0 |  | (129) |  | (179) |  | (113) | * | 37\% |  | 0 |  | (292) | * |
| Investments |  | 532 |  | 588 |  | 338 |  | 316 |  | (201) |  | (204) | (135\%) | (1\%) |  | 1,120 |  | (405) | (136\%) |
| Commissions |  | 6 |  | 6 |  | 6 |  | 5 |  | 4 |  | 5 | (17\%) | 25\% |  | 12 |  | 9 | (25\%) |
| Asset management, distribution and admin. fees |  | 768 |  | 844 |  | 926 |  | 986 |  | 845 |  | 779 | (8\%) | (8\%) |  | 1,612 |  | 1,624 | 1\% |
| Interest and dividends |  | 14 |  | 29 |  | 14 |  | 17 |  | 15 |  | 16 | (45\%) | 7\% |  | 43 |  | 31 | (28\%) |
| Other |  | 34 |  | 18 |  | 10 |  | 13 |  | 71 |  | 15 | (17\%) | (79\%) |  | 52 |  | 86 | 65\% |
| Total revenues |  | 1,385 |  | 1,546 |  | 1,386 |  | 1,288 |  | 581 |  | 528 | (66\%) | (9\%) |  | 2,931 |  | 1,109 | (62\%) |
| Interest expense |  | 17 |  | 37 |  | 22 |  | 36 |  | 38 |  | 40 | 8\% | 5\% |  | 54 |  | 78 | 44\% |
| Net revenues |  | 1,368 |  | 1,509 |  | 1,364 |  | 1,252 |  | 543 |  | 488 | (68\%) | (10\%) |  | 2,877 |  | 1,031 | (64\%) |
| Total non-interest expenses |  | 989 |  | 1,206 |  | 873 |  | 958 |  | 704 |  | 715 | (41\%) | 2\% |  | 2,195 |  | 1,419 | (35\%) |
| Income / (loss) before taxes |  | 379 |  | 303 |  | 491 |  | 294 |  | (161) |  | (227) | (175\%) | (41\%) |  | 682 |  | (388) | (157\%) |
| Provision / (benefit) for income taxes |  | 149 |  | 105 |  | 174 |  | 113 |  | (58) |  | (94) | (190\%) | (62\%) |  | 254 |  | (152) | (160\%) |
| Income / (loss) from continuing operations | \$ | 230 | \$ | 198 | \$ | 317 | \$ | 181 | \$ | (103) | \$ | (133) | (167\%) | (29\%) | \$ | 428 | \$ | (236) | (155\%) |
| Return on average common equity ${ }^{(3)}$ |  | 31\% |  | 23\% |  | 35\% |  | 18\% |  | * |  | * |  |  |  | 27\% |  | * |  |
| Pre-tax profit margin ${ }^{(4)}$ |  | 28\% |  | 20\% |  | 36\% |  | 24\% |  | * |  | * |  |  |  | 24\% |  | * |  |

(1) Principal transactions investments revenue reflects net gain/(loss) on investments marked at fair value including real estate funds, private equity funds and seed capital
investments. The related investment asset balance for the quarters ended Feb 28, 2007, May 31, 2007, Aug 31, 2007, Nov 30, 2007, Feb 29, 2008 and May 31, 2008 are $\$ 2.9$ billion $\$ 3.9$ billion, $\$ 4.6$ billion, $\$ 4.5$ billion, $\$ 4.4$ billion and $\$ 5.1$ billion, respectively.
(2) Trading results for the quarters ended November 30, 2007, February 29, 2008 and May 31, 2008 include losses related to securities issued by structured investment vehicles.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income / (loss) 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 18

| MORGAN STANLEY <br> Quarterly Financial Information and Statistical Data <br> Asset Management (unaudited, dollars in billions) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended |  |  |  |  |  | Percentage | hange From: | Six Months Ended |  | Percentage |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 28, 2008 | May 31, 2008 | 2Q08 vs. 2Q07 | 2Q08 vs. 1Q08 | May 31, 2007 | May 31, 2008 | Change |

## Assets under management or supervision

Net flows by distribution channe
Morgan Stanley Retail \& Intermediary
Van Kampen Retail \& Intermediary
Retail money markets
Total Americas Retail
U.S. Institutional

Institutional money markets
Non- U.S.
Total net flows
Assets under management or supervision by distribution channel
Morgan Stanley Retail \& Intermediary
Van Kampen Retail \& Intermediary
Retail money markets
Total Americas Retai
U.S. Institutional

Institutional money markets
Non- U.S.
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

## eb 28, 2007 May 31, 2007 Aug 31, 2007 Nov 30, 2007 Feb 28, 2008 May 31, 2008 2Q08 vs. 2Q07 2Q08 vs. 1Q08

| (1.7) | 0.8 | 1.2 | (1.6) | (1.5) | (0.6) | * | 60\% | (0.9) | (2.1) | (133\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 0.7 | 1.1 | 0.6 | (1.2) | (2.3) | (2.1) | * | 9\% | 1.8 | (4.4) | * |
| (1.8) | (1.5) | 0.5 | (2.4) | 1.6 | 3.2 | * | 100\% | (3.3) | 4.8 | * |
| (2.8) | 0.4 | 2.3 | (5.2) | (2.2) | 0.5 | 25\% | 123\% | (2.4) | (1.7) | 29\% |
| 0.0 | 1.2 | 0.2 | 1.2 | 0.6 | 0.9 | (25\%) | 50\% | 1.2 | 1.5 | 25\% |
| 2.5 | 3.5 | 12.3 | (2.9) | 7.8 | 12.8 | * | 64\% | 6.0 | 20.6 | * |
| 4.8 | 4.2 | 6.0 | 7.3 | 0.4 | 1.3 | (69\%) | * | 9.0 | 1.7 | (81\%) |
| 4.5 | 9.3 | 20.8 | 0.4 | 6.6 | 15.5 | 67\% | 135\% | 13.8 | 22.1 | 60\% |

(1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18.

## MorganStanley

MORGAN STANLEY<br>Quarterly Financial Information and Statistical Data Asset Management<br>(unaudited, dollars in billions)

## Assets under management or supervision

Net flows by asset class
Core Asset Management
Equity
Fixed income
Alternatives ${ }^{(2)}$
Unit trusts
Total Core Asset Managemen
Merchant Banking
Private Equity
Infrastructure
Real Estate
Total Merchant Banking
Total net flows

Core Asset Management
Equity
Fixed income
Alternatives ${ }^{(2)}$
Unit trusts
Total Core Asset Management

| $(128 \%)$ | $16 \%$ | $\$$ | $(4.3)$ | $\$$ | $(12.5)$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $*$ | $87 \%$ |  | 6.6 |  | 25.5 |
| $30 \%$ | $(30 \%)$ |  | 6.9 |  | 7.3 |
| $(117 \%)$ | $67 \%$ |  | 1.1 |  | $(0.4)$ |
|  |  |  |  |  |  |
|  | $146 \%$ |  |  |  |  |

chant Banking
Private Equity
Infrastructure
Real Estate
Total Merchant Banking
Total Assets Under Management/Supervision
Share of minority interest assets ${ }^{(1)}$
Total


Percentage Change From:者

--
100\%
$(81 \%)$
$(54 \%)$
(54\%)
67\%


| \$ | 245 | \$ | 265 | \$ | 254 | \$ | 265 | \$ | 234 | \$ | 239 | (10\%) | 2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 179 |  | 187 |  | 201 |  | 201 |  | 210 |  | 227 | 21\% | 8\% |
|  | 54 |  | 58 |  | 63 |  | 67 |  | 69 |  | 73 | 26\% | 6\% |
|  | 15 |  | 16 |  | 15 |  | 15 |  | 14 |  | 14 | (13\%) | -- |
|  | 493 |  | 526 |  | 533 |  | 548 |  | 527 |  | 553 | 5\% | 5\% |



| $50 \%$ | -- |
| :---: | :---: |
| $\star$ | $33 \%$ |
| $46 \%$ | $3 \%$ |
| $55 \%$ | $5 \%$ |
| $8 \%$ | $5 \%$ |
| $40 \%$ | -- |
| $8 \%$ | $5 \%$ |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 18.

## Morgan Stanley

Morgan Stanley
Quarterly Financial Information and Statistical Data

## Consolidated Assets Under Management or Supervision

 (unaudited, dollars in billions)Quarter Ended
Feb 28, 2007 May 31, 2007 Aug 31, 2007 Nov 30, 2007 May 31, 2007 Feb 28, 2008 May 31, 2008

Percentage Change From: 2Q08 vs. 2Q07 2Q08 vs. 1Q08

Consolidated assets under management or supervision by asset class
Equity

Fixed income
Alternatives ${ }^{(2)}$
Private Equity
Infrastructure
Real Estate
Sub-total
Unit trusts
Other ${ }^{(3)}$
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total


| \$ | 317 | \$ | 344 | \$ | 333 | \$ | 355 | \$ | 316 | \$ | 327 | (5\%) | 3\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 201 |  | 210 |  | 227 |  | 235 |  | 241 |  | 261 | 24\% | 8\% |
|  | 54 |  | 58 |  | 63 |  | 67 |  | 69 |  | 73 | 26\% | 6\% |
|  | 2 |  | 2 |  | 3 |  | 4 |  | 3 |  | 3 | 50\% | -- |
|  | 0 |  | 1 |  | 1 |  | 2 |  | 3 |  | 4 | * | 33\% |
|  | 21 |  | 26 |  | 34 |  | 36 |  | 37 |  | 38 | 46\% | 3\% |
|  | 595 |  | 641 |  | 661 |  | 699 |  | 669 |  | 706 | 10\% | 6\% |
|  | 15 |  | 16 |  | 15 |  | 15 |  | 14 |  | 14 | (13\%) | -- |
|  | 59 |  | 55 |  | 57 |  | 61 |  | 59 |  | 52 | (5\%) | (12\%) |
| \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | \$ | 742 | \$ | 772 | 8\% | 4\% |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 |  | 7 | 40\% | -- |
| \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | \$ | 749 | \$ | 779 | 9\% | 4\% |

[^2]
## Morgan Stanley

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  |  | E |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | $\underline{\text { 2Q08 vs. 2Q07 }}$ | $\underline{2 Q 08 ~ v s . ~ 1 Q 08 ~}$ |  | , 2007 |  | 2008 |  |
| Investment banking ${ }^{(1)}$ | \$ | (2) | \$ | (16) | \$ | (38) | \$ | (3) | \$ | (1) | \$ | (8) | 50\% | * | \$ | (18) | \$ | (9) | 50\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 0 |  | 0 |  | 0 |  | (3) |  | (2) |  | (3) | * | (50\%) |  | 0 |  | (5) | * |
| Investments |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Commissions |  | (7) |  | (6) |  | (6) |  | (17) |  | (8) |  | (9) | (50\%) | (13\%) |  | (13) |  | (17) | (31\%) |
| Asset management, distribution and admin. fees |  | (43) |  | (42) |  | (37) |  | (53) |  | (42) |  | (43) | (2\%) | (2\%) |  | (85) |  | (85) | -- |
| Interest and dividends |  | (138) |  | (120) |  | (71) |  | (14) |  | (12) |  | (11) | 91\% | 8\% |  | (258) |  | (23) | 91\% |
| Other |  | (5) |  | (3) |  | (3) |  | (2) |  | (2) |  | 8 | * | * |  | (8) |  | 6 | 175\% |
| Total revenues |  | (195) |  | (187) |  | (155) |  | (92) |  | (67) |  | (66) | 65\% | 1\% |  | (382) |  | (133) | 65\% |
| Interest expense |  | (148) |  | (131) |  | (83) |  | (26) |  | (27) |  | (27) | 79\% | -- |  | (279) |  | (54) | 81\% |
| Net revenues |  | (47) |  | (56) |  | (72) |  | (66) |  | (40) |  | (39) | 30\% | 3\% |  | (103) |  | (79) | 23\% |
| Total non-interest expenses |  | (53) |  | (63) |  | (58) |  | (69) |  | (44) |  | (44) | 30\% | -- |  | (116) |  | (88) | 24\% |
| Income before taxes |  | 6 |  | 7 |  | (14) |  | 3 |  | 4 |  | 5 | (29\%) | 25\% |  | 13 |  | 9 | (31\%) |
| Provision for income taxes |  | 2 |  | 2 |  | (4) |  | 1 |  | 1 |  | 3 | 50\% | 200\% |  | 4 |  | 4 | -- |
| Income from continuing operations | \$ | 4 | \$ | 5 | \$ | $\stackrel{(10)}{ }$ | \$ | 2 | \$ | 3 | \$ | 2 | (60\%) | (33\%) | \$ | 9 | \$ | 5 | (44\%) |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18
MORGAN STANLEY
Quarterly Intersegment Eliminations Income Statement Information

## (unaudited, dollars in millions)

Quarter Ended
$\$$
Trading


Percentage Change From:
$50 \%$
$*$
--
$(50 \%)$
$(2 \%)$
$91 \%$
$*$
$65 \%$
$79 \%$
$30 \%$

$30 \%$
$(29 \%)$
$50 \%$
$(60 \%)$
200\%
)

## Morgan Stanley

## MORGAN STANLEY

The following (page 15) presents a reconciliation for adjusted assets.

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

Morgan Stanley
MORGAN STANLEY
Quarterly Reconciliation of Adjusted Assets (unaudited, dollars in millions, except ratios)

## Total assets

Less: Securities purchased under agreements to resell Securities borrowed

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

## Adjusted assets

## Common equity

Preferred equity
Shareholders' equity
Junior subordinated debt issued to capital trusts ${ }^{(2)(3)}$ Subtotal
Less: Goodwill and intangible assets
Tangible shareholders' equity
Leverage ratio ${ }^{(4)}$
Adjusted leverage ratio ${ }^{(5)}$

## Quarter Ended

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  |
| \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 | \$ | 1,090,896 | \$ | 1,031,228 |
|  | $(193,162)$ |  | $(144,051)$ |  | $(176,910)$ |  | $(126,887)$ |  | $(143,097)$ |  | $(165,928)$ |
|  | $(277,093)$ |  | $(252,213)$ |  | $(257,032)$ |  | $(239,994)$ |  | $(243,695)$ |  | $(257,796)$ |
|  | 157,807 |  | 166,549 |  | 176,097 |  | 134,341 |  | 171,111 |  | 161,748 |
|  | $(51,574)$ |  | $(58,919)$ |  | $(62,088)$ |  | $(71,604)$ |  | $(89,392)$ |  | $(77,439)$ |
|  | 818,039 |  | 911,359 |  | 865,198 |  | 741,265 |  | 785,823 |  | 691,813 |
|  | $(35,739)$ |  | $(47,114)$ |  | $(43,229)$ |  | $(61,608)$ |  | $(60,964)$ |  | $(53,393)$ |
|  | $(124,163)$ |  | $(155,692)$ |  | $(129,552)$ |  | $(110,001)$ |  | $(83,906)$ |  | $(55,406)$ |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |  | $(3,890)$ |
| \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 | \$ | 636,892 | \$ | 579,124 |
| \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 | \$ | 32,180 | \$ | 33,393 |
|  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |
|  | 37,954 |  | 39,511 |  | 35,250 |  | 31,269 |  | 33,280 |  | 34,493 |
|  | 4,885 |  | 4,874 |  | 4,875 |  | 4,876 |  | 10,621 |  | 10,467 |
|  | 42,839 |  | 44,385 |  | 40,125 |  | 36,145 |  | 43,901 |  | 44,960 |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |  | $(3,890)$ |
| \$ | 38,577 | \$ | 40,253 | \$ | 36,674 | \$ | 32,074 | \$ | 39,840 | \$ | 41,070 |
|  | 30.6x |  | 29.8x |  | 32.3x |  | 32.6x |  | 27.4x |  | 25.1x |
|  | 16.9 x |  | 17.5x |  | 18.8x |  | 17.6x |  | 16.0x |  | 14.1x |

(1) In the second quarter of fiscal 2007, the adjusted assets calculation was revised in order to reduce gross assets by the full amount of cash and securities deposited with clearing organizations or segregated under federal and other regulations or requirements. All prior periods have been restated to conform to the current presentation.
(2) The Company views the junior subordinated debt issued to capital trusts as a component of its equity capital base given the inherent characteristics of the securities. These characteristics include the long dated nature (some have final maturity at issuance of thirty years extendible at the Company's option by a further nineteen years, others have a sixty year final maturity at issuance), the Company's ability to defer coupon interest for up to 20 consecutive quarters, and the subordinated nature of the obligations in the capital structure. The Company also receives rating agency equity credit for these securities.
(3) During the quarter ended February 29, 2008, the Company issued $\$ 5,579$ million of junior subordinated debt securities related to China Investment Corporation's investment in the Company in December 2007. For a further discussion of this investment, see the Company's Annual Report on Form 10-K for fiscal year ended November 30 , 2007.
(4) Leverage ratio equals total assets divided by tangible shareholders' equity.
(5) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 18.

## MorganStanley

This page represents an addendum to the 2 Q 2008 Financial Supplement.

## MORGAN STANLEY <br> Institutional Securities - U.S. Subprime Analysis (unaudited, dollars in billions)

| Statement of Financial Condition |  |  |  | Profit / (Loss) |  |  |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Three Months Ended |  | Six Months Ended |  |  |  |  |  |
|  |  | May 31, 2008 |  | May 31, 2008 |  | May 31, 2008 |  | Feb 29, 2008 |  | May 31, 2008 |  |
| \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
|  | (8.5) |  | (7.4) |  | (0.4) |  | (0.9) |  | 2.8 |  | 1.6 |
|  | - |  | - |  | - |  | - |  | - |  | - |
| \$ | (8.5) | \$ | (7.4) | \$ | (0.4) | \$ | (0.9) | \$ | 2.8 | \$ | 1.6 |
| \$ | 2.4 | \$ | 2.1 | \$ | 0.1 | \$ | 0.6 | \$ | (1.0) | \$ | (0.8) |
|  | 0.8 |  | 0.7 |  | (0.1) |  | (0.3) |  | 0.8 |  | 0.7 |
|  | - |  | - |  | - |  | - |  | - |  | - |
|  | 3.2 |  | 2.8 |  | - |  | 0.3 |  | (0.2) |  | (0.1) |
| \$ | (5.3) | \$ | (4.6) | \$ | (0.4) | \$ | (0.6) | \$ | 2.6 | \$ | 1.5 |
| \$ | 0.5 | \$ | 0.4 | \$ | - | \$ | - | \$ | 0.5 | \$ | 0.4 |
|  | - |  | - |  | - |  | - |  | 0.1 |  | 0.1 |
|  | 1.9 |  | 1.3 |  | (0.4) |  | (0.8) |  | 1.9 |  | 1.3 |
|  | 10.5 |  | 14.0 |  | 1.1 |  | 1.7 |  | (3.3) |  | (3.0) |
| \$ | 12.9 | \$ | 15.7 | \$ | 0.7 | \$ | 0.9 | \$ | (0.8) | \$ | (1.2) |
| \$ | 7.6 | \$ | 11.1 | \$ | 0.3 | \$ | 0.3 | \$ | 1.8 | \$ | 0.3 |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario.
(2) In determining the fair value of the Firm's ABS CDO - related exposures - which represent the most senior tranches of the capital structure of subprime ABS CDOs - Morgan Stanley took into consideration observable transactions and data for relevant benchmark instruments in synthetic subprime markets. The deterioration of these inputs have led to significant declines in the estimates of fair value. These declines reflect increased implied losses across this portfolio. These implied loss levels are consistent with the losses in the range between $18 \%-41 \%$ implied by the ABX indices. These cumulative loss levels, at a severity rate of $55 \%$, imply defaults in the range of $73 \%-84 \%$ for 2005 and 2006 outstanding mortgages.
(3) In calculating the fair value of the Firm's U.S. subprime mortgage related exposures - including loans, total rate-of-return swaps, ABS bonds (including subprime residuals) and ABS CDS - Morgan Stanley took into consideration observable transactions, the continued deterioration in market data, as reflected by the sharp decline in the $A B X$ indices, and other market developments, including updated cumulative loss data.
(4) Statement of financial condition is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.

At May 31,2008 , the investment portfolios of Morgan Stanley Bank (Utah) and Morgan Stanley Trust FSB (collectively, the "Subsidiary Banks") include certain subprime-related securities
The securities in the Subsidiary Banks' portfolios are part of the company's overall Treasury liquidity management portfolio. Such portfolios do not contain any subprime whole loans, subprime residuals or
CDOs. The market value of the Subsidiary Banks' subprime-related securities, most of which are AAA-rated residential mortgage-backed securities, was $\$ 4.0$ at May 31 , 2008 and $\$ 4.7$ at February 29,2008 For the three and six months ended May 31, 2008, these portfolios incurred losses of $\$ 0.1$ and $\$ 0.3$, respectively.
Note: Refer to Legal Notice page 18

## Morgan Stanley

This page represents an addendum to the 2 Q 2008 Financial Supplement.

## MORGAN STANLEY <br> Institutional Securities - CMBS and Commercial Whole Loan Analysis (unaudited, dollars in billions)

| Statement of Financial Condition |  |  |  | Profit / (Loss) |  |  |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Three Months Ended |  | Six Months Ended |  |  |  |  |  |
| Feb 29, 2008 |  | May 31, 2008 |  | May 31, 2008 |  | May 31, 2008 |  | Feb 29, 2008 |  | May 31, 2008 |  |
| \$ | 6.1 | \$ | 5.8 | \$ | (0.1) | \$ | (0.5) | \$ | 6.1 | \$ | 5.8 |
|  | 1.1 |  | 1.9 |  | 0.0 |  | 0.0 |  | 2.0 |  | 1.9 |
|  | 9.3 |  | 6.3 |  | 0.0 |  | 0.0 |  | 9.9 |  | 6.7 |
|  | 1.3 |  | 2.0 |  | 0.0 |  | 0.9 |  | (6.4) |  | (8.0) |
|  | 5.7 |  | 6.1 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |
| \$ | 23.5 | \$ | 22.1 | \$ | (0.1) | \$ | 0.4 | \$ | 11.6 | \$ | 6.4 |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario.
(2) Includes unfunded loan commitments.
(3) Includes credit default, index and total rate-of-return swaps
(4) Represents assets recorded under certain provisions of SFAS 140 and FASB Interpretation 46R that function as collateral for an offsetting amount of non-recourse debt to third parties. Any retained interests in these transactions are reflected in CMBS Bonds.
(5) Statement of financial condition is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.

Note: Refer to Legal Notice page 18.

## Morgan Stanley

## 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 $18,2008$.


[^0]:    (1) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 744$ million related to the secondary offering of MSCI in
    (2) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 748$ million on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A
    (3) Represents consolidated income / (loss) from continuing operations before gain / (loss) from unconsolidated investees, taxes and gain / (loss) from discontinued operations.
    (4) 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. 2007 is also affected by the loss reported for the quarter ended November 30, 2007. As a result of this loss, basic and diluted shares outstanding are equal for this period
    (5) All periods have been restated to include the results of Discover Financial Services in discontinued operations

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 18.

[^1]:    (1) Principal transactions investments revenue reflects net gain / (loss) on investments marked at fair value. The related investment asset balance for the quarters
    ended Feb 28, 2007, May 31, 2007, Aug 31, 2007, Nov 30, 2007, Feb 29, 2008 and May 31, 2008 are $\$ 4.4$ billion, $\$ 5.9$ billion, $\$ 8.2$ billion, $\$ 9.7$ billion, $\$ 10.3$ billion and $\$ 10.1$ billion, respectively. The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 744$ and income before taxes of $\$ 732$ million related to the secondary offering of MSCI Inc. Excludes gain / (loss) from discontinued operations.
    Refer to page 4 for the allocation of average common equity.
    (5) Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and 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 18.

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

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 18.

