## Updated as of October 7, 2005

## Morganstanley

## MORGAN STANLEY <br> Financial Supplement - 3Q2005 <br> Table of Contents

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(1) Represents consolidated income from continuing operations before losses from unconsolidated investess, taxes, dividends on preferred securities subject to
(2) mandatory redemption and cumulative effect of accounting change.
equivalents throughout the year.
Represents the effects of the adoption of SFAS 123 (R) in the first quarter of fiscal 2005 .
eertain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 23.

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Nine Mon | s |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | $\xrightarrow{\text { 3Q05 vs. } 2 \mathrm{Q} 05}$ |  | 1, 2004 |  | 31,2005 |  |
| Investment banking | \$ | 829 | \$ | 983 | \$ | 783 | \$ | 746 | \$ | 821 | \$ | 814 | \$ | 992 | 27\% | 22\% | \$ | 2,595 | \$ | 2,627 | 1\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,858 |  | 2,095 |  | 703 |  | 949 |  | 1,882 |  | 1,897 |  | 2,159 | * | 14\% |  | 4,656 |  | 5,938 | 28\% |
| Investments |  | 29 |  | 191 |  | 125 |  | 167 |  | 117 |  | 123 |  | 94 | (25\%) | (24\%) |  | 345 |  | 334 | (3\%) |
| Commissions |  | 868 |  | 846 |  | 733 |  | 817 |  | 824 |  | 824 |  | 804 | 10\% | (2\%) |  | 2,447 |  | 2,45 | -- |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,112 |  | 1,159 |  | 1,138 |  | 1,064 |  | 1,204 |  | 1,246 |  | 1,249 | 10\% | -- |  | 3,409 |  | 3,699 | 9\% |
| Merchant, cardmember and other |  | 337 |  | 306 |  | 347 |  | 327 |  | 308 |  | 318 |  | 357 | 3\% | 12\% |  | 990 |  | 983 | (1\%) |
| Servicing |  | 551 |  | 465 |  | 444 |  | 461 |  | 494 |  | 423 |  | 398 | (10\%) | (6\%) |  | 1,460 |  | 1,315 | (10\%) |
| Interest and dividends |  | 3,781 |  | 3,662 |  | 5,408 |  | 5,733 |  | 5,843 |  | 6,035 |  | 6,998 | 29\% | 16\% |  | 12,851 |  | 18,876 | 47\% |
| Other |  | 69 |  | 51 |  | 107 |  | 97 |  | 105 |  | 121 |  | 106 | (1\%) | (12\%) |  | 227 |  | 332 | 46\% |
| Total revenues |  | 9,434 |  | 9,758 |  | 9,788 |  | 10,361 |  | 11,598 |  | 11,801 |  | 13,157 | 34\% | 11\% |  | 28,980 |  | 36,556 | 26\% |
| Interest expense |  | 2,934 |  | 2,910 |  | 4,150 |  | 4,713 |  | 4,625 |  | 5,561 |  | 5,986 | 44\% | 8\% |  | 9,994 |  | 16,172 | 62\% |
| Provision for consumer loan losses |  | 262 |  | 200 |  | 240 |  | 224 |  | 135 |  | 209 |  | 224 | (7\%) | 7\% |  | 702 |  | 568 | (19\%) |
| Net revenues |  | 6,238 |  | 6,648 |  | 5,398 |  | 5,424 |  | 6,838 |  | 6,031 |  | 6,947 | 29\% | 15\% |  | 18,284 |  | 19,816 | 8\% |
| Compensation and benefits |  | 2,707 |  | 2,916 |  | 2,340 |  | 1,890 |  | 2,854 |  | 2,622 |  | 3,165 | 35\% | 21\% |  | 7,963 |  | 8,641 | 9\% |
| Occupancy and equipment |  | 199 |  | 206 |  | 227 |  | 214 |  | 332 |  | 232 |  | 239 | 5\% | 3\% |  | 632 |  | 803 | 27\% |
| Brokerage, clearing and exchange fees |  | 224 |  | 237 |  | 231 |  | 240 |  | 260 |  | 276 |  | 267 | 16\% | (3\%) |  | 692 |  | 803 | 16\% |
| Information processing and communications |  | 320 |  | 317 |  | 326 |  | 346 |  | 342 |  | 349 |  | 349 | 7\% | -- |  | 963 |  | 1,040 | 8\% |
| Marketing and business development |  | 253 |  | 261 |  | 277 |  | 332 |  | 257 |  | 298 |  | 276 | - | (7\%) |  | 791 |  | 831 | 5\% |
| Professional services |  | 316 |  | 355 |  | 398 |  | 473 |  | 379 |  | 438 |  | 505 | 27\% | 15\% |  | 1,069 |  | 1,322 | 24\% |
| Other |  | 291 |  | 429 |  | 326 |  | 239 |  | 570 |  | 422 |  | 404 | 24\% | (4\%) |  | 1,046 |  | 1,396 | 33\% |
| September 11th related insurance recoveries, net |  | 0 |  | 0 |  | 0 |  | 0 |  | (251) |  | 0 |  | 0 | -- | -- |  | 0 |  | (251) | * |
| Total non-interest expenses |  | 4,310 |  | 4,721 |  | 4,125 |  | 3,734 |  | 4,743 |  | 4,637 |  | 5,205 | 26\% | 12\% |  | 13,156 |  | 14,585 | 11\% |
| Income from continuing operations before losses from unconsolidated investees, taxes, dividends on preferred securities subject to mandatory redemption and cumulative |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | 1,928 |  | 1,927 |  | 1,273 |  | 1,690 |  | 2,095 |  | 1,394 |  | 1,742 | 37\% | 25\% |  | 5,128 |  | 5,231 | 2\% |
| Losses from unconsolidated investees |  | 93 |  | 81 |  | 77 |  | 77 |  | 73 |  | 67 |  | 105 | 36\% | 57\% |  | 251 |  | 245 | (2\%) |
| Provision for income taxes |  | 557 |  | 548 |  | 339 |  | 412 |  | 673 |  | 396 |  | 471 | 39\% | 19\% |  | 1,444 |  | 1,540 | 7\% |
| Div. on pref. sec. subject to mandatory redemption ${ }^{(1)}$ |  | 45 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 45 |  | 0 | * |
| Income from continuing operationsDiscontinued operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain/(loss) from discontinued operations |  | (12) |  | (125) |  | (33) |  | (2) |  | 7 |  | (5) |  | $(1,700)$ | * | * |  | (170) |  | $(1,698)$ | * |
| Income tax benefit(provision) |  | 5 |  | 50 |  | 13 |  | 1 |  | (3) |  | 2 |  | 678 | * | * |  | 68 |  | 677 | * |
| Gain/(loss) from discontinued operations |  | (7) |  | (75) |  | (20) |  | (1) |  | 4 |  | (3) |  | $(1,022)$ | * | * |  | (102) |  | (1,021) | * |
| Cumulative effect of accounting change ${ }^{(2)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 49 |  | 0 |  | 0 | -- | -- |  | 0 |  | 49 | * |
| Net income | \$ | 1,226 | \$ | 1,223 | \$ | 837 | \$ | 1,200 | \$ | 1,402 | \$ | 928 | \$ | 144 | (83\%) | (84\%) | \$ | 3,286 | \$ | 2,474 | (25\%) |
| Compensation and benefits as a \% of net revenues |  | 43\% |  | 44\% |  | 43\% |  | 35\% |  | 42\% |  | 44\% |  | 46\% |  |  |  | 44\% |  | 44\% |  |

(1) At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt
issued to capital trusts (a component of long-term debt) pursuant to the adoption of FASB Interpretation No. 46,
"Consolidation of Variable Interest Entities". Dividends on junior subordinated debt issued to capital trusts are included
in interest expense from February 29, 2004 forward
$\stackrel{(2)}{ } \quad$ Note: $\quad$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 23.

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|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |
| Morgan Stanley |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets (millions) ${ }^{(1)}$ | \$ | 656,898 | \$ | 729,501 | \$ | 745,033 | \$ | 747,334 | \$ | 802,210 | \$ | 818,711 | \$ | 837,391 | 12\% | 2\% |
| Adjusted assets (millions) ${ }^{(2)}$ | \$ | 428,470 | \$ | 448,135 | \$ | 465,105 | \$ | 410,091 | \$ | 447,221 | \$ | 440,283 | \$ | 458,191 | (1\%) | 4\% |
| Period end common shares outstanding (millions) |  | 1,097.7 |  | 1,098.1 |  | 1,096.7 |  | 1,087.1 |  | 1,103.3 |  | 1,086.7 |  | 1,082.7 | (1\%) | -- |
| Book value per common share | \$ | 23.75 | \$ | 24.59 | \$ | 25.00 | \$ | 25.95 | \$ | 25.83 | \$ | 26.07 | \$ | 26.07 | 4\% | -- |
| Shareholders' equity (millions) ${ }^{(3)}$ | \$ | 28,961 | \$ | 29,899 | \$ | 30,317 | \$ | 31,103 | \$ | 31,328 | \$ | 31,224 | \$ | 31,107 | 3\% | -- |
| Total capital (millions) ${ }^{(4)}$ | \$ | 96,359 | \$ | 100,127 | \$ | 101,237 | \$ | 110,793 | \$ | 122,230 | \$ | 113,324 | \$ | 118,415 | 17\% | 4\% |
| Worldwide employees |  | 50,979 |  | 51,580 |  | 52,812 |  | 53,284 |  | 53,718 |  | 54,142 |  | 53,760 | 2\% | (1\%) |

Total assets (millions) ${ }^{(1)}$
assets (millions) ${ }^{(2)}$

Book value per common share
Total capital (millions) ${ }^{(4)}$
Worldwide employees

MORGAN STANLEY Quarterly Financial Information and Statistical Data (unaudited)

Average Daily 99\%/One-Day Value-at-Risk ("VaR"(5)
Primary Market Risk Category (\$ millions, pre-tax)
Equity price
Foreign exchange rate
Commodity price
Trading VaR

Trading VaR

| 42 | $\$$ | 50 | $\$$ | 52 |
| :--- | :--- | :--- | :--- | :--- |
| 30 |  | 32 |  | 36 |
| 11 |  | 12 |  | 12 |
| 27 |  | 34 |  | 40 |
| 62 | $\$$ | 72 | $\$$ | 79 |

$\$$

$\$$
$\square$

1) Effective December 1, 2004, the Company offsets cash paid or received pursuant to credit support agreements ("cash collateral netting") against its OTC derivatives inventory. Total assets as of November 30, 2004 have been restated to reflect cash collateral netting Prior periods presented do not reflect such cash collateral netting.
(2) 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 22 for further information
(3) Includes common equity and junior subordinated debt issued to capital trusts
(4) Includes common equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt.
 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 2004.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 23

## MORGAN STANLEY

Quarterly Institutional Securities Income Statement Information (unaudited, dollars in millions)

(1) At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt issued to capital trusts (a component of long-term debt) pursuant to the adoption of FIN 46. Dividends on junior subordinated debt issued to capital trusts are included in interest expense from February 29, 2004 forward
(2) Income before taxes, discontinued operations and cumulative effect of accounting change, 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 23

Quarterly Financial Information and Statistical Data
Institutional Securites
(unaudited, dollars in millions)




Advisory revenue (millions)
Underwriting revenue (millions) Equity
Fixed income
Total underwriting revenue
Sales and trading net revenue (millions) ${ }^{(1)}$ Equity
Fixed income
Total sales and trading net revenue

Mergers and acquistions announced transactions Morgan Stanley global market volume (billions) Market share Rank

Mergers and acquisitions completed transactions Morgan Stanley global market volume (billions) Market share Rank
Global equity and related issues
Morgan Stanley global market volume (billion Market share

## Rank

Global initial public offerings
Morgan Stanley global market volume (billions) Market share Market
Rank

Global debt

| Morgan Stanley global market volume (billions) | $\$$ | 90.4 | $\$$ | 104.0 | $\$$ | 90.7 | $\$$ | 92.0 | $\$$ | 81.2 | $\$$ | 82.9 | $\$$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Market share |  | $7.1 \%$ |  | $7.6 \%$ |  | $7.6 \%$ |  | $6.5 \%$ |  | $5.9 \%$ | $5.7 \%$ | $6.2 \%$ |  |
| Rank |  | 5 | 2 |  | 2 | 3 |  | 4 | 4 | 5 |  |  |  |


| \$ | 232 | \$ | 324 | \$ | 310 | \$ | 290 | \$ | 254 | \$ | 357 | \$ | 388 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 314 |  | 314 |  | 200 |  | 165 |  | 202 |  | 145 |  | 200 |
|  | 193 |  | 253 |  | 201 |  | 212 |  | 286 |  | 233 |  | 310 |
| \$ | 507 | \$ | 567 | \$ | 401 | \$ | 377 | \$ | 488 | \$ | 378 | \$ | 510 |
|  | 1,105 |  | 1,113 |  | 883 |  | 966 |  | 1,214 |  | 1,119 |  | 1,280 |
|  | 1,683 |  | 1,867 |  | 1,201 |  | 911 |  | 2,034 |  | 1,314 |  | 1,973 |
| \$ | 2,788 | \$ | 2,980 | \$ | 2,084 | \$ | 1,877 | \$ | 3,248 |  | 2,433 | \$ | 3,253 |

## Fiscal View

Feb 29, 2004 May 31, 2004 Aug 31, 2004 Nov 30, 2004 Feb 28, 2005 May 31, 2005 Aug 31, 2005


## Calendar View Eight Months Ended (2) Aug 31, 2004 Aug 31, 2005

| $\$$ | 259.8 | $\$$ | 441.0 |
| :---: | :---: | :---: | :---: |
|  | $24.6 \%$ |  | $29.7 \%$ |
|  | 2 |  | 1 |
|  |  |  |  |
| $\$$ | 287.5 | $\$$ | 273.5 |
|  | $29.7 \%$ |  | $23.4 \%$ |
|  | 2 |  | 4 |
|  |  |  |  |
| $\$$ | 37.9 | $\$$ | 23.7 |
|  | $11.8 \%$ |  | $7.8 \%$ |
|  | 1 |  | 5 |
|  |  |  |  |
| $\$$ | 12.2 | $\$$ | 7.3 |
|  | $14.5 \%$ |  | $8.3 \%$ |
|  | 1 |  | 3 |
|  |  |  |  |
|  | $\$$ | 257.2 | $\$$ |
|  | $7.3 \%$ |  | 240.8 |
|  | 2 |  | $5.1 \%$ |


| 25\% | 9\% | \$ | 866 | \$ | 999 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -- | 38\% |  | 828 |  | 547 |
| 54\% | 33\% |  | 647 |  | 829 |
| 27\% | 35\% | \$ | 1,475 | \$ | 1,376 |
| 45\% | 14\% |  | 3,101 |  | 3,613 |
| 64\% | 50\% |  | 4,751 |  | 5,321 |
| 56\% | 34\% | \$ | 7,852 | \$ | 8,934 |

Includes principal trading, commissions and net interest revenue
(2) Source: Thomson Financial, data as of September 8, 2005.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 23.

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## Quarterly Financial Information and Statistical Data

Institutional Securities
(unaudited, dollars in billions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | \$ | 0.5 | \$ | 1.1 | \$ | 0.8 | \$ | 1.2 | \$ | 1.5 | \$ | 1.8 | \$ | 3.0 | * | 67\% |
| Non-investment grade |  | 1.1 |  | 1.8 |  | 1.0 |  | 0.5 |  | 1.0 |  | 1.9 |  | 2.8 | * | 47\% |
| Total loans | \$ | 1.6 | \$ | 2.9 | \$ | 1.8 | \$ | 1.7 | \$ | 2.5 | \$ | 3.7 | \$ | 5.8 | * | 57\% |
| Commitments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | \$ | 13.7 | \$ | 16.5 | \$ | 18.3 | \$ | 19.0 | \$ | 18.7 | \$ | 21.1 | \$ | 27.6 | 51\% | 31\% |
| Non-investment grade |  | 2.8 |  | 2.2 |  | 2.7 |  | 1.4 |  | 2.0 |  | 5.6 |  | 3.0 | 11\% | (46\%) |
| Total commitments | \$ | 16.5 | \$ | 18.7 | \$ | 21.0 | \$ | 20.4 | \$ | 20.7 | \$ | 26.7 | \$ | 30.6 | 46\% | 15\% |
| Loans plus commitments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment grade | \$ | 14.2 | \$ | 17.6 | \$ | 19.1 | \$ | 20.2 | \$ | 20.2 | \$ | 22.9 | \$ | 30.6 | 60\% | 34\% |
| Non-investment grade | \$ | 3.9 | \$ | 4.0 | \$ | 3.7 | \$ | 1.9 | \$ | 3.0 | \$ | 7.5 | \$ | 5.8 | 57\% | (23\%) |
| \% investment grade |  | 78\% |  | 81\% |  | 84\% |  | 91\% |  | 87\% |  | 75\% |  | 84\% |  |  |
| \% non-investment grade |  | 22\% |  | 19\% |  | 16\% |  | 9\% |  | 13\% |  | 25\% |  | 16\% |  |  |
| Total loans and commitments | \$ | 18.1 | \$ | 21.6 | \$ | 22.8 | \$ | 22.1 | \$ | 23.2 | \$ | 30.4 | \$ | 36.4 | 60\% | 20\% |
| Hedges ${ }^{(1)}$ | \$ | 7.7 | \$ | 9.1 | \$ | 12.9 | \$ | 11.6 | \$ | 13.1 | \$ | 14.3 | \$ | 16.1 | 25\% | 13\% |
| Total loans and commitments net of hedges | \$ | 10.4 | \$ | 12.5 | \$ | 9.9 | \$ | 10.5 | \$ | 10.1 | \$ | 16.1 | \$ | 20.3 | 105\% | 26\% |

(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 23.

MORGAN STANLEY

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |  | 1, 2004 |  | 1, 2005 |  |
| Investment banking | \$ | 77 | \$ | 82 | \$ | 64 | \$ | 67 | \$ | 71 | \$ | 68 | \$ | 81 | 27\% | 19\% | \$ | 223 | \$ | 220 | (1\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 141 |  | 141 |  | 130 |  | 106 |  | 120 |  | 111 |  | 116 | (11\%) | 5\% |  | 412 |  | 347 | (16\%) |
| Investments |  | 4 |  | (4) |  | (3) |  | (2) |  | (2) |  | (2) |  | 1 | 133\% | 150\% |  | (3) |  | (3) | -- |
| Commissions |  | 385 |  | 336 |  | 281 |  | 325 |  | 329 |  | 295 |  | 306 | 9\% | 4\% |  | 1,002 |  | 930 | (7\%) |
| Asset management, distribution and admin fees |  | 511 |  | 557 |  | 563 |  | 468 |  | 607 |  | 632 |  | 629 | 12\% | -- |  | 1,631 |  | 1,868 | 15\% |
| Interest and dividends |  | 93 |  | 95 |  | 103 |  | 118 |  | 135 |  | 149 |  | 174 | 69\% | 17\% |  | 291 |  | 458 | 57\% |
| Other |  | 33 |  | 37 |  | 30 |  | 33 |  | 38 |  | 45 |  | 38 | 27\% | (16\%) |  | 100 |  | 121 | 21\% |
| Total revenues |  | 1,244 |  | 1,244 |  | 1,168 |  | 1,115 |  | 1,298 |  | 1,298 |  | 1,345 | 15\% | 4\% |  | 3,656 |  | 3,941 | 8\% |
| Interest expense |  | 33 |  | 35 |  | 44 |  | 44 |  | 60 |  | 70 |  | 90 | 105\% | 29\% |  | 112 |  | 220 | 96\% |
| Net revenues |  | 1,211 |  | 1,209 |  | 1,124 |  | 1,071 |  | 1,238 |  | 1,228 |  | 1,255 | 12\% | 2\% |  | 3,544 |  | 3,721 | 5\% |
| Total non-interest expenses |  | 1,045 |  | 1,077 |  | 1,102 |  | 1,020 |  | 885 |  | 1,110 |  | 1,225 | 11\% | 10\% |  | 3,224 |  | 3,220 | -- |
| Income before taxes and cumulative effect of accounting change | \$ | 166 | \$ | 132 | \$ | 22 | \$ | 51 | \$ | 353 | \$ | 118 | \$ | 30 | 36\% | (75\%) | \$ | 320 | \$ | 501 | 57\% |
| Pre-tax profit margin ${ }^{(1)}$ |  | 14\% |  | 11\% |  | 2\% |  | 5\% |  | 29\% |  | 10\% |  | 2\% |  |  |  | 9\% |  | 14\% |  |

[^0]
## Quarterly Financial Information and Statistical Data

 Retail Brokerage(unaudited)


| Global representatives | 10,832 |  | 10,722 |  | 10,785 |  | 10,962 |  | 10,471 |  | 10,438 |  | 9,311 |  | (14\%) | (11\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Annualized revenue per global representative (thousands) ${ }^{(1)}$ | \$ | 442 | \$ | 449 | \$ | 418 | \$ | 394 | \$ | 462 | \$ | 470 | \$ | 508 | 22\% | 8\% |
| Retail brokerage assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more | \$ | 111 | \$ | 106 | \$ | 105 | \$ | 111 | \$ | 117 | \$ | 117 | \$ | 120 | 14\% | 3\% |
| \$1m-\$10m |  | 173 |  | 167 |  | 174 |  | 188 |  | 196 |  | 196 |  | 201 | 16\% | 3\% |
| \$100k - \$1m |  | 194 |  | 190 |  | 186 |  | 188 |  | 186 |  | 184 |  | 182 | (2\%) | (1\%) |
| < \$100k |  | 45 |  | 43 |  | 40 |  | 39 |  | 37 |  | 35 |  | 33 | (18\%) | (6\%) |
| Total U.S. retail brokerage assets |  | 523 |  | 506 |  | 505 |  | 526 |  | 536 |  | 532 |  | 536 | 6\% | 1\% |
| International |  | 48 |  | 48 |  | 46 |  | 50 |  | 55 |  | 54 |  | 55 | 20\% | 2\% |
| Corporate / other |  | 24 |  | 25 |  | 25 |  | 26 |  | 27 |  | 27 |  | 28 | 12\% | 4\% |
| Total client assets (billions) | \$ | 595 | \$ | 579 | \$ | 576 | \$ | 602 | \$ | 618 | \$ | 613 | \$ | 619 | 7\% | 1\% |
| Fee-based client account assets (billions) ${ }^{(2)}$ | \$ | 143 | \$ | 145 | \$ | 146 | \$ | 157 | \$ | 166 | \$ | 165 | \$ | 170 | 16\% | 3\% |
| Fee-based assets as a \% of client assets |  | 24\% |  | 25\% |  | 25\% |  | 26\% |  | 27\% |  | 27\% |  | 27\% |  |  |
| Client assets per global |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic retail net new assets (billions) ${ }^{(4)}$ | \$ | 2.8 | \$ | 2.8 | \$ | 3.7 | \$ | 2.3 | \$ | 3.7 | \$ | 3.8 | \$ | (2.1) | * | * |
| Domestic retail locations |  | 526 |  | 526 |  | 525 |  | 525 |  | 524 |  | 526 |  | 517 | (2\%) | (2\%) |

[^1]| MorgañStanley | MORGAN STANLEY <br> Quarterly Asset Management Income Statement Information (unaudited, dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \end{gathered}$ |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 | Aug 31, 2004 Aug 31, 2005 |  |  |  |  |
| Investment banking | \$ | 13 | \$ | 10 | \$ | 8 | \$ | 12 | \$ | 11 | \$ | 11 | \$ | 13 | 63\% | 18\% | \$ | 31 | \$ | 35 | 13\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 9 |  | 59 |  | 90 |  | 90 |  | 64 |  | 2 |  | 33 | (63\%) | * |  | 158 |  | 99 | (37\%) |
| Commissions |  | 7 |  | 8 |  | 7 |  | 5 |  | 7 |  | 7 |  | 9 | 29\% | 29\% |  | 22 |  | 23 | 5\% |
| Asset management, distribution and admin fees |  | 604 |  | 607 |  | 579 |  | 600 |  | 605 |  | 615 |  | 612 | 6\% | -- |  | 1,790 |  | 1,832 | 2\% |
| Interest and dividends |  | 2 |  | 1 |  | 3 |  | , |  | 3 |  | 3 |  | 4 | 33\% | 33\% |  | 6 |  | 10 | 67\% |
| Other |  | 9 |  | 6 |  | 7 |  | 6 |  | 8 |  | 6 |  | 11 | 57\% | 83\% |  | 22 |  | 25 | 14\% |
| Total revenues |  | 644 |  | 691 |  | 694 |  | 715 |  | 698 |  | 644 |  | 682 | (2\%) | 6\% |  | 2,029 |  | 2,024 | -- |
| Interest expense |  | 2 |  | 1 |  | 2 |  | 1 |  | 2 |  | 2 |  | 3 | 50\% | 50\% |  | 5 |  | 7 | 40\% |
| Net revenues |  | 642 |  | 690 |  | 692 |  | 714 |  | 696 |  | 642 |  | 679 | (2\%) | 6\% |  | 2,024 |  | 2,017 | -- |
| Total non-interest expenses |  | 472 |  | 481 |  | 475 |  | 483 |  | 409 |  | 467 |  | 517 | 9\% | 11\% |  | 1,428 |  | 1,393 | (2\%) |
| Income before taxes and cumulative effect of accounting change | \$ | 170 | \$ | 209 | \$ | 217 | \$ | 231 | \$ | 287 | \$ | 175 | \$ | 162 | (25\%) | (7\%) | \$ | 596 | \$ | 624 | 5\% |
| Pre-tax profit margin ${ }^{(1)}$ |  | 27\% |  | 30\% |  | $31 \%$ |  | $32 \%$ |  | 41\% |  | 27\% |  | 24\% |  |  |  | 29\% |  | $31 \%$ |  |

$\begin{array}{ll}\text { (1) } & \text { Income before taxes and cumulative effect of accounting change as a } \% \text { of net revenues. } \\ \text { Note: } & \text { Certain reclassifications have been made to prior period amounts to conform to the current presentation. } \\ & \text { Refer to Legal Notice page } 23 \text {. }\end{array}$
Refer to Legal Notice page 23.

MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Asset Management
(unaudited, dollars in billions)
Quarter Ended
Nov 30, 2004 Feb 28, 2005 205 vs. 3Q04 3Q05 vs. 2 Q 05 Aug 31, 2004 Aug 31, 2005 Feb 29, 2004 May 31, 2004 Aug 31, 2004 Nov 30, 2004 Feb 28, 2005 May 31, 2005 Aug 31, 2005 3 3Q05 vs. 3Q04 3Q05vs. 2Q05 Aug 31, 2004 Aug 31, 2005 Change

Assets under management or supervision
Net flows


Assets under management or supervision by distribution channel


Institutional
Total

management or supervision by asset class
Equity $\$$
Fixed income
Money market
Other ${ }^{(1)}$
Total


| $20 \%$ | $4 \%$ |
| :---: | :---: |
| $(11 \%)$ | -- |
| $9 \%$ | $4 \%$ |
| $17 \%$ | -- |
| $9 \%$ | $3 \%$ |

(1) Includes Alternative Investments.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 23

Morganstanley

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

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |


| Consolidated assets under management or supervision by distribution channel |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Retail | \$ | 294 | \$ | 290 | \$ | 290 | \$ | 305 | \$ | 321 | \$ | 319 | \$ | 327 | 13\% | 3\% |
| Institutional |  | 211 |  | 220 |  | 229 |  | 251 |  | 255 |  | 246 |  | 260 | 14\% | 6\% |
| Total ${ }^{(1)}$ | \$ | 505 | \$ | 510 | \$ | 519 | \$ | 556 | \$ | 576 | \$ | 565 | \$ | 587 | 13\% | 4\% |
| Consolidated assets under management or supervision by asset class |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 231 | \$ | 226 | \$ | 224 | \$ | 251 | \$ | 272 | \$ | 270 | \$ | 282 | 26\% | 4\% |
| Fixed income |  | 124 |  | 128 |  | 130 |  | 130 |  | 123 |  | 118 |  | 119 | (8\%) | 1\% |
| Money market |  | 65 |  | 70 |  | 80 |  | 87 |  | 88 |  | 84 |  | 87 | 9\% | 4\% |
| Other ${ }^{(2)}$ |  | 85 |  | 86 |  | 85 |  | 88 |  | 93 |  | 93 |  | 99 | 16\% | 6\% |
| Total ${ }^{(1)}$ | \$ | 505 | \$ | 510 | \$ | 519 | \$ | 556 | \$ | 576 | \$ | 565 | \$ | 587 | 13\% | 4\% |

(1) Revenues and expenses associated with customer assets of $\$ 132$ billion, $\$ 103$ billion and $\$ 126$ billion
for fiscal 3Q05, fiscal 3Q04 and fiscal 2Q05, respectively, are included in the Company's Retail
Brokerage segment, and $\$ 27$ billion, $\$ 22$ billion and $\$ 23$ billion for fiscal 3Q05, fiscal 3Q04 and fiscal 2Q05, respectively, are included in the Company's Institutional Securities segment.
(2) Includes Alternative Investments.

Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 23.

| MorganStanley | MORGAN STANLEY <br> Quarterly Discover Income Statement Information (unaudited, dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3 Q 05 vs. 3Q04 | 3Q05 vs. 2Q05 | Aug 31, 2004 |  | Aug 31, 2005 |  |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant, cardmember and other | \$ | 337 | \$ | 306 | \$ | 347 | \$ | 327 | \$ | 308 | \$ | 318 | \$ | 357 | 3\% | 12\% | \$ | 990 | \$ | 983 | (1\%) |
| Servicing |  | 551 |  | 465 |  | 444 |  | 461 |  | 494 |  | 423 |  | 398 | (10\%) | (6\%) |  | 1,460 |  | 1,315 | (10\%) |
| Other |  | 0 |  | 5 |  | 3 |  | 2 |  | 2 |  | 2 |  | (1) | (133\%) | (150\%) |  | 8 |  | 3 | (63\%) |
| Total non-interest revenues |  | 888 |  | 776 |  | 794 |  | 790 |  | 804 |  | 743 |  | 754 | (5\%) | 1\% |  | 2,458 |  | 2,301 | (6\%) |
| Interest revenue |  | 472 |  | 426 |  | 489 |  | 472 |  | 458 |  | 536 |  | 593 | 21\% | 11\% |  | 1,387 |  | 1,587 | 14\% |
| Interest expense |  | 171 |  | 160 |  | 159 |  | 158 |  | 168 |  | 182 |  | 212 | 33\% | 16\% |  | 490 |  | 562 | 15\% |
| Net interest income |  | 301 |  | 266 |  | 330 |  | 314 |  | 290 |  | 354 |  | 381 | 15\% | 8\% |  | 897 |  | 1,025 | 14\% |
| Provision for consumer loan losses |  | 262 |  | 200 |  | 240 |  | 224 |  | 135 |  | 209 |  | 224 | (7\%) | 7\% |  | 702 |  | 568 | (19\%) |
| Net credit income |  | 39 |  | 66 |  | 90 |  | 90 |  | 155 |  | 145 |  | 157 | 74\% | 8\% |  | 195 |  | 457 | 134\% |
| Net revenues |  | 927 |  | 842 |  | 884 |  | 880 |  | 959 |  | 888 |  | 911 | 3\% | 3\% |  | 2,653 |  | 2,758 | 4\% |
| Total non-interest expenses |  | 581 |  | 568 |  | 554 |  | 609 |  | 605 |  | 625 |  | 672 | 21\% | 8\% |  | 1,703 |  | 1,902 | 12\% |
| Income before taxes and cumulative effect of accounting change | \$ | 346 | \$ | 274 | \$ | 330 | \$ | 271 | \$ | 354 | \$ | 263 | \$ | 239 | (28\%) | (9\%) | \$ | 950 | \$ | 856 | (10\%) |
| Pre-tax profit margin ${ }^{(1)}$ |  | 37\% |  | 33\% |  | 37\% |  | 31\% |  | 37\% |  | 30\% |  | 26\% |  |  |  | 36\% |  | 31\% |  |

[^2]
(1) Income before taxes and cumulative effect of accounting change 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 23

Quarterly Financial Information and Statistical Data
Discover

## unaudited, dollars in millions)

|  | $\text { Feb 29, } 2004$ |  | May 31, 2004 |  | Aug 31, 2004 |  | Quarter Ended |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |  |  |  | 31, 2004 |  |  |  | 31, 2005 |  |  |  |
| Total owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 15,850 |  |  | \$ | 17,506 |  |  | \$ | 18,471 |  |  | \$ | 19,724 | \$ | 18,908 | \$ | 19,385 | \$ | 20,570 | 11\% | 6\% | \$ | 18,471 | \$ | 20,570 | 11\% |
| Average | \$ | 17,880 | \$ | 16,202 | \$ | 17,787 | \$ | 18,579 | \$ | 19,210 | \$ | 18,753 | \$ | 19,835 | 12\% | 6\% | \$ | 17,287 | \$ | 19,267 | 11\% |
| Total managed credit card loans ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 47,336 | \$ | 46,828 | \$ | 47,126 | \$ | 48,261 | \$ | 47,770 | \$ | 46,845 | \$ | 47,105 | -- | 1\% | \$ | 47,126 | \$ | 47,105 | -- |
| Average | \$ | 48,667 | \$ | 46,929 | \$ | 46,873 | \$ | 47,090 | \$ | 48,930 | \$ | 47,146 | \$ | 46,769 | -- | (1\%) | \$ | 47,485 | \$ | 47,605 | -- |
| Interest yield |  | 12.20\% |  | 11.88\% |  | 11.69\% |  | 11.59\% |  | 11.23\% |  | 11.69\% |  | 12.04\% | 35 bp | 35 bp |  | 11.93\% |  | 11.65\% | (28 bp) |
| Interest spread |  | 9.30\% |  | 9.01\% |  | 8.80\% |  | 8.41\% |  | 7.79\% |  | 7.96\% |  | 7.95\% | (85 bp) | (1 bp) |  | 9.05\% |  | 7.90\% | (115 bp) |
| Transaction volume (billions) | \$ | 24.2 | \$ | 24.4 | \$ | 25.4 | \$ | 25.7 | \$ | 25.9 | \$ | 25.4 | \$ | 26.7 | 5\% | 5\% | \$ | 73.9 | \$ | 78.0 | 6\% |
| Net sales | \$ | 19.8 | \$ | 19.5 | \$ | 20.3 | \$ | 19.9 | \$ | 20.8 | \$ | 21.1 | \$ | 22.4 | 10\% | 6\% | \$ | 59.6 | \$ | 64.3 | 8\% |
| Other transaction volume | \$ | 4.4 | \$ | 4.9 | \$ | 5.1 | \$ | 5.8 | \$ | 5.1 | \$ | 4.3 | \$ | 4.3 | (15\%) | -- | \$ | 14.3 | \$ | 13.7 | (4\%) |
| Accounts (millions) |  | 45.9 |  | 46.0 |  | 46.0 |  | 46.2 |  | 46.0 |  | 45.9 |  | 45.6 | (1\%) | (1\%) |  | 46.0 |  | 45.6 | (1\%) |
| Active accounts (millions) |  | 20.3 |  | 19.9 |  | 19.6 |  | 19.7 |  | 19.5 |  | 19.3 |  | 19.2 | (2\%) | (1\%) |  | 19.6 |  | 19.2 | (2\%) |
| Average receivables per avg. active account (actual \$) | \$ | 2,360 | \$ | 2,330 | \$ | 2,381 | \$ | 2,407 | \$ | 2,476 | \$ | 2,426 | \$ | 2,429 | 2\% | -- | \$ | 2,357 | \$ | 2,443 | 4\% |
| Trans volume per avg. active account (actual \$) | \$ | 1,173 | \$ | 1,209 | \$ | 1,290 | \$ | 1,312 | \$ | 1,311 | \$ | 1,306 | \$ | 1,387 | 8\% | 6\% | \$ | 3,669 | \$ | 4,004 | 9\% |
| Net gain on securitization | \$ | 19 | \$ | (12) | \$ | (14) | \$ | (1) | \$ | 32 | \$ | (16) | \$ | (18) | (29\%) | (13\%) | \$ | (7) | \$ | (2) | 71\% |
| Return on managed receivables ${ }^{(3)}$ |  | 1.80\% |  | 1.50\% |  | 1.78\% |  | 1.49\% |  | 1.82\% |  | 1.38\% |  | 1.28\% | (50 bp) | (10 bp) |  | 1.70\% |  | 1.50\% | (20 bp) |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-off rate |  | 6.31\% |  | 6.48\% |  | 5.76\% |  | 5.45\% |  | 5.11\% |  | 4.94\% |  | 5.12\% | (64 bp) | 18 bp |  | 6.19\% |  | 5.06\% | (113 bp) |
| Delinquency rate (over 30 days) |  | 5.80\% |  | 4.88\% |  | 4.81\% |  | 4.55\% |  | 4.24\% |  | 3.90\% |  | 3.91\% | (90 bp) | 1 bp |  | 4.81\% |  | 3.91\% | (90 bp) |
| Delinquency rate (over 90 days) |  | 2.86\% |  | 2.40\% |  | 2.22\% |  | 2.18\% |  | 2.05\% |  | 1.83\% |  | 1.80\% | (42 bp) | (3 bp) |  | 2.22\% |  | 1.80\% | (42 bp) |
| Allowance for loan losses at period end | \$ | 985 | \$ | 940 | \$ | 939 | \$ | 929 | \$ | 840 | \$ | 828 | \$ | 817 | (13\%) | (1\%) | \$ | 939 | \$ | 817 | (13\%) |
| International managed credit card loans ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 2,463 | \$ | 2,409 | \$ | 2,337 | \$ | 2,571 | \$ | 2,648 | \$ | 2,479 | \$ | 2,684 | 15\% | 8\% | \$ | 2,337 | \$ | 2,684 | 15\% |
| Average | \$ | 2,302 | \$ | 2,411 | \$ | 2,389 | \$ | 2,372 | \$ | 2,606 | \$ | 2,578 | \$ | 2,523 | 6\% | (2\%) | \$ | 2,368 | \$ | 2,569 | 8\% |
| Accounts (millions) |  | 1.2 |  | 1.2 |  | 1.2 |  | 1.3 |  | 1.4 |  | 1.4 |  | 1.5 | 25\% | 7\% |  | 1.2 |  | 1.5 | 25\% |
| Payment services (millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discover network transaction volume |  | 304 |  | 300 |  | 313 |  | 309 |  | 314 |  | 314 |  | 338 | 8\% | 8\% |  | 917 |  | 966 | 5\% |
| PULSE network transaction volume ${ }^{(4)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 213 |  | 452 |  | 460 | * | 2\% |  | 0 |  | 1,125 | * |
| Total network transaction volume |  | 304 |  | 300 |  | 313 |  | 309 |  | 527 |  | 766 |  | 798 | * | 4\% |  | 917 |  | 2,091 | 128\% |

[^3]

[^4]
## MorgañStanley

MORGAN STANLEY

The following (page 16) presents more detailed financial information regarding the results of operations for the combined institutional securities, retail brokerage 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 provides this type of presentation for its discover activities (page 17) in order to provide helpful comparison to other credit card issuers.

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 9,2004 | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | 3Q05 vs. 3Q04 | 3Q05 vs. 2Q05 |  | 1, 2004 |  | 1,2005 |  |
| Investment banking | \$ | 829 | \$ | 983 | \$ | 783 | \$ | 746 | \$ | 824 | \$ | 814 | \$ | 992 | 27\% | 22\% | \$ | 2,595 | \$ | 2,630 | 1\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,859 |  | 2,097 |  | 704 |  | 951 |  | 1,883 |  | 1,898 |  | 2,160 | * | 14\% |  | 4,660 |  | 5,941 | 27\% |
| Investments |  | 29 |  | 191 |  | 125 |  | 167 |  | 117 |  | 123 |  | 94 | (25\%) | (24\%) |  | 345 |  | 334 | (3\%) |
| Commissions |  | 868 |  | 846 |  | 733 |  | 817 |  | 824 |  | 824 |  | 804 | 10\% | (2\%) |  | 2,447 |  | 2,452 | -- |
| Asset management, distribution and administration fees |  | 1,112 |  | 1,159 |  | 1,138 |  | 1,064 |  | 1,204 |  | 1,246 |  | 1,249 | 10\% | -- |  | 3,409 |  | 3,699 | 9\% |
| Interest and dividends |  | 3,321 |  | 3,249 |  | 4,934 |  | 5,278 |  | 5,405 |  | 5,521 |  | 6,429 | 30\% | 16\% |  | 11,504 |  | 17,355 | 51\% |
| Other |  | 69 |  | 45 |  | 105 |  | 95 |  | 103 |  | 119 |  | 107 | 2\% | (10\%) |  | 219 |  | 329 | 50\% |
| Total revenues |  | 8,087 |  | 8,570 |  | 8,522 |  | 9,118 |  | 10,360 |  | 10,545 |  | 11,835 | 39\% | 12\% |  | 25,179 |  | 32,740 | 30\% |
| Interest expense |  | 2,775 |  | 2,763 |  | 4,006 |  | 4,572 |  | 4,477 |  | 5,401 |  | 5,798 | 45\% | 7\% |  | 9,544 |  | 15,676 | 64\% |
| Net revenues |  | 5,312 |  | 5,807 |  | 4,516 |  | 4,546 |  | 5,883 |  | 5,144 |  | 6,037 | 34\% | 17\% |  | 15,635 |  | 17,064 | 9\% |
| Compensation and benefits |  | 2,515 |  | 2,723 |  | 2,154 |  | 1,709 |  | 2,639 |  | 2,413 |  | 2,923 | 36\% | 21\% |  | 7,392 |  | 7,975 | 8\% |
| Occupancy and equipment |  | 179 |  | 185 |  | 205 |  | 193 |  | 308 |  | 209 |  | 217 | 6\% | 4\% |  | 569 |  | 734 | 29\% |
| Brokerage, clearing and exchange fees |  | 224 |  | 237 |  | 231 |  | 240 |  | 260 |  | 276 |  | 267 | 16\% | (3\%) |  | 692 |  | 803 | 16\% |
| Information processing and communications |  | 235 |  | 232 |  | 244 |  | 260 |  | 260 |  | 265 |  | 263 | 8\% | (1\%) |  | 711 |  | 788 | 11\% |
| Marketing and business development |  | 110 |  | 136 |  | 141 |  | 161 |  | 112 |  | 143 |  | 143 | 1\% | -- |  | 387 |  | 398 | 3\% |
| Professional services |  | 253 |  | 291 |  | 333 |  | 402 |  | 315 |  | 365 |  | 425 | 28\% | 16\% |  | 877 |  | 1,105 | 26\% |
| Other |  | 214 |  | 350 |  | 265 |  | 162 |  | 499 |  | 342 |  | 296 | 12\% | (13\%) |  | 829 |  | 1,137 | 37\% |
| September 11th related insurance recoveries, net |  | 0 |  | 0 |  | 0 |  | 0 |  | (251) |  | 0 |  | 0 | -- | -- |  | 0 |  | (251) | * |
| Total non-interest expenses |  | 3,730 |  | 4,154 |  | 3,573 |  | 3,127 |  | 4,142 |  | 4,013 |  | 4,534 | 27\% | 13\% |  | 11,457 |  | 12,689 | 11\% |
| Income from continuing operations before losses from unconsolidated investees, taxes, dividends on preferred securities subject to mandatory redemption and cumulative effect of accounting change |  | 1,582 |  | 1,653 |  | 943 |  | 1,419 |  | 1,741 |  | 1,131 |  | 1,503 | 59\% | 33\% |  | 4,178 |  | 4,375 | 5\% |
| Losses from unconsolidated investees |  | 93 |  | 81 |  | 77 |  | 77 |  | 73 |  | 67 |  | 105 | 36\% | 57\% |  | 251 |  | 245 | (2\%) |
| Div. on pref. sec. subject to mandatory redemption ${ }^{(2)}$ |  | 45 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 45 |  | 0 | * |
| Income before taxes, discontinued operations and cumulative effect of accounting change | \$ | 1,444 | \$ | 1,572 | \$ | 866 | \$ | 1,342 | \$ | 1,668 | \$ | 1,064 | \$ | 1,398 | 61\% | 31\% | \$ | 3,882 | \$ | 4,130 | 6\% |
| Compensation and benefits as a \% of net revenues |  | 47\% |  | 47\% |  | 48\% |  | 38\% |  | 45\% |  | 47\% |  | 48\% |  |  |  | 47\% |  | 47\% |  |
| Non-compensation expenses as a \% of net revenues |  | 23\% |  | 25\% |  | 31\% |  | 31\% |  | 26\% |  | 31\% |  | 27\% |  |  |  | 26\% |  | 28\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 29\% |  | 29\% |  | 21\% |  | 31\% |  | 30\% |  | 22\% |  | 25\% |  |  |  | 26\% |  | 26\% |  |
| Number of employees ${ }^{(4)}$ |  | 37,455 |  | 38,058 |  | 39,494 |  | 39,639 |  | 39,641 |  | 40,267 |  | 40,226 | 2\% | -- |  |  |  |  |  |

(1) Includes the elimination of intersegment activity between Institutional Securities, Retail Brokerage and Asset Management.
(1) Includes the elimination of intersegment activity between Institutional Securities, Retail Brokerage and Asset Management.
(2) At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt issued to capital trusts
(a component 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt issuert to capital trust
in interest expense from February 29, 2004 forward.
(3) Income before taxes, discontinued operations and cumulative effect of accounting change, excluding losses from unconsolidated investees, as a $\%$ of net revenues.
(4) Includes Institutional Securities, Retail Brokerage, 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 23.

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MORGAN STANLEY
Quarterly Discover Income Statement Information
(Managed loan basis)
(unaudited, dollars in millions)
(unaudited, dollars in millions)


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


$7 \%$
--
$(73 \%)$
$6 \%$
$5 \%$
$47 \%$
$(8 \%)$
$(13 \%)$
--

$3 \%$

$30 \%$
--
$4 \%$
$(2 \%)$
$23 \%$
$77 \%$
$21 \%$

$\xlongequal{\$ \quad 346} \xlongequal{\$ \quad 274} \xlongequal{\$ \quad 330} \xlongequal{\$} \quad 271$ $\$ \quad 354$ | $\$ \quad 263$ |
| :--- | $\$ \quad 239$


| 10\% | \$ | 1,482 | \$ | 1,497 |
| :---: | :---: | :---: | :---: | :---: |
| -- |  | 0 |  | 0 |
| (36\%) |  | 1 |  | 1 |
| 9\% |  | 1,483 |  | 1,498 |
| 3\% |  | 4,320 |  | 4,272 |
| 10\% |  | 986 |  | 1,309 |
| (1\%) |  | 3,334 |  | 2,963 |
| 3\% |  | 2,164 |  | 1,703 |
| (5\%) |  | 1,170 |  | 1,260 |
| 3\% |  | 2,653 |  | 2,758 |
| 16\% |  | 571 |  | 666 |
| (4\%) |  | 63 |  | 69 |
| 2\% |  | 256 |  | 255 |
| (14\%) |  | 404 |  | 433 |
| 10\% |  | 192 |  | 220 |
| 35\% |  | 217 |  | 259 |
| 8\% |  | 1,703 |  | 1,902 |
| (9\%) | \$ | 950 | \$ | 856 |
|  |  | 22\% |  | 24\% |
|  |  | 43\% |  | 45\% |
|  |  | 36\% |  | 31\% |

$1 \%$
--
--
$1 \%$
$(1 \%)$
$33 \%$
$(11 \%)$
$(21 \%)$
$8 \%$
$4 \%$

$17 \%$
$10 \%$
--
$7 \%$
$15 \%$
$19 \%$
$12 \%$
$(10 \%)$

[^5]
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The following (pages 18-21) present a reconciliation for certain information disclosed on pages 13, 14 and 17.

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.

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

| General Purpose Credit Card Loans: | Quarter Ended Aug 31, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 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 | 2.20\% | 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 |  |  |  |  |  |  |  |  |  |
|  | Period End |  | Average |  |  |  |  |  | Delinq | Rate |
| General Purpose Credit Card Loans: |  |  | Return on Receivables | Interest <br> Yield | Interest Spread | Net 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 |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  | Delinqu | Rate |
| General Purpose Credit Card Loans: | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net 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 23.

## MorgañStanley

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

| General Purpose Credit Card Loans: | Quarter Ended Nov 30, 2004 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield 9.69\% | Interest Spread 5.76\% | $\begin{array}{c}\text { Net } \\ \text { Charge-offs }\end{array}$ <br> $501 \%$ | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 19,724 |  |  | \$ |  |  |  | 18,579 | 3.79\% | 4.08\% | 1.97\% |
| Securitized |  | 28,537 |  | 28,511 | 2.47\% | 12.82\% | 10.06\% | 5.74\% | 4.87\% | 2.34\% |
| Managed | \$ | 48,261 | \$ | 47,090 | 1.49\% | 11.59\% | 8.41\% | 5.45\% | 4.55\% | 2.18\% |

## General Purpose Credit Card Loans:

Owned
Securitized
Managed


| Period End |  | Average |  | Quarter Ended May 31, 2004 |  |  |  | Delinquency Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | 30 Days | 90 Days |  |  |
| \$ | 17,506 |  |  | \$ | 16,202 | 4.33\% | 9.93\% | 5.50\% | 6.02\% | 4.37\% | 2.15\% |
|  | 29,322 |  | 30,727 | 2.28\% | 12.91\% | 10.77\% | 6.73\% | 5.18\% | 2.55\% |
| \$ | 46,828 | \$ | 46,929 | 1.50\% | 11.88\% | 9.01\% | 6.48\% | 4.88\% | 2.40\% |


| Period End |  | Average |  | Quarter Ended Feb 29, 2004 |  |  |  | Delinquency Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |
|  |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | 30 Days | 90 Days |  |  |
| \$ | 15,850 |  |  | \$ | 17,880 | 4.91\% | 10.13\% | 5.95\% | 5.81\% | 5.17\% | 2.54\% |
|  | 31,486 |  | 30,787 | 2.85\% | 13.40\% | 11.20\% | 6.60\% | 6.11\% | 3.01\% |
| \$ | 47,336 | \$ | 48,667 | 1.80\% | 12.20\% | 9.30\% | 6.31\% | 5.80\% | 2.86\% |

(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 23.

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

|  | Nine Months Ended Aug 31, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 20,570 |  |  | \$ | 19,267 | 3.70\% | 10.21\% | 6.09\% | 4.64\% | 3.62\% | 1.67\% |
| Securitized |  | 26,535 |  | 28,338 | 2.51\% | 12.62\% | 9.11\% | 5.34\% | 4.13\% | 1.90\% |
| Managed | \$ | 47,105 | \$ | 47,605 | 1.50\% | 11.65\% | 7.90\% | 5.06\% | 3.91\% | 1.80\% |
|  | Nine Months Ended Aug 31, 2004 |  |  |  |  |  |  |  |  |  |
|  | Period End |  |  |  |  |  |  |  | Delinqu | Rate |
| General Purpose Credit Card Loans: |  |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net Charge-offs | 30 Days | 90 Days |
| Owned | \$ | 18,471 | \$ | 17,287 | 4.66\% | 10.18\% | 5.98\% | 5.72\% | 4.35\% | 2.01\% |
| Securitized |  | 28,655 |  | 30,198 | 2.67\% | 12.92\% | 10.72\% | 6.45\% | 5.10\% | 2.35\% |
| Managed | \$ | 47,126 | \$ | 47,485 | 1.70\% | 11.93\% | 9.05\% | 6.19\% | 4.81\% | 2.22\% |

(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 23.

## MorgañStanley

## MORGAN STANLEY

## Quarterly Reconciliation of Managed Income Statement Data ${ }^{(1)}$

 (unaudited, dollars in millions)| Quarter Ended |  |  |  |  |  |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Aug 31, 2004 | Aug 31, 2005 |

Merchant and cardmember and other fees:
Owned
Securitization adjustment
Managed

| \$ | 337 | \$ | 306 | \$ | 347 | \$ | 327 | \$ | 308 | \$ | 318 | \$ | 357 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 180 |  | 162 |  | 150 |  | 158 |  | 173 |  | 166 |  | 175 |
| \$ | 517 | \$ | 468 | \$ | 497 | \$ | 485 | \$ | 481 | \$ | 484 | \$ | 532 |


| $\$$ | 990 |  | $\$$ | 983 |
| :--- | ---: | :--- | ---: | ---: |
|  | 492 |  |  |  |
|  |  |  | 514 |  |

## Servicing fees:

Owned
Securitization adjustment
Managed


Other:
Owned
Securitization adjustment Managed


Interest revenue:
Owned
Securitization adjustment Managed

Interest expense:
Owned
Securitization adjustment Managed

| \$ | 472 | \$ | 426 |
| :---: | :---: | :---: | :---: |
|  | 1,026 |  | 997 |
| \$ | 1,498 | \$ | 1,423 |


| $\$$ | 489 |
| ---: | ---: |
| 910 |  |


| \$ | 472 | \$ | 458 |
| :---: | :---: | :---: | :---: |
|  | 909 |  | 925 |
| \$ | 1,381 | \$ | 1,383 |


| $\$$ | 536 |  | $\$$ | 593 |
| :--- | ---: | :--- | ---: | ---: |
|  | 890 |  |  |  |
|  |  |  | 870 |  |
|  | 1,426 |  |  |  |
|  |  |  |  |  |


|  | \$ 1,387 \$ 1,587 |  |  |
| :---: | :---: | :---: | :---: |
|  | 2,933 |  | 2,685 |
| \$ | 4,320 | + | 4,272 |

Provision for consumer loan losses:

| Owned | \$ | 262 | \$ | 200 | \$ | 240 | \$ | 224 | \$ | 135 | \$ | 209 | \$ | 224 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Securitization adjustment |  | 508 |  | 517 |  | 437 |  | 409 |  | 403 |  | 366 |  | 366 |
| Managed | \$ | 770 | \$ | 717 | \$ | 677 | \$ | 633 | \$ | 538 | \$ | 575 | \$ | 590 |


| \$ | 702 | \$ | 568 |
| :---: | :---: | :---: | :---: |
|  | 1,462 |  | 1,135 |
| \$ | 2,164 | \$ | 1,703 |

(1) The tables provide a reconciliation of certain managed and owned basis income statement data (merchant and cardmember fees, servicing fees, other revenue, interest revenue, interest expense and provision for consumer loan losses) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 23.

## MorgañStanley

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The following (page 22) 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.

The Company has also provided a pro forma annualized average return on common equity from continuing operations which excludes discontinued operations related to the planned sale of its aircraft financing business for the following periods: 3Q2005, 2Q2005, 3Q2004 and the nine months ended 2005 and 2004. The Company views this measure as a relevant indicator of its operations performance for period to period comparisons as well as when comparing its operating results to other financial services firms.

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Total assets ${ }^{(1)}$
Less: Securities purchased under agreements to resell Securities borrowed
Add: Financial instruments sold, not yet purchased ${ }^{(1)}$
Less: Derivative contracts sold, not yet purchased ${ }^{(1)}$ 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 ${ }^{(2)}$
Subtotal
Less: Goodwill and intangible assets
Tangible shareholders' equit!
Leverage ratio ${ }^{(3)}$

Adjusted leverage ratio ${ }^{(4)}$

Effective December 1, 2004, the Company offsets cash paid or received pursuant to credit support agreements ("cash collateral netting") against its OTC derivatives inventory. Total assets as of November 30, 2004 have been restated to reflect cash collateral netting.
Prior periods presented do not reflect such cash collateral netting.
(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 (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.
(3) Leverage ratio equals total assets divided by tangible shareholders' equity.
(4) 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 23.

## Morganstanley

## MORGAN STANLEY <br> 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 third quarter earnings press release issued September $21,2005$.


[^0]:    (1) Income before taxes and cumulative effect of accounting change 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 23.

[^1]:    (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 23.

[^2]:    (1) Income before taxes and cumulative effect of accounting change 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 23

[^3]:    (1) Includes domestic and international credit card businesses

    Includes owned and securitized credit card loans.
    (3) Annualized net income divided by average managed receivables
    (4) Quarter ended Feb 28, 2005 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 23.

[^4]:    Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 23.

[^5]:    (1) Income before taxes and cumulative effect of accounting change as a $\%$ of net revenues.
    (1) Income before taxes and cumulative effect of accounting change 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 23.

