## MorganStanley

## MORGAN STANLEY

## Financial Supplement - 3Q 2006

Table of Contents

| Page \# |  |  |
| :---: | :---: | :---: |
| 1 | ............... | Quarterly Financial Summary |
| 2 |  | Quarterly Consolidated Income Statement Information |
| 3-4 |  | Quarterly Consolidated Financial Information and Statistical Data |
| 5 |  | Quarterly Institutional Securities Income Statement Information |
| 6-7 |  | Quarterly Institutional Securities Financial Information and Statistical Data |
| 8 |  | Quarterly Global Wealth Management Group Income Statement Information |
| 9 |  | Quarterly Global Wealth Management Group Financial Information and Statistical Data |
| 10 |  | Quarterly Asset Management Income Statement Information |
| 11 |  | Quarterly Asset Management Financial Information and Statistical Data |
| 12 |  | Quarterly Consolidated Assets Under Management or Supervision |
| 13 |  | Quarterly Discover Income Statement Information |
| 14 | ............... | Quarterly Discover Income Statement Information (Managed Loan Basis) |
| 15 | ............... | Quarterly Discover Financial Information and Statistical Data |
| 16 |  | Quarterly Intersegment Eliminations Income Statement Information |
| 17 |  | Quarterly Inst'I. Securities, Global Wealth Management Group and Asset Mgmt. Combined Income Statement Information |
| 18 |  | Quarterly Discover Financial Information (Managed Loan Basis) |
| 19 |  | Quarterly Discover Reconciliation of General Purpose Credit Card Loan Data (Current Year) |
| 20 |  | Quarterly Discover Reconciliation of General Purpose Credit Card Loan Data (Prior Year) |
| 21 | ... | YTD Reconciliation of General Credit Card Loan Data |
| 22 | ............... | Quarterly Discover Reconciliation of Managed Income Statement Data |
| 23 | .............. | Quarterly Reconciliation of Adjusted Assets |
| 24 | ............... | Description of Adjustments to Previously Reported Financial Information |
| 25 | ............... | Quarterly Consolidated Firm Reconciliation to Previously Reported Financial Information |
| 26 | ............... | Quarterly Institutional Securities Reconciliation to Previously Reported Financial Information |
| 27 | ............... | Quarterly Inst'I Securities, Global Wealth Management and Asset Mgmt. Reconciliation to Previously Reported Financial Information |
| 28 | ............... | Illustration of Standard Equity Award Amortization |
| 29 | ........... | Legal Notice |

## MorganStanley



## MORGAN STANLEY Quarterly Financial Summary Quarterly Financial Summary

Asset Management
Discove
egment Eliminations
me before taxes ${ }^{(2)}$
Institutional Securities
Global Wealth Management Group Asset Management
Discove
Consolidated income before taxes

Earnings per basic share: ${ }^{(3)}$
Income from continuing operations
Earnings per basic share

Earnings per diluted share:
Income from continuing operations
Discontinued operations
Cumulative effect of accounting change ${ }^{(4)}$

1) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May 31, 2006 and the nine months ended Aug 31, 2006.
See pages $25-27$ for a reconciliation to previously reported financial information for these periods.
Represents consolidated income from continuing operations before losses from unconsolidated investees, taxes,
gain/(loss) from discontinued operations and cumulative effect of accounting change.
Summation of the quarters' earnings per common share may not equal the annual amounts due to the averaging effect of the number of shares and share
equivalents throughout the year.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 29 .

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 (1) |  | May 31, 2006 (1) |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3 Q 06 vs 2Q06 |  | 31, 2005 |  | ,2006 (1) |  |
| Investment banking | \$ | 821 | \$ | 814 | \$ | 992 | \$ | 1,216 | \$ | 982 | \$ | 1,132 | \$ | 1,138 | 15\% | 1\% | \$ | 2,627 | \$ | 3,252 | 24\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,846 |  | 1,794 |  | 2,150 |  | 1,575 |  | 3,080 |  | 3,565 |  | 2,824 | 31\% | (21\%) |  | 5,790 |  | 9,469 | 64\% |
| Investments |  | 153 |  | 226 |  | 103 |  | 499 |  | 314 |  | 690 |  | 202 | 96\% | (71\%) |  | 482 |  | 1,206 | 150\% |
| Commissions |  | 824 |  | 824 |  | 804 |  | 911 |  | 929 |  | 1,005 |  | 888 | 10\% | (12\%) |  | 2,452 |  | 2,822 | 15\% |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,204 |  | 1,246 |  | 1,249 |  | 1,259 |  | 1,279 |  | 1,333 |  | 1,326 | 6\% | (1\%) |  | 3,699 |  | 3,938 | 6\% |
| Merchant, cardmember and other |  | 308 |  | 318 |  | 357 |  | 340 |  | 289 |  | 277 |  | 312 | (13\%) | 13\% |  | 983 |  | 878 | (11\%) |
| Servicing and securitization income |  | 494 |  | 423 |  | 398 |  | 294 |  | 596 |  | 651 |  | 565 | 42\% | (13\%) |  | 1,315 |  | 1,812 | 38\% |
| Interest and dividends |  | 5,843 |  | 6,035 |  | 6,998 |  | 9,299 |  | 10,549 |  | 10,114 |  | 12,670 | 81\% | 25\% |  | 18,876 |  | 33,333 | 77\% |
| Other |  | 105 |  | 121 |  | 106 |  | 132 |  | 115 |  | 123 |  | 130 | 23\% | 6\% |  | 332 |  | 368 | 11\% |
| Total revenues |  | 11,598 |  | 11,801 |  | 13,157 |  | 15,525 |  | 18,133 |  | 18,890 |  | 20,055 | 52\% | 6\% |  | 36,556 |  | 57,078 | 56\% |
| Interest expense |  | 4,625 |  | 5,561 |  | 5,986 |  | 8,253 |  | 9,496 |  | 9,997 |  | 11,835 | 98\% | 18\% |  | 16,172 |  | 31,328 | 94\% |
| Provision for consumer loan losses |  | 135 |  | 209 |  | 224 |  | 310 |  | 155 |  | 130 |  | 232 | 4\% | 78\% |  | 568 |  | 517 | (9\%) |
| Net revenues |  | 6,838 |  | 6,031 |  | 6,947 |  | 6,962 |  | 8,482 |  | 8,763 |  | 7,988 | 15\% | (9\%) |  | 19,816 |  | 25,233 | 27\% |
| Compensation and benefits |  | 2,854 |  | 2,622 |  | 3,165 |  | 2,672 |  | 4,161 |  | 3,723 |  | 3,149 | (1\%) | (15\%) |  | 8,641 |  | 11,033 | 28\% |
| Occupancy and equipment |  | 332 |  | 232 |  | 239 |  | 243 |  | 232 |  | 237 |  | 255 | 7\% | 8\% |  | 803 |  | 724 | (10\%) |
| Brokerage, clearing and exchange fees |  | 260 |  | 276 |  | 267 |  | 267 |  | 292 |  | 340 |  | 339 | 27\% | -- |  | 803 |  | 971 | 21\% |
| Information processing and communications |  | 342 |  | 349 |  | 349 |  | 365 |  | 347 |  | 365 |  | 371 | 6\% | 2\% |  | 1,040 |  | 1,083 | 4\% |
| Marketing and business development |  | 257 |  | 298 |  | 276 |  | 331 |  | 238 |  | 298 |  | 292 | 6\% | (2\%) |  | 831 |  | 828 | -- |
| Professional services |  | 379 |  | 438 |  | 505 |  | 581 |  | 434 |  | 538 |  | 549 | 9\% | 2\% |  | 1,322 |  | 1,521 | 15\% |
| Other |  | 570 |  | 422 |  | 404 |  | 373 |  | 310 |  | 266 |  | 366 | (9\%) | 38\% |  | 1,396 |  | 942 | (33\%) |
| September 11th related insurance recoveries, net |  | (251) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (251) |  | 0 | * |
| Total non-interest expenses |  | 4,743 |  | 4,637 |  | 5,205 |  | 4,832 |  | 6,014 |  | 5,767 |  | 5,321 | 2\% | (8\%) |  | 14,585 |  | 17,102 | 17\% |
| Income from continuing operations before losses from unconsolidated investees, taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 73 |  | 67 |  | 105 |  | 66 |  | 69 |  | 103 |  | 2 | (98\%) | (98\%) |  | 245 |  | 174 | (29\%) |
| Provision for income taxes |  | 673 |  | 396 |  | 471 |  | 318 |  | 792 |  | 1,060 |  | 814 | 73\% | (23\%) |  | 1,540 |  | 2,666 | 73\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain/(loss) from discontinued operations |  | 7 |  | (5) |  | $(1,700)$ |  | 1,212 |  | (55) |  | 14 |  | 0 | * | * |  | $(1,698)$ |  | (42) | 98\% |
| Income tax benefit/(provision) |  | (3) |  | 2 |  | 678 |  | (493) |  | 22 |  | (6) |  | 0 | * | * |  | 677 |  | 17 | (97\%) |
| Gain/(loss) from discontinued operations |  | 4 |  | (3) |  | $(1,022)$ |  | 719 |  | (33) |  | 8 |  | 0 | * | * |  | $(1,021)$ |  | (25) | 98\% |
| Cumulative effect of accounting change ${ }^{(2)}$ |  | 49 |  | 0 |  | 0 |  | 0 |  | , |  | 0 |  | 0 | -- | -- |  | 49 |  | 0 | * |
| Net income | \$ | 1,402 | \$ | 928 | \$ | 144 | \$ | 2,465 | \$ | 1,574 | \$ | 1,841 | \$ | 1,851 | * | 1\% | \$ | 2,474 | \$ | 5,266 | 113\% |
| Return on average common equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| from continuing operations |  | 20.0\% |  | 13.8\% |  | 17.1\% |  | 24.9\% |  | 21.8\% |  | 23.6\% |  | 22.7\% |  |  |  | 17.0\% |  | 22.7\% |  |
| Return on average common equity |  | 19.7\% |  | 13.1\% |  | 2.0\% |  | 34.6\% |  | 21.3\% |  | 23.7\% |  | 22.7\% |  |  |  | 11.6\% |  | 22.6\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 31\% |  | 23\% |  | 25\% |  | 31\% |  | 29\% |  | 34\% |  | 33\% |  |  |  | 26\% |  | 32\% |  |
| Compensation and benefits as a \% of net revenues |  | 42\% |  | 44\% |  | 46\% |  | 38\% |  | 49\% |  | 43\% |  | 39\% |  |  |  | 44\% |  | 44\% |  |

[^0]
## Morgan Stanley

MORGAN STANLEY
Quarterly Consolidated Financial Information and Statistical Data (unaudited)

\author{

## Morgan Stanley

 <br> Total assets (millions) <br> Adjusted assets (millions) ${ }^{(2)}$ <br> Period end common shares outstanding (millions) <br> Book value per common share <br> Shareholders' equity (millions) ${ }^{(3)}$ <br> Total capital (millions) ${ }^{(4)}$ <br> Worldwide employees}

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 (1) |  | May 31, 2006 (1) |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 |
| \$ 802,210 | \$ | 818,711 | \$ | 837,391 | \$ | 898,523 | \$ | 959,625 | \$ | 1,027,054 | \$ | 1,028,872 | 23\% | -- |
| \$ 447,221 | \$ | 440,283 | \$ | 458,190 | \$ | 481,869 | \$ | 528,148 | \$ | 548,596 | \$ | 556,754 | 22\% | 1\% |
| 1,103.3 |  | 1,086.7 |  | 1,082.7 |  | 1,057.7 |  | 1,070.4 |  | 1,071.8 |  | 1,058.7 | (2\%) | (1\%) |
| \$ 25.83 | \$ | 26.07 | \$ | 26.07 | \$ | 27.59 | \$ | 28.12 | \$ | 29.97 | \$ | 31.24 | 20\% | 4\% |
| \$ 31,328 | \$ | 31,224 | \$ | 31,107 | \$ | 31,946 | \$ | 33,886 | \$ | 35,902 | \$ | 37,956 | 22\% | 6\% |
| \$ 122,230 | \$ | 113,324 | \$ | 118,415 | \$ | 125,891 | \$ | 134,366 | \$ | 145,849 | \$ | 149,956 | 27\% | 3\% |
| 53,718 |  | 54,142 |  | 53,760 |  | 53,218 |  | 53,870 |  | 53,163 |  | 54,349 | 1\% | 2\% |

Average Daily 95\%/One-Day Value-at-Risk ("VaR") ${ }^{(5)}$
Primary Market Risk Category (\$ millions, pre-tax)

|  |  |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Interest rate and credit spread | $\$$ | 42 | $\$$ | 41 | $\$$ | 31 | $\$$ | 37 | $\$$ | 35 | $\$$ |
| Equity price | $\$$ | 29 | $\$$ | 22 | $\$$ | 24 | $\$$ | 25 | $\$$ | 25 | $\$$ |
| Foreign exchange rate | $\$$ | 8 | $\$$ | 8 | $\$$ | 8 | $\$$ | 8 | $\$$ | 9 | $\$$ |
| Commodity price | $\$$ | 23 | $\$$ | 24 | $\$$ | 25 | $\$$ | 26 | $\$$ | 31 | $\$$ |
|  |  |  |  |  | $\$$ | 26 | $\$$ | 7 |  |  |  |
| VaR | $\$$ | 66 | $\$$ | 59 | $\$$ | 52 | $\$$ | 57 | $\$$ | 58 | $\$$ |

(1) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May 31, 2006. See pages 25-27 for a reconciliation to previously reported financial information for these periods
(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 24 for further information.
(3) Includes common equity, preferred equity and junior subordinated debt issued to capital trusts.
(4) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt.
(5) $95 \% /$ One-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. The Company's VaR incorporates substantially all financial instruments generating market risk that are managed by the Company's trading businesses. The Company has changed the confidence level at which VaR is utilized for limit and other management purposes from a $99 \%$ confidence level to a $95 \%$ confidence level. In addition, the Company believes this change will facilitate comparisons to other companies in the financial services industry. Under the $99 \%$ confidence level the aggregate average trading VaR, aggregate average trading and non-trading VaR would have been $\$ 91$ million and $\$ 103$ million, respectively. Under the $99 \%$ confidence level the quarter end aggregate trading VaR and aggregate trading and non-trading VaR would have been $\$ 97$ million and $\$ 108$ million, respectively. Going forward the Company will calculate VaR under the $95 \%$ confidence level. For a further discussion of the calculation of VaR and the limitations of the Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2005.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 29.

|  | Quarter Ended |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, $2006{ }^{(1)}$ |  |  | May 31, $2006{ }^{(1)}$ |  |  | Aug 31, 2006 |  |  |
|  | Average common equity (billions) (2) |  | Return on average common equity | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \end{gathered}$ |  | Return on average common equity | Average common equity (billions) (2) |  | Return on average common equity |
| Institutional Securities | \$ | 16.2 | 29\% | \$ | 18.1 | 28\% | \$ | 18.8 | 30\% |
| Global Wealth Management Group |  | 3.5 | 2\% |  | 3.3 | 13\% |  | 3.0 | 14\% |
| Asset Management |  | 2.0 | 21\% |  | 2.1 | 26\% |  | 2.3 | 13\% |
| Securities Business |  | 21.7 | 24\% |  | 23.5 | 26\% |  | 24.1 | 27\% |
| Discover |  | 4.6 | 26\% |  | 5.0 | 27\% |  | 5.1 | 19\% |
| Capital surplus (unallocated) |  | 3.2 |  |  | 2.6 |  |  | 3.4 |  |
| Total - continuing operations |  | 29.5 | 22\% |  | 31.1 | 24\% |  | 32.6 | 23\% |
| Discontinued operations |  | 0.0 |  |  | 0.0 |  |  | 0.0 |  |
| Firm | \$ | 29.5 | 21\% | \$ | 31.1 | 24\% | \$ | 32.6 | 23\% |


|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  |  | May 31, 2005 |  |  | Aug 31, 2005 |  |  | Nov 30, 2005 |  |  |
|  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \end{gathered}$ |  | Return on average common equity | Average common equity (billions) (2) |  | Return on average common equity | Average common equity (billions) (2) |  | Return on average common equity | Average common equity (billions) (2) |  | Return on average common equity |
| Institutional Securities | \$ | 13.8 | 21\% | \$ | 14.3 | 16\% | \$ | 14.6 | 24\% | \$ | 15.6 | 35\% |
| Global Wealth Management Group |  | 3.8 | 23\% |  | 3.6 | 8\% |  | 3.5 | 2\% |  | 3.7 | 9\% |
| Asset Management |  | 1.8 | 41\% |  | 1.7 | 25\% |  | 1.7 | 24\% |  | 1.7 | 55\% |
| Securities Business |  | 19.4 | 23\% |  | 19.6 | 16\% |  | 19.8 | 20\% |  | 21.0 | 32\% |
| Discover |  | 4.3 | 20\% |  | 4.2 | 16\% |  | 4.6 | 13\% |  | 4.6 | 4\% |
| Capital surplus (unallocated) |  | 3.2 |  |  | 3.1 |  |  | 2.9 |  |  | 2.5 |  |
| Total - continuing operations |  | 26.9 | 20\% |  | 26.9 | 14\% |  | 27.3 | 17\% |  | 28.1 | 25\% |
| Discontinued operations |  | 1.5 |  |  | 1.5 |  |  | 1.3 |  |  | 0.4 |  |
| Firm | \$ | 28.4 | 20\% | \$ | 28.4 | 13\% | \$ | 28.6 | 2\% | \$ | 28.5 | 35\% |

[^1]
## MorganStanley

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Nine Mon | hs |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 (1) |  | May 31, 2006 (1) |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 |  | 1, 2005 |  | 2006 (1) |  |
| Investment banking | \$ | 742 | \$ | 735 | \$ | 898 | \$ | 1,102 | \$ | 903 | \$ | 1,055 | \$ | 1,009 | 12\% | (4\%) | \$ | 2,375 | \$ | 2,967 | 25\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,727 |  | 1,684 |  | 2,035 |  | 1,460 |  | 2,958 |  | 3,447 |  | 2,713 | 33\% | (21\%) |  | 5,446 |  | 9,118 | 67\% |
| Investments |  | 91 |  | 226 |  | 69 |  | 270 |  | 284 |  | 595 |  | 188 | 172\% | (68\%) |  | 386 |  | 1,067 | 176\% |
| Commissions |  | 503 |  | 538 |  | 501 |  | 618 |  | 610 |  | 694 |  | 629 | 26\% | (9\%) |  | 1,542 |  | 1,933 | 25\% |
| Asset management, distribution and admin. fees |  | 34 |  | 39 |  | 46 |  | 33 |  | 44 |  | 73 |  | 72 | 57\% | (1\%) |  | 119 |  | 189 | 59\% |
| Interest and dividends |  | 5,275 |  | 5,379 |  | 6,263 |  | 8,538 |  | 9,791 |  | 9,318 |  | 11,826 | 89\% | 27\% |  | 16,917 |  | 30,935 | 83\% |
| Other |  | 66 |  | 78 |  | 69 |  | 88 |  | 79 |  | 83 |  | 88 | 28\% | 6\% |  | 213 |  | 250 | 17\% |
| Total revenues |  | 8,438 |  | 8,679 |  | 9,881 |  | 12,109 |  | 14,669 |  | 15,265 |  | 16,525 | 67\% | 8\% |  | 26,998 |  | 46,459 | 72\% |
| Interest expense |  | 4,423 |  | 5,339 |  | 5,717 |  | 7,955 |  | 9,196 |  | 9,720 |  | 11,536 | 102\% | 19\% |  | 15,479 |  | 30,452 | 97\% |
| Net revenues |  | 4,015 |  | 3,340 |  | 4,164 |  | 4,154 |  | 5,473 |  | 5,545 |  | 4,989 | 20\% | (10\%) |  | 11,519 |  | 16,007 | 39\% |
| Total non-interest expenses |  | 2,938 |  | 2,527 |  | 2,876 |  | 2,578 |  | 3,698 |  | 3,458 |  | 2,988 | 4\% | (14\%) |  | 8,341 |  | 10,144 | 22\% |
| Income from continuing operations before losses from unconsolidated investees, taxes, |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 73 |  | 67 |  | 105 |  | 66 |  | 68 |  | 103 |  | 1 | (99\%) | (99\%) |  | 245 |  | 172 | (30\%) |
| Income before taxes |  | 1,004 |  | 746 |  | 1,183 |  | 1,510 |  | 1,707 |  | 1,984 |  | 2,000 | 69\% | 1\% |  | 2,933 |  | 5,691 | 94\% |
| Provision for income taxes |  | 284 |  | 171 |  | 306 |  | 148 |  | 531 |  | 722 |  | 580 | 90\% | (20\%) |  | 761 |  | 1,833 | 141\% |
| Income from continuing operations ${ }^{(2)}$ | \$ | 720 | \$ | 575 | \$ | 877 | \$ | 1,362 | \$ | 1,176 | \$ | 1,262 | \$ | 1,420 | 62\% | 13\% | \$ | 2,172 | \$ | 3,858 | 78\% |
| Return on average common equity ${ }^{(3)}$ |  | 21\% |  | 16\% |  | 24\% |  | $35 \%$ |  | 29\% |  | 28\% |  | 30\% |  |  |  | 20\% |  | 29\% |  |
| Pre-tax profit margin ${ }^{(4)}$ |  | 27\% |  | 24\% |  | 31\% |  | 38\% |  | $32 \%$ |  | 38\% |  | 40\% |  |  |  | 28\% |  | 37\% |  |

See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May 31, 2006 and the nine months ended Aug 31, 2006
See pages 25-27 for a reconciliation to previously reported financial information for these periods.
(2) Excludes (gain)/loss from discontinued operations and cumulative effect of accounting change.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.
nvestment banking
Trading Investment
Commissions
Asset management, distribution and admin. fees nterest and dividends
ther
est expense
otal non-interest expenses
me for losses
and investees, taxes,
from unconsolide ef of accounting chang
ncome before taxes

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

## MORGAN STANLEY <br> onal Securities Income Statement Information <br> (unaudited, dollars in millions) <br> Quarterly Institutional Securities Income Statement Information

arter Ended
Percentage Change From: Aug 31, 2005 Aug 31, 2006 (1) Change





## Morgan Stanley

## Fiscal View

## Quarter

Feb 28, 2005 May 31, 2005 Aug 31, 2005 Nov 30, 2005 Feb 28, 2006 May 31, 2006 Aug 31, 2006

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

## MORGAN STANLEY

Quarterly Financial Information and Statistical Data Institutional Securities

## (unaudited, dollars in millions)

(1) Includes principal transactions trading, commissions and net interest revenue.
(2) Source: Thomson Financial, data as of September 6, 2006.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29.

## Morgan Stanley

## Investment grade <br> Non-investment grade <br> Total loans

Loans

## Commitments

Investment grade
Non-investment grade
Total commitments
Loans plus commitments Investment grade
Non-investment grade
\% investment grade
\% non-investment grade
Total loans and commitments
Hedges ${ }^{(1)}$
Total loans and commitments net of hedges

MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Institutional Securities
(unaudited, dollars in billions)

| Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 |
| \$ | 1.5 | \$ | 1.8 | \$ | 3.0 | \$ | 5.0 | \$ | 5.6 | \$ | 6.2 | \$ | 7.4 | 147\% | 19\% |
|  | 1.0 |  | 1.9 |  | 2.8 |  | 2.3 |  | 2.9 |  | 2.9 |  | 5.4 | 93\% | 86\% |
| \$ | 2.5 | \$ | 3.7 | \$ | 5.8 | \$ | 7.3 | \$ | 8.5 | \$ | 9.1 | \$ | 12.8 | 121\% | 41\% |
| \$ | 18.7 | \$ | 21.1 | \$ | 27.6 | \$ | 23.9 | \$ | 29.2 | \$ | 27.1 | \$ | 26.2 | (5\%) | (3\%) |
|  | 2.0 |  | 5.6 |  | 3.0 |  | 13.1 |  | 5.3 |  | 8.2 |  | 18.4 | * | 124\% |
| \$ | 20.7 | \$ | 26.7 | \$ | 30.6 | \$ | 37.0 | \$ | 34.5 | \$ | 35.3 | \$ | 44.6 | 46\% | 26\% |
| \$ | 20.2 | \$ | 22.9 | \$ | 30.6 | \$ | 28.9 | \$ | 34.8 | \$ | 33.3 | \$ | 33.6 | 10\% | 1\% |
| \$ | 3.0 | \$ | 7.5 | \$ | 5.8 | \$ | 15.4 | \$ | 8.2 | \$ | 11.1 | \$ | 23.8 | * | 114\% |
|  | 87\% |  | 75\% |  | 84\% |  | 65\% |  | 81\% |  | 75\% |  | 59\% |  |  |
|  | 13\% |  | 25\% |  | 16\% |  | 35\% |  | 19\% |  | 25\% |  | 42\% |  |  |
| \$ | 23.2 | \$ | 30.4 | \$ | 36.4 | \$ | 44.3 | \$ | 43.0 | \$ | 44.4 | \$ | 57.4 | 58\% | 29\% |
| \$ | 13.1 | \$ | 14.3 | \$ | 16.1 | \$ | 17.8 | \$ | 17.7 | \$ | 23.8 | \$ | 24.3 | 51\% | 2\% |
| \$ | 10.1 | \$ | 16.1 | \$ | 20.3 | \$ | 26.5 | \$ | 25.3 | \$ | 20.6 | \$ | 33.1 | 63\% | 61\% |

(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 29.

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | PercentageChange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 | Aug 31, 2005 |  | Aug 31, 2006 |  |  |
| Investment banking | \$ | 71 | \$ | 68 | \$ | 81 | \$ | 100 | \$ | 67 | \$ | 95 | \$ | 120 | 48\% | 26\% | \$ | 220 | \$ | 282 | 28\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 120 |  | 111 |  | 116 |  | 117 |  | 124 |  | 121 |  | 113 | (3\%) | (7\%) |  | 347 |  | 358 | 3\% |
| Investments |  | (2) |  | (2) |  | 1 |  | 2 |  | 0 |  | 26 |  | 16 | * | (38\%) |  | (3) |  | 42 | * |
| Commissions |  | 329 |  | 295 |  | 306 |  | 298 |  | 319 |  | 312 |  | 261 | (15\%) | (16\%) |  | 930 |  | 892 | (4\%) |
| Asset management, distribution and admin fees |  | 607 |  | 632 |  | 629 |  | 649 |  | 649 |  | 674 |  | 688 | 9\% | 2\% |  | 1,868 |  | 2,011 | 8\% |
| Interest and dividends |  | 135 |  | 149 |  | 174 |  | 204 |  | 206 |  | 246 |  | 270 | 55\% | 10\% |  | 458 |  | 722 | 58\% |
| Other |  | 38 |  | 45 |  | 38 |  | 46 |  | 36 |  | 44 |  | 33 | (13\%) | (25\%) |  | 121 |  | 113 | (7\%) |
| Total revenues |  | 1,298 |  | 1,298 |  | 1,345 |  | 1,416 |  | 1,401 |  | 1,518 |  | 1,501 | 12\% | (1\%) |  | 3,941 |  | 4,420 | 12\% |
| Interest expense |  | 60 |  | 70 |  | 90 |  | 118 |  | 117 |  | 116 |  | 130 | 44\% | 12\% |  | 220 |  | 363 | 65\% |
| Net revenues |  | 1,238 |  | 1,228 |  | 1,255 |  | 1,298 |  | 1,284 |  | 1,402 |  | 1,371 | 9\% | (2\%) |  | 3,721 |  | 4,057 | 9\% |
| Total non-interest expenses |  | 885 |  | 1,110 |  | 1,225 |  | 1,214 |  | 1,261 |  | 1,245 |  | 1,213 | (1\%) | (3\%) |  | 3,220 |  | 3,719 | 15\% |
| Income before taxes |  | 353 |  | 118 |  | 30 |  | 84 |  | 23 |  | 157 |  | 158 | * | 1\% |  | 501 |  | 338 | (33\%) |
| Provision for income taxes |  | 139 |  | 48 |  | 11 |  | (1) |  | 9 |  | 51 |  | 53 | * | 4\% |  | 198 |  | 113 | (43\%) |
| Income from continuing operations ${ }^{(1)}$ | \$ | 214 | \$ | 70 | \$ | 19 | \$ | 85 | \$ | 14 | \$ | 106 | \$ | 105 | * | (1\%) | \$ | 303 | \$ | 225 | (26\%) |
| Return on average common equity ${ }^{(2)}$ |  | 23\% |  | 8\% |  | 2\% |  | 9\% |  | 2\% |  | 13\% |  | 14\% |  |  |  | 11\% |  | 9\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 29\% |  | 10\% |  | 2\% |  | 7\% |  | 2\% |  | 11\% |  | 12\% |  |  |  | 14\% |  | 8\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes as a $\%$ of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29

## Morgan Stanley

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 |
| Global representatives |  | ,471 |  | 10,438 |  | 9,311 |  | 9,526 |  | 9,000 |  | 8,179 |  | 8,069 | (13\%) | (1\%) |
| Annualized revenue per global representative (thousands) ${ }^{(1)}$ | \$ | 462 | \$ | 470 | \$ | 508 | \$ | 551 | \$ | 554 | \$ | 653 |  | 675 | 33\% | 3\% |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 148 |  | 148 |  | 153 |  | 157 |  | 167 |  | 172 |  | 178 | 16\% | 3\% |
| \$1m - \$10m |  | 211 |  | 211 |  | 215 |  | 218 |  | 224 |  | 225 |  | 234 | 9\% | 4\% |
| Subtotal - > \$1m |  | 359 |  | 359 |  | 368 |  | 375 |  | 391 |  | 397 |  | 412 | 12\% | 4\% |
| \$100k-\$1m |  | 193 |  | 190 |  | 188 |  | 181 |  | 181 |  | 183 |  | 183 | (3\%) | -- |
| < \$100k |  | 38 |  | 36 |  | 34 |  | 32 |  | 32 |  | 29 |  | 28 | (18\%) | (3\%) |
| Client assets excluding corporate/other |  | 590 |  | 585 |  | 590 |  | 588 |  | 604 |  | 609 |  | 623 | 6\% | 2\% |
| Corporate / other |  | 28 |  | 28 |  | 29 |  | 29 |  | 29 |  | 30 |  | 29 | -- | (3\%) |
| Total client assets (billions) | \$ | 618 | \$ | 613 | \$ | 619 | \$ | 617 | \$ | 633 | \$ | 639 | \$ | 652 | 5\% | 2\% |
| Fee-based client account assets (billions) ${ }^{(2)}$ | \$ | 166 | \$ | 165 | \$ | 170 | \$ | 173 | \$ | 182 | \$ | 190 | \$ | 193 | 14\% | 2\% |
| Fee-based assets as a \% of client assets |  | 27\% |  | 27\% |  | 27\% |  | 28\% |  | 29\% |  | 30\% |  | 30\% |  |  |
| Bank deposit program (millions) | \$ | 496 | \$ | 446 | \$ | 449 | \$ | 1,689 | \$ | 7,319 | \$ | 9,114 |  | 9,839 | * | 8\% |
| Client assets per global representative (millions) ${ }^{(3)}$ | \$ | 59 | \$ | 59 | \$ | 66 | \$ | 65 | \$ | 70 | \$ | 78 | \$ | 81 | 23\% | 4\% |
| Domestic retail net new assets (billions) ${ }^{(4)}$ | \$ | 3.7 | \$ | 3.8 | \$ | (2.1) | \$ | (8.1) | \$ | - | \$ | 2.4 | \$ | 5.4 | * | 125\% |
| Domestic retail locations |  | 524 |  | 526 |  | 517 |  | 485 |  | 484 |  | 473 |  | 460 | (11\%) | (3\%) |

(1) Annualized revenue divided by average global representative headcount.
(2) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets
(3) Total client assets divided by period end global representative headcount.
(4) Represents net new assets in the U.S. broad-based branch system.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 29

## Morgan Stanley

## MORGAN STANLEY

## Quarterly Asset Management Income Statement Information

(unaudited, dollars in millions)

(1) Excludes cumulative effect of accounting change
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 29.

## Morgan Stanley

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

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | Feb 28, 2006 | May 31, 2006 | Aug 31, 2006 | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 | Aug 31, 2005 | Aug 31, 2006 | Feb 28, 2005 May 31, 2005 Aug 31, 2005 Nov 30, 2005 Feb 28, 2006 May 31, 2006 Aug 31, 2006 3Q06 vs. 3Q05 3Q06 vs. 2Q06 Aug 31, 2005 Aug 31, 2006 $\quad$ Change

## Assets under management or supervision

Net flows by distribution channel
Americas Retail Morgan Stanley Brand
Americas Retail Van Kampen Brand
Americas Intermediary
U.S. Institutional

Non- U.S.
Net flows excluding money markets
Money Market Net Flows
Institutional
Retail
Total money market net flows

| (3.0) | (2.2) | (2.6) | (2.9) | (3.0) | (2.2) | (2.2) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1.1 | 0.6 | 0.7 | 0.7 | (0.7) | (0.4) | (0.8) |
| (3.9) | 0.2 | 1.6 | 0.4 | 1.7 | 4.0 | 1.5 |
| (4.1) | (4.1) | (2.0) | (2.2) | (4.3) | (4.6) | (2.3) |
| 1.9 | 1.6 | (0.1) | 3.8 | 1.1 | 2.0 | 0.2 |
| (8.0) | (3.9) | (2.4) | (0.2) | (5.2) | (1.2) | (3.6) |
| 1.7 | (0.9) | 2.9 | (1.2) | 4.0 | (1.4) | 2.8 |
| (0.8) | (2.3) | (0.7) | (2.7) | (5.7) | (3.0) | (0.7) |
| 0.9 | (3.2) | 2.2 | (3.9) | (1.7) | (4.4) | 2.1 |


| 15\% | -- | (7.8) | (7.4) |
| :---: | :---: | :---: | :---: |
| * | (100\%) | 2.4 | (1.9) |
| (6\%) | (63\%) | (2.1) | 7.2 |
| (15\%) | 50\% | (10.2) | (11.2) |
| * | (90\%) | 3.4 | 3.3 |
| (50\%) | * | (14.3) | (10.0) |
| (3\%) | * | 3.7 | 5.4 |
| -- | 77\% | (3.8) | (9.4) |
| (5\%) | 148\% | (0.1) | (4.0) |

Assets under management or supervision by distribution channel
Americas Retail Morgan Stanley Brand
Americas Retail Van Kampen Brand
Americas Intermediar
U.S. Institutiona

Non- U.S.
Total long term assets under management or supervision nstitutional money markets/liquidity
Retail money markets
Total Money Markets
Total assets under management or supervision

Assets under management or supervision by asset class
Equity
Fixed income
Money market
Alternatives
Real estate
Total assets under managemen
Unit investment trust
Total assets under management or supervision
e: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

| \$ | 68 | \$ | 65 | \$ | 64 | \$ | 62 | \$ | 60 | \$ | 58 | \$ | 56 | (13\%) | (3\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 81 |  | 83 |  | 86 |  | 88 |  | 90 |  | 89 |  | 90 | 5\% | 1\% |
|  | 44 |  | 43 |  | 46 |  | 48 |  | 51 |  | 55 |  | 59 | 28\% | 7\% |
|  | 92 |  | 86 |  | 87 |  | 87 |  | 88 |  | 86 |  | 85 | (2\%) | (1\%) |
|  | 59 |  | 59 |  | 62 |  | 67 |  | 75 |  | 77 |  | 80 | 29\% | 4\% |
|  | 344 |  | 336 |  | 345 |  | 352 |  | 364 |  | 365 |  | 370 | 7\% | 1\% |
|  | 32 |  | 31 |  | 34 |  | 33 |  | 37 |  | 37 |  | 40 | 18\% | 8\% |
|  | 51 |  | 49 |  | 49 |  | 46 |  | 41 |  | 38 |  | 38 | (22\%) | -- |
|  | 83 |  | 80 |  | 83 |  | 79 |  | 78 |  | 75 |  | 78 | (6\%) | 4\% |
| \$ | 427 | \$ | 416 | \$ | 428 | \$ | 431 | \$ | 442 | \$ | 440 | \$ | 448 | 5\% | 2\% |


| \$ | 207 | \$ | 205 | \$ | 212 | \$ | 218 | \$ | 230 | \$ | 226 | \$ | 226 | 7\% | -- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 97 |  | 92 |  | 92 |  | 91 |  | 90 |  | 91 |  | 93 | 1\% | 2\% |
|  | 83 |  | 80 |  | 83 |  | 79 |  | 78 |  | 75 |  | 78 | (6\%) | 4\% |
|  | 19 |  | 18 |  | 18 |  | 19 |  | 18 |  | 20 |  | 20 | 11\% | -- |
|  | 10 |  | 10 |  | 11 |  | 12 |  | 14 |  | 15 |  | 18 | 64\% | 20\% |
|  | 416 |  | 405 |  | 416 |  | 419 |  | 430 |  | 427 |  | 435 | 5\% | \% |
|  | 11 |  | 11 |  | 12 |  | 12 |  | 12 |  | 13 |  | 13 | 8\% | -- |
| \$ | 427 | \$ | 416 | \$ | 428 | \$ | 431 | \$ | 442 | \$ | 440 | \$ | 448 | 5\% | 2\% |

Refer to Legal Notice page 29.

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

 Consolidated Assets Under Management or Supervision (unaudited, dollars in billions)| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 302005 | Feb 28, 200 | May 31, 2006 | Aug 31, 2006 | 3Q06 vs. 3Q05 | 3 Q 06 vs . |

Assets under management or supervision by distribution channel
Americas Retail Morgan Stanley Brand
Americas Retail Van Kampen Brand
Americas Intermediary
U.S. Institutional

Non- U.S.
otal long term assets under management or supervision nstitutional money markets/liquidity
Retail money markets
Total Money Markets
Sub-total assets under management or supervision
Global wealth management group
nstitutional securities
Total assets under management or supervision

(1) Includes assets under management or supervision associated with the Global Wealth Management Group.
lote: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 29.

MORGAN STANLEY

## Quarterly Discover Income Statement Information

(unaudited, dollars in millions)

Merchant, cardmember and other fees
Servicing and securitization income
Servicing and securitization income
Other
Total non-interest revenues
Interest revenue
Interest expense
Net interest income
Provision for consumer loan losses Net credit income

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

| \$ 308 | \$ | 318 | \$ | 357 | \$ | 340 | \$ | 289 | \$ | 277 | \$ | 312 | (13\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 494 |  | 423 |  | 398 |  | 294 |  | 596 |  | 651 |  | 565 | 42\% |
| 2 |  | 2 |  | (1) |  | 2 |  | 4 |  | 5 |  | 13 | * |
| 804 |  | 743 |  | 754 |  | 636 |  | 889 |  | 933 |  | 890 | 18\% |
| 458 |  | 536 |  | 593 |  | 587 |  | 586 |  | 608 |  | 642 | 8\% |
| 168 |  | 182 |  | 212 |  | 219 |  | 231 |  | 220 |  | 253 | 19\% |
| 290 |  | 354 |  | 381 |  | 368 |  | 355 |  | 388 |  | 389 | 2\% |
| 135 |  | 209 |  | 224 |  | 310 |  | 155 |  | 130 |  | 232 | 4\% |
| 155 |  | 145 |  | 157 |  | 58 |  | 200 |  | 258 |  | 157 | -- |
| 959 |  | 888 |  | 911 |  | 694 |  | 1,089 |  | 1,191 |  | 1,047 | 15\% |
| 605 |  | 625 |  | 672 |  | 629 |  | 610 |  | 650 |  | 679 | 1\% |


| 13\% | \$ | 983 | \$ | 878 |
| :---: | :---: | :---: | :---: | :---: |
| (13\%) |  | 1,315 |  | 1,812 |
| 160\% |  | 3 |  | 22 |
| (5\%) |  | 2,301 |  | 2,712 |
| 6\% |  | 1,587 |  | 1,836 |
| 15\% |  | 562 |  | 704 |
| -- |  | 1,025 |  | 1,132 |
| 78\% |  | 568 |  | 517 |
| (39\%) |  | 457 |  | 615 |
| (12\%) |  | 2,758 |  | 3,327 |
| 4\% |  | 1,902 |  | 1,939 |

$1 \%$
54\%

| (32\%) |  | 856 |  | 1,388 |
| :---: | :---: | :---: | :---: | :---: |
| * |  | 0 |  | 2 |
| (32\%) |  | 856 |  | 1,386 |
| (38\%) |  | 322 |  | 506 |
| (28\%) | \$ | 534 | \$ | 880 |
|  |  | 16\% |  | 24\% |
|  |  | 31\% |  | 42\% |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.

Morgan Stanley \begin{tabular}{c}
MORGAN STANLEY <br>

| Quarterly Discover Income Statement Information |
| :---: |
| (Managed loan basis) |
| (unaudited, dollars in millions) |

\end{tabular}

Merchant, cardmember and other fees Servicing and securitization income Other

Total non-interest revenues
Interest revenue
Interest expense
Net interest income
Provision for consumer loan losses Net credit income
Net revenues
Total non-interest expenses
Income before losses from
investees and taxes
Losses/(gains) from unconsolidated investees Income before taxes
Provision for income taxes Income from continuing operations ${ }^{(1)}$

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

Quarter Ended


Percentage Change

| 7\% | \$ | 1,497 | \$ | 1,639 | 9\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -- |  | 0 |  | 0 | -- |
| (50\%) |  | 1 |  | 176 | * |
| 5\% |  | 1,498 |  | 1,815 | 21\% |
| -- |  | 4,272 |  | 4,623 | 8\% |
| 7\% |  | 1,309 |  | 1,736 | 33\% |
| (5\%) |  | 2,963 |  | 2,887 | (3\%) |
| 33\% |  | 1,703 |  | 1,375 | (19\%) |
| (27\%) |  | 1,260 |  | 1,512 | 20\% |
| (12\%) |  | 2,758 |  | 3,327 | 21\% |
| 4\% |  | 1,902 |  | 1,939 | 2\% |
| (32\%) |  | 856 |  | 1,388 | 62\% |
| * |  | 0 |  | 2 | * |
| (32\%) |  | 856 |  | 1,386 | 62\% |
| (38\%) |  | 322 |  | 506 | 57\% |
| (28\%) | \$ | 534 | \$ | 880 | 65\% |
|  |  | 16\% |  | 24\% |  |
|  |  | 31\% |  | 42\% |  |

(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29.

MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

 Discover(unaudited, dollars in millions)
Quarter Ended $\qquad$ Percentage Change From: Nine Months Ended
 Change

| Total owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end | \$ | 18,908 | \$ | 19,385 | \$ | 20,570 | \$ | 22,496 | \$ | 19,924 | \$ | 21,764 | \$ | 22,922 | 11\% | 5\% | \$ | 20,570 | \$ | 22,922 | 11\% |
| Average | \$ | 19,210 | \$ | 18,753 | \$ | 19,835 | \$ | 21,934 | \$ | 21,976 | \$ | 19,664 | \$ | 22,424 | 13\% | 14\% | \$ | 19,267 | \$ | 21,350 | 11\% |
| Total managed credit card loans ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 47,770 | \$ | 46,845 | \$ | 47,105 | \$ | 46,936 | \$ | 47,825 | \$ | 48,539 | \$ | 49,585 | 5\% | 2\% | \$ | 47,105 | \$ | 49,585 | 5\% |
| Average | \$ | 48,930 | \$ | 47,146 | \$ | 46,769 | \$ | 46,502 | \$ | 47,575 | \$ | 47,307 | \$ | 48,763 | 4\% | 3\% | \$ | 47,605 | \$ | 47,884 | 1\% |
| Interest yield |  | 11.23\% |  | 11.69\% |  | 12.04\% |  | 11.94\% |  | 12.13\% |  | 12.69\% |  | 12.38\% | 34 bp | (31 bp) |  | 11.65\% |  | 12.40\% | 75 bp |
| Interest spread |  | 7.79\% |  | 7.96\% |  | 7.95\% |  | 7.55\% |  | 7.44\% |  | 7.78\% |  | 7.07\% | (88 bp) | (71 bp) |  | 7.90\% |  | 7.43\% | (47 bp) |
| Transaction volume (billions) | \$ | 25.9 | \$ | 25.4 | \$ | 26.7 | \$ | 26.1 | \$ | 26.8 | \$ | 28.5 | \$ | 30.2 | 13\% | 6\% | \$ | 78.0 | \$ | 85.5 | 10\% |
| Net Sales |  | 20.8 |  | 21.1 |  | 22.4 |  | 21.6 |  | 22.5 |  | 24.0 |  | 25.7 | 15\% | 7\% |  | 64.3 |  | 72.2 | 12\% |
| Other transaction volume |  | 5.1 |  | 4.3 |  | 4.3 |  | 4.5 |  | 4.3 |  | 4.5 |  | 4.5 | 5\% | -- |  | 13.7 |  | 13.3 | (3\%) |
| Accounts (millions) |  | 45.9 |  | 45.9 |  | 45.6 |  | 45.5 |  | 46.1 |  | 45.9 |  | 45.6 | -- | (1\%) |  | 45.6 |  | 45.6 | -- |
| Active accounts (millions) |  | 19.5 |  | 19.3 |  | 19.2 |  | 19.2 |  | 19.6 |  | 19.6 |  | 19.7 | 3\% | 1\% |  | 19.2 |  | 19.7 | 3\% |
| Average receivables per avg. active account (actual \$) | \$ | 2,476 | \$ | 2,426 | \$ | 2,429 | \$ | 2,420 | \$ | 2,457 | \$ | 2,415 | \$ | 2,484 | 2\% | 3\% | \$ | 2,443 | \$ | 2,452 | -- |
| Trans volume per avg. active account (actual \$) | \$ | 1,311 | \$ | 1,306 | \$ | 1,387 | \$ | 1,360 | \$ | 1,385 | \$ | 1,457 | \$ | 1,538 | 11\% | 6\% | \$ | 4,004 | \$ | 4,381 | 9\% |
| Net gain on securitization | \$ | 32 | \$ | (16) | \$ | (18) | \$ | (76) | \$ | 139 | \$ | 18 | \$ | (2) | 89\% | (111\%) | \$ | (2) | \$ | 154 | * |
| Return on managed receivables ${ }^{(3)}$ |  | 1.82\% |  | 1.38\% |  | 1.28\% |  | 0.40\% |  | 2.56\% |  | 2.84\% |  | 1.96\% | 68 bp | (88 bp) |  | 1.50\% |  | 2.45\% | 95 bp |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-off rate |  | 5.11\% |  | 4.94\% |  | 5.12\% |  | 5.76\% |  | 5.06\% |  | 3.30\% |  | 3.81\% | (131 bp) | 51 bp |  | 5.06\% |  | 4.06\% | (100 bp) |
| Delinquency rate (over 30 days) |  | 4.24\% |  | 3.90\% |  | 3.91\% |  | 3.98\% |  | 3.45\% |  | 3.29\% |  | 3.41\% | (50 bp) | 12 bp |  | 3.91\% |  | 3.41\% | ( 50 bp ) |
| Delinquency rate (over 90 days) |  | 2.05\% |  | 1.83\% |  | 1.80\% |  | 1.75\% |  | 1.61\% |  | 1.53\% |  | 1.59\% | (21 bp) | 6 bp |  | 1.80\% |  | 1.59\% | (21 bp) |
| Allowance for loan losses at period end | \$ | 840 | \$ | 828 | \$ | 817 | \$ | 829 | \$ | 777 | \$ | 773 | \$ | 808 | (1\%) | 5\% | \$ | 817 | \$ | 808 | (1\%) |
| International managed credit card loans ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 2,648 | \$ | 2,479 | \$ | 2,684 | \$ | 2,675 | \$ | 4,183 | \$ | 4,406 | \$ | 4,522 | 68\% | 3\% | \$ | 2,684 | \$ | 4,522 | 68\% |
| Average | \$ | 2,606 | \$ | 2,578 | \$ | 2,523 | \$ | 2,667 | \$ | 2,911 | \$ | 4,049 | \$ | 4,361 | 73\% | 8\% | \$ | 2,569 | \$ | 3,780 | 47\% |
| Accounts (millions) |  | 1.4 |  | 1.4 |  | 1.5 |  | 1.5 |  | 2.6 |  | 2.9 |  | 2.9 | 93\% | -- |  | 1.5 |  | 2.9 | 93\% |
| Payment services (millions of transactions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discover network transaction volume |  | 314 |  | 315 |  | 338 |  | 334 |  | 339 |  | 340 |  | 362 | 7\% | 6\% |  | 967 |  | 1,041 | 8\% |
| PULSE network transaction volume ${ }^{(4)}$ |  | 216 |  | 457 |  | 466 |  | 417 |  | 425 |  | 471 |  | 473 | 2\% | -- |  | 1,139 |  | 1,369 | 20\% |
| Total network transaction volume |  | 530 |  | 772 |  | 804 |  | 751 |  | 764 |  | 811 |  | 835 | 4\% | 3\% |  | 2,106 |  | 2,410 | 14\% |

[^2]
## MorganStanley

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | PercentageChange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2005 | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | 3Q06 vs. 3Q05 | 3Q06 vs. 2Q06 |  | 1,2005 |  | 2006 |  |
| Investment banking ${ }^{(1)}$ | \$ | (3) | \$ | 0 | \$ | 0 | \$ | (1) | \$ | 0 | \$ | (33) | \$ | 0 | -- | * | \$ | (3) | \$ | (33) | * |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | (1) |  | (1) |  | (1) |  | (2) |  | (2) |  | (3) |  | (2) | (100\%) | 33\% |  | (3) |  | (7) | (133\%) |
| Investments |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Commissions |  | (15) |  | (16) |  | (12) |  | (11) |  | (7) |  | (8) |  | (7) | 42\% | 13\% |  | (43) |  | (22) | 49\% |
| Asset management, distribution and admin. fees |  | (42) |  | (40) |  | (38) |  | (51) |  | (53) |  | (35) |  | (40) | (5\%) | (14\%) |  | (120) |  | (128) | (7\%) |
| Interest and dividends |  | (28) |  | (32) |  | (36) |  | (43) |  | (39) |  | (68) |  | (87) | (142\%) | (28\%) |  | (96) |  | (194) | (102\%) |
| Other |  | (9) |  | (10) |  | (11) |  | (9) |  | (10) |  | (15) |  | (10) | 9\% | 33\% |  | (30) |  | (35) | (17\%) |
| Total revenues |  | (98) |  | (99) |  | (98) |  | (117) |  | (111) |  | (162) |  | (146) | (49\%) | 10\% |  | (295) |  | (419) | (42\%) |
| Interest expense |  | (28) |  | (32) |  | (36) |  | (43) |  | (52) |  | (64) |  | (93) | (158\%) | (45\%) |  | (96) |  | (209) | (118\%) |
| Net revenues |  | (70) |  | (67) |  | (62) |  | (74) |  | (59) |  | (98) |  | (53) | 15\% | 46\% |  | (199) |  | (210) | (6\%) |
| Total non-interest expenses |  | (94) |  | (92) |  | (85) |  | (96) |  | (78) |  | (85) |  | (68) | 20\% | 20\% |  | (271) |  | (231) | 15\% |
| Income before taxes |  | 24 |  | 25 |  | 23 |  | 22 |  | 19 |  | (13) |  | 15 | (35\%) | * |  | 72 |  | 21 | (71\%) |
| Provision for income taxes |  | 9 |  | 10 |  | 8 |  | 7 |  | 7 |  | (5) |  | 6 | (25\%) | * |  | 27 |  | 8 | (70\%) |
| Income from continuing operations ${ }^{(2)}$ | \$ | 15 | \$ | 15 | \$ | 15 | \$ | 15 | \$ | 12 | \$ | (8) | \$ | 9 | (40\%) | * | \$ | 45 | \$ | 13 | (71\%) |

[^3]
## Quarterly Intersegment Eliminations Income Statement Information

 (unaudited, dollars in millions)
## Morgan Stanley

## MORGAN STANLEY

The following (page 17) presents more detailed financial information regarding the results of operations for the combined Institutional Securities, Global Wealth Management Group and Asset Management businesses. Morgan Stanley believes that a combined presentation is informative due to certain synergies among these businesses, as well as to facilitate comparisons of the Company's results with those of other companies in the financial services industry that have securities and asset management businesses. Morgan Stanley also provides this type of presentation on a managed basis for its Discover business (page 18) in order to provide helpful comparison to other credit card issuers.

# Quarterly Institutional Securities, Global Wealth Management Group and Asset Management ${ }^{(1)}$ 

 Combined Income Statement Information (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 (2) |  | May 31, 2006 (2) |  | Aug 31, 2006 |  | $\frac{3 \mathrm{Q} 06 \text { vs. 3Q05 }}{15 \%}$ | 3Q06 vs. 2Q06 | Aug 31, 2005 |  | Aug 31, 2006 (2) |  |  |
| Investment banking | \$ | 824 | \$ | 814 | \$ | 992 | \$ | 1,216 | \$ | 982 | \$ | 1,165 | \$ | 1,138 |  | (2\%) | \$ | 2,630 | \$ | 3,285 | 25\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,847 |  | 1,795 |  | 2,151 |  | 1,577 |  | 3,082 |  | 3,568 |  | 2,826 | 31\% | (21\%) |  | 5,793 |  | 9,476 | 64\% |
| Investments |  | 153 |  | 226 |  | 103 |  | 499 |  | 314 |  | 690 |  | 202 | 96\% | (71\%) |  | 482 |  | 1,206 | 150\% |
| Commissions |  | 824 |  | 824 |  | 804 |  | 911 |  | 929 |  | 1,005 |  | 888 | 10\% | (12\%) |  | 2,452 |  | 2,822 | 15\% |
| Asset management, distribution and administration fees |  | 1,204 |  | 1,246 |  | 1,249 |  | 1,259 |  | 1,279 |  | 1,333 |  | 1,327 | 6\% | -- |  | 3,699 |  | 3,939 | 6\% |
| Interest and dividends |  | 5,405 |  | 5,521 |  | 6,429 |  | 8,738 |  | 9,991 |  | 9,537 |  | 12,071 | 88\% | 27\% |  | 17,355 |  | 31,599 | 82\% |
| Other |  | 103 |  | 119 |  | 107 |  | 130 |  | 111 |  | 118 |  | 117 | 9\% | (1\%) |  | 329 |  | 346 | 5\% |
| Total revenues |  | 10,360 |  | 10,545 |  | 11,835 |  | 14,330 |  | 16,688 |  | 17,416 |  | 18,568 | 57\% | 7\% |  | 32,740 |  | 52,673 | 61\% |
| Interest expense |  | 4,477 |  | 5,401 |  | 5,798 |  | 8,060 |  | 9,293 |  | 9,808 |  | 11,625 | 101\% | 19\% |  | 15,676 |  | 30,727 | 96\% |
| Net revenues |  | 5,883 |  | 5,144 |  | 6,037 |  | 6,270 |  | 7,395 |  | 7,608 |  | 6,943 | 15\% | (9\%) |  | 17,064 |  | 21,946 | 29\% |
| Compensation and benefits |  | 2,639 |  | 2,413 |  | 2,923 |  | 2,473 |  | 3,917 |  | 3,499 |  | 2,914 | -- | (17\%) |  | 7,975 |  | 10,330 | 30\% |
| Occupancy and equipment |  | 308 |  | 209 |  | 217 |  | 220 |  | 209 |  | 216 |  | 232 | 7\% | 7\% |  | 734 |  | 657 | (10\%) |
| Brokerage, clearing and exchange fees |  | 260 |  | 276 |  | 267 |  | 267 |  | 292 |  | 340 |  | 339 | 27\% | -- |  | 803 |  | 971 | 21\% |
| Information processing and communications |  | 260 |  | 265 |  | 263 |  | 269 |  | 259 |  | 272 |  | 275 | 5\% | 1\% |  | 788 |  | 806 | 2\% |
| Marketing and business development |  | 112 |  | 143 |  | 143 |  | 177 |  | 119 |  | 156 |  | 147 | 3\% | (6\%) |  | 398 |  | 422 | 6\% |
| Professional services |  | 315 |  | 365 |  | 425 |  | 507 |  | 370 |  | 449 |  | 456 | 7\% | 2\% |  | 1,105 |  | 1,275 | 15\% |
| Other |  | 499 |  | 342 |  | 296 |  | 292 |  | 240 |  | 191 |  | 281 | (5\%) | 47\% |  | 1,137 |  | 712 | (37\%) |
| September 11th related insurance recoveries, net |  | (251) |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | (251) |  | 0 | * |
| Total non-interest expenses |  | 4,142 |  | 4,013 |  | 4,534 |  | 4,205 |  | 5,406 |  | 5,123 |  | 4,644 | 2\% | (9\%) |  | 12,689 |  | 15,173 | 20\% |
| Income from continuing operations before losses from unconsolidated investees, taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 73 |  | 67 |  | 105 |  | 66 |  | 68 |  | 103 |  | 1 | (99\%) | (99\%) |  | 245 |  | 172 | (30\%) |
| Income before taxes |  | 1,668 |  | 1,064 |  | 1,398 |  | 1,999 |  | 1,921 |  | 2,382 |  | 2,298 | 64\% | (4\%) |  | 4,130 |  | 6,601 | 60\% |
| Provision for income taxes |  | 539 |  | 297 |  | 382 |  | 300 |  | 614 |  | 857 |  | 689 | 80\% | (20\%) |  | 1,218 |  | 2,160 | 77\% |
| Income from continuing operations ${ }^{(3)}$ | \$ | 1,129 | \$ | 767 | \$ | 1,016 | \$ | 1,699 | \$ | 1,307 | \$ | 1,525 | \$ | 1,609 | 58\% | 6\% | \$ | 2,912 | \$ | 4,441 | 53\% |
| Return on average common equity ${ }^{(4)}$ |  | 23\% |  | 16\% |  | 20\% |  | 32\% |  | 24\% |  | 26\% |  | 27\% |  |  |  | 20\% |  | 26\% |  |
| Compensation and benefits as a \% of net revenues |  | 45\% |  | 47\% |  | 48\% |  | 39\% |  | 53\% |  | 46\% |  | 42\% |  |  |  | 47\% |  | 47\% |  |
| Non-compensation expenses as a \% of net revenues |  | 26\% |  | 31\% |  | 27\% |  | 28\% |  | 20\% |  | 21\% |  | 25\% |  |  |  | 28\% |  | 22\% |  |
| Pre-tax profit margin ${ }^{5}$ |  | 30\% |  | 22\% |  | 25\% |  | 33\% |  | 27\% |  | 33\% |  | 33\% |  |  |  | 26\% |  | $31 \%$ |  |
| Number of employees ${ }^{(6)}$ |  | 39,641 |  | 40,267 |  | 40,226 |  | 39,723 |  | 40,188 |  | 40,088 |  | 41,416 | 3\% | 3\% |  |  |  |  |  |

[^4]Morgan Stanley
MORGAN STANLEY
Quarterly Discover Income Statement Information
(Managed loan basis)
(unaudited, dollars in millions)

\author{
Quarter Ended <br> Percentage Change From: <br> 

Merchant, cardmember and other fees Servicing and securitization income Other Total non-interest revenues

Interest revenue
Interest expense
Net interest income

Provision for consumer loan losses Net credit income

Net revenues
Compensation and benefits
Occupancy and equipment
Information processing and communication Marketing and business development
Professional services
Other
Total non-interest expenses
Income before losses from
unconsolidated investees and taxes
Losses from unconsolidated investees
Income before taxes
Provision for income taxes
Income from continuing operations ${ }^{(1)}$
Return on average common equity ${ }^{(2)}$
Compensation and benefits as a \% of net revenues
Non-compensation expenses as a $\%$ of net revenue
Pre-tax profit margin ${ }^{(3)}$
Number of employees


(1) Excludes cumulative effect of accounting change.
(2) Refer to page 4 for the allocation of average common equity.
(3) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29

## Morgan Stanley

## MORGAN STANLEY

The following (pages 19-22) present a reconciliation for certain information disclosed on pages 13, 14, 15 and 18.

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.

## Morgan Stanley

## MORGAN STANLEY

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


(1) The table provides a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30-and 90-day delinquency rates) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.

## Morgan Stanley

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

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30-and 90-day delinquency rates) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.

## Morgan Stanley

## MORGAN STANLEY

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

|  | Nine Months Ended Aug 31, 2006 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 22,922 |  |  | \$ | 21,350 | 5.49\% | 10.43\% | 5.72\% | 3.74\% | 3.17\% | 1.48\% |
| Securitized |  | 26,663 |  | 26,534 | 4.41\% | 13.99\% | 8.82\% | 4.31\% | 3.62\% | 1.68\% |
| Managed | \$ | 49,585 | \$ | 47,884 | 2.45\% | 12.40\% | 7.43\% | 4.06\% | 3.41\% | 1.59\% |


|  | Nine Months Ended Aug 31, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net 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\% |

[^5]
## Morgan Stanley

## MORGAN STANLEY

Quarterly Discover Reconciliation of Managed Income Statement Data ${ }^{(1)}$ (unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | Aug 31, 2005 |  | Aug 31, 2006 |  |
| Merchant, cardmember and other fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 308 | \$ | 318 | \$ | 357 | \$ | 340 | \$ | 289 | \$ | 277 | \$ | 312 | \$ | 983 | \$ | 878 |
| Securitization adjustment |  | 173 |  | 166 |  | 175 |  | 180 |  | 230 |  | 264 |  | 267 |  | 514 |  | 761 |
| Managed | \$ | 481 | \$ | 484 | \$ | 532 | \$ | 520 | \$ | 519 | \$ | 541 | \$ | 579 | \$ | 1,497 | \$ | 1,639 |
| Servicing and securitizations income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 494 | \$ | 423 | \$ | 398 | \$ | 294 | \$ | 596 | \$ | 651 | \$ | 565 | \$ | 1,315 | \$ | 1,812 |
| Securitization adjustment |  | (494) |  | (423) |  | (398) |  | (294) |  | (596) |  | (651) |  | (565) |  | $(1,315)$ |  | $(1,812)$ |
| Managed | \$ | - | \$ |  | \$ |  | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Other: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 2 | \$ | 2 | \$ | (1) | \$ | 2 | \$ | 4 | \$ | 5 | \$ | 13 | \$ | 3 | \$ | 22 |
| Securitization adjustment |  | 32 |  | (16) |  | (18) |  | (76) |  | 139 |  | 17 |  | (2) |  | (2) |  | 154 |
| Managed | \$ | 34 | \$ | (14) | \$ | (19) | \$ | (74) | \$ | 143 | \$ | 22 | \$ | 11 | \$ | 1 | \$ | 176 |
| Interest revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 458 | \$ | 536 | \$ | 593 | \$ | 587 | \$ | 586 | \$ | 608 | \$ | 642 | \$ | 1,587 | \$ | 1,836 |
| Securitization adjustment |  | 925 |  | 890 |  | 870 |  | 845 |  | 889 |  | 968 |  | 930 |  | 2,685 |  | 2,787 |
| Managed | \$ | 1,383 | \$ | 1,426 | \$ | 1,463 | \$ | 1,432 | \$ | 1,475 | \$ | 1,576 | \$ | 1,572 | \$ | 4,272 | \$ | 4,623 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 168 | \$ | 182 | \$ | 212 | \$ | 219 | \$ | 231 | \$ | 220 | \$ | 253 | \$ | 562 | \$ | 704 |
| Securitization adjustment |  | 233 |  | 251 |  | 263 |  | 278 |  | 310 |  | 356 |  | 366 |  | 747 |  | 1,032 |
| Managed | \$ | 401 | \$ | 433 | \$ | 475 | \$ | 497 | \$ | 541 | \$ | 576 | \$ | 619 | \$ | 1,309 | \$ | 1,736 |
| Provision for consumer loan losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 135 | \$ | 209 | \$ | 224 | \$ | 310 | \$ | 155 | \$ | 130 | \$ | 232 | \$ | 568 | \$ | 517 |
| Securitization adjustment |  | 403 |  | 366 |  | 366 |  | 377 |  | 352 |  | 242 |  | 264 |  | 1,135 |  | 858 |
| Managed | \$ | 538 | \$ | 575 | \$ | 590 | \$ | 687 | \$ | 507 | \$ | 372 | \$ | 496 | \$ | 1,703 | \$ | 1,375 |

(1) The tables provide a reconciliation of certain managed and owned basis income statement data (merchant, cardmember and other fees, servicing fees, other revenue, interest revenue, interest expense and provision for consumer loan losses) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29.

The following (page 23) 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.

## Morgan Stanley

Total assets
Less: Securities purchased under agreements to resell Securities borrowed
Add: Financial instruments sold, not yet purchased
Less: Derivative contracts sold, not yet purchased Subtotal
Less: Segregated customer cash and securities balances
Assets recorded under certain provisions of SFAS No. 140 and FIN 46 Goodwill and intangible assets
Adjusted assets
Common equity
Preferred equity
Shareholders' equity
Junior subordinated debt issued to capital trusts ${ }^{(2)}$

## Subtotal

Less: Goodwill and intangible assets
Tangible shareholders' equity
Leverage ratio ${ }^{(3)}$
Adjusted leverage ratio ${ }^{(4)}$

## MORGAN STANLEY

Quarterly Reconciliation of Adjusted Assets (unaudited, dollars in millions, except ratios)

|  |  |  |  |  |  |  | r Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Feb 28, 2006 (1) |  | May 31, 2006 (1) |  | Aug 31, 2006 |  |
| \$ | 802,210 | \$ | 818,711 | \$ | 837,391 | \$ | 898,523 | \$ | 959,625 | \$ | 1,027,054 | \$ | 1,028,872 |
|  | $(143,462)$ |  | $(145,579)$ |  | $(143,642)$ |  | $(174,330)$ |  | $(176,260)$ |  | $(190,289)$ |  | $(171,547)$ |
|  | $(207,985)$ |  | $(228,454)$ |  | $(227,098)$ |  | $(244,241)$ |  | $(252,896)$ |  | $(274,581)$ |  | $(283,024)$ |
|  | 119,913 |  | 131,901 |  | 137,443 |  | 147,000 |  | 149,561 |  | 159,822 |  | 152,979 |
|  | $(37,389)$ |  | $(39,835)$ |  | $(48,395)$ |  | $(44,952)$ |  | $(42,928)$ |  | $(48,747)$ |  | $(47,017)$ |
|  | 533,287 |  | 536,744 |  | 555,699 |  | 582,000 |  | 637,102 |  | 673,259 |  | 680,263 |
|  | $(26,461)$ |  | $(36,539)$ |  | $(30,912)$ |  | $(30,540)$ |  | $(27,156)$ |  | $(31,685)$ |  | $(30,917)$ |
|  | $(57,042)$ |  | $(57,394)$ |  | $(64,066)$ |  | $(67,091)$ |  | $(78,925)$ |  | $(90,046)$ |  | $(89,649)$ |
|  | $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |  | $(2,873)$ |  | $(2,932)$ |  | $(2,943)$ |
| \$ | 447,221 | \$ | 440,283 | \$ | 458,190 | \$ | 481,869 | \$ | 528,148 | \$ | 548,596 | \$ | 556,754 |
| \$ | 28,495 | \$ | 28,330 | \$ | 28,226 | \$ | 29,182 | \$ | 30,103 | \$ | 32,118 | \$ | 33,072 |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 1,100 |
|  | 28,495 |  | 28,330 |  | 28,226 |  | 29,182 |  | 30,103 |  | 32,118 |  | 34,172 |
|  | 2,833 |  | 2,894 |  | 2,881 |  | 2,764 |  | 3,783 |  | 3,784 |  | 3,784 |
|  | 31,328 |  | 31,224 |  | 31,107 |  | 31,946 |  | 33,886 |  | 35,902 |  | 37,956 |
|  | $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |  | $(2,873)$ |  | $(2,932)$ |  | $(2,943)$ |
| \$ | 28,765 | \$ | 28,696 | \$ | 28,576 | \$ | 29,446 | \$ | 31,013 | \$ | 32,970 | \$ | 35,013 |
|  | 27.9x |  | 28.5x |  | 29.3x |  | $30.5 x$ |  | 30.9x |  | 31.2 x |  | 29.4x |
|  | 15.5x |  | 15.3x |  | 16.0x |  | 16.4 x |  | 17.0x |  | 16.6x |  | 15.9x |

(1) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May $31,2006$.

See pages 25-27 for a reconciliation to previously reported financial information for these periods.
(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 40 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) 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 29.

## Morgan Stanley

The following (pages 25-27) present a reconciliation for certain information disclosed on pages 1, 2, 3, 4, 5, 17 and 23 to previously reported financial information.

The Company has adjusted its opening financial position for fiscal 2006 and its financial results for the first two quarters of 2006 to reflect a change in its hedge accounting under SFAS No. 133, Accounting for Derivatives Instruments and Hedging Activities. The change is being made following a recent technical clarification by the SEC of its interpretation of SFAS No. 133 related to the accounting for fair value hedges of fixed-rate trust preferred securities. The same periods noted also reflect the adjustment of two cumulative compensation and benefit accruals.

Since January 2005, Morgan Stanley has entered into various interest rate swaps to hedge the interest rate risk inherent in its trust preferred securities
The terms of the interest rate swaps and the corresponding trust preferred securities mirrored one another, and the Company determined in the past that the changes in the fair value of the swaps and hedged instruments were the same. The Company applied the commonly used "short-cut method" in accounting for these fair value hedges and therefore did not reflect any gains or losses for any hedge ineffectiveness during the relevant periods. Based upon an interpretation of SFAS No. 133 by the SEC, which it recently was made aware of, the Company has determined that since it has the ability at its election to defer interest payments on its trust preferred securities, these swaps did not qualify for the short-cut method. These swaps performed as expected as effective economic hedges of interest rate risk. The Company ended hedging of the interest risk on these trust preferred securities effective August 2006 and adjusted its financial results as if hedge accounting never was applied. Prospectively, the Company will manage the interest rate risk on these securities as part of its overall asset liability management.

During the third quarter, the Company has elected early application of Staff Accounting Bulletin 108 (SAB 108) that was recently released by the U.S.
Securities and Exchange Commission (SEC). SAB 108 allows registrants to adjust prior year financial statements for immaterial errors in the carrying amount of assets and liabilities as of the beginning of this fiscal year, with an offsetting adjustment being made to the opening balance of retained earnings. The adjustment of prior period quarterly financial statements within the current fiscal year for immaterial errors is accomplished by adjusting the applicable financial statement line items when such information is next presented. Such adjustments do not require previously filed reports with the SEC to be amended.

## Morgan Stanley

MORGAN STANLEY
Reconciliation to Previously Reported Consolidated Financial Information ${ }^{(1)}$ (unaudited, dollars in millions)

|  | Selected Finacial Position Accounts |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  | $\begin{aligned} & \hline \text { Other } \\ & \text { assets } \end{aligned}$ | $\begin{gathered} \hline \text { Other } \\ \text { liabilities } \\ \hline \end{gathered}$ | Long-term borrowings | Shareholder's equity ${ }^{(2)}$ | Principal transactions: trading | $\begin{gathered} \hline \text { Compensation } \\ \text { and benefits } \\ \hline \end{gathered}$ | Interest expense | Net income | Earnings per diluted share | Return on average common equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Previously Reported | 15,988 | 14,984 | 121,395 | 30,124 | 3,067 | 4,183 | 9,481 | 1,561 | 1.47 | 21.1\% |
| Adjustments | 12 | (98) | 131 | (21) | 13 | (22) | 15 | 13 | 0.01 | 0.2\% |
| As Adjusted | 16,000 | 14,886 | 121,526 | 30,103 | 3,080 | 4,161 | 9,496 | 1,574 | 1.48 | 21.3\% |
| Quarter Ended May 31, 2006 |  |  |  |  |  |  |  |  |  |  |
|  | Other assets | $\begin{gathered} \text { Other } \\ \text { liabilities } \end{gathered}$ | Long-term borrowings | $\begin{gathered} \text { Shareholder's } \\ \text { equity }{ }^{(2)} \\ \hline \end{gathered}$ | Principal transactions: trading | Compensation and benefits | Interest expense | Net income | Earnings per diluted share | $\begin{aligned} & \text { Return on average } \\ & \text { common equity } \\ & \hline \end{aligned}$ |
| Previously Reported | 17,651 | 18,159 | 127,985 | 32,255 | 3,735 | 3,723 | 9,988 | 1,957 | 1.86 | 25.1\% |
| Adjustments | 12 | (162) | 311 | (137) | (170) |  | 9 | (116) | (0.11) | (1.4\%) |
| As Adjusted | 17,663 | 17,997 | 128,296 | 32,118 | 3,565 | 3,723 | 9,997 | 1,841 | 1.75 | 23.7\% |
| Six Months Ended May 31, 2006 |  |  |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} \text { Other } \\ \text { assets } \end{gathered}$ | Other liabilities | Long-term borrowings | $\begin{gathered} \text { Shareholder's } \\ \text { equity }{ }^{(2)} \\ \hline \end{gathered}$ | $\begin{array}{c}\text { Principal transactions: } \\ \text { trading }\end{array}$ <br> 6,802 | Compensation and benefits | Interest expense | Net income | Earnings per diluted share | Return on average common equity |
| Previously Reported | 17,651 | 18,159 | 127,985 | 32,255 | 6,802 | 7,906 | 19,469 | 3,518 | 3.33 | 23.1\% |
| Adjustments As Adjusted | 12 |  | 311 | (137) |  | (22) | 24 | (103) | (0.10) | (0.6\%) |
| As Adjusted | 17,663 | 17,997 | 128,296 | 32,118 | 6,645 | 7,884 | 19,493 | 3,415 | 3.23 | 22.5\% |

(1) The tables provide a reconciliation to previously reported financial information for the periods indicated. Refer to page 24.
(2) Includes common equity and preferred equity.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29

## Morgan Stanley

MORGAN STANLEY

## Reconciliation to Previously Reported Institutional Securities Financial Information ${ }^{(1)}$

(unaudited, dollars in millions)

|  | Quarter Ended Feb 28, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal transactions: trading | Total non-interest expenses | Interest expense | Income from continuing operations | Return on average common equity |
| Previously Reported | 2,945 | 3,720 | 9,181 | 1,163 | 29\% |
| Adjustments | 13 | (22) | 15 | 13 | 0\% |
| As Adjusted | 2,958 | 3,698 | 9,196 | 1,176 | 29\% |


|  | Quarter Ended May 31, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal transactions: trading | Total non-interest expenses | Interest expense | Income from continuing operations | Return on average common equity |
| Previously Reported | 3,617 | 3,458 | 9,711 | 1,378 | 30\% |
| Adjustments | (170) | - | 9 | (116) | (2\%) |
| As Adjusted | 3,447 | 3,458 | 9,720 | 1,262 | 28\% |


|  | Six Months Ended May 31, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal transactions: trading | Total non-interest expenses | Interest expense | Income from continuing operations | Return on average common equity |
| Previously Reported | 6,562 | 7,178 | 18,892 | 2,541 | 30\% |
| Adjustments | (157) | (22) | 24 | (103) | (2\%) |
| As Adjusted | 6,405 | 7,156 | 18,916 | 2,438 | 28\% |

(1) The tables provide a reconciliation to previously reported financial information for the periods indicated. Refer to page 24.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.

Reconciliation to Previously Reported Institutional Securities, Global Wealth Management Group and Asset Management Financial Information ${ }^{(1)}$ (unaudited, dollars in millions)

|  | Quarter Ended Feb 28, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Principal transactions: <br> trading | Compensation and benefits | Interest expense | Income from continuing operations | Return on average common equity |
| Previously Reported | 3,069 | 3,939 | 9,278 | 1,294 | 24\% |
| Adjustments | 13 | (22) | 15 | 13 | 0\% |
| As Adjusted | 3,082 | 3,917 | 9,293 | 1,307 | 24\% |

Previously Reported
Adjustments
As Adjusted

Previously Reported
Adjustments
As Adjusted

| Six Months Ended May 31, 2006 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Principal transactions: <br> trading | Compensation and benefits | Interest expense | Income from continuing operations | Return on average common equity |
| 6,807 | 7,438 | 19,077 | 2,935 | 26\% |
| (157) | (22) | 24 | (103) | (1\%) |
| 6,650 | 7,416 | 19,101 | 2,832 | 25\% |

(1) The tables provide a reconciliation to previously reported financial information for the periods indicated. Refer to page 24.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 29.

This page represents an addendum to the $3 Q 2006$ Financial Supplement.
In accordance with SFAS 123R, fiscal 2005 compensation expense included the amortization of fiscal 2003 and fiscal 2004 awards but excluded amortization for fiscal 2005 year-end awards. Fiscal 2006
compensation expense includes the amortization related to fiscal 2003 awards, fiscal 2004 awards, fiscal 2005 awards granted to non-retirement-eligible employees, the full cost of equity awards granted to retirement-eligible employees during fiscal 2006 (including fiscal 2005 year-end awards granted in December 2005) and the full cost of fiscal 2006 year-end equity awards to be granted to retirement-eligible employees in December 2006

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

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

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

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

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

Note: The actual fiscal impact depends on several factors including, but not limited to, forfeitures, award terms and modifications.
Refer to Legal Notice page 29

## 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 third quarter earnings press release issued September $20,2006$.


[^0]:    (1) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May 31, 2006 and the nine months ended Aug 31, 2006
    See pages 25-27 for a reconciliation to previously reported financial information for these periods.
    (2) Represents the effects of the adoption of SFAS 123R in the first quarter of fiscal 2005
    (3) Income before taxes, excluding losses from unconsolidated investees, as a $\%$ of net revenues.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 29.

[^1]:    (1) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28, 2006 and May 31, 2006 and the nine months ended Aug 31, 2006 See pages 25-27 for a reconciliation to previously reported financial information for these periods.
    (2) The Company uses an economic capital model to determine the amount of equity capital needed to support the risk of its business activities and to ensure that the Company remains adequately capitalized. Economic capital is defined as the amount of capital needed to run the business through the business cycle and satisfy the requirements of regulators, rating agencies and the market. The Company's methodology is based on a going concern approach that assigns economic capital to each segment based on regulatory capital usage plus additional capital for stress losses, goodwill and principal investment risk. The economic capital model and allocation methodology may be enhanced over time in response to changes in the business and regulatory environment.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 29

[^2]:    (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) 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 29.

[^3]:    (1) Included in the May 31, 2006 amount is $\$ 30 \mathrm{~m}$ related to the sale of the Company's aircraft leasing business
    (2) Excludes cumulative effect of accounting change

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 29

[^4]:    (1) Includes the elimination of intersegment activity between Institutional Securities, Global Wealth Management Group and Asset Management.
    (2) See page 24 for a description of certain adjustments affecting previously reported amounts for the quarters ended Feb 28,2006 and May 31,2006 and the nine months ended Aug 31, 2006.
    See pages 25-27 for a reconciliation to previously reported financial information for these periods.
    Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
    Refer to page 4 for the allocation of average common equity.
    (5) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues.
    (6) Includes Institutional Securities, Global Wealth Management Group, Asset Management and Infrastructure / Company areas

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 29.

[^5]:    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.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
    Refer to Legal Notice page 29.
