## MorganStanley

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## Financial Supplement - 3Q 2007

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## Morgan Stanley

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



[^0]|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Vine Mon | s |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 8, 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | 3Q07 vs. 3Q06 | 3Q07 vs. 2Q07 |  | 31, 2006 |  | 1,2007 | Change |
| Investment banking | \$ | 982 | \$ | 1,132 | \$ | 1,138 | \$ | 1,503 | \$ | 1,227 | \$ | 1,913 | \$ | 1,659 | 46\% | (13\%) | \$ | 3,252 | \$ | 4,799 | 48\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 3,086 |  | 3,559 |  | 2,843 |  | 2,317 |  | 4,158 |  | 4,838 |  | 1,381 | (51\%) | (71\%) |  | 9,488 |  | 10,377 | 9\% |
| Investments |  | 300 |  | 629 |  | 300 |  | 578 |  | 880 |  | 1,004 |  | 558 | 86\% | (44\%) |  | 1,229 |  | 2,442 | 99\% |
| Commissions |  | 920 |  | 994 |  | 880 |  | 976 |  | 1,005 |  | 1,123 |  | 1,264 | 44\% | 13\% |  | 2,794 |  | 3,392 | 21\% |
| Asset management, distribution and admin. fees |  | 1,268 |  | 1,321 |  | 1,312 |  | 1,337 |  | 1,479 |  | 1,596 |  | 1,701 | 30\% | 7\% |  | 3,901 |  | 4,776 | 22\% |
| Servicing income |  | 0 |  | 0 |  | 0 |  | 0 |  | 35 |  | 42 |  | 32 | * | (24\%) |  | 0 |  | 109 | * |
| Interest and dividends |  | 9,958 |  | 9,504 |  | 12,021 |  | 11,293 |  | 14,171 |  | 15,400 |  | 14,405 | 20\% | (6\%) |  | 31,483 |  | 43,976 | 40\% |
| Available for sale securities |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | (18) | * | * |  | 0 |  | (18) | * |
| Other |  | 130 |  | 118 |  | 119 |  | 218 |  | 237 |  | 279 |  | 248 | 108\% | (11\%) |  | 367 |  | 764 | 108\% |
| Total revenues |  | 16,644 |  | 17,257 |  | 18,613 |  | 18,222 |  | 23,192 |  | 26,195 |  | 21,230 | 14\% | (19\%) |  | 52,514 |  | 70,617 | 34\% |
| Interest expense |  | 9,231 |  | 9,744 |  | 11,549 |  | 10,373 |  | 13,198 |  | 15,671 |  | 13,272 | 15\% | (15\%) |  | 30,524 |  | 42,141 | 38\% |
| Net revenues |  | 7,413 |  | 7,513 |  | 7,064 |  | 7,849 |  | 9,994 |  | 10,524 |  | 7,958 | 13\% | (24\%) |  | 21,990 |  | 28,476 | 29\% |
| Compensation and benefits |  | 4,010 |  | 3,587 |  | 3,085 |  | 3,304 |  | 4,775 |  | 4,994 |  | 3,596 | 17\% | (28\%) |  | 10,682 |  | 13,365 | 25\% |
| Occupancy and equipment |  | 210 |  | 215 |  | 233 |  | 254 |  | 260 |  | 279 |  | 279 | 20\% | -- |  | 658 |  | 818 | 24\% |
| Brokerage, clearing and exchange fees |  | 292 |  | 340 |  | 339 |  | 334 |  | 361 |  | 366 |  | 459 | 35\% | 25\% |  | 971 |  | 1,186 | 22\% |
| Information processing and communications |  | 259 |  | 272 |  | 274 |  | 284 |  | 277 |  | 286 |  | 302 | 10\% | 6\% |  | 805 |  | 865 | 7\% |
| Marketing and business development |  | 120 |  | 155 |  | 147 |  | 221 |  | 153 |  | 199 |  | 190 | 29\% | (5\%) |  | 422 |  | 542 | 28\% |
| Professional services |  | 372 |  | 450 |  | 459 |  | 608 |  | 419 |  | 510 |  | 507 | 10\% | (1\%) |  | 1,281 |  | 1,436 | 12\% |
| Other |  | 240 |  | 193 |  | 283 |  | 196 |  | 293 |  | 366 |  | 360 | 27\% | (2\%) |  | 716 |  | 1,019 | 42\% |
| Total non-interest expenses |  | 5,503 |  | 5,212 |  | 4,820 |  | 5,201 |  | 6,538 |  | 7,000 |  | 5,693 | 18\% | (19\%) |  | 15,535 |  | 19,231 | 24\% |
| Income from continuing operations before gain/(loss) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| from unconsolidated investees and taxes |  | 1,910 |  | 2,301 |  | 2,244 |  | 2,648 |  | 3,456 |  | 3,524 |  | 2,265 | 1\% | (36\%) |  | 6,455 |  | 9,245 | 43\% |
| Gain/(loss) from unconsolidated investees |  | (19) |  | 24 |  | 20 |  | (65) |  | (26) |  | (20) |  | (19) | (195\%) | 5\% |  | 25 |  | (65) | * |
| Provision for income taxes |  | 603 |  | 848 |  | 676 |  | 601 |  | 1,116 |  | 1,141 |  | 772 | 14\% | (32\%) |  | 2,127 |  | 3,029 | 42\% |
| Income from continuing operations |  | 1,288 |  | 1,477 |  | 1,588 |  | 1,982 |  | 2,314 |  | 2,363 |  | 1,474 | (7\%) | (38\%) |  | 4,353 |  | 6,151 | 41\% |
| Discontinued operations ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain/(loss) from discontinued operations |  | 453 |  | 583 |  | 399 |  | 231 |  | 564 |  | 349 |  | 111 | (72\%) | (68\%) |  | 1,435 |  | 1,024 | (29\%) |
| Income tax benefit/(provision) |  | (167) |  | (219) |  | (136) |  | (7) |  | (206) |  | (130) |  | (42) | 69\% | 68\% |  | (522) |  | (378) | 28\% |
| Gain/(loss) from discontinued operations |  | 286 |  | 364 |  | 263 |  | 224 |  | 358 |  | 219 |  | 69 | (74\%) | (68\%) |  | 913 |  | 646 | (29\%) |
| Net income | \$ | 1,574 | \$ | 1,841 | \$ | 1,851 | \$ | 2,206 | \$ | 2,672 | \$ | 2,582 | \$ | 1,543 | (17\%) | (40\%) | \$ | 5,266 | \$ | 6,797 | 29\% |
| Preferred stock dividend requirements | \$ |  | \$ |  | \$ |  | \$ | 19 | \$ | 17 | \$ | 17 | \$ | 17 | * | -- | \$ | - | \$ | 50 | * |
| Earnings applicable to common shareholders | \$ | 1,574 | \$ | 1,841 | \$ | 1,851 | \$ | 2,187 | \$ | 2,655 | \$ | 2,565 | \$ | 1,526 | (18\%) | (41\%) | \$ | 5,266 | \$ | 6,747 | 28\% |
| Return on average common equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| from continuing operations |  | 20.9\% |  | 22.8\% |  | 23.3\% |  | 27.8\% |  | 30.9\% |  | 29.4\% |  | 17.2\% |  |  |  | 22.4\% |  | 25.5\% |  |
| Return on average common equity |  | 21.3\% |  | 23.7\% |  | 22.7\% |  | 26.0\% |  | 29.9\% |  | 27.4\% |  | 17.1\% |  |  |  | 22.6\% |  | 24.9\% |  |
| Pre-tax profit margin ${ }^{(2)}$ |  | 26\% |  | 31\% |  | 32\% |  | 34\% |  | 35\% |  | 34\% |  | 29\% |  |  |  | 29\% |  | 33\% |  |
| Compensation and benefits as a \% of net revenues |  | 54\% |  | 48\% |  | 44\% |  | 42\% |  | 48\% |  | 48\% |  | 45\% |  |  |  | 49\% |  | 47\% |  |

(1) All periods have been restated to include the results of Discover Financial Services in discontinued operations
(2) Income before taxes, excluding gain/(loss) from unconsolidated investees, as a \% or net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.
$\qquad$

## Morgan Stanley

Regional revenue (millions) ${ }^{(1)(3)}$
Americas
EMEA (Europe, Middle East, Africa)
Asia
Consolidated net revenues
Total assets (millions)
Adjusted assets (millions) ${ }^{(4)}$
Period end common shares outstanding (millions) Book value per common share ${ }^{(5)}$
Shareholders' equity (millions)
Total capital (millions) ${ }^{(7)}$
Worldwide employees ${ }^{(1)}$
 3 Us. $3006{ }^{3007 \text { vs. } 2007}$

| (8\%) | (32\%) | \$ | 13,909 | \$ | 16,374 | 18\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 34\% | (18\%) |  | 5,780 |  | 8,125 | 41\% |
| 89\% | (7\%) |  | 2,301 |  | 3,977 | 73\% |
| 13\% | (24\%) | \$ | 21,990 | \$ | 28,476 | 29\% |
| 15\% | (1\%) |  |  |  |  |  |
| 27\% | (2\%) |  |  |  |  |  |
| -- | 1\% |  |  |  |  |  |
| 3\% | (12\%) |  |  |  |  |  |
| 6\% | (10\%) |  |  |  |  |  |
| 25\% | -- |  |  |  |  |  |
| 15\% | 4\% |  |  |  |  |  |

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

## terest rate and credit spread

## quity price

oreign exchange rate
rading VaR
Non - trading VaR
Aggregate trading and non - trading VaR
(1) Restated to exclude Discover Financial Services
(2) Effective December 1, 2006, the Company elected early adoption of SFAS No. 157, "Fair Value Measurements", and SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities - Including an amendment of FASB Statement No. 115." As a result of the adoption of SFAS No. 157 and SFAS No. 159, the Company recorded an after-tax Cumulative effect adjustment of $\$ 186$ million as an increase to the opening balance of retained earnings as of December 1, 2006.
(3) Reflects the regional view of the Company's consolidated net revenues, on a managed basis, based on the following methodology.
nstitutional Securities: investment banking - client location, equity capital markets - client location, debt capital markets - revenue recording location, sales \& trading - trading desk location lobal Wealth Management: financial advisor location

都 investing business which is based on asset location
securities lending businesses as measured by aggregate resale agre minimal market, credit and/or liquidity risk that are generally attributable to matched book and The Company's spin-off of Discover Financial Services on June 30,2007 reduced book value per common share by approximately $\$ 5.79$.
Includes common equity, preferred equity and junior subordinated debt issued to capital trusts,
(7) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt.
 trading positions if the portfolio were held constant for a one day period. For a further discussion of the calculation of VaR and the limitations of the Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2006
Note: Certain reclassifications have
Refer to Legal Notice page 16.

| \$ | 4,689 | \$ | 4,692 | \$ | 4,528 | \$ | 4,902 | \$ | 6,109 | \$ | 6,093 | \$ | $\begin{aligned} & 4,172 \\ & 2,439 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,894 |  | 2,061 |  | 1,825 |  | 1,980 |  | 2,702 |  | 2,984 |  |  |
|  | 830 |  | 760 |  | 711 |  | 967 |  | 1,183 |  | 1,447 |  | 1,347 |
| \$ | 7,413 | \$ | 7,513 | \$ | 7,064 | \$ | 7,849 | \$ | 9,994 | \$ | 10,524 | \$ | 7,958 |
| \$ | 959,950 | \$ | 1,027,419 | \$ | 1,029,354 | \$ | 1,121,192 | \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 |
| \$ | 517,329 | \$ | 534,034 | \$ | 544,167 | \$ | 638,158 | \$ | 654,999 | \$ | 704,421 | \$ | 688,966 |
|  | 1,070.4 |  | 1,071.8 |  | 1,058.7 |  | 1,048.9 |  | 1,061.6 |  | 1,051.7 |  | 1,062.5 |
| \$ | 28.12 | \$ | 29.97 | \$ | 31.24 | \$ | 32.67 | \$ | 34.71 | \$ | 36.52 | \$ | 32.14 |
| \$ | 33,886 | \$ | 35,902 | \$ | 37,956 | \$ | 40,248 | \$ | 42,839 | \$ | 44,385 | \$ | 40,125 |
| \$ | 134,366 | \$ | 145,849 | \$ | 149,956 | \$ | 162,134 | \$ | 177,270 | \$ | 187,250 | \$ | 187,480 |
|  | 40,188 |  | 40,088 |  | 41,416 |  | 43,124 |  | 44,797 |  | 45,845 |  | 47,713 |
| \$ | 35 | \$ | 39 | \$ | 33 | \$ | 34 | \$ | 39 | \$ | 40 | \$ | 52 |
| \$ | 25 | \$ | 29 | \$ | 26 | \$ | 32 | \$ | 45 | \$ | 44 | \$ | 43 |
| \$ | 9 | \$ | 9 | \$ | 7 | \$ | 12 | \$ | 15 | \$ | 16 | \$ | 17 |
| \$ | 31 | \$ | 28 | \$ | 33 | \$ | 30 | \$ | 40 | \$ | 34 | \$ | 38 |
| \$ | 58 | \$ | 63 | \$ | 56 | \$ | 61 | \$ | 90 | \$ | 81 | \$ | 87 |
| \$ | 20 | \$ | 26 | \$ | 24 | \$ | 18 | \$ | 14 | \$ | 17 | \$ | 20 |
| \$ | 65 | \$ | 70 | \$ | 66 | \$ | 67 | \$ | 92 | \$ | 87 | \$ | 91 |

morgan stanley
Quarterly Consolidated Financial Information and Statistical Data
(unaudited)


[^1]morgan stanley
nal Securities Income Statement Information (unaudited, dollars in millions)

| Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | Quarter Ended <br> Nov 30, 2006 |  | Feb 28, 2007 (1) |  | May 31, 2007 (1) |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Aug 31, 2007 (1) | 3 Q 07 vs. 3Q06 |  |  | $3 \mathrm{Q} 07 \mathrm{vs}$. | Aug 31, 2006 |  | Aug 31, 2007 (1) |  |  |
| \$ | 892 |  |  | \$ | 1,035 |  |  | \$ | 992 |  |  | \$ | 1,309 | \$ | 1,032 | \$ | 1,704 | \$ | 1,439 | 45\% | (16\%) | \$ | 2,919 | \$ | 4,175 | 43\% |
|  | 2,963 |  | 3,442 |  | 2,728 |  | 2,193 |  |  |  | 4,029 |  | 4,705 |  | 1,236 | (55\%) | (74\%) |  | 9,133 |  | 9,970 | 9\% |
|  | 243 |  | 389 |  | 114 |  | 335 |  | 350 |  | 396 |  | 217 | 90\% | (45\%) |  | 746 |  | 963 | 29\% |
|  | 610 |  | 693 |  | 630 |  | 673 |  | 691 |  | 766 |  | 911 | 45\% | 19\% |  | 1,933 |  | 2,368 | 23\% |
|  | 8 |  | 29 |  | 19 |  | 17 |  | 25 |  | 25 |  | 24 | 26\% | (4\%) |  | 56 |  | 74 | 32\% |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 35 |  | 42 |  | 32 | * | (24\%) |  | 0 |  | 109 | * |
|  | 9,822 |  | 9,338 |  | 11,852 |  | 11,094 |  | 14,021 |  | 15,193 |  | 14,141 | 19\% | (7\%) |  | 31,012 |  | 43,355 | 40\% |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | (18) | * | * |  | 0 |  | (18) | * |
|  | 95 |  | 83 |  | 92 |  | 174 |  | 170 |  | 224 |  | 208 | 126\% | (7\%) |  | 270 |  | 602 | 123\% |
|  | 14,633 |  | 15,009 |  | 16,427 |  | 15,795 |  | 20,353 |  | 23,055 |  | 18,190 | 11\% | (21\%) |  | 46,069 |  | 61,598 | 34\% |
|  | 9,197 |  | 9,704 |  | 11,533 |  | 10,320 |  | 13,191 |  | 15,626 |  | 13,207 | 15\% | (15\%) |  | 30,434 |  | 42,024 | 38\% |
|  | 5,436 |  | 5,305 |  | 4,894 |  | 5,475 |  | 7,162 |  | 7,429 |  | 4,983 | 2\% | (33\%) |  | 15,635 |  | 19,574 | 25\% |
|  | 3,729 |  | 3,406 |  | 2,979 |  | 3,275 |  | 4,317 |  | 4,479 |  | 3,482 | 17\% | (22\%) |  | 10,114 |  | 12,278 | 21\% |
|  | 1,707 |  | 1,899 |  | 1,915 |  | 2,200 |  | 2,845 |  | 2,950 |  | 1,501 | (22\%) | (49\%) |  | 5,521 |  | 7,296 | 32\% |
|  | (19) |  | 24 |  | 20 |  | (65) |  | (26) |  | (20) |  | (19) | (195\%) | 5\% |  | 25 |  | (65) | * |
|  | 1,688 |  | 1,923 |  | 1,935 |  | 2,135 |  | 2,819 |  | 2,930 |  | 1,482 | (23\%) | (49\%) |  | 5,546 |  | 7,231 | 30\% |
|  | 522 |  | 700 |  | 556 |  | 434 |  | 878 |  | 932 |  | 483 | (13\%) | (48\%) |  | 1,778 |  | 2,293 | 29\% |
| \$ | 1,166 | \$ | 1,223 | \$ | 1,379 | \$ | 1,701 | \$ | 1,941 | \$ | 1,998 | \$ | 999 | (28\%) | (50\%) | \$ | 3,768 | \$ | 4,938 | 31\% |
|  | 29\% |  | 27\% |  | 30\% |  | $35 \%$ |  | 38\% |  | 35\% |  | 16\% |  |  |  | 29\% |  | 29\% |  |
|  | 31\% |  | 36\% |  | 39\% |  | 40\% |  | 40\% |  | 40\% |  | 30\% |  |  |  | 35\% |  | 37\% |  |

[^2] ended Feb 28, 2007, May 31, 2007 and Aug 31, 2007 are $\$ 4.4$ bilion, $\$ 5.9$ billion and $\$ 8.2$ billion, respectively.
(2) Excludes gain/(loss) from discontinued operations.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income before taxes, excluding gain/(loss) from unconsolidated investees, as a $\%$ of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 16.

Morgan Stanley


MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Institutional Securities
(unaudited, dollars in millions)
(1) Includes principal transactions trading, commissions and net interest revenue. Equity and Fixed income sales and trading net revenue have been restated to include certain funding costs not previously allocated to those businesses. Other sales and trading net revenue primarily includes net losses from marking to market loans and closed and pipeline commitments, results related to Investment Banking and other activities.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation Refer to Legal Notice page 16.

## Morgan Stanley

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

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

(unaudited, dollars in billions)

Quarter Ended Nov 30, 2006 Feb 28, 2007 $\qquad$ May 31, 2007 Aug 31, 2007 3Q07 vs. 3Q06

3Q07 vs.

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2006 | May 31, 2006 | Aug 31, 2006 | Nov 30, 2006 | Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | 3Q07 vs. 3Q06 | 3Q07 vs. 2Q07 |


| \$ | 5.6 | \$ | 6.2 | \$ | 7.4 | \$ | 6.4 | \$ | 6.2 | \$ | 13.7 | \$ | 11.1 | 50\% | (19\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2.9 |  | 2.9 |  | 5.4 |  | 3.4 |  | 3.9 |  | 4.9 |  | 7.5 | 39\% | 53\% |
| \$ | 8.5 | \$ | 9.1 | \$ | 12.8 | \$ | 9.8 | \$ | 10.1 | \$ | 18.6 | \$ | 18.6 | 45\% | -- |
| \$ | 30.2 | \$ | 28.2 | \$ | 30.4 | \$ | 35.0 | \$ | 31.5 | \$ | 42.1 | \$ | 50.4 | 66\% | 20\% |
|  | 6.3 |  | 9.0 |  | 19.1 |  | 18.5 |  | 25.5 |  | 32.4 |  | 35.7 | 87\% | 10\% |
| \$ | 36.5 | \$ | 37.2 | \$ | 49.5 | \$ | 53.5 | \$ | 57.0 | \$ | 74.5 | \$ | 86.1 | 74\% | 16\% |
| \$ | 35.8 | \$ | 34.4 | \$ | 37.8 | \$ | 41.4 | \$ | 37.7 | \$ | 55.8 | \$ | 61.5 | 63\% | 10\% |
| \$ | 9.2 | \$ | 11.9 | \$ | 24.5 | \$ | 21.9 | \$ | 29.4 | \$ | 37.3 | \$ | 43.2 | 76\% | 16\% |
|  | 80\% |  | 74\% |  | 61\% |  | 65\% |  | 56\% |  | 60\% |  | 59\% |  |  |
|  | 20\% |  | 26\% |  | 39\% |  | 35\% |  | 44\% |  | 40\% |  | 41\% |  |  |
| \$ | 45.0 | \$ | 46.3 | \$ | 62.3 | \$ | 63.3 | \$ | 67.1 | \$ | 93.1 | \$ | 104.7 | 68\% | 12\% |
| \$ | 17.7 | \$ | 23.8 | \$ | 24.3 | \$ | 26.5 | \$ | 29.9 | \$ | 34.2 | \$ | 37.5 | 54\% | 10\% |
| \$ | 27.3 | \$ | 22.5 | \$ | 38.0 | \$ | 36.8 | \$ | 37.2 | \$ | 58.9 | \$ | 67.2 | 77\% | 14\% |

(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 16

## MORGAN STANLEY

## Quarterly Global Wealth Management Group Income Statement Information

(unaudited, dollars in millions)


[^3] Refer to Legal Notice page 16.

## MorganStanley

## MORGAN STANLEY

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

(unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | , 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | 3Q07 vs. 3Q06 | 3Q07 vs. 2Q07 |
| Global representatives |  | 8,913 |  | 8,091 |  | 7,982 |  | 7,944 |  | 7,993 |  | 8,137 |  | 8,341 | 4\% | 3\% |
| Annualized revenue per global representative (thousands) ${ }^{(1)}$ | \$ | 562 | \$ | 659 | \$ | 682 | \$ | 729 | \$ | 758 | \$ | 814 | \$ | 817 | 20\% | -- |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 166 |  | 170 |  | 176 |  | 199 |  | 210 |  | 223 |  | 228 | 30\% | 2\% |
| \$1m-\$10m |  | 220 |  | 220 |  | 229 |  | 243 |  | 248 |  | 268 |  | 265 | 16\% | (1\%) |
| Subtotal - > \$1m |  | 386 |  | 390 |  | 405 |  | 442 |  | 458 |  | 491 |  | 493 | 22\% | -- |
| \$100k-\$1m |  | 177 |  | 180 |  | 180 |  | 177 |  | 174 |  | 180 |  | 182 | 1\% | 1\% |
| < \$100k |  | 32 |  | 29 |  | 28 |  | 27 |  | 26 |  | 24 |  | 24 | (14\%) | -- |
| Client assets excluding corporate/other |  | 595 |  | 599 |  | 613 |  | 646 |  | 658 |  | 695 |  | 699 | 14\% | 1\% |
| Corporate / other |  | 29 |  | 30 |  | 29 |  | 30 |  | 32 |  | 33 |  | 35 | 21\% | 6\% |
| Total client assets (billions) | \$ | 624 | \$ | 629 | \$ | 642 | \$ | 676 | \$ | 690 | \$ | 728 | \$ | 734 | 14\% | 1\% |
| \% of assets by client segment > \$1m ${ }^{(2)}$ |  | 65\% |  | 65\% |  | 66\% |  | 68\% |  | 70\% |  | 71\% |  | 71\% |  |  |
| Fee-based client account assets (billions) ${ }^{(3)}$ | \$ | 173 | \$ | 180 | \$ | 183 | \$ | 195 | \$ | 202 | \$ | 210 | \$ | 211 | 15\% | -- |
| Fee-based assets as a \% of client assets |  | 28\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  |  |
| Bank deposit program (millions) | \$ | 7,319 | \$ | 9,114 | \$ | 9,839 | \$ | 13,301 | \$ | 16,364 | \$ | 18,226 | \$ | 19,409 | 97\% | 6\% |
| Client assets per global representative (millions) ${ }^{(4)}$ | \$ | 70 | \$ | 78 | \$ | 80 | \$ | 85 | \$ | 86 | \$ | 89 | \$ | 88 | 10\% | (1\%) |
| Domestic retail net new assets (billions) ${ }^{(5)}$ | \$ | - | \$ | 2.4 | \$ | 5.4 | \$ | 0.7 | \$ | 6.7 | \$ | 8.7 | \$ | 14.6 | 170\% | 68\% |
| Domestic retail locations |  | 484 |  | 473 |  | 460 |  | 453 |  | 451 |  | 453 |  | 455 | (1\%) | -- |

(1) Annualized revenue divided by average global representative headcount
(2) Excludes corporate/other assets.
(3) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
(4) Total client assets divided by period end global representative headcount.
(5) 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 16

## MorganStanley

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

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Nine Mo | th |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 (1) |  | May 31, 2007 (1) |  | Aug 31, 2007 (1) |  | 3Q07 vs. 3Q06 | $3 \mathrm{Q} 07 \mathrm{vs}$. 2Q07 | Aug 31, 2006 |  | Aug 31, 2007 (1) |  |  |
| Investment banking | \$ | 23 | \$ | 35 | \$ | 26 | \$ | 54 | \$ | 31 | \$ | 61 | \$ | 92 | * | 51\% | \$ | 84 | \$ | 184 | 119\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 56 |  | 213 |  | 170 |  | 230 |  | 532 |  | 588 |  | 338 | 99\% | (43\%) |  | 439 |  | 1,458 | * |
| Commissions |  | 7 |  | 7 |  | 5 |  | 6 |  | 6 |  | 6 |  | 6 | 20\% | -- |  | 19 |  | 18 | (5\%) |
| Asset management, distribution and admin fees |  | 644 |  | 636 |  | 629 |  | 665 |  | 768 |  | 844 |  | 926 | 47\% | 10\% |  | 1,909 |  | 2,538 | 33\% |
| Interest and dividends |  | 6 |  | 10 |  | 21 |  | 11 |  | 14 |  | 29 |  | 14 | (33\%) | (52\%) |  | 37 |  | 57 | 54\% |
| Other |  | 6 |  | 5 |  | 5 |  | 10 |  | 34 |  | 18 |  | 10 | 100\% | (44\%) |  | 16 |  | 62 | * |
| Total revenues |  | 742 |  | 906 |  | 856 |  | 976 |  | 1,385 |  | 1,546 |  | 1,386 | 62\% | (10\%) |  | 2,504 |  | 4,317 | 72\% |
| Interest expense |  | 5 |  | 8 |  | 11 |  | 3 |  | 17 |  | 37 |  | 22 | 100\% | (41\%) |  | 24 |  | 76 | * |
| Net revenues |  | 737 |  | 898 |  | 845 |  | 973 |  | 1,368 |  | 1,509 |  | 1,364 | 61\% | (10\%) |  | 2,480 |  | 4,241 | 71\% |
| Total non-interest expenses |  | 571 |  | 636 |  | 690 |  | 705 |  | 989 |  | 1,206 |  | 873 | 27\% | (28\%) |  | 1,897 |  | 3,068 | 62\% |
| Income before taxes |  | 166 |  | 262 |  | 155 |  | 268 |  | 379 |  | 303 |  | 491 | * | 62\% |  | 583 |  | 1,173 | 101\% |
| Provision for income taxes |  | 66 |  | 103 |  | 61 |  | 110 |  | 149 |  | 105 |  | 174 | 185\% | 66\% |  | 230 |  | 428 | 86\% |
| Income from continuing operations | \$ | 100 | \$ | 159 | \$ | 94 | \$ | 158 | \$ | 230 | \$ | 198 | \$ | 317 | * | 60\% | \$ | 353 | \$ | 745 | 111\% |
| Return on average common equity ${ }^{(2)}$ |  | 18\% |  | 28\% |  | 15\% |  | 23\% |  | 31\% |  | 23\% |  | 35\% |  |  |  | 20\% |  | 30\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 23\% |  | 29\% |  | 18\% |  | 28\% |  | 28\% |  | 20\% |  | 36\% |  |  |  | 24\% |  | 28\% |  |

(1) Principal transactions investments revenue reflects net gain/(loss) on investments marked at fair value including real estate funds, private equity funds and seed capital investments. The related investment asset balance for the quarters ended Feb 28, 2007,
May 31, 2007 and Aug 31, 2007 are $\$ 2.9$ billion, $\$ 3.9$ billion and $\$ 4.6$ billion, respectively.
(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 16.

## MORGAN STANLEY

## Assets under management or supervision

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

Net flows excluding money markets
Money Market Net Flows
Instututio
Total money market net flow Total net flows


| 64\% | * | \$ | (7.4) | \$ | (2.7) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| * | * |  | (1.9) |  | 1.1 |
| (20\%) | (33\%) |  | 7.2 |  | 4.0 |
| 111\% | (77\%) |  | (12.1) |  | 1.7 |
| * | 49\% |  | 3.9 |  | 14. |
| * | 8\% | \$ | (10.3) | \$ | 19.0 |
| * | * |  | 5.4 |  | 18.4 |
| 171\% | 133\% |  | (9.4) |  | (2.8) |
| * | * | \$ | (4.0) | \$ | 15.6 |
| * | 124\% | \$ | (14.3) | \$ | 34.6 |

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

Non- U.S
Total long term assets under management or supervision
Institutional money markets/liquidity
Retail money markets
Total Money Markets
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total


| $3 \%$ | $(6 \%)$ |
| :---: | ---: |
| $10 \%$ | $(3 \%)$ |
| $20 \%$ | $(1 \%)$ |
| $28 \%$ | $3 \%$ |
| $40 \%$ | $6 \%$ |
| $22 \%$ | - |
| $75 \%$ | $23 \%$ |
| $(13 \%)$ | $3 \%$ |
| $32 \%$ | $16 \%$ |
| $23 \%$ | $3 \%$ |
| $*$ | $20 \%$ |
| $25 \%$ | $3 \%$ |

Assets under management or supervision by asset class
Equity
Fixed income
Money mark
Alternatives ${ }^{(2)}$
Unit trusts
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total
(1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest.
(2) Includes a range of alternative investment products such as real estate funds, hedge funds, private equity funds, funds of hedge funds and funds of private equity funds.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16

| \$ | 230 | \$ | 226 | \$ | 226 | \$ | 239 | \$ | 245 | \$ | 265 | \$ | 254 | 12\% | (4\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 90 |  | 91 |  | 93 |  | 94 |  | 94 |  | 98 |  | 98 | 5\% | -- |
|  | 78 |  | 75 |  | 78 |  | 84 |  | 85 |  | 89 |  | 103 | 32\% | 16\% |
|  | 45 |  | 49 |  | 53 |  | 61 |  | 77 |  | 87 |  | 101 | 91\% | 16\% |
|  | 443 |  | 441 |  | 450 |  | 478 |  | 501 |  | 39 |  | 556 | 24\% | 3\% |
|  | 12 |  | 13 |  | 13 |  | 14 |  | 15 |  | 16 |  | 15 | 15\% | (6\%) |
| \$ | 455 | \$ | 454 | \$ | 463 | \$ | 492 | \$ | 516 | \$ | 555 | \$ | 571 | 23\% | 3\% |
|  | 0 |  | 0 |  | 0 |  | , |  | 5 |  | 5 |  | \% | * | 20\% |
| \$ | 455 | \$ | 454 | \$ | 463 | \$ | 496 | \$ | 521 | \$ | 560 | \$ | 577 | 25\% | 3\% |

$(6 \%)$
$(3 \%)$
$(1 \%)$
$3 \%$
$6 \%$
--
$23 \%$
$3 \%$
$16 \%$
$3 \%$
$20 \%$
3 3\%

## 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, 2006 | May 31, 2006 | Aug 31, 2006 | Nov 30, 2006 | Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | 3Q07 vs. 3Q06 | 3Q07 vs. 2Q07 |

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

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

| \$ | 65 | \$ | 63 | \$ | 61 | \$ | 63 | \$ | 62 | \$ | 67 | \$ | 63 | 3\% | (6\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 90 |  | 89 |  | 90 |  | 94 |  | 96 |  | 102 |  | 99 | 10\% | (3\%) |
|  | 47 |  | 51 |  | 55 |  | 58 |  | 61 |  | 67 |  | 66 | 20\% | (1\%) |
|  | 98 |  | 96 |  | 95 |  | 100 |  | 110 |  | 119 |  | 122 | 28\% | 3\% |
|  | 77 |  | 80 |  | 84 |  | 93 |  | 102 |  | 111 |  | 118 | 40\% | 6\% |
|  | 377 |  | 379 |  | 385 |  | 408 |  | 431 |  | 466 |  | 468 | 22\% | -- |
|  | 37 |  | 37 |  | 40 |  | 49 |  | 52 |  | 57 |  | 70 | 75\% | 23\% |
|  | 41 |  | 38 |  | 38 |  | 35 |  | 33 |  | 32 |  | 33 | (13\%) | 3\% |
|  | 78 |  | 75 |  | 78 |  | 84 |  | 85 |  | 89 |  | 103 | 32\% | 16\% |
|  | 455 |  | 454 |  | 463 |  | 492 |  | 516 |  | 555 |  | 571 | 23\% | 3\% |
|  | 129 |  | 127 |  | 142 |  | 153 |  | 153 |  | 157 |  | 162 | 14\% | 3\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 645 | \$ | 669 | \$ | 712 | \$ | 733 | 21\% | 3\% |
|  | 0 |  | 0 |  | 0 |  | 4 |  | 5 |  | 5 |  | 6 | * | 20\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 649 | \$ | 674 | \$ | 717 | \$ | 739 | 22\% | 3\% |
| \$ | 288 | \$ | 288 | \$ | 289 | \$ | 307 | \$ | 317 | \$ | 344 | \$ | 333 | 15\% | (3\%) |
|  | 105 |  | 106 |  | 109 |  | 111 |  | 111 |  | 116 |  | 118 | 8\% | 2\% |
|  | 82 |  | 79 |  | 83 |  | 89 |  | 90 |  | 94 |  | 109 | 31\% | 16\% |
|  | 45 |  | 49 |  | 53 |  | 61 |  | 77 |  | 87 |  | 101 | 91\% | 16\% |
|  | 520 |  | 522 |  | 534 |  | 568 |  | 595 |  | 641 |  | 661 | 24\% | 3\% |
|  | 12 |  | 13 |  | 13 |  | 14 |  | 15 |  | 16 |  | 15 | 15\% | (6\%) |
|  | 52 |  | 46 |  | 58 |  | 63 |  | 59 |  | 55 |  | 57 | (2\%) | 4\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 645 | \$ | 669 | \$ | 712 | \$ | 733 | 21\% | 3\% |
|  | 0 |  | 0 |  | 0 |  | 4 |  | 5 |  | 5 |  | 6 | * | 20\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 649 | \$ | 674 | \$ | 717 | \$ | 739 | 22\% | 3\% |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## Morgan Stanley

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

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | PercentageChange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | 3Q07 vs. 3Q06 | 3Q07 vs. 2Q07 |  | , 2006 |  | ,2007 |  |
| Investment banking ${ }^{(1)}$ | \$ | 0 | \$ | (33) | \$ | 0 | \$ | (6) | \$ | (2) | \$ | (16) | \$ | (38) | * | (138\%) | \$ | (33) | \$ | (56) | (70\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | (2) |  | (3) |  | (2) |  | (1) |  | 0 |  | 0 |  | 0 | * | -- |  | (7) |  | 0 | * |
| Investments |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Commissions |  | (7) |  | (8) |  | (7) |  | (7) |  | (7) |  | (6) |  | (6) | 14\% | -- |  | (22) |  | (19) | 14\% |
| Asset management, distribution and admin. fees |  | (51) |  | (35) |  | (40) |  | (40) |  | (43) |  | (42) |  | (37) | 8\% | 12\% |  | (126) |  | (122) | 3\% |
| Interest and dividends |  | (73) |  | (87) |  | (117) |  | (105) |  | (138) |  | (120) |  | (71) | 39\% | 41\% |  | (277) |  | (329) | (19\%) |
| Other |  | (2) |  | (6) |  | (4) |  | (3) |  | (5) |  | (3) |  | (3) | 25\% | -- |  | (12) |  | (11) | 8\% |
| Total revenues |  | (135) |  | (172) |  | (170) |  | (162) |  | (195) |  | (187) |  | (155) | 9\% | 17\% |  | (477) |  | (537) | (13\%) |
| Interest expense |  | (86) |  | (82) |  | (124) |  | (111) |  | (148) |  | (131) |  | (83) | 33\% | 37\% |  | (292) |  | (362) | (24\%) |
| Net revenues |  | (49) |  | (90) |  | (46) |  | (51) |  | (47) |  | (56) |  | (72) | (57\%) | (29\%) |  | (185) |  | (175) | 5\% |
| Total non-interest expenses |  | (66) |  | (72) |  | (59) |  | (62) |  | (53) |  | (63) |  | (58) | 2\% | 8\% |  | (197) |  | (174) | 12\% |
| Income before taxes |  | 17 |  | (18) |  | 13 |  | 11 |  | 6 |  | 7 |  | (14) | * | * |  | 12 |  | (1) | (108\%) |
| Provision for income taxes |  | 7 |  | (7) |  | 5 |  | 4 |  | 2 |  | 2 |  | (4) | (180\%) | * |  | 5 |  | - |  |
| Income from continuing operations | \$ | 10 | \$ | (11) | \$ | 8 | \$ | 7 | \$ | 4 | \$ | 5 | \$ | (10) | * | * | \$ | 7 | \$ | (1) | (114\%) |

(1) Included in the May 31, 2006 amount is $\$ 30$ million related to the sale of the Company's aircraft leasing business.

Included in the August 31, 2007 amount is $\$ 25$ million related to the spin-off of Discover Financial Services.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16

## Morgan Stanley

## MORGAN STANLEY

The following (page 14) presents a reconciliation for adjusted assets.

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

## MorganStanley

## MORGAN STANLEY

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

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

## Adjusted assets

## Common equity

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

(1) In the second quarter of fiscal 2007, the adjusted assets calculation was revised in order to reduce gross assets by the full amount of cash and securities deposited with clearing organizations or segregated under federal and other regulations or requirements. All prior periods have been restated to conform the current presentation.
(2) The Company views the junior subordinated debt issued to capital trusts as a component of its equity capital base
given the inherent characteristics of the securities. These characteristics include the long dated nature (some have final maturity
at issuance of thirty years extendible at the Company's option by a further nineteen years, others have a sixty year final maturity at issuance),
the Company's ability to defer coupon interest for up to 20 consecutive quarters, and the subordinated nature of the obligations in the capital
structure. The Company also receives rating agency equity credit for these securities
(3) 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 16

## Morgan Stanley

MORGAN STANLEY

This page represents an addendum to the $3 Q 2007$ Financial Supplement.

Fiscal 2007 compensation expense primarily includes the amortization related to fiscal 2004 awards, as well as fiscal 2005 awards and fiscal 2006 awards granted to
non-retirement-eligible employees, and an accrual for the estimated full cost of fiscal 2007 year-end equity awards expected to be granted to retirement-eligible employees in December 2007 .
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 $\mathbf{3 0}, 2006$.

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 |  |  |  | 40\% | 40\% | 18\% | 2\% | 100\% |
| 2006 |  |  |  |  | 40\% | 40\% | 18\% | 98\% |
| 2007 |  |  |  |  |  | 40\% | 40\% | 80\% |
| 2008 |  |  |  |  |  |  | 40\% | 40\% |


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

[^4]
## 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 19, 2007.


[^0]:    (1) Represents consolidated income from continuing operations before gain/(loss) from unconsolidated investees, taxes and gain/(loss) from discontinued operations.
    (2) Summation of the quarters' earnings per common share may not equal the annual amounts due to the averaging effect of the number of shares and share equivalents throughout the year
    (3) All periods have been restated to include the results of Discover Financial Services in discontinued operations.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
    Refer to Legal Notice page 16

[^1]:    (1) For the quarter ended Feb 28, 2007, the Company had reassessed the amount of capital required to support the market risks and credit risks in its Global Wealth Management business.

    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 capitaized. Economic capital is defined as the amount of capital needed to run the business through the business cycle and satisty 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 capita 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. Beginning in 1 Qo7, economic capital is met by regulatory Tier 1 equity (includuing common shareholders equity, certain preferred stock, eligible hybrid capital instruments and deductions of goodwill and certain intangibles and deferred tax assets), subject to regulatory limits. This enhancement to the Company's equity capital model and related disclosures has been made on a prospective basis.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Additionally, the average equity related to Discover Financial Services and Quilter Holdings Limited have been reclassed to discontinued operations in all periods.
    Refer to Legal Notice page 16 .

[^2]:    (1) Principal transactions investments revenue reflects net gain/(loss) on investments marked at fair value. The related investment asset balance for the quarters

[^3]:    (1) Refer to page 4 for the allocation of average common equity
    (2) Income before taxes as a $\%$ of net revenues.

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

[^4]:    Note: Reflects current award terms. The actual fiscal impact depends on several factors including, but not limited to, forfeitures, award terms and modifications Refer to Legal Notice page 16.

