## Morgan Stanley

## Updated as of October 09, 2008

## Financial Supplement - 3Q 2008

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 |
| 11-12 |  | Quarterly Asset Management Financial Information and Statistical Data |
| 13 |  | Quarterly Consolidated Assets Under Management or Supervision |
| 14 |  | Quarterly Intersegment Eliminations Income Statement Information |
| 15 |  | Quarterly Reconciliation of Adjusted Assets |
| 16 |  | Institutional Securities Subprime Analysis |
| 17 |  | Institutional Securities - Non-subprime Residential Mortgage Analysis |
| 18 |  | Institutional Securities CMBS and Commercial Whole Loan Analysis |
| 19 | ............... | Legal Notice |

## Morgan Stanley

## Net revenues

Global Wealth Management Group ${ }^{(2)}$
Asset Management
intersegment Eliminations
ne / (loss) before taxes ${ }^{3}$
Institutional Securitie
Gobal Weall Management Group
Asset Management
Consolidated income / (loss) before taxes
Earnings / (loss) applicable to common shareholders

Income from continuing operations
Discontinued operations ${ }^{(5)}$
Earnings per basic share

Income from continuing operations Discontinued operations ${ }^{(5)}$
Earnings per diluted share
Average common shares outstanding
Basic

Basic
Diluted
Period end common shares outstanding

Return on average common equity
from continuing operations
on overage common equity


ercentage Change From: | Nine Months Ended |
| :--- |
| Aug 31, 2008 |

Percentage


| \$ | 7,162 | \$ | 7,429 | \$ | 4,983 | \$ | $(3,425)$ | \$ | 6,213 | \$ | 3,625 | \$ | $\begin{aligned} & 5,911 \\ & 1,555 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,511 |  | 1,642 |  | 1,683 |  | 1,789 |  | 1,606 |  | 2,436 |  |  |
|  | 1,368 |  | 1,509 |  | 1,364 |  | 1,252 |  | 543 |  | 488 |  | 647 |
|  | (47) |  | (56) |  | (72) |  | (66) |  | (40) |  | (39) |  | (64) |
| \$ | 9,994 | \$ | 10,524 | \$ | 7,958 | \$ | (450) | \$ | 8,322 | \$ | 6,510 | \$ | 8,049 |


| \$ | 2,845 | \$ | 2,950 | \$ | 1,501 | \$ | $(6,479)$ | \$ | 2,117 | \$ | 679 | \$ | 2,183 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 226 |  | 264 |  | 287 |  | 378 |  | 254 |  | 989 |  | (34) |
|  | 379 |  | 303 |  | 491 |  | 294 |  | (161) |  | (227) |  | (204) |
|  | 6 |  | 7 |  | (14) |  | 3 |  | 4 |  | 5 |  | 3 |
| \$ | 3,456 | \$ | 3,524 | \$ | 2,265 | \$ | $(5,804)$ | \$ | 2,214 | \$ | 1,446 | \$ | 1,948 |
| \$ | 2,655 | \$ | 2,565 | \$ | 1,526 | \$ | $(3,605)$ | \$ | 1,534 | \$ | 1,01 | \$ | 1,41 |


| $\$$ | 2.28 | $\$$ | 2.35 | $\$$ | 1.45 | $\$$ | $(3.61)$ | $\$$ | 1.50 | $\$$ | 0.97 | $\$$ | 1.36 |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\$$ | 0.35 | $\$$ | 0.22 | $\$$ | 0.07 | $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | - |
| $\$$ | 2.63 | $\$$ | 2.57 | $\$$ | 1.52 | $\$$ | $(3.61)$ | $\$$ | 1.50 | $\$$ | 0.97 | $\$$ | 1.36 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |


| $\$$ | 2.17 | $\$$ | 2.24 | $\$$ | 1.38 | $\$$ | $(3.61)$ | $\$$ | 1.45 | $\$$ | 0.95 | $\$$ | 1.32 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 0.34 | $\$$ | 0.21 | $\$$ | 0.06 | $\$$ | - | $\$$ | - | $\$$ | - | $\$$ | - |
| $\$$ | 2.51 | $\$$ | 2.45 | $\$$ | 1.44 | $\$$ | $(3.61)$ | $\$$ | 1.45 | $\$$ | 0.95 | $\$$ | 1.32 |


| 1,009,186,993 | 996,544,761 | 1,002,330,181 | 999,553,568 | 1,020,802,234 | 1,038,145,038 | 1,042, |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,057,912,545 | 1,045,643,087 | 1,057,495,875 | 999,553,568 | 1,057,867,487 | 1,067,184,178 | 1,072,0 |
| 1,061,644,077 | 1,051,690,047 | 1,062,450,986 | 1,056,289,659 | 1,105,301,550 | 1,108,865,416 | 1,109,1 |


| 19\% | 63\% | \$ | 19,574 | \$ | 15,749 | (20\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (8\%) | (36\%) |  | 4,836 |  | 5,597 | 16\% |
| (53\%) | 33\% |  | 4,241 |  | 1,678 | (60\%) |
| 11\% | (64\%) |  | (175) |  | (143) | 18\% |
| 1\% | 24\% | \$ | 28,476 | \$ | 22,881 | (20\%) |
| 45\% | * | \$ | 7,296 | \$ | 4,979 | (32\%) |
| (112\%) | (103\%) |  | 777 |  | 1,209 | 56\% |
| (142\%) | 10\% |  | 1,173 |  | (592) | (150\%) |
| 121\% | (40\%) |  | (1) |  | 12 | * |
| (14\%) | 35\% | \$ | 9,245 | \$ | 5,608 | (39\%) |
| (7\%) | 40\% | \$ | 6,747 | \$ | 3,960 | (41\%) |
| (6\%) | 40\% | \$ | 6.08 | \$ | 3.83 | (37\%) |
| * | -- | \$ | 0.65 | \$ | - | * |
| (11\%) | 40\% | \$ | 6.73 | \$ | 3.83 | (43\%) |
| (4\%) | 39\% | \$ | 5.79 | \$ | 3.72 | (36\%) |
| * | -- | \$ | 0.61 | \$ | - | * |
| (8\%) | 39\% | \$ | 6.40 | \$ | 3.72 | (42\%) |
|  |  | 1,002,687,312 |  | 1,033,829,591 |  |  |
|  |  | $\begin{aligned} & 1,053,683,836 \\ & 1,062,450,986 \end{aligned}$ |  | $\begin{aligned} & 1,065,689,131 \\ & 1,109,155,431 \end{aligned}$ |  |  |
|  |  |  |  |  |

(1) The quarters ended May 31, 2008 and August 31 , 2008 include pre-tax gains of $\$ 744$ million and $\$ 745$ million, respectively, related to the follow-on offerings of MSCI
(2) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 748$ million on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management

The quarter ended August 31,2008 includes a charge of $\$ 277$ million related to the auction rate securities mettlement business, Morgan Stanley Wealth Management S.V., S.A.U. The quarter ended August 31,2008 includes a charge of $\$ 277$ million related to the auction rate securities settlement.
(3) Represents consolidated income / (loss) from continuing operations before gain / (loss) from unconsolidated investees, taxes and gain / (loss) from discontinued operations.

2007 is also affected by the loss reported for the quarter ended November 30 , 2007 .
2007 is also affected by the loss reported for the quarter ended November 30, 2007. As a result of this loss, basic and diluted shares outstanding are equal for this period.
(5) All periods have been restated to include the results of Discover Financial Services in discontinued operation.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

Refer to Legal Notice page 19.

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


[^0]Asia
Consolidated net revenues
Worldwide employees ${ }^{(1)}$
Total assets (millions)
Adjusted assets (millions) ${ }^{(5)}$
Tangible shareholders' equity (millions) ${ }^{66}$
Leverage Ratio ${ }^{(7)}$
Adjusted Leverage Ratio ${ }^{(8)}$
Shareholders' equity (millions)
Common equity (millions)
Period end common shares outstanding (millions) Book value per common share ${ }^{(9)}$
Total capital (millions) ${ }^{(10)}$

## Average liquidity

Parent company liquidity (billions)
Bank and other subsidiary liquidity (billions) Total liquidity (billions)

Average Daily 95\%/One-Day Value-at-Risk ("VaR" ${ }^{(11)}$ Primary Market Risk Category (\$ millions, pre-tax)

## Equity price

Equity price
Foreign exchange rate
Commodity price
Trading VaR
Non - trading VaR
$13 \%$
$8 \%$ $8 \%$
$(43 \%)$
 (43\%)

| 44,797 | 45,845 | 47,713 | 48,256 | 47,050 | 46,390 | 46,383 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |


|  | 44,797 |  | 45,845 |  | 47,713 |  | 48,256 |  | 47,050 |  | 46,390 |  | 46,383 |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\$$ | $1,182,061$ | $\$$ | $1,199,993$ | $\$$ | $1,185,131$ | $\$$ | $1,045,409$ | $\$$ | $1,090,896$ | $\$$ | $1,031,228$ | $\$$ | 987,403 |


| $\$$ | $1,182,061$ | $\$$ | $1,199,993$ | $\$$ | $1,185,131$ | $\$$ | $1,045,409$ | $\$$ | $1,090,896$ | $\$$ | $1,031,228$ | $\$$ | 987,403 |
| :--- | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 653,875 | $\$$ | 704,421 | $\$$ | 688,966 | $\$$ | 565,585 | $\$$ | 636,892 | $\$$ | 579,124 | $\$$ | 544,088 |

15\%

$\begin{array}{rlrlrlrlrlrlr}653,875 & \$ & 704,421 & \$ & 688,966 & \$ & 565,585 & \$ & 636,892 & \$ & 579,124 & \$ & 544,088 \\ 38,577 & \$ & 40,253 & \$ & 36,674 & \$ & 32,074 & \$ & 39,840 & \$ & 41,070 & \$ & 42,133 \\ 30.6 x & & 29,8 x & & 323 x & & 32,6 x & & 27,4 \mathrm{x} & & 251 \mathrm{x} & & 23,4 \mathrm{x}\end{array}$ $\begin{array}{lllllll}30.6 \mathrm{x} & 29.8 \mathrm{x} & 32.3 \mathrm{x} & 32.6 \mathrm{x} & 27.4 \mathrm{x} & 25.1 \mathrm{x} & 23.4 \mathrm{x} \\ 16.9 \mathrm{x} & 17.5 \mathrm{x} & 18.8 \mathrm{x} & 17.6 \mathrm{x} & 16.0 \mathrm{x} & 14.1 \mathrm{x} & \end{array}$ $\begin{array}{llllllllllllll}\$ & 37,954 & \$ & 39,511 & \$ & 35,250 & \$ & 31,269 & \$ & 33,280 & \$ & 34,493 & \$ & 35,765\end{array}$ | $\$$ | 37,854 | $\$$ | 38,411 | $\$$ | 35,250 | $\$$ | 31,269 | $\$$ | 33,280 | $\$$ | 34,493 | $\$$ | 35,765 | $1 \%$ | $4 \%$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ |  | $\$$ | 30,169 | $\$$ | 32,180 | $\$$ | 33,393 | $\$$ | 34,665 |  | $2 \%$ |  |  |  |  |


|  | 1,061.6 |  | 1,051.7 |  | 1,062.5 |  | 1,056.3 |  | 1,105.3 |  | 1,108.9 |  | 1,109.2 | 4\% | -- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 34.71 | \$ | 36.52 | \$ | 32.14 | \$ | 28.56 | \$ | 29.11 | \$ | 30.11 | \$ | 31.25 | (3\%) | 4\% |
| \$ | 77,270 | \$ | 187,250 | \$ | 187,480 | \$ | 191,085 | \$ | 198,210 | \$ | 210,131 | \$ | 202,588 | 8\% |  |


| $\$$ | 46 | $\$$ | 38 | $\$$ | 49 | $\$$ | 64 | $\$$ | 71 | $\$$ | 74 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |


$14 \%$
$88 \%$

| 32\% | 16,242 | \$ | 11,977 | (26\%) |
| :---: | :---: | :---: | :---: | :---: |
| \% | 8,077 |  | 7,931 | (2\%) |
| (11\%) | 4,157 |  | 2,973 | (28\%) |

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

Institutional Securities: investment banking - client location, equity capital markets - client location, debt capital markets - revenue recording location, sales \& trading - trading desk location Global Weath Management: financial advisor location
The quarters ended May 31, 2008 and August 31, 2008 include pre-tax gains of $\$ 744$ million and $\$ 745$ million, respectively, related to the follow-on offerings of MSCI Inc.
The quarter ended May 31,2008 includes a pre-tax gain of $\$ 748$ million on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U.
Adjusted assets exclude certain self-funded assets considered to have minimal market, credit and/or liquidity risk that are generally attributable to matched book and securities lang businesses as measured by aggregate resale agreements and securities borrowed less non-derivative short positions. See page 15 for further information.
Tangible shareholders' equity equals shareholders' equity plus junior subordinated debt issued to capital trusts less goodwill and intangible assets.
Leverage ratio equals total assets divided by tangible shareholders' equity
Adjusted leverage ratio equals adjusted assets divided by tangible shareholders' equity. reduced book value per common share by approximately $\$ 5.79$.
(10) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt.
(11) $95 \% /$ 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 trading positions if the portfolio were held constant for a one day period. For a further discussion of the calculation of VaR and the limitations of the
Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2007.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.

## MorganStanley

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

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Nine Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2008 |  |  |  |  | May 31, 2008 |  |  |  |  | Aug 31, 2008 |  |  |  |  |  |  |  |  |  |  |  |  | 2008 |  |
|  | $\begin{gathered} \begin{array}{c} \text { Average tier } 1 \\ \text { equity (billions) } \\ \text { (1) } \end{array} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (1) } \end{gathered}$ |  | {f6f20f61d-c010-4407-b190-03e1c2564858} Return on  <br>  average common  <br>  equity }$24 \%$ | $\begin{gathered} \begin{array}{c} \text { Average tier } 1 \\ \text { equity (bilions) } \\ (1) \end{array} \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (1) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average common } \\ \text { equity } \end{array} \\ 9 \% \end{gathered}$ | $\begin{aligned} & \hline \begin{array}{l} \text { Average tier } 1 \\ \text { equity (bilions) } \\ \text { (1) } \end{array} \\ & \hline \end{aligned}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (1) } \\ \hline \end{gathered}$ |  | {f50019141-0933-42eb-b6d8-6dc44567f81c} Return on  <br>  average common  <br>  equity }$29 \%$ |  |  |  |  |  | $\begin{gathered} \text { Average tier } 1 \\ \text { equity (billions) } \\ \text { (1) } \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { commonequity } \\ \text { (millions) (1) } \end{gathered}$ |  | $\frac{\text { Return on average }}{\text { common equity }}$ |
| Institutional Securities | \$ | 27.5 | \$ | 24.4 |  | \$ | 27.3 | s | 24.0 |  | \$ | 24.4 | \$ | 21.6 |  |  |  |  |  |  | \$ | 26.4 | \$ | ${ }^{23.3}$ |  |
| Global Weath Management Group |  | 1.6 |  | 1.5 | 42\% |  | 1.7 |  | 1.5 | 172\% |  | 1.7 |  | 1.4 | * |  |  |  |  |  |  | 1.7 |  | 1.5 | 70\% |
| Asset Management |  | 3.2 |  | 3.8 | * |  | 3.1 |  | 3.4 | * |  | 4.3 |  | 4.2 | * |  |  |  |  |  |  | 3.5 |  | 3.8 | * |
| Unallocated capital |  | 1.5 |  | 1.5 |  |  | 3.9 |  | 3.9 |  |  | 7.1 |  | 7.1 |  |  |  |  |  |  |  | 4.2 |  | 4.2 |  |
| Total - continuing operations |  | 33.8 |  | 31.2 | 20\% |  | 36.0 |  | 32.8 | 12\% |  | 37.5 |  | 34.3 | 16\% |  |  |  |  |  |  | 35.8 |  | 32.8 | 16\% |
| Discontinued operations |  | 0.0 |  | 0.0 |  |  | 0.0 |  | 0.0 |  |  | 0.0 |  | 0.0 |  |  |  |  |  |  |  | 0.0 |  | 0.0 |  |
| Firm | \$ | 33.8 | \$ | 31.2 | 20\% | \$ | 36.0 | \$ | 32.8 | 12\% | \$ | 37.5 | \$ | 34.3 | 16\% |  |  |  |  |  | \$ | 35.8 | \$ | 32.8 | 16\% |
|  |  |  |  |  |  |  |  |  |  | Quarte | End |  |  |  |  |  |  |  |  |  |  |  |  | SEnd |  |
|  |  |  |  | 8, 2007 |  |  |  |  | 2007 |  |  |  |  | 1,2007 |  |  |  |  |  |  |  |  |  | 2007 |  |
|  |  |  |  | $\begin{aligned} & \text { rage } \\ & \text { nequity } \\ & \text { is) (1) } \end{aligned}$ | Return on average common equity |  |  |  | rage <br> n equity <br> s) (1) | $\xrightarrow{$ Return on  <br>  average common  <br>  equity $}$ |  |  |  | $\begin{aligned} & \text { age } \\ & \text { cequity } \\ & \text { s) (1) } \end{aligned}$ | Return on <br> average common <br> equity |  |  |  |  | $\xlongequal{$ Return on  <br>  average common  <br>  equity $}$ |  |  |  | $\begin{aligned} & \text { ge } \\ & \text { equity } \\ & \text { (1) } \end{aligned}$ | $\begin{array}{l}\text { Return on average } \\ \text { common equity }\end{array}$ |
| Institutional Securities | \$ | 21.0 | \$ | 20.0 | 38\% | \$ | 23.7 | s | 22.8 | 35\% | \$ | 25.7 | \$ | 25.1 | 16\% | \$ | 28.0 | \$ | 27.7 | * | \$ | 23.5 | \$ | 22.6 | 29\% |
| Global Weath Management Group |  | 1.5 |  | 1.7 | 32\% |  | 1.5 |  | 1.6 | 40\% |  | 1.6 |  | 1.7 | 39\% |  | 1.6 |  | 1.7 | 52\% |  | 1.5 |  | 1.7 | 37\% |
| Asset Management |  | 2.3 |  | 3.0 | 31\% |  | 2.7 |  | 3.4 | 23\% |  | 2.8 |  | 3.6 | 35\% |  | 3.1 |  | 3.9 | 18\% |  | 2.6 |  | 3.3 | 30\% |
| Unallocated capital |  | 5.1 |  | 5.1 |  |  | 4.2 |  | 4.2 |  |  | 3.5 |  | 3.5 |  |  | (0.4) |  | ${ }^{(0.4)}$ |  |  | 4.2 |  | 4.2 |  |
| Total - continuing operations |  | 29.9 |  | 29.8 | $31 \%$ |  | 32.1 |  | 32.0 | 29\% |  | 33.6 |  | 33.9 | 17\% |  | 32.3 |  | 32.9 | * |  | 31.8 |  | 31.8 | 26\% |
| Discontinued operations |  | 4.6 |  | 5.7 |  |  | 4.5 |  | 5.4 |  |  | 1.6 |  | 1.9 |  |  | 0.0 |  | 0.0 |  |  | 3.6 |  | 4.4 |  |
| Firm | \$ | 34.5 | \$ | 35.5 | 30\% | \$ | 36.6 | \$ | 37.4 | 27\% | \$ | 35.2 | \$ | 35.8 | 17\% | \$ | 32.3 | \$ | 32.9 | * | \$ | 35.4 | \$ | 36.2 | 25\% |

(1) The Company's economic capital framework estimates the amount of equity capital required to support the businesses over a wide range of market environments while simultaneously satisfying regulatory, rating agency and investor requirements. Economic capital is assigned to each segment based on regulatory capital usage plus additional capital for stress losses. Economic capital requirements are met by regulatory Tier 1 equity (including common shareholders' equity, certain preferred stock, eligible hybrid capital instruments and deductions of certain goodwill, intangible assets and net deferred tax assets), subject to regulatory linits. The framework will evolve over time in response to changes in the business and regulatory environment and to incorporate improvements in modeling techniques.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Additionally, the average equity related to Discover Financial Services and Quilter Holdings Limited have been reclassed to discontinued operations in all periods. Refer to Legal Notice page 19.

Investment banking
Investment banking
Principal transactions
Trading
Investment
Investm
missions
Asset management, distribution and admin. fees
Interest and dividends
Other ${ }^{(2)}$
Interest expense
Net revenues
Total non-interest expenses
Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and taxes
Gain / (loss) from unconsolidated investees
Income / (loss) before taxes
Provision / (benefiti) for income taxes
Income / (loss) from continuing operations ${ }^{(3)}$
Return on average common equity ${ }^{(4)}$
Pre-tax profit margin ${ }^{(5)}$

| Quarter Ended ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  | 3 Q 08 vs . 3Q07 | 3 3008 vs. 2 Q08 |  | , 2007 |  | , 2008 |  |
| 1,032 | \$ | 1,704 | \$ | 1,439 | \$ | 1,363 | \$ | 980 | \$ | 875 | \$ | 1,032 | (28\%) | 18\% | \$ | 4,175 | \$ | 2,887 | (31\%) |
| 4,029 |  | 4,705 |  | 1,236 |  | $(7,230)$ |  | 3,394 |  | 1,309 |  | 2,449 | 98\% | 87\% |  | 9,970 |  | 7,152 | (28\%) |
| 350 |  | 396 |  | 217 |  | 496 |  | (141) |  | (257) |  | (245) | * | 5\% |  | 963 |  | (643) | (167\%) |
| 691 |  | 766 |  | 911 |  | 894 |  | 840 |  | 813 |  | 759 | (17\%) | (7\%) |  | 2,368 |  | 2,412 | 2\% |
| 25 |  | 25 |  | 24 |  | 29 |  | 31 |  | 34 |  | 33 | 38\% | (3\%) |  | 74 |  | 98 | 32\% |
| 14,021 |  | 15,193 |  | 14,141 |  | 15,776 |  | 13,660 |  | 9,793 |  | 9,461 | (33\%) | (3\%) |  | 43,355 |  | 32,914 | (24\%) |
| 205 |  | 266 |  | 222 |  | 290 |  | 209 |  | 975 |  | 927 | * | (5\%) |  | 693 |  | 2,111 | * |
| 20,353 |  | 23,055 |  | 18,190 |  | 11,618 |  | 18,973 |  | 13,542 |  | 14,416 | (21\%) | 6\% |  | 61,598 |  | 46,931 | (24\%) |
| 13,191 |  | 15,626 |  | 13,207 |  | 15,043 |  | 12,760 |  | 9,917 |  | 8,505 | (36\%) | (14\%) |  | 42,024 |  | 31,182 | (26\%) |
| 7,162 |  | 7,429 |  | 4,983 |  | $(3,425)$ |  | 6,213 |  | 3,625 |  | 5,911 | 19\% | 63\% |  | 19,574 |  | 15,749 | (20\%) |
| 4,317 |  | 4,479 |  | 3,482 |  | 3,054 |  | 4,096 |  | 2,946 |  | 3,728 | 7\% | 27\% |  | 12,278 |  | 10,770 | (12\%) |
| 2,845 |  | 2,950 |  | 1,501 |  | $(6,479)$ |  | 2,117 |  | 679 |  | 2,183 | 45\% | * |  | 7,296 |  | 4,979 | (32\%) |
| (26) |  | (20) |  | (19) |  | 18 |  | 2 |  | 19 |  | 8 | 142\% | (58\%) |  | (65) |  | 29 | 145\% |
| 2,819 |  | 2,930 |  | 1,482 |  | $(6,461)$ |  | 2,119 |  | 698 |  | 2,191 | 48\% | * |  | 7,231 |  | 5,008 | (31\%) |
| 878 |  | 932 |  | 483 |  | $(2,463)$ |  | 627 |  | 160 |  | 618 | 28\% | * |  | 2,293 |  | 1,405 | (39\%) |
| 1,941 | \$ | 1,998 | \$ | 999 | \$ | $(3,998)$ | \$ | 1,492 | \$ | 538 | \$ | 1,573 | 57\% | 192\% | \$ | 4,938 | \$ | 3,603 | (27\%) |
| 38\% |  | 35\% |  | 16\% |  | * |  | 24\% |  | $9 \%$ |  | 29\% |  |  |  | 29\% |  | 20\% |  |
| 40\% |  | 40\% |  | 30\% |  | * |  | 34\% |  | 19\% |  | 37\% |  |  |  | 37\% |  | 32\% |  |

(1) Principal transactions investments revenue reflects net gain / (loss) on investments marked at fair value. The related investment asset balance for the quarters ended Feb 28, 2007, May 31, 2007, Aug 31, 2007, Nov 30,2007 , Feb 29,2008 , May 31,2008 and Aug 31,2008 are $\$ 4.4$ billion, $\$ 5.9$ billion, $\$ 8.2$ billion, $\$ 9.7$ billion, $\$ 10.3$ billion, $\$ 10.1$ billion and $\$ 12.6$ billion, respectively.
The . 20 arters ended May 31,2008 and Agust 31,2008 include pre-tax gains of $\$ 744$ million and $\$ 745$ million, respectively, related to the follow-on offerings of MSCI Inc.
(2) The quarters ended May 31,2008 and A August 31,200
(3) Excludes gain / (loss) from discontinued operations.
(3) Excludes gain / (loss) from discontinued operations.
(4) Refer to page 4 for the allocation of average common equity.
(5) Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and taves,
(5) Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees and taxes, as a $\%$ of net revenues.
te: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.


| Nine Months Ended |
| :--- |
| Aug 31, $2007 \quad$ Aug 31, 2008 |



Fiscal View

Mergers and acquisitions announced transactions
Morgan Stanley global market volume (billions)
Market share
Rank
Mergers and acquisitions completed transactions
Morgan Stanley global market volume (billions) Rank
Global equity and related issues
Morgan Stanley global market volume (billions)
Market share Market share
Rank
Global IPO's
Morgan Stanley global market volume (billions) \$ Market Share
Market
Rank
Global debt
Morgan Stanley global market volume (billions)
Market share
Rank
489.1
$38.4 \%$
327.7
$28.4 \%$
282.1
$34.0 \%$
5
\$ 8
7 206.2
$25.3 \%$ 163.8
$18.3 \%$ ) $\$$ $\begin{array}{ccccccccccc}209.2 & \$ & 365.3 & \$ & 249.7 & \$ & 503.4 & \$ & 177.0 & \$ & 104.7 \\ 22.6 \% & & 39.1 \% & & 25.8 \% & & 44.9 \% & 25.0 \% & 16.8 \% & & 301.7 \\ 4 & & 1 & & 2 & & 2 & & 4 & & 9\end{array}$

Includes principal transactions trading, commissions and net interest revenue. Other sales and trading net revenue primarily includes net losses from the mark-to-market of loans and closed and pipeline commitments and related hedges, and results related to Investment Banking and other activities.
(2) Source: Thomson Reuters, data as of September 3, 2008

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.

## MorganStanley

Investment grade
Non-investment grade
Total corporate funded loans

Corporate lending commitments
Investment grade
Non-investment grade
Total corporate lending commitments
Corporate funded loans plus lending commitments Investment grade Non-investment grade ${ }^{(2)}$
\% investment grade
\% non-investment grade
Total corporate funded loans and lending commitments
Hedges ${ }^{(3)}$
Total corporate funded loans and lending commitments net of hedges

## MORGAN STANLEY

Quarterly Financial Information and Statistical Data

## Institutional Securities - Corporate Lending ${ }^{(1)}$

unaudited, dollars in billions)

Quarter Ended<br>Feb 28, 2007 May 31, 2007 Aug 31, 2007 Nov 30, 2007 Feb 29, 2008 May 31, 2008 Aug 31, 2008

| \$ | 6.2 | \$ | 13.7 | \$ | 11.1 | \$ | 13.0 | \$ | 15.6 | \$ | 14.6 | \$ | 9.3 | (16\%) | (36\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3.9 |  | 4.9 |  | 7.5 |  | 10.9 |  | 10.7 |  | 10.3 |  | 10.4 | 39\% | 1\% |
| \$ | 10.1 | \$ | 18.6 | \$ | 18.6 | \$ | 23.9 | \$ | 26.3 | \$ | 24.9 | \$ | 19.7 | 6\% | (21\%) |
| \$ | 31.5 | \$ | 42.1 | \$ | 50.4 | \$ | 50.2 | \$ | 44.2 | \$ | 39.9 | \$ | 39.5 | (22\%) | (1\%) |
|  | 25.5 |  | 32.4 |  | 35.7 |  | 20.0 |  | 15.3 |  | 12.0 |  | 10.9 | (69\%) | (9\%) |
| \$ | 57.0 | \$ | 74.5 | \$ | 86.1 | \$ | 70.2 | \$ | 59.5 | \$ | 51.9 | \$ | 50.4 | (41\%) | (3\%) |
| \$ | 37.7 | \$ | 55.8 | \$ | 61.5 | \$ | 63.2 | \$ | 59.8 | \$ | 54.5 | \$ | 48.8 | (21\%) | (10\%) |
| \$ | 29.4 | \$ | 37.3 | \$ | 43.2 | \$ | 30.9 | \$ | 26.0 | \$ | 22.3 | \$ | 21.3 | (51\%) | (4\%) |
|  | 56\% |  | 60\% |  | 59\% |  | 67\% |  | 70\% |  | 71\% |  | 70\% |  |  |
|  | 44\% |  | 40\% |  | 41\% |  | 33\% |  | 30\% |  | 29\% |  | 30\% |  |  |
| \$ | 67.1 | \$ | 93.1 | \$ | 104.7 | \$ | 94.1 | \$ | 85.8 | \$ | 76.8 | \$ | 70.1 | (33\%) | (9\%) |
| \$ | 29.9 | \$ | 34.2 | \$ | 37.5 | \$ | 37.6 | \$ | 40.6 | \$ | 36.7 | \$ | 34.1 | (9\%) | (7\%) |
| \$ | 37.2 | \$ | 58.9 | \$ | 67.2 | \$ | 56.5 | \$ | 45.2 | \$ | 40.1 | \$ | 36.0 | (46\%) | (10\%) |

[^1]Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.
(unaudited, dollars in millions)


[^2]
## MORGAN STANLEY

Quarterly Financial Information and Statistical Data
Global Wealth Management Group
(unaudited)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 28, 2007 | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  | 3Q08 vs. 3Q07 | 3Q08 vs. 2 Q08 |
| Global representatives ${ }^{(1)}$ |  | 7,993 |  | 8,137 |  | 8,341 |  | 8,429 |  | 8,456 |  | 8,350 |  | 8,500 | 2\% | 2\% |
| Annualized revenue per global representative (thousands) ${ }^{(2)}$ | \$ | 758 | \$ | 814 | \$ | 817 | \$ | 853 | \$ | 761 | \$ | 810 |  | 741 | (9\%) | (9\%) |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 210 |  | 223 |  | 228 |  | 247 |  | 229 |  | 235 |  | 223 | (2\%) | (5\%) |
| \$1m-\$10m |  | 248 |  | 268 |  | 265 |  | 275 |  | 262 |  | 276 |  | 261 | (2\%) | (5\%) |
| Subtotal - > \$1m |  | 458 |  | 491 |  | 493 |  | 522 |  | 491 |  | 511 |  | 484 | (2\%) | (5\%) |
| \$100k - \$1m |  | 174 |  | 180 |  | 182 |  | 179 |  | 175 |  | 176 |  | 171 | (6\%) | (3\%) |
| < \$100k |  | 26 |  | 24 |  | 24 |  | 23 |  | 23 |  | 22 |  | 22 | (8\%) | -- |
| Client assets excluding corporate / other |  | 658 |  | 695 |  | 699 |  | 724 |  | 689 |  | 709 |  | 677 | (3\%) | (5\%) |
| Corporate / other |  | 32 |  | 33 |  | 35 |  | 34 |  | 33 |  | 30 |  | 30 | (14\%) | -- |
| Total client assets (billions) | \$ | 690 | \$ | 728 | \$ | 734 | \$ | 758 | \$ | 722 | \$ | 739 |  | 707 | (4\%) | (4\%) |
| $\%$ of assets by client segment $>\$ 1 \mathrm{~m}^{(3)}$ |  | 70\% |  | 71\% |  | 71\% |  | 72\% |  | 71\% |  | 72\% |  | 71\% |  |  |
| Fee-based client account assets (billions) ${ }^{(4)}$ | \$ | 202 | \$ | 210 | \$ | 211 | \$ | 201 | \$ | 185 | \$ | 194 |  | 186 | (12\%) | (4\%) |
| Fee-based assets as a \% of client assets |  | 29\% |  | 29\% |  | 29\% |  | 27\% |  | 26\% |  | 26\% |  | 26\% |  |  |
| Bank deposit program (millions) | \$ | 16,364 | \$ | 18,226 | \$ | 19,409 | \$ | 26,160 | \$ | 33,365 | \$ | 34,334 |  | 36,036 | 86\% | 5\% |
| Client assets per global representative (millions) ${ }^{(5)}$ | \$ | 86 | \$ | 89 | \$ | 88 | \$ | 90 | \$ | 85 | \$ | 89 |  | 83 | (6\%) | (7\%) |
| Domestic retail net new assets (billions) ${ }^{(6)}$ | \$ | 6.7 | \$ | 8.7 | \$ | 14.6 | \$ | 10.0 | \$ | 11.4 | \$ | 13.3 |  | 13.7 | (6\%) | 3\% |
| Domestic retail locations |  | 451 |  | 453 |  | 455 |  | 451 |  | 447 |  | 459 |  | 464 | 2\% | 1\% |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.

MORGAN STANLEY

## Quarterly Asset Management Income Statement Information

(unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Nine M |  |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | Aug 31, 2008 (2) |  | 3Q08 vs. 3Q07 | 3Q08 vs. 2Q08 | Aug 31, 2007 |  | Aug 31, 2008 (2) |  | Change |
| Investment banking | \$ | 31 | \$ | 61 | \$ | 92 | \$ | 80 | \$ | 26 | \$ | 30 | \$ | 23 | (75\%) | (23\%) | \$ | 184 | \$ | 79 | (57\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading ${ }^{(3)}$ |  | 0 |  | 0 |  | 0 |  | (129) |  | (179) |  | (113) |  | 13 | * | 112\% |  | 0 |  | (279) | * |
| Investments |  | 532 |  | 588 |  | 338 |  | 316 |  | (201) |  | (204) |  | (199) | (159\%) | 2\% |  | 1,458 |  | (604) | (141\%) |
| Commissions |  | 6 |  | 6 |  | 6 |  | 5 |  | 4 |  | 5 |  | 3 | (50\%) | (40\%) |  | 18 |  | 12 | (33\%) |
| Asset management, distribution and admin. fees |  | 768 |  | 844 |  | 926 |  | 986 |  | 845 |  | 779 |  | 742 | (20\%) | (5\%) |  | 2,538 |  | 2,366 | (7\%) |
| Interest and dividends |  | 14 |  | 29 |  | 14 |  | 17 |  | 15 |  | 16 |  | 16 | 14\% | -- |  | 57 |  | 47 | (18\%) |
| Other |  | 34 |  | 18 |  | 10 |  | 13 |  | 71 |  | 15 |  | 157 | * | * |  | 62 |  | 243 | * |
| Total revenues |  | 1,385 |  | 1,546 |  | 1,386 |  | 1,288 |  | 581 |  | 528 |  | 755 | (46\%) | 43\% |  | 4,317 |  | 1,864 | (57\%) |
| Interest expense |  | 17 |  | 37 |  | 22 |  | 36 |  | 38 |  | 40 |  | 108 | * | 170\% |  | 76 |  | 186 | 145\% |
| Net revenues |  | 1,368 |  | 1,509 |  | 1,364 |  | 1,252 |  | 543 |  | 488 |  | 647 | (53\%) | 33\% |  | 4,241 |  | 1,678 | (60\%) |
| Total non-interest expenses |  | 989 |  | 1,206 |  | 873 |  | 958 |  | 704 |  | 715 |  | 851 | (3\%) | 19\% |  | 3,068 |  | 2,270 | (26\%) |
| Income / (loss) before taxes |  | 379 |  | 303 |  | 491 |  | 294 |  | (161) |  | (227) |  | (204) | (142\%) | 10\% |  | 1,173 |  | (592) | (150\%) |
| Provision / (benefit) for income taxes |  | 149 |  | 105 |  | 174 |  | 113 |  | (58) |  | (94) |  | (63) | (136\%) | 33\% |  | 428 |  | (215) | (150\%) |
| Income / (loss) from continuing operations | \$ | 230 | \$ | 198 | \$ | 317 | \$ | 181 | \$ | (103) | \$ | (133) | \$ | $\xrightarrow{(141)}$ | (144\%) | (6\%) | \$ | 745 | \$ | (377) | (151\%) |
| Return on average common equity ${ }^{(4)}$ |  | 31\% |  | 23\% |  | 35\% |  | 18\% |  | * |  | * |  | * |  |  |  | 30\% |  | * |  |
| Pre-tax profit margin ${ }^{(5)}$ |  | 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, Aug 31, 2007, Nov 30, 2007, Feb 29, 2008, May 31, 2008 and Aug 31,
2008 are $\$ 2.9$ billion, $\$ 3.9$ billion, $\$ 4.6$ billion, $\$ 4.5$ billion, $\$ 4.4$ billion, $\$ 5.1$ billion and $\$ 5.1$ billion, respectively
(2) The quarter ended August 31, 2008 includes the operating results of the Crescent Real Estate Limited Partnerships which was included in the Company's consolidated results begininning May 31 , 2008.
(3) Trading results for the quarters ended November 30, 2007, February 29, 2008, May 31, 2008 and August 31, 2008 include losses related to securities issued by structured investment vehicles.
(4) Refer to page 4 for the allocation of average common equity.
(5) Income / (loss) before taxes as a $\%$ of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation
Refer to Legal Notice page 19.
morgan stanley
Quarterly Financial Information and Statistical Data
Asset Management
(unaudited, dollars in billions)
Quarter Ended

## Assets under management or supervision

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

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19
MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Asset Management
(unaudited, dollars in billions)

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | May 31, 2008 | Aug 31, 2008 | $3 \mathrm{Q} 08 \mathrm{vs}$. | 3 3Q08 vs. 2 Q08 | Aug 31, 2007 | Aug 31, 2008 | Change |

## Assets under management or supervision

Net flows by asset class
Core Asset Management
Equity
Fixed income
Altermatives ${ }^{(2)}$
Unit trusts
Total Core Asset Management


| 20\% | 11\% | \$ | (10.7) | \$ | (17.6) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (56\%) | (64\%) |  | 20.0 |  | 31.4 |
| (85\%) | (70\%) |  | 13.1 |  | 8.2 |
| * | * |  | 1.5 |  | (0.9) |
| (91\%) | (91\%) |  | 23.9 |  | 21.1 |

Total Core Asset Management
Merchant Banking
Private Equity
Infrastructure
Real Estate
Total Merchant Banking
Total net flows

(91\%)
(94\%)
(92\%)
Assets under management or supervision by asset clas
Core Asset Management
Equity
Fixed income
,
Unit trusts
Total Core Asset Management


| $(19 \%)$ | $(14 \%)$ |
| :---: | ---: |
| $15 \%$ | $2 \%$ |
| $11 \%$ | $(4 \%)$ |
| $(20 \%)$ | $(14 \%)$ |
| $(3 \%)$ | $(6 \%)$ |

Merchant Banking
Private Equity
Infrastructure
Total Merchant Banking
Total Assets Under Management/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 hedge funds, funds of hedge funds and funds of private equity funds.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19

MorganStanley

Morgan Stanley
Quarterly Financial Information and Statistical Data Consolidated Assets Under Management or Supervision

## (unaudited, dollars in billions)

\author{

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | Feb 29, 2008 | May 31, 2008 | Aug 31, 2008 | 3Q08 vs. 3Q07 | 3Q08 vs. 2Q0 | Feb 28, 2007 May 31, 2007 Aug 31, 2007 Nov 30, 2007 Feb 29, 2008 May 31, 2008 Aug 31, 2008 3Q08 vs. 3Q07 3Q08 vs. 2Q08

}

Assets under management or supervision by distribution channel
Morgan Stanley Retail \& Intermediary
Van Kampen Retail \& Intermediary
Retail money markets
Total Americas Retail

## U.S. Institutional

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

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

| \$ | 75 | \$ | 80 | \$ | 80 | \$ | 81 | \$ | 75 | \$ | 76 | \$ | 68 | (15\%) | (11\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 144 |  | 155 |  | 149 |  | 150 |  | 135 |  | 138 |  | 123 | (17\%) | (11\%) |
|  | 34 |  | 32 |  | 33 |  | 31 |  | 33 |  | 37 |  | 36 | 9\% | (3\%) |
| \$ | 253 | \$ | 267 | \$ | 262 | \$ | 262 | \$ | 243 | \$ | 251 | \$ | 227 | (13\%) | (10\%) |
|  | 109 |  | 119 |  | 121 |  | 128 |  | 123 |  | 127 |  | 117 | (3\%) | (8\%) |
|  | 52 |  | 57 |  | 70 |  | 68 |  | 76 |  | 89 |  | 98 | 40\% | 10\% |
|  | 102 |  | 112 |  | 118 |  | 132 |  | 128 |  | 131 |  | 121 | 3\% | (8\%) |
| \$ | 516 | \$ | 555 | \$ | 571 | \$ | 590 | \$ | 570 | \$ | 598 | \$ | 563 | (1\%) | (6\%) |
|  | 153 |  | 157 |  | 162 |  | 185 |  | 172 |  | 174 |  | 166 | 2\% | (5\%) |
| \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | \$ | 742 | \$ | 772 | \$ | 729 | (1\%) | (6\%) |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 |  | 7 |  | 7 | 17\% | -- |
| \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | \$ | 749 | \$ | 779 | \$ | 736 | -- | (6\%) |

(6\%)

$$
\begin{aligned}
& \$ \quad 67 \\
& \hline \hline
\end{aligned}
$$

$\$ \quad 674$ | $\$ \quad 717$ |
| :--- | \$ $\quad 739$ \$ 782 $\qquad$ $\$ \quad 779$ | $\$ \quad 736$ |
| :--- |

(11\%)

| \$ | 317 | \$ | 344 | \$ | 333 | \$ | 355 | \$ | 316 | \$ | 327 | \$ | 288 | (14\%) | (12\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 201 |  | 210 |  | 227 |  | 235 |  | 241 |  | 261 |  | 265 | 17\% | 2\% |
|  | 54 |  | 58 |  | 63 |  | 67 |  | 69 |  | 73 |  | 70 | 11\% | (4\%) |
|  | 2 |  | 2 |  | 3 |  | 4 |  | 3 |  | 3 |  | 3 | -- | -- |
|  | 0 |  | 1 |  | 1 |  | 2 |  | 3 |  | 4 |  | 4 | * | -- |
|  | 21 |  | 26 |  | 34 |  | 36 |  | 37 |  | 38 |  | 37 | 9\% | (3\%) |
|  | 595 |  | 641 |  | 661 |  | 699 |  | 669 |  | 706 |  | 667 | 1\% | (6\%) |
|  | 15 |  | 16 |  | 15 |  | 15 |  | 14 |  | 14 |  | 12 | (20\%) | (14\%) |
|  | 59 |  | 55 |  | 57 |  | 61 |  | 59 |  | 52 |  | 50 | (12\%) | (4\%) |
| \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | \$ | 742 | \$ | 772 | \$ | 729 | (1\%) | (6\%) |
|  | 5 |  | 5 |  | 6 |  | 7 |  | 7 |  | 7 |  | 7 | 17\% | -- |
| \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | \$ | 749 | \$ | 779 | \$ | 736 | -- | (6\%) |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19.

## MORGAN STANLEY

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

|  |  |  |  |  |  | Quarter Ended <br> Nov 30, 2007 |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  |  |  | Feb 29, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  | 3Q08 vs. 3Q07 | 3Q08 vs. 2Q08 |  | 2007 |  | 2008 |  |
| \$ | (2) | \$ | (16) | \$ | (38) | \$ | (3) | \$ | (1) | \$ | (8) | \$ | (14) | 63\% | (75\%) | \$ | (56) | \$ | (23) | 59\% |
|  | 0 |  | 0 |  | 0 |  | (3) |  | (2) |  | (3) |  | (1) | * | 67\% |  | 0 |  | (6) | * |
|  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | - |  | 0 | -- | -- |  | 0 |  | 0 | -- |
|  | (7) |  | (6) |  | (6) |  | (17) |  | (8) |  | (9) |  | (18) | (200\%) | (100\%) |  | (19) |  | (35) | (84\%) |
|  | (43) |  | (42) |  | (37) |  | (53) |  | (42) |  | (43) |  | (45) | (22\%) | (5\%) |  | (122) |  | (130) | (7\%) |
|  | (138) |  | (120) |  | (71) |  | (14) |  | (12) |  | (11) |  | (12) | 83\% | (9\%) |  | (329) |  | (35) | 89\% |
|  | (5) |  | (3) |  | (3) |  | (2) |  | (2) |  | 8 |  | (2) | 33\% | (125\%) |  | (11) |  | 4 | 136\% |
|  | (195) |  | (187) |  | (155) |  | (92) |  | (67) |  | (66) |  | (92) | 41\% | (39\%) |  | (537) |  | (225) | 58\% |
|  | (148) |  | (131) |  | (83) |  | (26) |  | (27) |  | (27) |  | (28) | 66\% | (4\%) |  | (362) |  | (82) | 77\% |
|  | (47) |  | (56) |  | (72) |  | (66) |  | (40) |  | (39) |  | (64) | 11\% | (64\%) |  | (175) |  | (143) | 18\% |
|  | (53) |  | (63) |  | (58) |  | (69) |  | (44) |  | (44) |  | (67) | (16\%) | (52\%) |  | (174) |  | (155) | 11\% |
|  | 6 |  | 7 |  | (14) |  | 3 |  | 4 |  | 5 |  | 3 | 121\% | (40\%) |  | (1) |  | 12 | * |
|  | 2 |  | 2 |  | (4) |  | 1 |  | 1 |  | 3 |  | 1 | 125\% | (67\%) |  | - |  | 5 | * |
| \$ | 4 | \$ | 5 | \$ | (10) | \$ | 2 | \$ | 3 | \$ | 2 | \$ | 2 | 120\% | -- | \$ | (1) | \$ | 7 | * |

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

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 19

## Morgan Stanley

## MORGAN STANLEY

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

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

## Morgan Stanley

## otal 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 ther regulations or requirements
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 ${ }^{(1)(2)}$
Subtotal

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

## MORGAN STANLEY

## uarterly Reconciliation of Adjusted Assets

 unaudited, dollars in millions, except ratios)|  |  |  |  |  |  |  | ter Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | Feb 29, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  |
| \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 | \$ | 1,090,896 | \$ | 1,031,228 | \$ | 987,403 |
|  | $(193,162)$ |  | $(144,051)$ |  | $(176,910)$ |  | $(126,887)$ |  | $(143,097)$ |  | $(165,928)$ |  | $(179,540)$ |
|  | $(277,093)$ |  | $(252,213)$ |  | $(257,032)$ |  | $(239,994)$ |  | $(243,695)$ |  | $(257,796)$ |  | $(241,051)$ |
|  | 157,807 |  | 166,549 |  | 176,097 |  | 134,341 |  | 171,111 |  | 161,748 |  | 150,426 |
|  | $(51,574)$ |  | $(58,919)$ |  | $(62,088)$ |  | $(71,604)$ |  | $(89,392)$ |  | $(77,439)$ |  | $(68,401)$ |
|  | 818,039 |  | 911,359 |  | 865,198 |  | 741,265 |  | 785,823 |  | 691,813 |  | 648,837 |
|  | $(35,739)$ |  | $(47,114)$ |  | $(43,229)$ |  | $(61,608)$ |  | $(60,964)$ |  | $(53,393)$ |  | $(58,798)$ |
|  | $(124,163)$ |  | $(155,692)$ |  | $(129,552)$ |  | $(110,001)$ |  | $(83,906)$ |  | $(55,406)$ |  | $(41,955)$ |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |  | $(3,890)$ |  | $(3,996)$ |
| \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 | \$ | 636,892 | \$ | 579,124 | \$ | 544,088 |
| \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 | \$ | 32,180 | \$ | 33,393 | \$ | 34,665 |
|  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |
|  | 37,954 |  | 39,511 |  | 35,250 |  | 31,269 |  | 33,280 |  | 34,493 |  | 35,765 |
|  | 4,885 |  | 4,874 |  | 4,875 |  | 4,876 |  | 10,621 |  | 10,467 |  | 10,364 |
|  | 42,839 |  | 44,385 |  | 40,125 |  | 36,145 |  | 43,901 |  | 44,960 |  | 46,129 |
|  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |  | $(4,061)$ |  | $(3,890)$ |  | $(3,996)$ |
| \$ | 38,577 | \$ | 40,253 | \$ | 36,674 | \$ | 32,074 | \$ | 39,840 | \$ | 41,070 | \$ | 42,133 |
|  | 30.6 x |  | 29.8x |  | 32.3 x |  | 32.6x |  | 27.4x |  | 25.1x |  | 23.4x |
|  | 16.9 x |  | 17.5x |  | 18.8x |  | 17.6x |  | 16.0x |  | 14.1x |  | 12.9 x |

(1) The Company views the junior subordinated debt issued to capital trusts as a component of its equity capital base given the inherent characteristics of the securities. These characteristics include the long dated nature (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.
(2) During the quarter ended February 29, 2008, the Company issued $\$ 5,579$ million of junior subordinated debt securities related to China Investment Corporation's investment in the Company in December 2007. For a further discussion of this investment, see the Company's Annual Report on Form 10-K for fiscal year ended November 30, 2007.
(3) Leverage ratio equals total assets divided by tangible shareholders' equity.
(4) Adjusted leverage ratio equals adjusted 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 19.

## MorganStanley

This page represents an addendum to the $3 Q 2008$ Financial Supplement.

## Institutional Securities - U.S. Subprime Analysis

unaudited, dollars in billions)

Super Senior Exposure
High- Grade
Mezzanine
CDO-Squared
Total ABS CDO Super Senior Exposure

Other Retained and Warehouse Exposure
ABS CDO CDS
ABS CDO Bonds
CDO Warehouse
Total Other Retained and Warehouse Exposure
Subtotal ABS CDO Related Exposure
U.S. Subprime Mortgage Related Exposur

Loans
Total Rate of Return Swaps
ABS Bonds
ABS CDS
Subtotal U.S. Subprime Mortgage Related Exposure ${ }^{(3)}$
Total ABS CDO / Subprime Net Exposure ${ }^{\text {(4) }}$

| Statement of Financial Condition |  |  |  | Three Months Ended |  | Nine Months Ended <br> Aug 31, 2008 |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Aug 31, 2008 |  |  |  |  |  | May 31, 2008 |  | Aug 31, 2008 |  |
| \$ | 0.0 | \$ | 0.0 | \$ | 0.0 | \$ | 0.0 | \$ | 0.0 | \$ | 0.0 |
|  | (7.4) |  | (7.2) |  | (0.3) |  | (1.2) |  | 1.6 |  | 1.1 |
|  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |
| \$ | (7.4) | \$ | (7.2) | \$ | (0.3) | \$ | (1.2) | \$ | 1.6 | \$ | 1.1 |
| \$ | 2.1 | \$ | 2.0 | \$ | 0.1 | \$ | 0.7 | \$ | (0.8) | \$ | (0.5) |
|  | 0.7 |  | 0.1 |  | (0.1) |  | (0.4) |  | 0.7 |  | 0.1 |
|  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |
|  | 2.8 |  | 2.1 |  | 0.0 |  | 0.3 |  | (0.1) |  | (0.4) |
| \$ | (4.6) | \$ | (5.1) | \$ | (0.3) | \$ | (0.9) | \$ | 1.5 | \$ | 0.7 |
| \$ | 0.4 | \$ | 0.3 | \$ | (0.1) | \$ | (0.1) | \$ | 0.4 | \$ | 0.3 |
|  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.1 |  | 0.0 |
|  | 1.3 |  | 1.2 |  | (0.1) |  | (0.9) |  | 1.3 |  | 1.2 |
|  | 14.0 |  | 13.9 |  | 0.3 |  | 2.0 |  | (3.0) |  | (2.2) |
| \$ | 15.7 | \$ | 15.4 | \$ | 0.1 | \$ | 1.0 | \$ | (1.2) | \$ | (0.7) |
| \$ | 11.1 | \$ | 10.3 | \$ | (0.2) | \$ | 0.1 | \$ | 0.3 | \$ | 0.0 |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario.
(2) In determining the fair value of the Firm's ABS CDO-related exposures - which represent the most senior tranches of the capital structure of subprime ABS CDOs - Morgan Stanley took into consideration observable transactions and data for relevant benchmark instruments in synthetic subprime markets. The deterioration of these inputs have led to significant declines in the estimates of fair value. These declines reflect increased implied losses across this portfolio. At August 31, 2008, these implied loss levels are consistent with losses in the range between $22 \%-47 \%$ implied by the $A B X$ indices. These cumulative loss levels, at a severity rate of $57 \%$, imply defaults in the range of $84 \%-95 \%$ for 2005 and 2006 outstanding mortgages.
(3) In calculating the fair value of the Firm's U.S. sub-prime mortgage related exposures - including loans, total rate-of-return swaps, ABS bonds (including subprime residuals) and ABS CDS - Morgan Stanley took into consideration observable transactions, the continued deterioration in market data, as reflected by the sharp decline in the ABX indices, and other market developments, including updated cumulative loss data.
(4) Statement of financial condition total is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.

At Aug 31, 2008, the investment portfolios of Morgan Stanley Bank (Utah) and Morgan Stanley Trust FSB (collectively, the "Subsidiary Banks") include certain subprime-related securities.
The securities in the Subsidiary Banks' portfolios are part of the company's overall Treasury liquidity management portfolio. Such portfolios do not contain any subprime whole loans, subprime residuals or CDOs. The market value of the Subsidiary Banks' subprime-related securities, most of which are AAA-rated residential mortgage-backed securities, was $\$ 3.4$ billion at Aug 31,2008 and $\$ 4.0$ billion at May 31,2008 . For the three and nine months ended Aug 31, 2008, these portfolios incurred losses of $\$ 0.1$ billion and $\$ 0.4$ billion, respectively
Note: Refer to Legal Notice page 19

## Morgan Stanley

This page represents an addendum to the $3 Q 2008$ Financial Supplement.

## MORGAN STANLEY

## Institutional Securities - Non-subprime Residential Mortgage Analysis

 (unaudited, dollars in billions)| Statement of Financial Condition |  |  |  | Profit and (Loss) |  |  |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Three Months Ended <br> Aug 31, 2008 |  | Nine Months Ended |  |  |  |  |  |
| May 31, 2008 |  | Aug 31, 2008 |  |  |  | Aug 31, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  |
| \$ | 4.8 | \$ | 4.3 | \$ | (0.1) | \$ | (0.2) | \$ | 4.8 | \$ | 4.3 |
|  | 4.0 |  | 3.2 |  | (0.4) |  | (1.4) |  | 4.0 |  | 3.2 |
|  | 0.2 |  | 0.2 |  | 0.0 |  | 0.0 |  | 0.2 |  | 0.2 |
|  | 0.2 |  | 0.4 |  | (0.1) |  | (0.1) |  | (2.3) |  | (1.2) |
|  | 3.2 |  | 2.8 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |
| \$ | 12.4 | \$ | 10.9 | \$ | (0.6) | \$ | (1.7) | \$ | 6.7 | \$ | 6.5 |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to
mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario.
(2) Gross and Net Exposure on Residential Loans and RMBS Bonds was split $53 \%$ Alt-A/Near prime and $47 \%$ prime underlying collateral at August 31,2008

Gross and Net Exposure of U.S. Alt-A Residential Loans and Bonds was $\$ 2.2$ billion at August 31, 2008.
(3) Represents both hedges and directional positioning. At August 31, 2008, these positions include credit default and super senior CDO swaps.
(4) Represents assets recorded under certain provisions of SFAS 140 and FASB Interpretation 46R that function as collateral for an offsetting amount of non-recourse debt to third parties. Any retained interests in these transactions are reflected in RMBS Bonds.
(5) Statement of financial condition total is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.
(6) Regional distribution of Net Exposure was 57\% U.S., 35\% Europe and 8\% Asia at August 31, 2008.

Note: Refer to Legal Notice page 19.

## Morgan Stanley

This page represents an addendum to the $3 Q 2008$ Financial Supplement.

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

| Statement of Financial Condition |  |  |  | Profit / (Loss) |  |  |  | Net Exposure (1) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Aug 31, 2008 |  | Aug 31, 2008 |  | Aug 31, 2008 |  | May 31, 2008 |  | Aug 31, 2008 |  |
| \$ | 5.8 | \$ | 5.8 | \$ | (0.1) | \$ | (0.6) | \$ | 5.8 | \$ | 5.8 |
|  | 1.9 |  | 1.6 |  | 0.0 |  | 0.0 |  | 1.9 |  | 1.6 |
|  | 6.3 |  | 4.6 |  | (0.2) |  | (0.2) |  | 6.7 |  | 4.9 |
|  | 2.0 |  | 3.3 |  | 0.5 |  | 1.4 |  | (8.0) |  | (4.6) |
|  | 6.1 |  | 4.2 |  | 0.0 |  | 0.0 |  | 0.0 |  | 0.0 |
| \$ | 22.1 | \$ | 19.5 | \$ | 0.2 | \$ | 0.6 | \$ | 6.4 | \$ | 7.7 |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a default scenario. Negative amounts indicate potential gain (short position) in a default scenario
(2) Includes unfunded loan commitments.
(3) Composition of Commercial Loans was 72\% Senior and 28\% Mezzanine at August 31, 2008.
(4) Represents both hedges and directional positioning. At August 31, 2008, these positions include credit default, super senior CDO, index, and total rate-of-return swaps.
(5) Represents assets recorded under certain provisions of SFAS 140 and FASB Interpretation 46R that function as collateral for an offsetting amount of non-recourse debt to third parties. Any retained interests in these transactions are reflected in CMBS Bonds
(6) Statement of financial condition total is presented on a net basis. These balances are presented on a gross basis in the Company's statement of financial condition.
(7) Regional distribution of Net Exposure was 53\% U.S., 26\% Asia and 21\% Europe at August 31, 2008.

Note: Refer to Legal Notice page 19

## 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 16, 2008.


[^0]:    (1) The quarter ended May 31, 2008 includes a pre-tax gain of $\$ 744$ million related to the follow-on offering of MSCI Inc., (reported in Institutional Securities) and a pre-tax gain of $\$ 748$ million
    on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U. (reported in Global Wealth Management Group). The quarter ended August 31,2008 on the sale of the Spanish weath management business, Morgan Stanley
    includes a pre-tax gain of $\$ 745$ million related to the follow-on offering of MSCI, Inc. (reported in Institutional Securities)
    (2) The quarter ended August 31, 2008 includes a charge of $\$ 288$ million related to the auction rate securities settlement.
    (3) All periods have been restated to include the results of Discover Financial Services in discontinued operations.
    (4) Income / (loss) from continuing operations before gain / (loss) from unconsolidated investees, as a \% of net revenues

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 19.

[^1]:    (1) In connection with certain of its Institutional Securities business activities, the Company provides loans or lending commitments to select clients related to its leveraged acquisition finance or relationship lending activities. For a further discussion of this activity, see the Company's Annual Report on Form $10-\mathrm{K}$ for the fiscal year ended November 30, 2007.
    
    (3) Includes hedges utilized by the lending business.

[^2]:    (1) The quarter ended May 31 , 2008 includes a pre-tax gain of $\$ 748$ million and income before taxes of $\$ 698$ million, on the sale of the Spanish wealth management business, Morgan Stanley Wealth Management S.V., S.A.U.
    (2) The quarter ended August 31,2008 includes a charge of $\$ 277$ million related to the auction rate securities settlement.
    (3) Refer to page 4 for the allocation of average common equity.
    (4) Income before taxes as a $\%$ of net revenues

    Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 19

