## MorganStanley

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## Morgan Stanley

## Net revenues

Institutional Securities ${ }^{(2)}$
Global Wealth Management Group
Asset Management
Intersegment Eliminations
Consolidated net revenues
Income I (loss) applicable to Morgan Stanley ${ }^{(3)}$
Institutional Securities
Global Wealth Management Group
Intersegment Elimination
Consolidated income / (loss) applicable to Morgan Stanley Earnings / (loss) applicable to Morgan Stanley common shareholders

## Earnings per basic share: ${ }^{(5)}$ <br> Income from continuing operations

Discontinued operations
Earnings per basic share

## Earnings per diluted share: ${ }^{(5)}$

Income from continuing operations Discontinued operations ${ }^{(6)}$ Earnings per diluted share

Return on average common equity
from continuing operations

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.




| \$ | 4,952 | \$ | 3,875 | \$ | 16,043 | \$ | $(13,788)$ | \$ | 1,600 | \$ | 2,964 | \$ | 4,974 | (69\%) | 68\% | \$ | 24,870 | \$ | 9,538 | (62\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2,333 |  | 1,695 |  | 1,582 |  | 1,277 |  | 1,299 |  | 1,923 |  | 3,029 | 91\% | 58\% |  | 5,610 |  | 6,251 | 11\% |
|  | 574 |  | 582 |  | 449 |  | (359) |  | 72 |  | 575 |  | 698 | 55\% | 21\% |  | 1,605 |  | 1,345 | (16\%) |
|  | (41) |  | (41) |  | (63) |  | (50) |  | (25) |  | (51) |  | (26) | 59\% | 49\% |  | (145) |  | (102) | 30\% |
| \$ | 7,818 | \$ | 6,111 | \$ | 18,011 | \$ | (12,920) | \$ | 2,946 | \$ | 5,411 | \$ | 8,675 | (52\%) | 60\% | \$ | 31,940 | \$ | 17,032 | (47\%) |
| \$ | 872 | \$ | 651 | \$ | 7,898 | \$ | $(10,080)$ | \$ | 158 | \$ | (126) | \$ | 857 | (89\%) | * | \$ | 9,421 | \$ | 889 | (91\%) |
|  | 593 |  | 172 |  | 12 |  | (54) |  | 73 |  | 76 |  | 105 | * | 38\% |  | 777 |  | 254 | (67\%) |
|  | (72) |  | (135) |  | (209) |  | (720) |  | (418) |  | (108) |  | (206) | 1\% | (91\%) |  | (416) |  | (732) | (76\%) |
|  | 2 |  | 1 |  | (1) |  | 2 |  | 1 |  | (1) |  | 1 | 200\% | 200\% |  | , |  | 1 | (50\%) |
| \$ | 1,395 | \$ | 689 | \$ | 7,700 | \$ | $(10,852)$ | \$ | (186) | \$ | (159) | \$ | 757 | (90\%) | * | \$ | 9,784 | \$ | 412 | (96\%) |
| \$ | 1,311 | \$ | 1,062 | \$ | 7,684 | \$ | $(11,348)$ | \$ | (578) | \$ | $(1,256)$ | \$ | 498 | (94\%) | 140\% | \$ | 10,030 | \$ | $(1,301)$ | (113\%) |
| \$ | 1.25 | \$ | 0.61 | \$ | 6.97 | \$ | (11.24) | \$ | (0.58) | \$ | (1.37) | \$ | 0.39 | (94\%) | 128\% | \$ | 8.82 | \$ | (1.41) | (116\%) |
| \$ | 0.02 | \$ | 0.41 | \$ | 0.41 | \$ | (0.11) | \$ | 0.01 | \$ | 0.27 | \$ | - | * | * | \$ | 0.84 | \$ | 0.28 | (67\%) |
| \$ | 1.27 | \$ | 1.02 |  | 7.38 | \$ | (11.35) | \$ | (0.57) | \$ | (1.10) | \$ | 0.39 | (95\%) | 135\% | \$ | 9.66 | \$ | (1.13) | (112\%) |
| \$ | 1.25 | \$ | 0.61 | \$ | 6.97 | \$ | (11.24) | \$ | (0.58) | \$ | (1.37) | \$ | 0.38 | (95\%) | 128\% | \$ | 8.80 | \$ | (1.41) | (116\%) |
| \$ | 0.01 | \$ | 0.41 |  | 0.41 | \$ | (0.11) | \$ | 0.01 | \$ | 0.27 | \$ | - | * | * | \$ | 0.83 | \$ | 0.28 | (66\%) |
| \$ | 1.26 | \$ | 1.02 | \$ | 7.38 | \$ | (11.35) | \$ | (0.57) | \$ | (1.10) | \$ | 0.38 | (95\%) | 135\% | \$ | 9.63 | \$ | (1.13) | (112\%) |

## Morgan Stanley



## Iterest and dividends

Net interest
Net revenues
Non-interest expenses:
on-compensation expenses:
Brokerage, clearing and exchange fees
Information processing and communications
Marketing and business development
Professional services
Total non-compensation expenses
fotal non-interest expenses
I (loss) from continuing operations before taxes (ax provision/ (benefl) from continuing operations (lss) fon cond

Net income / (loss)
(loss) applicable to non-controling interests
Earnings / (loss) applicable to Morgan Stanley common shareholders
apprcable to Morgan Stanley:
Gain / (loss) from discontinued operations after tax ${ }^{\text {(2 }}$
Pre-tax profit margin
Non-compensation expenses as a \% of net revenues
Effective tax rate from continuing operations ${ }^{(4)}$

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## Morgan Stanley

## Morgan Stanley

Regional revenue ${ }^{(3)}$
Regional revenue ${ }^{(3)}$
Americas
EMEA (Europe, Middle East, Africa)
Asia
Consolidated net revenues

Consolidated net revenues
Worldwide employees ${ }^{(4)}$
Total assets
Firmwide Deposits
Common equity
Preferred equity
Morgan Stanley shareholders' equity ${ }^{(5)}$
Junior subordinated debt issued to capital trusts
Less: Goodwill and intangible assets ${ }^{(6)}$
Tangible Morgan Stanley shareholders' equity ${ }^{(7)}$
Tangible common equity ${ }^{(8)}$
Leverage Ratio ${ }^{(9)}$
Aggregate trading and non-trading Value-at-Risk (pre-tax) ${ }^{(10)}$
Average common shares outstanding
Basic Basic
Period end common shares outstanding
Book value per common share ${ }^{(11)}$
Tangible Book value per common share ${ }^{(12)}$

MORGAN STANLEY
Quarterly Consolidated Financial Information and Statistical Data ${ }^{(1)}$ (unaudited)
 Dec 31, 2008

Mar 31, 2009 June 30, 2009 Sept 30, 2009 Percentage Change From: 30, 2009 Change

| \$ |  | 2,482 | \$ | 3,825 | \$ | 8,359 | \$ | $(5,704)$ | \$ | 2,626 | \$ | 4,719 | \$ | 6,373 | (24\%) | 35\% | \$ | 14,666 | \$ | 13,718 | (6\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 4,126 |  | 1,355 |  | 8,414 |  | $(5,936)$ |  | 67 |  | 21 |  | 1,631 | (81\%) | * |  | 13,895 |  | 1,719 | (88\%) |
|  |  | 1,210 |  | 931 |  | 1,238 |  | $(1,280)$ |  | 253 |  | 671 |  | 671 | (46\%) | -- |  | 3,379 |  | 1,595 | (53\%) |
|  |  | 7,818 | \$ | 6,111 | \$ | 18,011 | \$ | $(12,920)$ | \$ | 2,946 | \$ | 5,411 | \$ | 8,675 | (52\%) | 60\% | \$ | 31,940 | \$ | 17,032 | (47\%) |
|  |  | 46,048 |  | 46,108 |  | 46,321 |  | 45,653 |  | 43,659 |  | 62,215 |  | 62,004 | 34\% | -- |  |  |  |  |  |
| \$ |  | 1,131,649 | \$ | 1,097,770 | \$ | 943,026 | \$ | 676,764 | \$ | 626,023 | \$ | 676,957 | \$ | 769,503 | (18\%) | 14\% |  |  |  |  |  |
|  |  | 35,881 |  | 35,274 |  | 34,380 |  | 51,355 |  | 59,922 |  | 62,382 |  | 62,415 | 82\% | -- |  |  |  |  |  |
|  |  | 32,877 |  | 34,153 |  | 40,492 |  | 29,585 |  | 29,314 |  | 36,989 |  | 36,752 | (9\%) | (1\%) |  |  |  |  |  |
|  |  | 1,100 |  | 1,100 |  | 1,100 |  | 19,168 |  | 19,208 |  | 9,597 |  | 9,597 | * | -- |  |  |  |  |  |
|  |  | 33,977 |  | 35,253 |  | 41,592 |  | 48,753 |  | 48,522 |  | 46,586 |  | 46,349 | 11\% | (1\%) |  |  |  |  |  |
|  |  | 10,491 |  | 10,389 |  | 9,753 |  | 10,312 |  | 10,436 |  | 10,666 |  | 10,701 | 10\% | -- |  |  |  |  |  |
|  |  | $(3,665)$ |  | $(3,571)$ |  | $(3,738)$ |  | $(2,978)$ |  | $(2,915)$ |  | $(7,726)$ |  | $(7,902)$ | (111\%) | (2\%) |  |  |  |  |  |
| \$ |  | 40,803 | \$ | 42,071 | \$ | 47,607 | \$ | 56,087 | \$ | 56,043 | \$ | 49,526 | \$ | 49,148 | 3\% | (1\%) |  |  |  |  |  |
| \$ |  | 29,212 | \$ | 30,582 | \$ | 36,754 | \$ | 26,607 | \$ | 26,399 | \$ | 29,263 | \$ | 28,850 | (22\%) | (1\%) |  |  |  |  |  |
|  |  | $27.7 x$ |  | $26.1 \times$ |  | 19.8 x |  | 12.1 x |  | 11.2 x |  | 13.7 x |  | 15.7 x |  |  |  |  |  |  |  |
| \$ |  | 105 | \$ | 116 | \$ | 126 | \$ | 129 | \$ | 142 | \$ | 154 | \$ | 168 |  |  |  |  |  |  |  |
| 1,034,342,428 |  |  | 1,041,178,821 |  | 1,040,887,906 |  | 1,000,194,024 |  | 1,011,741,210 |  | 1,138,444,490 |  | 1,294,298,229 |  |  |  |  |  |  |  |  |
|  |  | 39,026,879 |  | 44,720,912 |  | 1,677,018 |  | ,194,024 |  | ,741,210 |  | ,444,490 |  | ,070,107 |  |  |  |  |  |  |  |
| 1,107,158,003 |  |  | 1,109,013,816 |  | 1,061,983,111 |  | 1,074,497,565 |  | 1,081,607,788 |  | 1,359,204,010 |  | 1,358,900,574 |  |  |  |  |  |  |  |  |
| \$ |  | 29.70 | \$ | 30.80 | \$ | 38.13 | \$ | 27.53 | \$ | 27.10 | \$ | 27.21 | \$ | 27.05 | (29\%) | (1\%) |  |  |  |  |  |
| \$ |  | 26.39 | \$ | 27.58 | \$ | 34.61 | \$ | 24.76 | \$ | 24.41 | \$ | 21.53 | \$ | 21.23 | (39\%) | (1\%) |  |  |  |  |  |

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Nine Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar 31, 2009 |  |  |  |  | June 30, 2009 ${ }^{(1)}$ |  |  |  |  | Sept 30, 2009 ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  | Sept 30, 2009 ${ }^{(1)}$ |  |  |  |  |
|  | Average tier 1 equity (billions) (2) |  | Averagecommon equity(billions) (2) |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array} \\ 2 \% \end{gathered}$ | $\begin{gathered} \text { Average tier 1 } \\ \text { equity (billions) } \\ \quad \text { (2) } \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \end{gathered}$ |  | $\frac{\begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array}}{*}$ | $\begin{gathered} \text { Average tier } 1 \\ \text { equity (billions) } \\ \text { (2) } \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array} \\ \hline 19 \% \end{gathered}$ |  |  |  |  |  | $\begin{gathered} \text { Average tier } 1 \\ \text { equity (billions) } \\ \text { (2) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \\ \hline \end{gathered}$ |  | $\frac{\begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array}}{4 \%}$ |
| Institutional Securities | \$ | 23.6 | \$ | 20.3 |  | \$ | 22.6 | \$ | 18.2 |  | \$ | 23.2 | \$ | 16.7 |  |  |  |  |  |  | \$ | 23.1 | \$ | 18.4 |  |
| Global Wealth Management Group |  | 1.8 |  | 1.3 | 20\% |  | 2.4 |  | 3.4 | 7\% |  | 3.4 |  | 7.4 | 5\% |  |  |  |  |  |  | 2.5 |  | 3.8 | 8\% |
| Asset Management |  | 3.4 |  | 3.4 | * |  | 2.9 |  | 3.2 | * |  | 2.7 |  | 2.9 | * |  |  |  |  |  |  | 3.0 |  | 3.2 | * |
| Unallocated capital |  | 19.3 |  | 4.2 |  |  | 22.4 |  | 7.9 |  |  | 15.9 |  | 9.7 |  |  |  |  |  |  |  | 19.5 |  | 7.6 |  |
| Total - continuing operations |  | 48.1 |  | 29.2 | * |  | 50.3 |  | 32.7 | * |  | 45.2 |  | 36.7 | 6\% |  |  |  |  |  |  | 48.1 |  | 33.0 | * |
| Discontinued operations |  | 0.0 |  | 0.4 |  |  | 0.0 |  | 0.2 |  |  | 0.0 |  | 0.0 |  |  |  |  |  |  |  | 0.0 |  | 0.2 |  |
| Firm | \$ | 48.1 | \$ | 29.6 | * | \$ | 50.3 | \$ | 32.9 | * | \$ | 45.2 | \$ | 36.7 | 6\% |  |  |  |  |  | \$ | 48.1 | \$ | 33.2 | * |
|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Nine Months Ended |  |  |  |  |
|  | Mar 31, 2008 |  |  |  |  | June 30, 2008 |  |  |  |  | Sept 30, 2008 |  |  |  |  | Dec 31, 2008 |  |  |  |  | Sept 30, 2008 |  |  |  |  |
|  |  | tier 1 lions) | Averagecommon equity(billions) (2) |  | $\begin{gathered} \text { Return on } \\ \text { average } \\ \text { common equity } \end{gathered}$ | Average tier 1 equity (billions) $\qquad$ <br> (2) |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \end{gathered}$ |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array} \\ 12 \% \end{gathered}$ | $\begin{gathered} \text { Average tier } 1 \\ \text { equity (billions) } \\ \text { (2) } \\ \hline \end{gathered}$ |  | Averagecommon equity(billions) (2) |  | $\frac{\begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array}}{*}$ | Average tier 1 equity (billions)$\qquad$ |  | $\begin{gathered} \text { Average } \\ \text { common equity } \\ \text { (billions) (2) } \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { Return on } \\ \text { average } \\ \text { common equity } \end{gathered}$ | Average tier 1 equity (billions) $\qquad$ <br> (2) |  | Averagecommon equity(billions) (2) |  | $\begin{gathered} \begin{array}{c} \text { Return on } \\ \text { average } \\ \text { common equity } \end{array} \\ * \end{gathered}$ |
| Institutional Securities | \$ | 27.7 | \$ | 23.8 | 14\% | \$ | 26.0 | \$ | 22.3 |  | \$ | 24.2 | \$ | 22.7 |  | \$ | 23.8 | \$ | 22.1 | * | \$ | 26.0 | \$ | 23.0 |  |
| Global Weath Management Group |  | 1.6 |  | 1.4 | * |  | 1.7 |  | 1.4 | 48\% |  | 1.8 |  | 1.5 | 3\% |  | 1.9 |  | 1.4 | * |  | 1.7 |  | 1.4 | * |
| Asset Management |  | 3.2 |  | 3.6 | * |  | 3.5 |  | 3.7 | * |  | 4.2 |  | 4.2 | * |  | 3.8 |  | 3.8 | * |  | 3.6 |  | 3.9 | * |
| Unallocated capital |  | 2.5 |  | 2.5 |  |  | 5.5 |  | 5.5 |  |  | 7.4 |  | 7.4 |  |  | 18.4 |  | 6.7 |  |  | 5.1 |  | 5.1 |  |
| Total - continuing operations |  | 35.0 |  | 31.3 | 17\% |  | 36.7 |  | 32.9 | 8\% |  | 37.6 |  | 35.8 | * |  | 47.9 |  | 34.0 | * |  | 36.4 |  | 33.4 | * |
| Discontinued operations |  | 0.1 |  | 0.6 |  |  | 0.0 |  | 0.4 |  |  | 0.1 |  | 0.3 |  |  | 0.0 |  | 0.2 |  |  | 0.1 |  | 0.4 |  |
| Firm | \$ | 35.1 | \$ | 31.9 | 18\% | \$ | 36.7 | \$ | 33.3 | 14\% | \$ | 37.7 | \$ | 36.1 | * | \$ | 47.9 | \$ | 34.2 | * | \$ | 36.5 | \$ | 33.8 | * |

[^0]MorganStanley
Revenues:
Investment banking
Principal transactions:
Trading
Investments
Commissions
Asset management, distribution and admin. fees
Other
Total non-interest revenues
Interest and dividends
Interest expense
Net interest
Net revenues
Compensation and benefits
Non-compensation expenses
Total non-interest expenses
Income / (loss) from continuing operations before taxes
Income tax provision / (benefiti) from continuing operations
Income / (loss) from continuing operations
Gain / (loss) from discontinued operations after tax ${ }^{(2)}$
Net income e (loss)
Net income / (loss) applicable to non-controlling interests
Net income / (loss) applicable to Morgan Stanley
Amounts applicable to Morgan Stanley:
Income / (loss) from continuing operations
Gain / (loss) from discontinued operations after tax
Net income / (loss) applicable to Morgan Stanley
Return on average common equity ${ }^{(3)}$
Pre-tax profit margin ${ }^{(4)}$
Compensation and benefits as a \% of net revenues


Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## Morgan Stanley

## MORGAN STANLEY

Quarterly Financial Information and Statistical Data

## Institutional Securities

## (unaudited, dollars in millions)



Average Daily 95\%/One-Day Value-at-Risk ("VaR") ${ }^{(3)}$
Primary Market Risk Category (\$ millions, pre-tax)

## Interest rate and credit spread

Equity price
Foreign exchange rate
Commodity price
Trading VaR

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## MorganStanley

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

MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Institutional Securities - Corporate Lending ${ }^{(1)}$

## (unaudited, dollars in billions)

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mar 31, 2008 | June 30, 2008 | Sept 30, 2008 | Dec 31, 2008 | Mar 31, 2009 | June 30, 2009 | Sept 30, 2009 | 3Q09 vs. 3Q08 | 3Q09 vs. 2Q09 |

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## MORGAN STANLEY

Quarterly Global Wealth Management Group Income Statement Information (unaudited, dollars in millions)

|  | Quarter Ended (1) |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended (1) |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar 31, 2008 |  | June 30, 2008 |  | Sept 30, 2008 |  | Dec 31, 2008 |  | Mar 31, 2009 |  | June 30, 2009 |  | Sept 30, 2009 |  | 3Q09 vs. 3Q08 | 3Q09 vs. 2Q09 | Sept 30, 2008 |  | Sept 30, 2009 |  |  |
| Revenues: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investment banking | \$ | 110 | \$ | 159 | \$ | 82 | \$ | 67 | \$ | 61 | \$ | 165 | \$ | 168 | 105\% | 2\% | \$ | 351 | \$ | 394 | 12\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 189 |  | 195 |  | 186 |  | 47 |  | 246 |  | 303 |  | 346 | 86\% | 14\% |  | 570 |  | 895 | 57\% |
| Investments |  | (5) |  | (1) |  | (16) |  | (36) |  | (14) |  | 1 |  | 10 | 163\% | * |  | (22) |  | (3) | 86\% |
| Commissions |  | 355 |  | 348 |  | 342 |  | 334 |  | 262 |  | 412 |  | 709 | 107\% | 72\% |  | 1,045 |  | 1,383 | 32\% |
| Asset management, distribution and admin. fees |  | 691 |  | 684 |  | 690 |  | 586 |  | 511 |  | 816 |  | 1,574 | 128\% | 93\% |  | 2,065 |  | 2,901 | 40\% |
| Other |  | 775 |  | 67 |  | 34 |  | 93 |  | 46 |  | 66 |  | 54 | 59\% | (18\%) |  | 876 |  | 166 | (81\%) |
| Total non-interest revenues |  | 2,115 |  | 1,452 |  | 1,318 |  | 1,091 |  | 1,112 |  | 1,763 |  | 2,861 | 117\% | 62\% |  | 4,885 |  | 5,736 | 17\% |
| Interest and dividends |  | 294 |  | 321 |  | 343 |  | 237 |  | 226 |  | 265 |  | 327 | (5\%) | 23\% |  | 958 |  | 818 | (15\%) |
| Interest expense |  | 76 |  | 78 |  | 79 |  | 51 |  | 39 |  | 105 |  | 159 | 101\% | 51\% |  | 233 |  | 303 | 30\% |
| Net interest |  | 218 |  | 243 |  | 264 |  | 186 |  | 187 |  | 160 |  | 168 | (36\%) | 5\% |  | 725 |  | 515 | (29\%) |
| Net revenues |  | 2,333 |  | 1,695 |  | 1,582 |  | 1,277 |  | 1,299 |  | 1,923 |  | 3,029 | 91\% | 58\% |  | 5,610 |  | 6,251 | 11\% |
| Compensation and benefits |  | 1,043 |  | 1,023 |  | 942 |  | 737 |  | 844 |  | 1,362 |  | 1,943 | 106\% | 43\% |  | 3,008 |  | 4,149 | 38\% |
| Non-compensation expenses |  | 341 |  | 400 |  | 641 |  | 591 |  | 336 |  | 632 |  | 806 | 26\% | 28\% |  | 1,382 |  | 1,774 | 28\% |
| Total non-interest expenses |  | 1,384 |  | 1,423 |  | 1,583 |  | 1,328 |  | 1,180 |  | 1,994 |  | 2,749 | 74\% | 38\% |  | 4,390 |  | 5,923 | 35\% |
| Income / (loss) from continuing operations before taxes |  | 949 |  | 272 |  | (1) |  | (51) |  | 119 |  | (71) |  | 280 | * | * |  | 1,220 |  | 328 | (73\%) |
| Income tax provision / (benefit) from continuing operations ${ }^{(2)}$ |  | 356 |  | 100 |  | (13) |  | 3 |  | 46 |  | (29) |  | 92 | * | * |  | 443 |  | 109 | (75\%) |
| Income / (loss) from continuing operations |  | 593 |  | 172 |  | 12 |  | (54) |  | 73 |  | (42) |  | 188 | * | * |  | 777 |  | 219 | (72\%) |
| Gain / (loss) from discontinued operations after tax |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Net income / (loss) |  | 593 |  | 172 |  | 12 |  | (54) |  | 73 |  | (42) |  | 188 | * | * |  | 777 |  | 219 | (72\%) |
| Net income / (loss) applicable to non-controlling interests ${ }^{(3)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | (118) |  | 83 | * | 170\% |  | 0 |  | (35) | * |
| Net income / (loss) applicable to Morgan Stanley | \$ | 593 | \$ | 172 | \$ | 12 | \$ | (54) | \$ | 73 | \$ | 76 | \$ | 105 | * | 38\% | \$ | 777 | \$ | 254 | (67\%) |
| Amounts applicable to Morgan Stanley: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income / (loss) from continuing operations |  | 593 |  | 172 |  | 12 |  | (54) |  | 73 |  | 76 |  | 105 | * | 38\% |  | 777 |  | 254 | (67\%) |
| Gain / (loss) from discontinued operations after tax |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | (1) |
| Net income / (loss) applicable to Morgan Stanley | \$ | 593 | \$ | 172 | \$ | 12 | \$ | (54) | \$ | 73 | \$ | 76 | \$ | 105 | * | 38\% | \$ | 777 | \$ | 254 | (67\%) |
| Return on average common equity ${ }^{(4)}$ |  | * |  | 48\% |  | 3\% |  | * |  | 20\% |  | 7\% |  | 5\% |  |  |  | * |  | 8\% |  |
| Pre-tax profit margin ${ }^{(5)}$ |  | 41\% |  | 16\% |  | * |  | * |  | 9\% |  | * |  | 9\% |  |  |  | 22\% |  | 5\% |  |
| Compensation and benefits as a \% of net revenues |  | 45\% |  | 60\% |  | 60\% |  | 58\% |  | 65\% |  | 71\% |  | 64\% |  |  |  | 54\% |  | 66\% |  |

[^1]
## MorganStanley

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

Global Wealth Management Group (unaudited)

|  | Quarter Ended (1) |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar 31, 2008 |  | June 30, 2008 |  | Sept 30, 2008 |  | Dec 31, 2008 |  | Mar 31, 2009 |  | June 30, 2009 |  | Sept 30, 2009 |  | 3Q09 vs. 3Q08 | 3Q09 vs. 2Q09 |
| Global representatives |  | 8,271 |  | 8,343 |  | 8,588 |  | 8,356 |  | 8,148 |  | 18,444 |  | 18,160 | 111\% | (2\%) |
| Annualized revenue per global representative (thousands) ${ }^{(2)}$ | \$ | 772 | \$ | 809 | \$ | 750 | \$ | 603 | \$ | 630 | \$ | 671 | \$ | 662 | (12\%) | (1\%) |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 222 |  | 219 |  | 190 |  | 153 |  | 146 |  | 389 |  | 438 | 131\% | 13\% |
| \$1m-\$10m |  | 261 |  | 263 |  | 241 |  | 201 |  | 191 |  | 562 |  | 620 | 157\% | 10\% |
| Subtotal - > \$1m |  | 483 |  | 482 |  | 431 |  | 354 |  | 337 |  | 951 |  | 1,058 | 145\% | 11\% |
| \$100k - \$1m |  | 195 |  | 197 |  | 188 |  | 169 |  | 162 |  | 412 |  | 420 | 123\% | 2\% |
| < \$100k |  | 28 |  | 28 |  | 28 |  | 27 |  | 26 |  | 57 |  | 54 | 93\% | (5\%) |
| Total client assets (billions) | \$ | 706 | \$ | 707 | \$ | 647 | \$ | 550 | \$ | 525 | \$ | 1,420 | \$ | 1,532 | 137\% | 8\% |
| \% of assets by client segment > \$1m |  | 68\% |  | 68\% |  | 67\% |  | 64\% |  | 64\% |  | 67\% |  | 69\% |  |  |
| Fee-based client account assets (billions) ${ }^{(3)}$ | \$ | 184 | \$ | 187 | \$ | 169 | \$ | 138 | \$ | 124 | \$ | 325 | \$ | 365 | 116\% | 12\% |
| Fee-based assets as a \% of client assets |  | 26\% |  | 26\% |  | 26\% |  | 25\% |  | 24\% |  | 23\% |  | 24\% |  |  |
| Bank deposit program (millions) ${ }^{(4)}$ | \$ | 33,418 | \$ | 34,467 | \$ | 33,791 | \$ | 38,771 | \$ | 46,796 | \$ | 105,675 | \$ | 110,420 | * | 4\% |
| Client assets per global representative (millions) ${ }^{(5)}$ | \$ | 85 | \$ | 85 | \$ | 75 | \$ | 66 | \$ | 64 | \$ | 77 | \$ | 84 | 12\% | 9\% |
| Domestic retail net new assets (billions) ${ }^{(6)}$ | \$ | 8.4 | \$ | 16.2 | \$ | 8.3 | \$ | (7.4) | \$ | 3.0 | \$ | (2.0) | \$ | (8.8) | * | * |
| Domestic retail locations |  | 449 |  | 460 |  | 462 |  | 464 |  | 465 |  | 958 |  | 930 | 101\% | (3\%) |

[^2]| Morgan Stanley | MORGAN STANLEY <br> Quarterly Asset Management Income Statement Information (unaudited, dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended (1) |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Nine Months Ended |  |  |  | Percentage Change |
|  | Mar 31, 2008 |  | June 30, 2008 |  | Sept 30, 2008 |  | Dec 31, 2008 |  | Mar 31, 2009 |  | June 30, 2009 |  | Sept 30, 2009 |  | 3Q09 vs. 3Q08 | 3Q09 vs. 2Q09 | Sept 30, 2008 |  | Sept 30, 2009 |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | (62) |  | (104) |  | 23 |  | (165) |  | (1) |  | (96) |  | (25) | * |  | 74\% |  | (143) |  | (122) | 15\% |
| Investments |  | (239) |  | (162) |  | (327) |  | (962) |  | (467) |  | 67 |  | 52 | 116\% | (22\%) |  | (728) |  | (348) | 52\% |
| Commissions |  | 4 |  | 4 |  | 3 |  | 3 |  | 2 |  | 3 |  | 2 | (33\%) | (33\%) |  | 11 |  |  | (36\%) |
| Asset management, distribution and admin. fees |  | 790 |  | 796 |  | 699 |  | 537 |  | 487 |  | 520 |  | 566 | (19\%) | 9\% |  | 2,285 |  | 1,573 | (31\%) |
| Other |  | 74 |  | 50 |  | 160 |  | 260 |  | 101 |  | 126 |  | 142 | (11\%) | 13\% |  | 284 |  | 369 | 30\% |
| Total non-interest revenues |  | 593 |  | 623 |  | 575 |  | (351) |  | 135 |  | 643 |  | 756 | 31\% | 18\% |  | 1,791 |  | 1,534 | (14\%) |
| Interest and dividends |  | 6 |  | 17 |  | 35 |  | 111 |  | 9 |  | 8 |  | 8 | (77\%) | -- |  | 58 |  | 25 | (57\%) |
| Interest expense |  | 25 |  | 58 |  | 161 |  | 119 |  | 72 |  | 76 |  | 66 | (59\%) | (13\%) |  | 244 |  | 214 | (12\%) |
| Net interest |  | (19) |  | (41) |  | (126) |  | (8) |  | (63) |  | (68) |  | (58) | 54\% | 15\% |  | (186) |  | (189) | (2\%) |
| Net revenues |  | 574 |  | 582 |  | 449 |  | (359) |  | 72 |  | 575 |  | 698 | 55\% | 21\% |  | 1,605 |  | 1,345 | (16\%) |
| Compensation and benefits |  | 334 |  | 433 |  | 342 |  | 20 |  | 150 |  | 400 |  | 433 | 27\% | 8\% |  | 1,109 |  | 983 | (11\%) |
| Non-compensation expenses |  | 352 |  | 381 |  | 417 |  | 808 |  | 481 |  | 414 |  | 621 | 49\% | 50\% |  | 1,150 |  | 1,516 | 32\% |
| Total non-interest expenses |  | 686 |  | 814 |  | 759 |  | 828 |  | 631 |  | 814 |  | 1,054 | 39\% | 29\% |  | 2,259 |  | 2,499 | 11\% |
| Income / (loss) from continuing operations before taxes |  | (112) |  | (232) |  | (310) |  | $(1,187)$ |  | (559) |  | (239) |  | (356) | (15\%) | (49\%) |  | (654) |  | $(1,154)$ | (76\%) |
| Income tax provision / (benefit) from continuing operations |  | (40) |  | (97) |  | (101) |  | (467) |  | (141) |  | (130) |  | (88) | 13\% | 32\% |  | (238) |  | (359) | (51\%) |
| Income / (loss) from continuing operations |  | (72) |  | (135) |  | (209) |  | (720) |  | (418) |  | (109) |  | (268) | (28\%) | (146\%) |  | (416) |  | (795) | (91\%) |
| Gain / (loss) from discontinued operations after tax ${ }^{(2)}$ |  | 0 |  | 0 |  | (2) |  | (3) |  | 0 |  | 0 |  | 0 | * | -- |  | (2) |  | 0 | * |
| Net income / (loss) |  | (72) |  | (135) |  | (211) |  | (723) |  | (418) |  | (109) |  | (268) | (27\%) | (146\%) |  | (418) |  | (795) | (90\%) |
| Net income / (loss) applicable to non-controlling interests ${ }^{(3)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | (1) |  | (62) | * | * |  | 0 |  | (63) | * |
| Net income / (loss) applicable to Morgan Stanley | \$ | (72) | \$ | (135) | \$ | (211) | \$ | (723) | \$ | (418) | \$ | (108) | \$ | (206) | 2\% | (91\%) | \$ | (418) | \$ | (732) | (75\%) |
| Amounts applicable to Morgan Stanley: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income / (loss) from continuing operations |  | (72) |  | (135) |  | (209) |  | (720) |  | (418) |  | (108) |  | (206) | 1\% | (91\%) |  | (416) |  | (732) | (76\%) |
| Gain / (loss) from discontinued operations after tax ${ }^{(2)}$ |  | 0 |  | 0 |  | (2) |  | (3) |  | 0 |  | 0 |  | 0 | * | -- |  | (2) |  | 0 |  |
| Net income / (loss) applicable to Morgan Stanley | \$ | (72) | \$ | (135) | \$ | (211) | \$ | (723) | \$ | (418) | \$ | (108) | \$ | (206) | 2\% | (91\%) | \$ | (418) | \$ | (732) | (75\%) |
| Return on average common equity ${ }^{(4)}$ |  | * |  | * |  | * |  | * |  | * |  | * |  | * |  |  |  | * |  | * |  |
| Pre-tax profit margin ${ }^{(5)}$ |  | * |  | * |  | * |  | * |  | * |  | * |  | * |  |  |  | * |  | * |  |
| Compensation and benefits as a \% of net revenues |  | 58\% |  | 74\% |  | 76\% |  | * |  | * |  | 70\% |  | 62\% |  |  |  | 69\% |  | 73\% |  |

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.


Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23


[^3]
## MorganStanley

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 ${ }^{(1)}$
Total assets under management or supervision
Share of minority interest assets ${ }^{(2)}$
Total

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

| Quarter Ended |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Mar 31, 2008 | June 30, 2008 | Sept 30, 2008 | Dec 31, 2008 | Mar 31, 2009 | June 30, 2009 | Sept 30, 2009 | 3Q09 vs. 3Q08 | 3Q09 vs. 2Q09 |


| \$ | 74 | \$ | 72 | \$ | 61 | \$ | 45 | \$ | 41 | \$ | 44 | \$ | 50 | (18\%) | 14\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 133 |  | 127 |  | 112 |  | 85 |  | 77 |  | 86 |  | 98 | (13\%) | 14\% |
|  | 35 |  | 35 |  | 31 |  | 29 |  | 25 |  | 21 |  | 19 | (39\%) | (10\%) |
| \$ | 242 | \$ | 234 | \$ | 204 | \$ | 159 | \$ | 143 | \$ | 151 | \$ | 167 | (18\%) | 11\% |
|  | 123 |  | 123 |  | 107 |  | 89 |  | 74 |  | 74 |  | 78 | (27\%) | 5\% |
|  | 77 |  | 89 |  | 55 |  | 53 |  | 47 |  | 39 |  | 34 | (38\%) | (13\%) |
|  | 126 |  | 125 |  | 110 |  | 97 |  | 87 |  | 92 |  | 101 | (8\%) | 10\% |
| \$ | 568 | \$ | 571 | \$ | 476 | \$ | 398 | \$ | 351 | \$ | 356 | \$ | 380 | (20\%) | 7\% |
|  | 164 |  | 168 |  | 154 |  | 129 |  | 119 |  | 322 |  | 363 | 136\% | 13\% |
| \$ | 732 | \$ | 739 | \$ | 630 | \$ | 527 | \$ | 470 | \$ | 678 | \$ | 743 | 18\% | 10\% |
|  | 7 |  | 8 |  | 7 |  | 6 |  | 5 |  | 5 |  | 6 | (14\%) | 20\% |
| \$ | 739 | \$ | 747 | \$ | 637 | \$ | 533 | \$ | 475 | \$ | 683 | \$ | 749 | 18\% | 10\% |

Consolidated assets under management or supervision by asset class ${ }^{(1)(3)}$

## Equity

Fixed income
Alternatives ${ }^{(4)}$
Private Equity
Infrastructure
Real Estate
Sub-total
Unit trusts
Other
Total assets under management or supervision
Share of minority interest assets ${ }^{(2)}$
Total

| \$ | 307 | \$ | 300 | \$ | 254 | \$ | 197 | \$ | 177 | \$ | 339 | \$ | 386 | 52\% | 14\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 244 |  | 258 |  | 208 |  | 189 |  | 175 |  | 203 |  | 212 | 2\% | 4\% |
|  | 72 |  | 72 |  | 67 |  | 50 |  | 42 |  | 50 |  | 53 | (21\%) | 6\% |
|  | 3 |  | 3 |  | 3 |  | 4 |  | 4 |  | 4 |  | 4 | 33\% | -- |
|  | 3 |  | 4 |  | 4 |  | 4 |  | 4 |  | 4 |  | 4 | -- | -- |
|  | 37 |  | 38 |  | 35 |  | 34 |  | 24 |  | 17 |  | 15 | (57\%) | (12\%) |
|  | 666 |  | 675 |  | 571 |  | 478 |  | 426 |  | 617 |  | 674 | 18\% | 9\% |
|  | 14 |  | 13 |  | 11 |  | 9 |  | 8 |  | 10 |  | 12 | 9\% | 20\% |
|  | 52 |  | 51 |  | 48 |  | 40 |  | 36 |  | 51 |  | 57 | 19\% | 12\% |
| \$ | 732 | \$ | 739 | \$ | 630 | \$ | 527 | \$ | 470 | \$ | 678 | \$ | 743 | 18\% | 10\% |
|  | 7 |  | 8 |  | 7 |  | 6 |  | 5 |  | 5 |  | 6 | (14\%) | 20\% |
| \$ | 739 | \$ | 747 | \$ | 637 | \$ | 533 | \$ | 475 | \$ | 683 | \$ | 749 | 18\% | 10\% |

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## Morgan Stanley

This page represents an addendum to the 3Q 2009 Financial Supplement.

## MORGAN STANLEY <br> Real Estate Analysis (unaudited, dollars in billions)

Crescent and Other Consolidated Interests ${ }^{(1)(2)(3)}$
Real Estate Funds ${ }^{(3)}$
Real Estate Bridge Financing
Infrastructure Fund
Total Real Estate Investments ${ }^{(4)}$

| June 30, 2009 |  | Sept 30, 2009 |  |
| :---: | :---: | :---: | :---: |
| \$ | 3.7 | \$ | 3.7 |
|  | 0.7 |  | 0.5 |
|  | 0.0 |  | 0.0 |
|  | 0.2 |  | 0.2 |
| \$ | 4.6 | \$ | 4.4 |


| Profit / (Loss) |  |  |  |
| :---: | :---: | :---: | :---: |
| Three Months Ended |  | Nine Months Ended |  |
| Sept 30, 2009 |  | Sept 30, 2009 |  |
| \$ | (0.4) | \$ | (1.0) |
|  | 0.0 |  | (0.9) |
|  | 0.0 |  | (0.2) |
|  | 0.0 |  | 0.0 |
| \$ | (0.4) | \$ | (2.1) |

The Company has contractual capital commitments, guarantees, lending facilities and counterparty arrangements with respect to these investments of $\$ 1.6$ billion at Sept 30,2009 .

Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

## MorganStanley

This page represents an addendum to the $3 Q 2009$ Financial Supplement, Appendix I

## MORGAN STANLE <br> Earnings Per Share ${ }^{(1)}$ <br> unaudited, in millions, except for per share data)

|  | Quarter Ended |  |  | ded |  |  | Nine Months Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Mar 31, 2009 |  | June 30, 2009 |  | Sept 30, 2009 |  | Sept 30, 2009 |  |
| Basic Earnings Per Share |  |  |  |  |  |  |  |  |
| Income from continuing operations applicable to Morgan Stanley | \$ | (186) | \$ | (159) | \$ | 757 | \$ | 412 |
| Gain / (loss) from discontinued operations applicable to Morgan Stanley after tax |  | ) |  | 308 |  | 0 |  | 317 |
| Net Income / (loss) applicable to Morgan Stanley | \$ | (177) | \$ | 149 | \$ | 757 | \$ | 729 |
| Less: Preferred Dividends (Series A) |  | (11) |  | (11) |  | (11) |  | (33) |
| Less: Preferred Dividends (Series B - Mitsubishi) |  | (196) |  | (196) |  | (196) |  | (588) |
| Less: Preferred Dividends (Series C - Mitsubishi) |  | (29) |  | (13) |  | (13) |  | (55) |
| Less: Partial Redemption of Series C Preferred Stock ${ }^{(2)}$ |  | 0 |  | (202) |  | 0 |  | (202) |
| Less: Preferred Dividends (Series D - Capital Purchase Program) |  | (125) |  | (87) |  | 0 |  | (212) |
| Less: Amortization / accelerated accretion of Issuance Discount for Series D Preferred Stock ${ }^{(3)}$ |  | (40) |  | (892) |  | 0 |  | (932) |
| Less: Allocation of Earnings to: |  |  |  |  |  |  |  |  |
| CIC Equity Units |  | 0 |  | 0 |  | (13) |  | 0 |
| Unvested Restricted Stock Units |  | 0 |  | (4) |  | (26) |  | (8) |
| Earnings I (loss) applicable to Morgan Stanley common shareholders | \$ | (578) | \$ | $(1,256)$ | \$ | 498 | \$ | $(1,301)$ |
| Weighted average common shares outstanding |  | 1,012 |  | 1,138 |  | 1,294 |  | 1,148 |
| Earnings per basic common share ${ }^{(4)}$ |  |  |  |  |  |  |  |  |
| Income / (loss) from continuing operations applicable to Morgan Stanley common shareholders | \$ | (0.58) | \$ | (1.37) | \$ | 0.39 | \$ | (1.41) |
| Gain / (loss) on discontinued operations applicable to Morgan Stanley common shareholders | \$ | 0.01 | \$ | 0.27 | \$ | - | \$ | 0.28 |
| Earnings per basic common share | \$ | (0.57) | \$ | (1.10) | \$ | 0.39 | \$ | (1.13) |
| Diluted Earnings Per Share |  |  |  |  |  |  |  |  |
| Earnings / (loss) applicable to Morgan Stanley common shareholders | \$ | (578) | \$ | $(1,256)$ | \$ | 498 | \$ | $(1,301)$ |
| Income impact of assumed conversions: |  |  |  |  |  |  |  |  |
| Preferred stock dividends |  | 0 |  | 0 |  | 0 |  | 0 |
| Income / (loss) available to common shareholders plus assumed conversions | \$ | (578) | \$ | $(1,256)$ | \$ | 498 | \$ | $(1,301)$ |
| Weighted average common shares outstanding |  | 1,012 |  | 1,138 |  | 1,294 |  | 1,148 |
| Effect of dilutive securities: |  |  |  |  |  |  |  |  |
| Stock options |  | 0 |  | 0 |  | 0 |  | 0 |
| Series B Preferred Stock |  | 0 |  | 0 |  | 0 |  | 0 |
| Capital Purchase Program Warrant ${ }^{(3)}$ |  | 0 |  | 0 |  | 6 |  | 0 |
| Weighted average common shares outstanding and common stock equivalents ${ }^{(5)}$ |  | 1,012 |  | 1,138 |  | 1,300 |  | 1,148 |
| Earnings per diluted common share ${ }^{(4)}$ |  |  |  |  |  |  |  |  |
| Income / (loss) from continuing operations applicable to Morgan Stanley common shareholders | \$ | (0.58) | \$ | (1.37) | \$ | 0.38 | \$ | (1.41) |
| Gain / (loss) on discontinued operations applicable to Morgan Stanley common shareholders | \$ | 0.01 | \$ | 0.27 | \$ | - | \$ | 0.28 |
| Earnings per diluted common share | \$ | (0.57) | \$ | (1.10) | \$ | 0.38 | \$ | (1.13) |

## Morgan Stanley

This page represents an addendum to the $3 Q 2009$ Financial Supplement, Appendix II

## MORGAN STANLEY

## Earnings Per Share Calculation Under Two-Class Method <br> Three Months Ended September 30, 2009 <br> (unaudited, in millions, except for per share data)

|  | (A) | (B) | (C) | (D) | (E) | (F) | (G) |  | (H) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  | (D) $+(\mathrm{E})+(\mathrm{F})$ |  | (G)/(A) |
|  | Weighted Average \# of Shares | \% Allocation ${ }^{(2)}$ | Net Income Applicable to Common Shareholders ${ }^{(3)}$ | Distributed Earnings ${ }^{(4)}$ | Undistributed Earnings Not in Excess of Reference Dividend ${ }^{(5)}$ | Undistributed Earnings in Excess of Reference Dividend ${ }^{(5)}$ | Total Earnings Allocated |  | Basic EPS ${ }^{(9)}$ |
| Basic Common Shares | 1,294 | 88\% |  | \$65 | \$285 | \$148 | \$498 | (6) | \$0.39 |
| Unvested Restricted Stock Units | 65 | 4\% |  | \$3 | \$14 | \$9 | \$26 | (7) | N/A |
| CIC Equity Units ${ }^{(1)}$ | 116 | 8\% |  | \$0 | \$0 | \$13 | \$13 | (8) | N/A |
|  | 1,475 | 100\% | \$537 | \$68 | \$299 | \$170 | \$537 |  |  |

[^4]
## MorganStanley

## MORGAN STANLEY <br> End Notes

## Page 1:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include results from the Morgan Stanley Smith Barney joint venture (MSSB) effective from May 31, 2009.
(2) Results for the quarters ended Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30, 2009 include positive / (negative) revenues of $\$ 1.8$ billion, $\$(0.2)$ billion, $\$ 9.0$ billion, $\$(5.7)$ billion, $\$(1.5)$ billion, $\$(2.1)$ billion and $\$(0.8)$ billion, respectively, related to the movement in Morgan Stanley's credit spreads on certain long term debt.
(3) Represents consolidated income / (loss) from continuing operations applicable to Morgan Stanley before gain / (loss) from discontinued operations.
(4) During the quarter ended June 30, 2009, the Company repurchased its Series D Fixed Rate Cumulative Perpetual Preferred Stock resulting in a one-time reduction from earnings applicable to Morgan Stanley's common shareholders for the accelerated amortization of the Preferred Stock issuance discount. The earnings per share calculation for the quarter ended June 30, 2009 also includes a charge of $\$ 202$ million related to the partial redemption of Series C Non-Cumulative Non-Voting Preferred Stock issued to Mitsubishi UFJ Financial Group, Inc. (MUFG) in exchange for its purchase of the Company's common stock.
(5) Summation of the quarters' earnings per common share may not equal the year-to-date amounts due to the averaging effect of the number of shares and share equivalents throughout the year.
(6) Primarily includes operating results and gains on secondary equity offerings related to MSCI Inc. (reported in Institutional Securities), and operating results and gains / (losses) related to the disposition of certain properties previously owned by Crescent Real Estate Equities Limited Partnership (Crescent), a real estate subsidiary of the Company (reported in Asset Management).

## Page 2:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(2) Primarily includes operating results and gains on secondary equity offerings related to MSCI Inc. (reported in Institutional Securities), and operating results and gains / (losses) related to the disposition of certain properties previously owned by Crescent, a real estate subsidiary of the Company (reported in Asset Management)
(3) Effective January 1, 2009, the Company adopted FASB Accounting Standards Codification ("ASC") 810 Consolidation which requires retrospective application. The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include the impact of MSSB, which is $51 \%$ owned by the Company and $49 \%$ owned by Citigroup Inc. (Citigroup) (reported in Global Wealth Management Group). The quarter and nine months ended Sept 30, 2009 also include the limited partnership interests related to Morgan Stanley Real Estate Funds V and VI (reported in Asset Management).
(4) The effective tax rate for the quarter ended Mar 31, 2009 includes an additional tax benefit resulting from the anticipated repatriation of non-U.S. earnings at lower than previously estimated tax rates. Excluding this benefit, the effective tax rate is $41.1 \%$.

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## Page 3:

(1) All data presented in millions except ratios, shares outstanding, book values and number of employees.
(2) The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(3) Reflects the regional view of the Company's consolidated net revenues, on a managed basis, based on the following methodology: Institutional Securities: investment banking - client location, equity capital markets - client location, debt capital markets - revenue recording location, sales \& trading - trading desk location. Global Wealth Management: financial advisor location. Asset Management: client location except for the merchant banking business which is based on asset location. All periods have been restated to exclude MSCI Inc. and disposed Crescent properties.
(4) Beginning with the quarter ended June 30, 2009, worldwide employees includes headcount related to MSSB.
(5) For the quarter ended June 30, 2009, Morgan Stanley shareholders' equity reflects a reduction of $\$ 10$ billion related to the repurchase of the Company's Series D Preferred Stock issued under the Capital Purchase Program (TARP) and a reduction of $\$ 0.7$ billion related to MUFG's partial exchange of the Company's Series C Preferred Stock for common stock. These decreases were partly offset by the addition of $\$ 6.9$ billion related to the Company's equity offerings. In August 2009, the Company repurchased the TARP warrant for $\$ 950$ million.
(6) Goodwill and intangible balances net of allowable mortgage servicing rights deduction for quarters ended Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30, 2009 of $\$ 373$ million, $\$ 330$ million, $\$ 261$ million, $\$ 184$ million, $\$ 160$ million, $\$ 173$ million and $\$ 130$ million, respectively. The balances for the quarter ended June 30, 2009 and Sept 30, 2009 include the Company's share of MSSB's goodwill and intangible assets.
(7) Excludes non-controlling interests.
(8) Tangible common equity equals common equity less goodwill and intangible assets net of allowable mortgage servicing rights deduction. The balance for the quarters ended June 30, 2009 and Sept 30, 2009 also includes the Company's share of MSSB's goodwill and intangible assets.
(9) Leverage ratio equals total assets divided by tangible Morgan Stanley shareholders' equity.
(10) Represents average daily 95\% / one-day value-at-risk ("VaR"). Includes non-trading VaR for the quarters ended Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30, 2009 of $\$ 36$ million, $\$ 53$ million, $\$ 71$ million, $\$ 66$ million, $\$ 83$ million, $\$ 108$ million and $\$ 111$ million, respectively. See page 6 for trading VaR.
(11) Book value per common share equals common equity divided by period end common shares outstanding.
(12) Tangible book value per common share equals tangible common equity divided by period end common shares outstanding.

## Page 4:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(2) 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 a regulatory capital framework plus additional capital for stress losses. Economic capital

## MORGAN STANLEY

End Notes
requirements are met by regulatory Tier 1 equity (including common shareholders' equity, certain preferred stock, eligible hybrid capital instruments, non-controlling interests and deductions of certain goodwill, intangible assets, net deferred tax assets and debt valuation adjustment), subject to regulatory limits. The framework will evolve over time in response to changes in the business and regulatory environment and to incorporate improvements in modeling techniques.

## Page 5:

(1) Principal transactions investments revenue reflects net gain / (loss) on investments marked at fair value. The related investment asset balance for the quarters ended Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30,2009 are $\$ 10.7$ billion, $\$ 10.3$ billion, $\$ 9.7$ billion, $\$ 6.7$ billion, $\$ 6.3$ billion, $\$ 6.1$ billion and $\$ 6.1$ billion, respectively.
(2) Reflects operating results and gains on secondary equity offerings related to MSCI Inc.
(3) Refer to page 4 for the allocation of average common equity.
(4) Income / (loss) from continuing operations before taxes, as a \% of net revenues.

## Page 6:

(1) Underwriting revenue excludes fees for Company self-issuances.
(2) Includes principal transactions trading, commissions and net interest revenue. Other sales and trading net revenue primarily includes net gains / (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.
(3) Represents the loss amount that one would not expect to exceed, on average, more than five times every one hundred trading days in the Company's trading positions if the portfolio were held constant for a one day period. For a further discussion of the calculation of VaR and the limitations of the Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Annual Report on Form 10-K for the fiscal year ended November 30, 2008. See page 3 for Aggregate Trading and Non-Trading VaR.

## Page 7:

(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 Current Report on Form 8-K dated August 24, 2009.
(2) For the quarters ended Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30, 2009, the leveraged acquisition finance portfolio of pipeline commitments and closed deals were $\$ 14.8$ billion, $\$ 11.6$ billion, $\$ 6.9$ billion, $\$ 5.0$ billion, $\$ 4.2$ billion, $\$ 4.2$ billion and $\$ 5.1$ billion, respectively.
(3) Reflects the notional balance of hedges utilized by the lending business.

## MORGAN STANLEY <br> End Notes

## Page 8:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(2) The tax provision for the quarters ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 includes the Company's interest in MSSB.
(3) The quarter ended June 30, 2009 and Sept 30, 2009 and the nine months ended Sept 30, 2009 reflects the 49\% allocation of MSSB's pre-tax results to Citigroup, plus some contractual allocations, including a one-time expense of $\$ 124$ million related to replacement deferred compensation awards in June 2009.
(4) Refer to page 4 for the allocation of average common equity.
(5) Income / (loss) from continuing operations before taxes, as a \% of net revenues.

## Page 9:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(2) Annualized revenue divided by average global representative headcount.
(3) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
(4) For the quarters ended June 30, 2009 and Sept 30,2009 , approximately $\$ 50$ billion and $\$ 52$ billion, respectively, is attributable to Morgan Stanley.
(5) Total client assets divided by period end global representative headcount.
(6) Represents net new assets in the U.S. broad-based branch system.

## Page 10:

(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 Mar 31, 2008, June 30, 2008, Sept 30, 2008, Dec 31, 2008, Mar 31, 2009, June 30, 2009 and Sept 30, 2009 are $\$ 4.5$ billion, $\$ 5.3$ billion, $\$ 4.8$ billion, $\$ 3.6$ billion, $\$ 3.0$ billion, $\$ 2.5$ billion and $\$ 2.9$ billion, respectively.
(2) Includes operating results and gains / (losses) related to the disposition of certain properties previously owned by Crescent Real Estate Equities Limited Partnership, a real estate subsidiary of the Company.
(3) The quarter and nine months ended Sept 30, 2009 also include the limited partnership interests related to Morgan Stanley Real Estate Funds V and VI.
(4) Refer to page 4 for the allocation of average common equity.
(5) Income / (loss) from continuing operations before taxes, as a \% of net revenues.

## Page 11:

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

## MORGAN STANLEY <br> End Notes

## Page 12:

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

## Page 13:

(1) The quarters ended June 30, 2009 and Sept 30, 2009 include results from MSSB effective from May 31, 2009.
(2) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a non-controlling interest.
(3) Includes assets under management or supervision associated with the Global Wealth Management Group.
(4) Includes a range of alternative investment products such as hedge funds, funds of hedge funds and funds of private equity funds.

## Page 14:

(1) Represents the assets of consolidated investment subsidiaries, certain of which are subject to non-recourse debt of $\$ 2.5$ billion provided by third party lenders.
(2) Consolidated statement of income amounts directly related to investments held by consolidated subsidiaries are condensed in this presentation and include principal transactions, net operating revenues and expenses and impairment charges.
(3) In the third quarter, Morgan Stanley consolidated certain real estate funds. This resulted in a transfer of investment assets of $\$ 0.2$ billion, which is net of non-controlling interests of $\$ 0.6$ billion, from Real Estate Funds to Consolidated Interests. The results for the three months ended September 30, 2009 for these newly consolidated subsidiaries, net of non-controlling interests, were not significant.
(4) These balances exclude investments that benefit certain deferred compensation and employee co-investment plans.

## Page 15:

(1) The Company calculates earnings per share using the two-class method as defined in ASC 260. For further discussion of the Company's earnings per share calculations see Note 2 to the consolidated financial statements in the Company's Current Report on Form 8-K dated August 24, 2009.
(2) MUFG elected to participate as an investor in the Company's offering of common stock on May 8, 2009 (closing date May 13, 2009). The Company repurchased from MUFG shares of the Company's non-convertible 10\% Series C Non-Cumulative Non-Voting Perpetual Preferred Stock at a price per share equal to $110 \%$ of liquidation preference and with an aggregate repurchase price equal to the aggregate price to be paid by MUFG for its purchase of common stock in the offering. Upon redemption by the Company, the excess of the redemption value of $\$ 1,100$ per share over the carrying value (approximately $\$ 784$ per share) was charged to retained earnings and is deducted from the numerator in calculating basic and diluted earnings per share. For further discussion of the Company's Preferred Stock, see Note 11 to the consolidated financial statements in the Company's Current Report on Form 8-K dated August 24, 2009.
(3) On June 17, 2009, the Company received approval to repurchase the $\$ 10$ billion of capital issued under the Capital Purchase Program (TARP). Upon repayment, the difference between the carrying value of the Series D Preferred Stock and the liquidation value was charged to retained earnings and is reflected as a deduction to net income applicable to common shareholders in

## MORGAN STANLEY <br> End Notes

calculating basic and diluted earnings per share. In August 2009, the Company repurchased the Series D Preferred Stock warrant for $\$ 950$ million.
(4) Summation of the quarters' earnings per common share may not equal the year-to-date amounts due to the averaging effect of the number of shares and share equivalents throughout the year.
(5) Anti-dilutive securities were excluded from the computation of diluted EPS.

## Page 16:

(1) For further information on the CIC Equity Units, see Note 11 to the consolidated financial statements in the Company's Current Report on Form 8-K dated August 24, 2009.
(2) The percentage of weighted basic common shares, Unvested Restricted Stock Units ("Unvested RSUs") and weighted CIC Equity Units to the total weighted average of basic common shares, Unvested RSUs and CIC Equity Units.
(3) Net income available to common shareholders for the quarter ended Sept 30, 2009 prior to allocation to the Unvested RSUs and CIC Equity Units.
(4) Distributed earnings represent the dividends declared on common shares and Unvested RSUs, respectively, for the quarter ended Sept 30, 2009. The amount of dividends declared is based upon the number of common shares outstanding as of the dividend record date. During the quarter ended Sept 30, 2009, a $\$ 0.05$ dividend was declared on common shares outstanding and Unvested RSUs. Under the terms of the securities purchase agreement for the sale of Equity Units to CIC, if a quarterly dividend is declared above $\$ 0.27$ (the "reference dividend"), the CIC Equity Units will participate via an increase in the number of shares the Company will be required to deliver upon settlement of the contract. No cash dividends will be paid to the CIC Equity Units prior to settlement of the contract. Therefore, no distributed earnings will be allocated to the CIC Equity Units in the calculation of earnings per share under the two-class method.
(5) The two-class method assumes all of the earnings for the reporting period are distributed and allocates to the Unvested RSUs and CIC Equity Units what they would be entitled to based on the contractual rights and obligations of the participating security. With respect to the CIC Equity Units, the amount allocated is representative of the value of the increase in the number of shares that the Company would be required to deliver upon settlement of the contract. No actual cash dividends will be paid to the CIC Equity Units. Assuming the reference dividend of $\$ 0.27$ has been paid to the basic common shareholders, CIC Equity Units would receive a pro-rata allocation of the remaining undistributed earnings.
(6) Total income applicable to common shareholders to be allocated to the common shares in calculating basic and diluted EPS for common shares (see Appendix I).
(7) Total income applicable to common shareholders to be allocated to the Unvested RSUs reflected as a deduction to the numerator in determining basic EPS for common shares (see Appendix I).
(8) Total income applicable to common shareholders to be allocated to the CIC Equity Units reflected as a deduction to the numerator in determining basic EPS for common shares (see Appendix I).
(9) Basic and diluted EPS data are required to be presented only for classes of common stock, as described in ASC 260.

## MorganStanley

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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 October $21,2009$.


[^0]:    Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23

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[^2]:    Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

[^3]:    Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23

[^4]:    Note: Refer to End Notes on pages 17-22 and Legal Notice on page 23.

