## Updated as of February 13, 2006

Morganstanley

MORGAN STANLEY<br>Financial Supplement - 4Q2005<br>Table of Contents

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## $1,081,448,663$ $1,105,546,130$

 1,096,707,183

1,069,097,162 $1,069,097,162$
$1,090,166,326$
$1,103,263,369$ $1,079,811,172$
$1,086,652,691$

## 13.8\%

$1,045,874,085$
$1,072,033,275$ $1,072,033,275$
$1,082,727,000$ $1,063,147,962$
$1,057,677,994$
24.9\%

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|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | $\begin{aligned} & \text { Percentage } \\ & \text { Change } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 9,2004 | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | 4Q05 vs. 4Q04 | 4Q05 vs. 3Q05 |  | 30, 2004 |  | 30, 2005 |  |
| Investment banking | \$ | 829 | \$ | 983 | \$ | 783 | \$ | 746 | \$ | 821 | \$ | 814 | \$ | 992 | \$ | 1,216 | 63\% | 23\% | \$ | 3,341 | \$ | 3,843 | 15\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,856 |  | 2,069 |  | 646 |  | 939 |  | 1,846 |  | 1,794 |  | 2,150 |  | 1,575 | 68\% | (27\%) |  | 5,510 |  | 7,365 | 34\% |
| Investments |  | 31 |  | 217 |  | 182 |  | 177 |  | 153 |  | 226 |  | 103 |  | 499 | * | * |  | 607 |  | 981 | 62\% |
| Commissions |  | 868 |  | 846 |  | 733 |  | 817 |  | 824 |  | 824 |  | 804 |  | 911 | 12\% | 13\% |  | 3,264 |  | 3,363 | 3\% |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset management, distribution and admin. |  | 1,112 |  | 1,159 |  | 1,138 |  | 1,064 |  | 1,204 |  | 1,246 |  | 1,249 |  | 1,259 | 18\% | 1\% |  | 4,473 |  | 4,958 | 11\% |
| Merchant, cardmember and other |  | 337 |  | 306 |  | 347 |  | 327 |  | 308 |  | 318 |  | 357 |  | 340 | 4\% | (5\%) |  | 1,317 |  | 1,323 | -- |
| Servicing and securitizations income |  | 551 |  | 465 |  | 444 |  | 461 |  | 494 |  | 423 |  | 398 |  | 294 | (36\%) | (26\%) |  | 1,921 |  | 1,609 | (16\%) |
| Interest and dividends |  | 3,781 |  | 3,662 |  | 5,408 |  | 5,733 |  | 5,843 |  | 6,035 |  | 6,998 |  | 9,299 | 62\% | 33\% |  | 18,584 |  | 28,175 | 52\% |
| Other |  | 69 |  | 51 |  | 107 |  | 97 |  | 105 |  | 121 |  | 106 |  | 132 | 36\% | 25\% |  | 324 |  | 464 | 43\% |
| Total revenues |  | 9,434 |  | 9,758 |  | 9,788 |  | 10,361 |  | 11,598 |  | 11,801 |  | 13,157 |  | 15,525 | 50\% | 18\% |  | 39,341 |  | 52,081 | 32\% |
| Interest expense |  | 2,934 |  | 2,910 |  | 4,150 |  | 4,713 |  | 4,625 |  | 5,561 |  | 5,986 |  | 8,253 | 75\% | 38\% |  | 14,707 |  | 24,425 | 66\% |
| Provision for consumer loan losses |  | 262 |  | 200 |  | 240 |  | 224 |  | 135 |  | 209 |  | 224 |  | 310 | 38\% | 38\% |  | 926 |  | 878 | (5\%) |
| Net revenues |  | 6,238 |  | 6,648 |  | 5,398 |  | 5,424 |  | 6,838 |  | 6,031 |  | 6,947 |  | 6,962 | 28\% | -- |  | 23,708 |  | 26,778 | 13\% |
| Compensation and benefits |  | 2,707 |  | 2,916 |  | 2,340 |  | 1,890 |  | 2,854 |  | 2,622 |  | 3,165 |  | 2,672 | 41\% | (16\%) |  | 9,853 |  | 11,313 | 15\% |
| Occupancy and equipment |  | 199 |  | 206 |  | 227 |  | 214 |  | 332 |  | 232 |  | 239 |  | 243 | 14\% | 2\% |  | 846 |  | 1,046 | 24\% |
| Brokerage, clearing and exchange fees |  | 224 |  | 237 |  | 231 |  | 240 |  | 260 |  | 276 |  | 267 |  | 267 | 11\% | -- |  | 932 |  | 1,070 | 15\% |
| Information processing and communications |  | 320 |  | 317 |  | 326 |  | 346 |  | 342 |  | 349 |  | 349 |  | 365 | 5\% | 5\% |  | 1,309 |  | 1,405 | 7\% |
| Marketing and business development |  | 253 |  | 261 |  | 277 |  | 332 |  | 257 |  | 298 |  | 276 |  | 331 | -- | 20\% |  | 1,123 |  | 1,162 | 3\% |
| Professional services |  | 316 |  | 355 |  | 398 |  | 473 |  | 379 |  | 438 |  | 505 |  | 581 | 23\% | 15\% |  | 1,542 |  | 1,903 | 23\% |
| Other |  | 291 |  | 429 |  | 326 |  | 239 |  | 570 |  | 422 |  | 404 |  | 373 | 56\% | (8\%) |  | 1,285 |  | 1,769 | 38\% |
| September 11th related insurance recoveries, net |  | 0 |  | 0 |  | 0 |  | 0 |  | (251) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | (251) | * |
| Total non-interest expenses |  | 4,310 |  | 4,721 |  | 4,125 |  | 3,734 |  | 4,743 |  | 4,637 |  | 5,205 |  | 4,832 | 29\% | (7\%) |  | 16,890 |  | 19,417 | 15\% |
| Income from continuing operations before losses <br> from unconsolidated investees, taxes, <br> dividends on preferred securities subject to <br> mandatory redemption and cumulative <br>  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 93 |  | 81 |  | 77 |  | 77 |  | 73 |  | 67 |  | 105 |  | 66 | (14\%) | (37\%) |  | 328 |  | 311 | (5\%) |
| Provision for income taxes |  | 557 |  | 548 |  | 339 |  | 412 |  | 673 |  | 396 |  | 471 |  | 318 | (23\%) | (32\%) |  | 1,856 |  | 1,858 | -- |
| Div. on pref. sec. subject to mandatory redemption ${ }^{(1)}$ |  | 45 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 45 |  | 0 | * |
| Income from continuing operations |  | 1,233 |  | 1,298 |  | 857 |  | 1,201 |  | 1,349 |  | 931 |  | 1,166 |  | 1,746 | 45\% | 50\% |  | 4,589 |  | 5,192 | 13\% |
| Discontinued operations |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain/(loss) from discontinued operations |  | (12) |  | (125) |  | (33) |  | (2) |  | 7 |  | (5) |  | $(1,700)$ |  | 1,212 | * | * |  | (172) |  | (486) | * |
| Income tax benefit/(provision) |  | 5 |  | 50 |  | 13 |  | 1 |  | (3) |  | 2 |  | 678 |  | (493) | * | * |  | 69 |  | 184 | * |
| Gain/(loss) from discontinued operations |  | (7) |  | (75) |  | (20) |  | (1) |  | 4 |  | (3) |  | $(1,022)$ |  | 719 | * | * |  | (103) |  | (302) | * |
| Cumulative effect of accounting change ${ }^{(2)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 49 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 49 | * |
| Net income | \$ | 1,226 | \$ | 1,223 | \$ | 837 | \$ | 1,200 | \$ | 1,402 | \$ | 928 | \$ | 144 | \$ | 2,465 | 105\% | * | \$ | 4,486 | \$ | 4,939 | 10\% |
| Return on average common equity |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| from continuing operations |  | 20.5\% |  | 20.7\% |  | 13.3\% |  | 18.5\% |  | 20.0\% |  | 13.8\% |  | 17.1\% |  | 24.9\% |  |  |  | 18.2\% |  | 19.0\% |  |
| Return on average common equity |  | 19.2\% |  | 18.4\% |  | 12.3\% |  | 17.4\% |  | 19.7\% |  | 13.1\% |  | 2.0\% |  | 34.6\% |  |  |  | 16.8\% |  | 17.3\% |  |
| Compensation and benefits as a \% of net revenues |  | 43\% |  | 44\% |  | 43\% |  | 35\% |  | 42\% |  | 44\% |  | 46\% |  | 38\% |  |  |  | 42\% |  | 42\% |  |

(1) At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt
issued to capital trusts (a component of long-term debt) pursuant to the adoption of FASB Interpretation No. 46,
"Consolidation of Variable Interest Entities". Dividends on junior subordinated debt issued to capital trusts are incluc
in interest expense from February 29, 2004 forward.
(2) Represents the effects of the adoption of SFAS 123(R) in the first quarter of fiscal 2005.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.

Quarter Ended

## Morgan Stanley

Total assets (millions) ${ }^{\text {(1) }}$
Adjusted assets (millions) ${ }^{(2)}$
Period end common shares outstanding (millions)
Sok value per common share
Shareholders' equity (millions) ${ }^{(3)}$
Total capital (millions ${ }^{(4)}$
Worldwide employees
Average Daily 99\%/One-Day Value-at-Risk ("VaR")
Primary Market Risk Category (\$ millions, pre-tax)
Interest rate and credit spread
Equity price
Foreign exchange rate
Commodity price
Aggregate trading VaR

Institutional Securitie
Retail Brokerage
Asset Management
Securities Business
Discover
Capital surplus (unallocated)
Total - continuing operations
Discontinued operations
Firm
$\square$
$\qquad$

| Feb 29, 2004 |  |  |  |  |  |  | Quar | En |  |  |  |  |  |  |  | Percentage | nge From: |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | 4Q05 vs. 4 Q 04 | 4Q05 vs. 3 ¢05 |
| \$ | 656,898 | \$ | 729,501 | \$ | 745,033 | \$ | 747,334 |  | 802,210 |  | 818,711 |  | 837,391 |  | 898,523 | 20\% | 7\% |
| \$ | 428,470 | \$ | 448,135 | \$ | 465,105 |  | 410,091 |  | 447,221 |  | 440,283 |  | 458,190 |  | 481,869 | 18\% | 5\% |
|  | 1,0977 |  | 1,098.1 |  | 1,096.7 |  | 1,087.1 |  | 1,103.3 |  | 1,086.7 |  | 1,082.7 |  | 1,057.7 | (3\%) | (2\%) |
| \$ | 23.75 | \$ | 24.59 | \$ | 25.00 | \$ | 25.95 | \$ | 25.83 | \$ | 26.07 | \$ | 26.07 | \$ | 27.59 | 6\% | 6\% |
| \$ | 28,961 | \$ | 29,899 | \$ | 30,317 | \$ | 31,103 | \$ | 31,328 | \$ | 31,224 | \$ | 31,107 | \$ | 31,946 | 3\% | 3\% |
| \$ | 96,359 | \$ | 100,127 | \$ | 101,237 | \$ | 110,793 | \$ | 122,230 | \$ | 113,324 | \$ | 118,415 | \$ | 125,891 | 14\% | 6\% |
|  | 50,979 |  | 51,580 |  | 52,812 |  | 53,284 |  | 53,718 |  | 54,142 |  | 53,760 |  | 53,218 | -- | (1\%) |
| \$ | 42 | \$ | 50 | \$ | 52 | \$ | 51 | \$ | 66 | \$ | 62 | \$ | 51 | \$ | 53 |  |  |
|  | 30 |  | 32 |  | 36 |  | 37 |  | 41 |  | 31 |  | 33 |  | 34 |  |  |
|  | 11 |  | 12 |  | 12 |  | 10 |  | 12 |  | 12 |  | 12 |  | 12 |  |  |
|  | 27 |  | 34 |  | 40 |  | 30 |  | 34 |  | 35 |  | 38 |  | 46 |  |  |
| \$ | 62 | \$ | 72 | \$ | 79 | \$ | 80 | \$ | 96 | \$ | 87 | \$ | 78 | \$ | 81 |  |  |

(1) Effective December 1, 2004, the Company offsets cash paid or received pursuant to credit support agreements ("cash collateral netting") against its OTC derivatives inventory

Tota assets as of November 30,2004 have been restated to reflect cash collateral netting. Prior periods presented do not reflect such cash collateral netting. Adjusted dist in as measured by agregate resale agreements and securities borrowed less non-
Includes common equity and junior subordinated debt issued to capital trusts.
(3) Includes common equity and junior subordinated debt issued to capital trusts.
(4) Includes common equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debs.
(5) $99 \% /$ One-Day VaR represents the loss amount that one would not expect to exceed, on average, more than one time every one hundred trading days in the Company's trading positions if the portfolio were held constant for a one day period. The Company's VaR incorporates substantially all financial instruments generating market risk that are managed by the Company's trading businesses. For a further discussion of the calculation of VaR and the limitations of the Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2004
(6) The Company uses an economic capital model to determine the amount of equity capital needed to support the risk of its business activities and to ensure that the Company remain adequately capitalized. Economic capital is defined as the amount of capital needed to run the business through the business cycle and satisty the requirements of regulators, rating agencies and the market. The Company's methodology is based on a going concerm approach that assigns economic capital to each segment based on regulatory capital usage plus additional capital for stress losses, goodwill and principal investment risk. The economic capital model and allocation methodology may be enhanced over time in response to changes in the business and regulatory environment.
Note: - Certain reclassificaions have been made to prior period ants to conform to the curent presentation Refer to Legal Notice page 25.

## MorgañStanley

|  | Nov 30, 2005 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Institutional Securities |  | Asset Management |  | Discover |  | Total |  |
| Business facilitation: |  |  |  |  |  |  |  |  |
| Private equity funds | \$ | - | \$ | 185 | \$ | - | \$ | 185 |
| Real estate funds |  | 359 |  | - |  | - |  | 359 |
| Asset management seed capital |  | - |  | 248 |  | - |  | 248 |
| Industry utilities |  | 371 |  | - |  | - |  | 371 |
| Other |  | 152 |  | - |  | 23 |  | 175 |
| Total business facilitation |  | 882 |  | 433 |  | 23 |  | 1,338 |
| Principal investments |  | 1,190 |  | - |  | - |  | 1,190 |
| Total investments | \$ | 2,072 | \$ | 433 | \$ | 23 | \$ | 2,528 |

## MORGAN STANLEY

## Annual Financial Information

Consolidated Investments (unaudited, dollars in millions)

Nov 30, 2005

Refer to Legal Notice page 25.

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

MorgañStanley
Investment banking
Principal transactions:
Trading
Investments
Commissions
Asset management, distribution and admin. fees
Interest and dividends Other

| Total revenues |
| :--- |

Net revenues
Total non-interest expenses
Income from continuing operations before losses from unconsolidated investees, taxes,
dividends on preferred securities subject to
mandatory redemption and cumulative
effect of accounting change
Losses from unconsolidated investees Income before taxes
Provision for income taxes
Income from continuing operations ${ }^{(2)}$
Return on average common equity ${ }^{(3)}$
Pre-tax profit margin ${ }^{(4)}$


| \$ 739 | \$ | 891 | \$ | 711 | \$ | 667 | \$ | 742 | \$ | 735 | \$ | 898 | \$ | 1,102 | 65\% | 23\% | \$ | 3,008 | \$ | 3,477 | 16\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1,716 |  | 1,930 |  | 517 |  | 835 |  | 1,727 |  | 1,684 |  | 2,035 |  | 1,460 | 75\% | (28\%) |  | 4,998 |  | 6,906 | 38\% |
| 18 |  | 162 |  | 95 |  | 89 |  | 91 |  | 226 |  | 69 |  | 270 | * | * |  | 364 |  | 656 | 80\% |
| 505 |  | 527 |  | 462 |  | 504 |  | 503 |  | 538 |  | 501 |  | 618 | 23\% | 23\% |  | 1,998 |  | 2,160 | 8\% |
| 34 |  | 32 |  | 36 |  | 42 |  | 34 |  | 39 |  | 46 |  | 33 | (21\%) | (28\%) |  | 144 |  | 152 | 6\% |
| 3,232 |  | 3,159 |  | 4,836 |  | 5,168 |  | 5,275 |  | 5,379 |  | 6,263 |  | 8,538 | 65\% | 36\% |  | 16,395 |  | 25,455 | 55\% |
| 35 |  | 15 |  | 76 |  | 64 |  | 66 |  | 78 |  | 69 |  | 88 | 38\% | 28\% |  | 190 |  | 301 | 58\% |
| 6,279 |  | 6,716 |  | 6,733 |  | 7,369 |  | 8,438 |  | 8,679 |  | 9,881 |  | 12,109 | 64\% | 23\% |  | 27,097 |  | 39,107 | 44\% |
| 2,746 |  | 2,733 |  | 3,968 |  | 4,537 |  | 4,423 |  | 5,339 |  | 5,717 |  | 7,955 | 75\% | 39\% |  | 13,984 |  | 23,434 | 68\% |
| 3,533 |  | 3,983 |  | 2,765 |  | 2,832 |  | 4,015 |  | 3,340 |  | 4,164 |  | 4,154 | 47\% | -- |  | 13,113 |  | 15,673 | 20\% |
| 2,316 |  | 2,700 |  | 2,092 |  | 1,724 |  | 2,938 |  | 2,527 |  | 2,876 |  | 2,578 | 50\% | (10\%) |  | 8,832 |  | 10,919 | 24\% |


|  | 1,217 |  | 1,283 |  | 673 |  | 1,108 |  | 1,077 |  | 813 |  | 1,288 |  | 1,576 | 42\% | 22\% |  | 4,281 |  | 4,754 | 11\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 93 |  | 81 |  | 77 |  | 77 |  | 73 |  | 67 |  | 105 |  | 66 | (14\%) | (37\%) |  | 328 |  | 311 | (5\%) |
|  | 45 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 45 |  | 0 | * |
| \$ | 1,079 | \$ | 1,202 | \$ | 596 | \$ | 1,031 | \$ | 1,004 | \$ | 746 | \$ | 1,183 | \$ | 1,510 | 46\% | 28\% |  | 3,908 |  | 4,443 | 14\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 932 |  | 909 | (2\%) |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 2,976 | \$ | 3,534 | 19\% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 22\% |  | 24\% |  |
|  | 33\% |  | 32\% |  | 24\% |  | 39\% |  | 27\% |  | 24\% |  | 31\% |  | 38\% |  |  |  | 32\% |  | 30\% |  |

(1) At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt issued to capital trusts (a component of long-term debt) pursuant to the adoption of FIN 46. Dividends on junior subordinated debt issued to capital trusts are included in interest expense from February 29, 2004 forward.
(2) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change
(3) Refer to page 3 for the allocation of average common equity.
(4) Income before taxes, excluding losses from unconsolidated investees, as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.
Advisory revenue (millions)
Underwiting revenue (millions)
Equity
Fixed income
Total underwiting revenue
Sales and trading net revenue (millions)
Equity
Fixed income
Total sales and trading net revenue

Total sales and trading net revenue

| \$ | 232 | \$ | 324 | \$ | 310 | \$ | 290 | \$ | 254 | \$ | 357 | \$ | 388 | \$ | 479 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 314 |  | 314 |  | 200 |  | 165 |  | 202 |  | 145 |  | 200 |  | 358 |
|  | 193 |  | 253 |  | 201 |  | 212 |  | 286 |  | 233 |  | 310 |  | 265 |
| \$ | 507 | \$ | 567 | \$ | 401 | \$ | 377 | \$ | 488 | \$ | 378 | \$ | 510 | \$ | 623 |
|  | 1,105 |  | 1,113 |  | 883 |  | 966 |  | 1,214 |  | 1,119 |  | 1,280 |  | 1,191 |
|  | 1,681 |  | 1,841 |  | 1,144 |  | 901 |  | 1,998 |  | 1,211 |  | 1,964 |  | 1,609 |
| \$ | 2,786 | \$ | 2,954 | \$ | 2,027 | \$ | 1,867 | \$ | 3,212 | \$ | 2,330 | \$ | 3,244 | \$ | 2,800 |
| Fiscal View |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

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

| Mergers and acquistions announced transaction |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Morgan Stanley global market volume (billions) | \$ | 114.7 | \$ | 74.0 | \$ | 79.6 | \$ | 51.4 | \$ | 164.6 | \$ | 214.1 | \$ | 137.4 | \$ | 123.9 |
| Market share |  | 27.8\% |  | 21.2\% |  | 21.0\% |  | 12.7\% |  | 24.2\% |  | 36.2\% |  | 25.4\% |  | 18.7\% |
| Rank |  | 3 |  | 3 |  | 3 |  | 7 |  | 4 |  | 1 |  | 2 |  |  |
| Mergers and acquisitions completed transactions |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 58.6 | \$ | 131.5 | \$ | 139.3 | \$ | 53.7 | \$ | 43.9 | \$ | 95.5 | \$ | 154.1 | \$ | 173.8 |
| Market share |  | 22.1\% |  | 35.3\% |  | 29.5\% |  | 14.2\% |  | 12.9\% |  | 26.4\% |  | 23.5\% |  | 33.8\% |
| Rank |  | 4 |  | 2 |  | 3 |  | 7 |  | 7 |  | 2 |  | 5 |  | 1 |
| Global equity and related issues |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 16.5 | \$ | 16.4 | \$ | 9.3 | \$ | 11.4 | \$ | 13.8 | \$ | 5.7 | \$ | 9.0 | \$ | 15.3 |
| Market share |  | 11.7\% |  | 12.7\% |  | 8.9\% |  | 8.1\% |  | 11.3\% |  | 6.2\% |  | 6.3\% |  | 10.4\% |
| Rank |  | 1 |  | 2 |  | 2 |  | 3 |  | , |  | 6 |  | 5 |  | 1 |
| Global IPO's |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 3.7 | \$ | 3.1 | \$ | 5.3 | \$ | 0.9 | \$ | 2.7 | \$ | 2.1 | \$ | 3.2 | \$ | 5.3 |
| Market Share |  | 13.5\% |  | 10.2\% |  | 13.7\% |  | 2.3\% |  | 8.7\% |  | 8.4\% |  | 6.7\% |  | 10.1\% |
| Rank |  | 1 |  | 2 |  | 1 |  | 13 |  | 4 |  | 2 |  | 4 |  | 2 |
| Global debt |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 90.4 | \$ | 104.0 | \$ | 90.7 | \$ | 92.1 | \$ | 81.2 | \$ | 82.8 | \$ | 90.1 | \$ | 79.1 |
| Market share |  | 7.1\% |  | 7.6\% |  | 7.6\% |  | 6.5\% |  | 5.9\% |  | 5.7\% |  | 6.1\% |  | 5.4\% |

$65 \%$
$117 \%$
$25 \%$
$65 \%$

$23 \%$
$79 \%$
$50 \%$
$23 \%$
$79 \%$
$(152 \%$
$22 \%$
$(78 \%$
$18 \%$
$\begin{array}{llll}\$ & 1,156 & \$ 1.478\end{array}$


Eleven Months Ended Nov 30, 2004 Nov 30, 2005
\$ $\begin{array}{lll}309.5 \\ 21.2 \%\end{array} \$ \begin{aligned} & 588.7 \\ & 27.0\end{aligned}$
$\begin{array}{ccc}\$ & 340.0 \\ & \$ 2.3 \% & \$ \\ & & \\ & 254.9 \\ & 25.9 \% \\ 3\end{array}$
$\begin{array}{cccc}\$ & 49.3 & \$ & 38.9 \\ & 10.7 \% & & 8.6 \% \\ & 1 & & 3\end{array}$

$\begin{array}{lll}\$ & 349.3 & \$ \\ 7.1 \%\end{array} \quad \begin{gathered}320.4 \\ 5.9 \%\end{gathered}$
$\begin{array}{cc}7.1 \% & 5.9 \% \\ 3 & 5\end{array}$
(1) Includes principal trading, commissions and net interest revenue. Certain revenue has been reclassified from fixed income sales and trading to principal transactions - investments revenue. The amount of the reclassifications are as follows: $1 \mathrm{QO} 4(\$ 2 \mathrm{~m})$, $2 \mathrm{Q} 04(\$ 26 \mathrm{~m}), 3 \mathrm{Q} 04(\$ 57 \mathrm{~m}), 4 \mathrm{Q} 04(\$ 10 \mathrm{~m}), 1 \mathrm{Q} 05(\$ 36 \mathrm{~m}), 2 \mathrm{Q} 05(\$ 103 \mathrm{~m}), 3 \mathrm{Q} 05(\$ 10 \mathrm{~m})$ and $4 \mathrm{Q} 05 \$ 11 \mathrm{~m}$.
(2) Source: Thomson Financial, data as of December 7,2005

Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

| Quarter Ended |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | 4Q05 vs. 4Q04 | 4Q05 vs. 3Q05 |

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

26\% (13\%)

81\% 21\%

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | 4Q05 vs. 4Q04 | 4Q05 vs. 3Q05 | Nov 30, 2004 |  | Nov 30, 2005 |  |  |
| Investment banking | \$ | 77 | \$ | 82 | \$ | 64 | \$ | 67 | \$ | 71 | \$ | 68 | \$ | 81 | \$ | 100 | 49\% | 23\% | \$ | 290 | \$ | 320 | 10\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 141 |  | 141 |  | 130 |  | 106 |  | 120 |  | 111 |  | 116 |  | 117 | 10\% | 1\% |  | 518 |  | 464 | (10\%) |
| Investments |  | 4 |  | (4) |  | (3) |  | (2) |  | (2) |  | (2) |  | 1 |  | 2 | * | 100\% |  | (5) |  | (1) | 80\% |
| Commissions |  | 385 |  | 336 |  | 281 |  | 325 |  | 329 |  | 295 |  | 306 |  | 298 | (8\%) | (3\%) |  | 1,327 |  | 1,228 | (7\%) |
| Asset management, distribution and admin fees |  | 511 |  | 557 |  | 563 |  | 468 |  | 607 |  | 632 |  | 629 |  | 649 | 39\% | 3\% |  | 2,099 |  | 2,517 | 20\% |
| Interest and dividends |  | 93 |  | 95 |  | 103 |  | 118 |  | 135 |  | 149 |  | 174 |  | 204 | 73\% | 17\% |  | 409 |  | 662 | 62\% |
| Other |  | 33 |  | 37 |  | 30 |  | 33 |  | 38 |  | 45 |  | 38 |  | 46 | 39\% | 21\% |  | 133 |  | 167 | 26\% |
| Total revenues |  | 1,244 |  | 1,244 |  | 1,168 |  | 1,115 |  | 1,298 |  | 1,298 |  | 1,345 |  | 1,416 | 27\% | 5\% |  | 4,771 |  | 5,357 | 12\% |
| Interest expense |  | 33 |  | 35 |  | 44 |  | 44 |  | 60 |  | 70 |  | 90 |  | 118 | * | 31\% |  | 156 |  | 338 | 117\% |
| Net revenues |  | 1,211 |  | 1,209 |  | 1,124 |  | 1,071 |  | 1,238 |  | 1,228 |  | 1,255 |  | 1,298 | 21\% | 3\% |  | 4,615 |  | 5,019 | 9\% |
| Total non-interest expenses |  | 1,045 |  | 1,077 |  | 1,102 |  | 1,020 |  | 885 |  | 1,110 |  | 1,225 |  | 1,214 | 19\% | (1\%) |  | 4,244 |  | 4,434 | 4\% |
| Income before taxes | \$ | 166 | \$ | 132 | \$ | 22 | \$ | 51 | \$ | 353 | \$ | 118 | \$ | 30 | \$ | 84 | 65\% | * |  | 371 |  | 585 | 58\% |
| Provision for income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 120 |  | 197 | 64\% |
| Income from continuing operations ${ }^{(1)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 251 | \$ | 388 | 55\% |
| Return on average common equity ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 7\% |  | 11\% |  |
| Pre-tax profit margin ${ }^{(3)}$ |  | 14\% |  | 11\% |  | 2\% |  | 5\% |  | 29\% |  | 10\% |  | 2\% |  | 7\% |  |  |  | 8\% |  | 12\% |  |

(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(2) Refer to page 3 for the allocation of average common equity.
(3) Income before taxes as a $\%$ of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

MorgañStanley

## Quarterly Financial Information and Statistical Data

Retail Brokerage
(unaudited)


[^0]MORGAN STANLEY
Quarterly Asset Management Income Statement Information
(unaudited, dollars in millions)

Investment banking
Principal transactions
Investments mmissions
Asset management, distribution and admin fees Interest and dividends
Other
Total revenues
Interest expense
Net revenues
Total non-interest expenses
Income before taxes
Provision for income taxes Income from continuing operations ${ }^{(1)}$

Return on average common equity ${ }^{(2)}$ Pre-tax profit margin ${ }^{(3)}$

(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(2) Refer to page 3 for the allocation of average common equity.
(3) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

| MORGAN STANLEY <br> Quarterly Financial Information and Statistical Data Asset Management (unaudited, dollars in billions) |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Quarter Ended |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  | Percentage |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | 4 Q 05 vs. 4Q04 | 4Q05 vs. 3Q05 | Nov 30, 2004 | Nov 30, 2005 | Change |

## Assets under management or supervision

Net flows
Net flows
nstitutiona
nstitutiona
Net flows excluding money markets
Net flows excluding money markets
Money markets

Assets under management or supervision by distribution channel Retail
Total assets under management or supervision
Assets under management or supervision by asset class
Equity
Fixed income
Money market
Alternatives
Total assets under managemen
Unit investment trust
Total assets under management or supervision


| $(1 \%)$ | $(1 \%)$ |
| :---: | :---: |
| $4 \%$ | $2 \%$ |
| $2 \%$ | $1 \%$ |
|  |  |
| $10 \%$ | $3 \%$ |
| $(13 \%)$ | $(1 \%)$ |
| $(5 \%)$ | $(5 \%)$ |
| - | $6 \%$ |
| $33 \%$ | $9 \%$ |
| $1 \%$ | $1 \%$ |
| $9 \%$ | - |
| $2 \%$ | $1 \%$ |

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.

## MORGAN STANLEY

Quarterly Financial Information and Statistical Data

## Consolidated Assets Under Management or Supervision

(unaudited, dollars in billions)

| Quarter Ended |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | 4Q05 vs. 4Q04 | 4Q05 vs. 3Q05 |

Consolidated assets under management or supervision by distribution channel

| Retail | \$ | 294 | \$ | 290 | \$ | 290 | \$ | 303 | \$ | 321 | \$ | 319 | \$ | 327 | 331 | 9\% | 1\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Institutional |  | 211 |  | 220 |  | 229 |  | 253 |  | 255 |  | 246 |  | 260 | 268 | 6\% | 3\% |
| Total assets under management or supervision ${ }^{(1)}$ | \$ | 505 | \$ | 510 | \$ | 519 | \$ | 556 | \$ | 576 | \$ | 565 | \$ | 587 | 599 | 8\% | 2\% |
| lidated assets under management or supervision by asset class |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 227 | \$ | 223 | \$ | 222 | \$ | 246 | \$ | 267 | \$ | 265 | \$ | 277 | 285 | 16\% | 3\% |
| Fixed income |  | 111 |  | 114 |  | 116 |  | 118 |  | 111 |  | 106 |  | 107 | 108 | (8\%) | 1\% |
| Money market |  | 65 |  | 70 |  | 80 |  | 87 |  | 87 |  | 84 |  | 87 | 83 | (5\%) | (5\%) |
| Alternatives |  | 16 |  | 18 |  | 19 |  | 19 |  | 19 |  | 18 |  | 18 | 19 | -- | 6\% |
| Real estate |  | 31 |  | 30 |  | 29 |  | 31 |  | 32 |  | 33 |  | 38 | 41 | 32\% | 8\% |
| Total assets under management |  | 450 |  | 455 |  | 466 |  | 501 |  | 516 |  | 506 |  | 527 | 536 | 7\% | 2\% |
| Unit investment trust |  | 10 |  | 10 |  | 10 |  | 11 |  | 11 |  | 11 |  | 11 | 12 | 9\% | 9\% |
| Other ${ }^{(2)}$ |  | 45 |  | 45 |  | 43 |  | 44 |  | 49 |  | 49 |  | 49 | 51 | 16\% | 4\% |
| Total assets under management or supervision ${ }^{(1)}$ | \$ | 505 | \$ | 510 | \$ | 519 | \$ | 556 | \$ | 576 | \$ | 566 | \$ | 587 | 599 | 8\% | 2\% |

(1) Revenues and expenses associated with customer assets of $\$ 139$ billion, $\$ 110$ billion and $\$ 132$ billion as of Nov 30, 2005, Nov 30, 2004 and Aug 31, 2005, respectively, are included in the Company's Retail Brokerage segment, and $\$ 29$ billion, $\$ 22$ billion and $\$ 27$ billion as of Nov 30, 2005, Nov 30, 2005 and Aug 31, 2005, respectively, are included in the Company's Institutional Securities segment.
(2) Includes assets under management or supervision associated with the Retail Brokerage business,

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.


Twelve Months Ended
Percentage Ch May 31, 2005 Aug 31, 2005 Nov 30, 2005 4Q05vs. 4Q04 4Q05vs. 3Q05 Nov 30, 2004 Nov 30, 2005 Change


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

Interest revenue
Interest expense
Net interest income
Provision for consumer loan losses Net credit income

Net revenues
Total non-interest expenses
Income before taxes
Provision for income taxes Income from continuing operations ${ }^{(1)}$

Return on average common equity ${ }^{(2)}$
Pre-tax profit margin ${ }^{(3)}$
(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(2) Refer to page 3 for the allocation of average common equity.
(3) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25 .

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

Merchant, cardmember and other fees
Servicing and securitizations income
Other
Total non-interest revenues
interest revenue
interest expense
Net interest income
Provision for consumer loan losses Net credit income
Net revenues
Total non-interest expenses
Income before taxes
Provision for income taxes
Provision for income taxes
Income from continuing operations ${ }^{\text {(1) }}$
Return on average common equity ${ }^{(2)}$
Pre-tax profit margin ${ }^{(3)}$

$37 \% \quad 33 \%$
37\%
31\%
37\%

| (2\%) | \$ | 1,967 | \$ | 2,017 | 3\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -- |  | 0 |  | 0 | -- |
| * |  | 2 |  | (73) | * |
| (13\%) |  | 1,969 |  | 1,944 | (1\%) |
| (2\%) |  | 5,701 |  | 5,704 | -- |
| 5\% |  | 1,340 |  | 1,806 | 35\% |
| (5\%) |  | 4,361 |  | 3,898 | (11\%) |
| 16\% |  | 2,797 |  | 2,390 | (15\%) |
| (38\%) |  | 1,564 |  | 1,508 | (4\%) |
| (24\%) |  | 3,533 |  | 3,452 | (2\%) |
| (6\%) |  | 2,312 |  | 2,531 | 9\% |
| (73\%) |  | 1,221 |  | 921 | (25\%) |
|  |  | 443 |  | 340 | (23\%) |
|  | \$ | 778 | \$ | 581 | (25\%) |
|  |  | 20\% |  | 13\% |  |
|  |  | 35\% |  | 27\% |  |

(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(2) Refer to page 3 for the allocation of average common equity.
(3) Income before taxes as a \% of net revenues.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

| Morganstanley | MORGAN STANLEY <br> Quarterly Financial Information and Statistical Data Discover (unaudited, dollars in millions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | $\begin{gathered} \text { Percentage } \\ \text { Change } \end{gathered}$ |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | 4Q05 vs. 4Q04 | 4Q05 vs. 3Q05 | Nov 30, 2004 |  | Nov 30, 2005 |  |  |
| Total owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 15,850 | \$ | 17,506 | \$ | 18,471 | \$ | 19,724 | \$ | 18,908 | \$ | 19,385 | \$ | 20,570 | \$ | 22,496 | 14\% | 9\% | \$ | 19,724 | \$ | 22,496 | 14\% |
| Average | \$ | 17,880 | \$ | 16,202 | \$ | 17,787 | \$ | 18,579 | \$ | 19,210 | \$ | 18,753 | \$ | 19,835 | \$ | 21,934 | 18\% | 11\% | \$ | 17,608 | \$ | 19,932 | 13\% |
| Total managed credit card loans ${ }^{(1)(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 47,336 | \$ | 46,828 | \$ | 47,126 | \$ | 48,261 | \$ | 47,770 | \$ | 46,845 | \$ | 47,105 | \$ | 46,936 | (3\%) | -- | \$ | 48,261 | \$ | 46,936 | (3\%) |
| Average | \$ | 48,667 | \$ | 46,929 | \$ | 46,873 | \$ | 47,090 | \$ | 48,930 | \$ | 47,146 | \$ | 46,769 | \$ | 46,502 | (1\%) | (1\%) | \$ | 47,387 | \$ | 47,330 | -- |
| Interest yield |  | 12.20\% |  | 11.88\% |  | 11.69\% |  | 11.59\% |  | 11.23\% |  | 11.69\% |  | 12.04\% |  | 11.94\% | 35 bp | (10 bp) |  | 11.84\% |  | 11.72\% | (12 bp) |
| Interest spread |  | 9.30\% |  | 9.01\% |  | 8.80\% |  | 8.41\% |  | 7.79\% |  | 7.96\% |  | 7.95\% |  | 7.55\% | (86 bp) | (40 bp) |  | 8.88\% |  | 7.81\% | (107 bp) |
| Transaction volume (billions) | \$ | 24.2 | \$ | 24.4 | \$ | 25.4 | \$ | 25.7 | \$ | 25.9 | \$ | 25.4 | \$ | 26.7 | \$ | 26.1 | 2\% | (2\%) | \$ | 99.6 | \$ | 104.1 | 5\% |
| Net Sales |  | 19.8 |  | 19.5 |  | 20.3 |  | 19.9 |  | 20.8 |  | 21.1 |  | 22.4 |  | 21.6 | 9\% | (4\%) |  | 79.5 |  | 86.0 | 8\% |
| Other transaction volume |  | 4.4 |  | 4.9 |  | 5.1 |  | 5.8 |  | 5.1 |  | 4.3 |  | 4.3 |  | 4.5 | (22\%) | 5\% |  | 20.1 |  | 18.1 | (10\%) |
| Accounts (millions) |  | 45.9 |  | 46.0 |  | 46.0 |  | 46.2 |  | 45.9 |  | 45.9 |  | 45.6 |  | 45.5 | (2\%) | -- |  | 46.2 |  | 45.5 | (2\%) |
| Active accounts (millions) |  | 20.3 |  | 19.9 |  | 19.6 |  | 19.7 |  | 19.5 |  | 19.3 |  | 19.2 |  | 19.2 | (3\%) | -- |  | 19.7 |  | 19.2 | (3\%) |
| Average receivables per avg. active account (actual \$) | \$ | 2,360 | \$ | 2,330 | \$ | 2,381 | \$ | 2,407 | \$ | 2,476 | \$ | 2,426 | \$ | 2,429 | \$ | 2,420 | 1\% | -- | + | 2,369 | \$ | 2,438 | 3\% |
| Trans volume per avg. active account (actual \$) | \$ | 1,173 | \$ | 1,209 | \$ | 1,290 | \$ | 1,312 | \$ | 1,311 | \$ | 1,306 | \$ | 1,387 | \$ | 1,360 | 4\% | (2\%) | + | 4,979 | \$ | 5,363 | 8\% |
| Net gain on securitization | \$ | 19 | \$ | (12) | \$ | (14) | \$ | (1) | \$ | 32 | \$ | (16) | \$ | (18) | \$ | (76) | * | * | \$ | (8) | \$ | (78) | * |
| Return on managed receivables ${ }^{(3)}$ |  | 1.80\% |  | 1.50\% |  | 1.78\% |  | 1.49\% |  | 1.82\% |  | 1.38\% |  | 1.28\% |  | 0.40\% | (109 bp) | (88 bp) |  | 1.65\% |  | 1.23\% | (42 bp) |
| Credit quality |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net charge-off rate |  | 6.31\% |  | 6.48\% |  | 5.76\% |  | 5.45\% |  | 5.11\% |  | 4.94\% |  | 5.12\% |  | 5.76\% | 31 bp | 64 bp |  | 6.00\% |  | 5.23\% | (77 bp) |
| Delinquency rate (over 30 days) |  | 5.80\% |  | 4.88\% |  | 4.81\% |  | 4.55\% |  | 4.24\% |  | 3.90\% |  | 3.91\% |  | 3.98\% | (57 bp) | 7 bp |  | 4.55\% |  | 3.98\% | (57 bp) |
| Delinquency rate (over 90 days) |  | 2.86\% |  | 2.40\% |  | 2.22\% |  | 2.18\% |  | 2.05\% |  | 1.83\% |  | 1.80\% |  | 1.75\% | (43 bp) | ( 5 bp ) |  | 2.18\% |  | 1.75\% | (43 bp) |
| Allowance for loan losses at period end | \$ | 985 | \$ | 940 | \$ | 939 | \$ | 929 | \$ | 840 | \$ | 828 | \$ | 817 | \$ | 829 | (11\%) | 1\% | \$ | 929 | \$ | 829 | (11\%) |
| International managed credit card loans ${ }^{(2)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 2,463 | \$ | 2,409 | \$ | 2,337 | \$ | 2,571 | \$ | 2,648 | \$ | 2,479 | \$ | 2,684 | \$ | 2,675 | 4\% | -- | \$ | 2,571 | \$ | 2,675 | 4\% |
| Average | \$ | 2,302 | \$ | 2,411 | \$ | 2,389 | \$ | 2,372 | \$ | 2,606 | \$ | 2,578 | \$ | 2,523 | \$ | 2,667 | 12\% | 6\% | \$ | 2,369 | \$ | 2,593 | 9\% |
| Accounts (millions) |  | 1.1 |  | 1.2 |  | 1.2 |  | 1.3 |  | 1.4 |  | 1.4 |  | 1.5 |  | 1.5 | 15\% | -- |  | 1.3 |  | 1.5 | 15\% |
| Payment services (millions of transactions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Discover network transaction volume |  | 304 |  | 300 |  | 313 |  | 309 |  | 314 |  | 315 |  | 338 |  | 334 | 8\% | (1\%) |  | 1,226 |  | 1,301 | 6\% |
| PULSE network transaction volume ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  | 216 |  | 457 |  | 466 |  | 417 | * | (11\%) |  | - |  | 1,556 | * |
| Total network transaction volume |  | 304 |  | 300 |  | 313 |  | 309 |  | 530 |  | 772 |  | 804 |  | 751 | 143\% | (7\%) |  | 1,226 |  | 2,857 | 133\% |

[^1]| Quarter Ended |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 29, 2004 | May 31, 2004 | Aug 31, 2004 | Nov 30, 2004 | Feb 28, 2005 | May 31, 2005 | Aug 31, 2005 | Nov 30, 2005 | $4 \mathrm{QQ05}$ vs. 4Q04 | 4 Q 05 vs . 3Q05 |  | 2004 |  | , 2005 |  |
| 0 | 0 | \$ 0 | 0 | (3) | \$ 0 | \$ 0 | (1) | * | * | \$ | 0 | \$ | (4) | * |
| (1) | (2) | (1) | (2) | (1) | (1) | (1) | (2) | -- | (100\%) |  | (6) |  | (5) | 17\% |
| 0 | 0 | 0 | 0 | 0 | 0 | , | 0 | -- | -- |  | 0 |  | 0 | -- |
| (29) | (25) | (17) | (17) | (15) | (16) | (12) | (11) | 35\% | 8\% |  | (88) |  | (54) | 39\% |
| (37) | (37) | (40) | (46) | (42) | (40) | (38) | (51) | (11\%) | (34\%) |  | (160) |  | (171) | (7\%) |
| (18) | (19) | (23) | (27) | (28) | (32) | (36) | (43) | (59\%) | (19\%) |  | (87) |  | (139) | (60\%) |
| (8) | (12) | (9) | (8) | (9) | (10) | (11) | (9) | (13\%) | 18\% |  | (37) |  | (39) | (5\%) |
| (93) | (95) | (90) | (100) | (98) | (99) | (98) | (117) | (17\%) | (19\%) |  | (378) |  | (412) | (9\%) |
| (18) | (19) | (23) | (27) | (28) | (32) | (36) | (43) | (59\%) | (19\%) |  | (87) |  | (139) | (60\%) |
| (75) | (76) | (67) | (73) | (70) | (67) | (62) | (74) | (1\%) | (19\%) |  | (291) |  | (273) | 6\% |
| (104) | (105) | (98) | (102) | (94) | (92) | (85) | (96) | 6\% | (13\%) |  | (409) |  | (367) | 10\% |
| \$ 29 | \$ 29 | \$ 31 | \$ 29 | \$ 24 | \$ 25 | \$ 23 | \$ 22 | (24\%) | (4\%) |  | 118 |  | 94 | (20\%) |
|  |  |  |  |  |  |  |  |  |  |  | 43 |  | 34 | (21\%) |
|  |  |  |  |  |  |  |  |  |  | \$ | 75 | \$ | 60 | (20\%) |

(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
(1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

Refer to Legal Notice page 25

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

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | 4 Q 05 vs . 4Q04 | 4Q05 vs. 3Q05 |  | 0, 2004 |  | 0,2005 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,857 |  | 2,071 |  | 647 |  | 941 |  | 1,847 |  | 1,795 |  | 2,151 |  | 1,577 | 68\% | (27\%) |  | 5,516 |  | 7,370 | 34\% |
| Investments |  | 31 |  | 217 |  | 182 |  | 177 |  | 153 |  | 226 |  | 103 |  | 499 | * | * |  | 607 |  | 981 | 62\% |
| Commissions |  | 868 |  | 846 |  | 733 |  | 817 |  | 824 |  | 824 |  | 804 |  | 911 | 12\% | 13\% |  | 3,264 |  | 3,363 | 3\% |
| Asset management, distribution and administration fees |  | 1,112 |  | 1,159 |  | 1,138 |  | 1,064 |  | 1,204 |  | 1,246 |  | 1,249 |  | 1,259 | 18\% | 1\% |  | 4,473 |  | 4,958 | 11\% |
| Interest and dividends |  | 3,321 |  | 3,249 |  | 4,934 |  | 5,278 |  | 5,405 |  | 5,521 |  | 6,429 |  | 8,738 | 66\% | 36\% |  | 16,783 |  | 26,093 | 55\% |
| Other |  | 69 |  | 45 |  | 105 |  | 95 |  | 103 |  | 119 |  | 107 |  | 130 | 38\% | 22\% |  | 314 |  | 459 | 46\% |
| Total revenues |  | 8,087 |  | 8,570 |  | 8,522 |  | 9,118 |  | 10,360 |  | 10,545 |  | 11,835 |  | 14,330 | 57\% | 21\% |  | 34,298 |  | 47,070 | 37\% |
| Interest expense |  | 2,775 |  | 2,763 |  | 4,006 |  | 4,572 |  | 4,477 |  | 5,401 |  | 5,798 |  | 8,060 | 76\% | 39\% |  | 14,117 |  | 23,736 | 68\% |
| Net revenues |  | 5,312 |  | 5,807 |  | 4,516 |  | 4,546 |  | 5,883 |  | 5,144 |  | 6,037 |  | 6,270 | 38\% | 4\% |  | 20,181 |  | 23,334 | 16\% |
| Compensation and benefits |  | 2,515 |  | 2,723 |  | 2,154 |  | 1,709 |  | 2,639 |  | 2,413 |  | 2,923 |  | 2,473 | 45\% | (15\%) |  | 9,101 |  | 10,448 | 15\% |
| Occupancy and equipment |  | 179 |  | 185 |  | 205 |  | 193 |  | 308 |  | 209 |  | 217 |  | 220 | 14\% | 1\% |  | 762 |  | 954 | 25\% |
| Brokerage, clearing and exchange fees |  | 224 |  | 237 |  | 231 |  | 240 |  | 260 |  | 276 |  | 267 |  | 267 | 11\% | -- |  | 932 |  | 1,070 | 15\% |
| Information processing and communications |  | 235 |  | 232 |  | 244 |  | 260 |  | 260 |  | 265 |  | 263 |  | 269 | 4\% | 2\% |  | 971 |  | 1,057 | 9\% |
| Marketing and business development |  | 110 |  | 136 |  | 141 |  | 161 |  | 112 |  | 143 |  | 143 |  | 177 | 10\% | 24\% |  | 548 |  | 575 | 5\% |
| Professional services |  | 253 |  | 291 |  | 333 |  | 402 |  | 315 |  | 365 |  | 425 |  | 507 | 26\% | 19\% |  | 1,279 |  | 1,612 | 26\% |
| Other |  | 214 |  | 350 |  | 265 |  | 162 |  | 499 |  | 342 |  | 296 |  | 292 | 80\% | (1\%) |  | 991 |  | 1,429 | 44\% |
| September 11th related insurance recoveries, net |  | 0 |  | 0 |  | 0 |  | 0 |  | (251) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | (251) | * |
| Total non-interest expenses |  | 3,730 |  | 4,154 |  | 3,573 |  | 3,127 |  | 4,142 |  | 4,013 |  | 4,534 |  | 4,205 | 34\% | (7\%) |  | 14,584 |  | 16,894 | 16\% |
| Income from continuing operations before losses <br> from unconsolidated investees, taxes, <br> dividends on preferred securities subject to <br> mandatory redemption and cumulative <br> $1,582 \quad 1,653$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Losses from unconsolidated investees |  | 93 |  | 81 |  | 77 |  | 77 |  | 73 |  | 67 |  | 105 |  | 66 | (14\%) | (37\%) |  | 328 |  | 311 | (5\%) |
| Div. on pref. sec. subject to mandatory redemption ${ }^{(2)}$ |  | 45 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 45 |  | 0 | * |
| Income before taxes | \$ | 1,444 | \$ | 1,572 | \$ | 866 | \$ | 1,342 | \$ | 1,668 | + | 1,064 | \$ | 1,398 | \$ | 1,999 | 49\% | 43\% |  | 5,224 |  | 6,129 | 17\% |
| Provision for income taxes |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 1,413 |  | 1,518 | 7\% |
| Income from continuing operations ${ }^{(3)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$ | 3,811 | \$ | 4,611 | 21\% |
| Return on average common equity ${ }^{(4)}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 21\% |  | 23\% |  |
| Compensation and benefits as a \% of net revenues |  | 47\% |  | 47\% |  | 48\% |  | 38\% |  | 45\% |  | 47\% |  | 48\% |  | 39\% |  |  |  | 45\% |  | 45\% |  |
| Non-compensation expenses as a \% of net revenues |  | 23\% |  | 25\% |  | 31\% |  | 31\% |  | 26\% |  | 31\% |  | 27\% |  | 28\% |  |  |  | 27\% |  | 28\% |  |
| Pre-tax profit margin ${ }^{(5)}$ |  | 29\% |  | 29\% |  | 21\% |  | 31\% |  | 30\% |  | 22\% |  | 25\% |  | 33\% |  |  |  | 28\% |  | 28\% |  |
| Number of employees ${ }^{(6)}$ |  | 37,455 |  | 38,058 |  | 39,494 |  | 39,639 |  | 39,641 |  | 40,267 |  | 40,226 |  | 39,723 | -- | (1\%) |  |  |  |  |  |

[^2]Feb 29, 2004 May 31, 2004 Aug 31, 2004 Nov 30, 2004 Feb 28, 2005 May 31, 2005 Aug 31, 2005 Nov 30, 2005


Total non-interest revenues
interest revenue
terest expense
Net interest income
Provision for consumer loan losses Net credit income

## Net revenues

Compensation and benefits Occupancy and equipment Information processing and communications Marketing and business development
Professional services
Total non-interest expenses
ncome before taxes
rovision for income taxes
Income from continuing operations ${ }^{(1)}$
Return on average common equity ${ }^{(2)}$ Compensation and benefits as a \% of net revenues
Non-compensation expenses as a \% of net revenues
Pre-tax profit margin ${ }^{(3)}$

| $21 \%$ | $23 \%$ | $21 \%$ |
| ---: | ---: | ---: |
| $42 \%$ | $45 \%$ | $42 \%$ |
| $37 \%$ | $33 \%$ | $37 \%$ |
| 13,524 | 13,522 | 13,318 |


| $21 \%$ | $22 \%$ |
| :--- | :--- |
| $49 \%$ | $41 \%$ |
| $31 \%$ | $37 \%$ |



| (2\%) | \$ | 1,967 | \$ | 2,017 | 3\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| -- |  | 0 |  | 0 | -- |
| * |  | 2 |  | (73) | * |
| (13\%) |  | 1,969 |  | 1,944 | (1\%) |
| (2\%) |  | 5,701 |  | 5,704 | -- |
| 5\% |  | 1,340 |  | 1,806 | 35\% |
| (5\%) |  | 4,361 |  | 3,898 | (11\%) |
| 16\% |  | 2,797 |  | 2,390 | (15\%) |
| (38\%) |  | 1,564 |  | 1,508 | (4\%) |
| (24\%) |  | 3,533 |  | 3,452 | (2\%) |
| (18\%) |  | 752 |  | 865 | 15\% |
| 5\% |  | 84 |  | 92 | 10\% |
| 13\% |  | 344 |  | 353 | 3\% |
| 16\% |  | 575 |  | 587 | 2\% |
| (8\%) |  | 263 |  | 294 | 12\% |
| (25\%) |  | 294 |  | 340 | 16\% |
| (6\%) |  | 2,312 |  | 2,531 | 9\% |
| (73\%) |  | 1,221 |  | 921 | (25\%) |
|  |  | 443 |  | 340 | (23\%) |
|  | \$ | 778 | \$ | 581 | (25\%) |

[^3]
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The following (pages 19-22) present a reconciliation for certain information disclosed on pages 13, 14 and 18.

The data is presented on both a "managed" loan basis and as reported under generally accepted accounting principles ("owned" loan basis). Managed loan data assume that the Company's securitized loan receivables have not been sold and presents the results of securitized loan receivables in the same manner as the Company's owned loans. The Company operates its Discover business and analyzes its financial performance on a managed basis. Accordingly, underwriting and servicing standards are comparable for both owned and securitized loans. The Company believes that managed loan information is useful to investors because it provides information regarding the quality of loan origination and credit performance of the entire managed portfolio and allows investors to understand the related credit risks inherent in owned loans and retained interests in securitizations. In addition, investors often request information on a managed basis, which provides a more meaningful comparison to industry competitors.

| General Purpose Credit Card Loans: | Quarter Ended Nov 30, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 22,496 |  |  | \$ | 21,934 | 0.86\% | 9.89\% | 5.53\% | 5.35\% | 3.69\% | 1.62\% |
| Securitized |  | 24,440 |  | 24,568 | 0.77\% | 13.77\% | 9.36\% | 6.13\% | 4.24\% | 1.87\% |
| Managed | \$ | 46,936 | \$ | 46,502 | 0.40\% | 11.94\% | 7.55\% | 5.76\% | 3.98\% | 1.75\% |
|  | Quarter Ended Aug 31, 2005 |  |  |  |  |  |  |  |  |  |

## General Purpose Credit Card Loans:

Owned
Securitized
Managed

| Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net Charge-offs | Delinquency Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Days | 90 Days |  |  |  |  |
| \$ | 20,570 |  |  | \$ | 19,835 | 3.01\% | 10.96\% | 6.63\% | 4.69\% | 3.62\% | 1.67\% |
|  | 26,535 |  | 26,934 | 2.21\% | 12.83\% | 8.93\% | 5.43\% | 4.13\% | 1.90\% |
| \$ | 47,105 | \$ | 46,769 | 1.28\% | 12.04\% | 7.95\% | 5.12\% | 3.91\% | 1.80\% |

General Purpose Credit Card Loans:
Owned
Securitized
Managed


General Purpose Credit Card Loans:
Owned
Securitized
Managed

| Period End |  | Average |  | Interest Yield | Interest Yield | Interest Spread | Net Charge-offs | Delinquency Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 30 Days | 90 Days |  |  |  |  |
| \$ | 18,908 |  |  | \$ | 19,210 | 4.64\% | 9.07\% | 5.15\% | 4.62\% | 3.75\% | 1.81\% |
|  | 28,862 |  | 29,720 | 3.00\% | 12.63\% | 9.47\% | 5.43\% | 4.55\% | 2.20\% |
| \$ | 47,770 | \$ | 48,930 | 1.82\% | 11.23\% | 7.79\% | 5.11\% | 4.24\% | 2.05\% |

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30 - and 90 -day delinquency rates) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30 - and 90 -day delinquency rates) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
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Year to Date Discover Reconciliation of General Purpose Credit Card Loan Data ${ }^{(1)}$ (unaudited, dollars in millions)

| General Purpose Credit Card Loans: | Twelve Months Ended Nov 30, 2005 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 22,496 |  |  | \$ | 19,932 | 2.92\% | 10.12\% | 5.94\% | 4.84\% | 3.69\% | 1.62\% |
| Securitized |  | 24,440 |  | 27,398 | 2.12\% | 12.88\% | 9.16\% | 5.52\% | 4.24\% | 1.87\% |
| Managed | \$ | 46,936 | \$ | 47,330 | 1.23\% | 11.72\% | 7.81\% | 5.23\% | 3.98\% | 1.75\% |

Twelve Months Ended Nov 30, 2004

| General Purpose Credit Card Loans: |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Return on Receivables | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |  |
| Owned | \$ | 19,724 |  |  | \$ | 17,608 | 4.43\% | 10.05\% | 5.92\% | 5.53\% | 4.08\% | 1.97\% |
| Securitized |  | 28,537 |  | 29,779 | 2.62\% | 12.90\% | 10.56\% | 6.28\% | 4.87\% | 2.34\% |
| Managed | \$ | 48,261 | \$ | 47,387 | 1.65\% | 11.84\% | 8.88\% | 6.00\% | 4.55\% | 2.18\% |

(1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, return on receivables, interest yield, interest spread, net charge-off rates, and 30 - and 90 -day delinquency rates) for the periods indicated.
Notes: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 25.

## MORGAN STANLEY

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

|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Twelve Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | , 2004 | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  | Nov 30, 2004 |  | Nov 30, 2005 |  |
| Merchant, cardmember and other fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 337 | \$ | 306 | \$ | 347 | \$ | 327 | \$ | 308 | \$ | 318 | \$ | 357 | \$ | 340 | \$ | 1,317 | \$ | 1,323 |
| Securitization adjustment |  | 180 |  | 162 |  | 150 |  | 158 |  | 173 |  | 166 |  | 175 |  | 180 |  | 650 |  | 694 |
| Managed | \$ | 517 | \$ | 468 | \$ | 497 | \$ | 485 | \$ | 481 | \$ | 484 | \$ | 532 | \$ | 520 | \$ | 1,967 | \$ | $\underline{\text { 2,017 }}$ |
| Servicing and securitizations income: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 551 | \$ | 465 | \$ | 444 | \$ | 461 | \$ | 494 | \$ | 423 | \$ | 398 | \$ | 294 | \$ | 1,921 | \$ | 1,609 |
| Securitization adjustment |  | (551) |  | (465) |  | (444) |  | (461) |  | (494) |  | (423) |  | (398) |  | (294) |  | $(1,921)$ |  | $(1,609)$ |
| Managed | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - |
| Other: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 0 | \$ | 5 | \$ | 3 | \$ | 2 | \$ | 2 | \$ | 2 | \$ | (1) | \$ | 2 | \$ | 10 | \$ | 5 |
| Securitization adjustment |  | 19 |  | (12) |  | (14) |  | (1) |  | 32 |  | (16) |  | (18) |  | (76) |  | (8) |  | (78) |
| Managed | \$ | 19 | \$ | (7) | \$ | (11) | \$ | 1 | \$ | 34 | \$ | (14) | \$ | (19) | \$ | (74) | \$ | 2 | \$ | (73) |
| Interest revenue: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 472 | \$ | 426 | \$ | 489 | \$ | 472 | \$ | 458 | \$ | 536 | \$ | 593 | \$ | 587 | \$ | 1,859 | \$ | 2,174 |
| Securitization adjustment |  | 1,026 |  | 997 |  | 910 |  | 909 |  | 925 |  | 890 |  | 870 |  | 845 |  | 3,842 |  | 3,530 |
| Managed | \$ | 1,498 | \$ | 1,423 | \$ | 1,399 | \$ | 1,381 | \$ | 1,383 | \$ | 1,426 | \$ | 1,463 | \$ | 1,432 | \$ | 5,701 | \$ | 5,704 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 171 | \$ | 160 | \$ | 159 | \$ | 158 | \$ | 168 | \$ | 182 | \$ | 212 | \$ | 219 | \$ | 648 | \$ | 781 |
| Securitization adjustment |  | 166 |  | 165 |  | 165 |  | 196 |  | 233 |  | 251 |  | 263 |  | 278 |  | 692 |  | 1,025 |
| Managed | \$ | 337 | \$ | 325 | \$ | 324 | \$ | 354 | \$ | 401 | \$ | 433 | \$ | 475 | \$ | 497 | \$ | 1,340 | \$ | 1,806 |
| Provision for consumer loan losses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 262 | \$ | 200 | \$ | 240 | \$ | 224 | \$ | 135 | \$ | 209 | \$ | 224 | \$ | 310 | \$ | 926 | \$ | 878 |
| Securitization adjustment |  | 508 |  | 517 |  | 437 |  | 409 |  | 403 |  | 366 |  | 366 |  | 377 |  | 1,871 |  | 1,512 |
| Managed | \$ | 770 | \$ | 717 | \$ | 677 | \$ | 633 | \$ | 538 | \$ | 575 | \$ | 590 | \$ | 687 | \$ | 2,797 | \$ | 2,390 |

(1) The tables provide a reconciliation of certain managed and owned basis income statement data (merchant, cardmember and other fees, servicing fees, other revenue, interest revenue, interest expense and provision for consumer loan losses) for the periods indicated.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation Refer to Legal Notice page 25.

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The following (page 23) presents a reconciliation for adjusted assets.

Balance sheet leverage ratios are one indicator of capital adequacy when viewed in the context of a company's overall liquidity and capital policies. The Company views the adjusted leverage ratio as a more relevant measure of financial risk when comparing financial services firms and evaluating leverage trends. Adjusted assets exclude certain self-funded assets considered to have minimal market, credit and/or liquidity risk that are generally attributable to matched book and securities lending businesses as measured by aggregate resale agreements and securities borrowed less non-derivative short positions. In addition, the adjusted leverage ratio reflects the deduction from shareholders' equity of the amount of equity used to support goodwill and intangible assets, as the Company does not view this amount of equity as available to support its risk capital needs.

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Total assets ${ }^{(1)}$
Less: Securities purchased under agreements to resel Securities borrowed
Add: Financial instruments sold, not yet purchased
Less: Derivative contracts sold, not yet purchased ${ }^{(1)}$ Subtotal
Less: Segregated customer cash and securities balances
Assets recorded under certain provisions of SFAS No. 140 and FIN 46 Goodwill and intangible assets

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

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 Quarterly Reconciliation of Adjusted Assets (unaudited, dollars in millions, except ratios)| Feb 29, 2004 |  | May 31, 2004 |  | Aug 31, 2004 |  | Nov 30, 2004 |  | Feb 28, 2005 |  | May 31, 2005 |  | Aug 31, 2005 |  | Nov 30, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 656,898 | \$ | 729,501 | \$ | 745,033 | \$ | 747,334 | \$ | 802,210 | \$ | 818,711 | \$ | 837,391 | \$ | 898,523 |
|  | $(76,755)$ |  | $(96,042)$ |  | $(92,816)$ |  | $(123,041)$ |  | $(143,462)$ |  | $(145,579)$ |  | $(143,642)$ |  | $(174,330)$ |
|  | $(179,288)$ |  | $(202,412)$ |  | $(202,863)$ |  | $(208,349)$ |  | $(207,985)$ |  | $(228,454)$ |  | $(227,098)$ |  | $(244,241)$ |
|  | 129,711 |  | 130,440 |  | 132,618 |  | 111,315 |  | 119,913 |  | 131,901 |  | 137,443 |  | 147,000 |
|  | $(43,857)$ |  | $(41,615)$ |  | $(39,425)$ |  | $(43,540)$ |  | $(37,389)$ |  | $(39,835)$ |  | $(48,395)$ |  | $(44,952)$ |
|  | 486,709 |  | 519,872 |  | 542,547 |  | 483,719 |  | 533,287 |  | 536,744 |  | 555,699 |  | 582,000 |
|  | $(16,935)$ |  | $(29,918)$ |  | $(35,194)$ |  | $(26,534)$ |  | $(26,461)$ |  | $(36,539)$ |  | $(30,912)$ |  | $(30,540)$ |
|  | $(39,756)$ |  | $(40,279)$ |  | $(40,057)$ |  | $(44,895)$ |  | $(57,042)$ |  | $(57,394)$ |  | $(64,066)$ |  | $(67,091)$ |
|  | $(1,548)$ |  | $(1,540)$ |  | $(2,191)$ |  | $(2,199)$ |  | $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |
| \$ | 428,470 | \$ | 448,135 | \$ | 465,105 | \$ | 410,091 | \$ | 447,221 | \$ | 440,283 | \$ | 458,190 | \$ | 481,869 |
| \$ | 26,064 | \$ | 27,002 | \$ | 27,420 | \$ | 28,206 | \$ | 28,495 | \$ | 28,330 | \$ | 28,226 | \$ | 29,182 |
|  | 2,897 |  | 2,897 |  | 2,897 |  | 2,897 |  | 2,833 |  | 2,894 |  | 2,881 |  | 2,764 |
|  | 28,961 |  | 29,899 |  | 30,317 |  | 31,103 |  | 31,328 |  | 31,224 |  | 31,107 |  | 31,946 |
|  | $(1,548)$ |  | $(1,540)$ |  | $(2,191)$ |  | $(2,199)$ |  | $(2,563)$ |  | $(2,528)$ |  | $(2,531)$ |  | $(2,500)$ |
| \$ | 27,413 | \$ | 28,359 | \$ | 28,126 | \$ | 28,904 | \$ | 28,765 | \$ | 28,696 | \$ | 28,576 | \$ | 29,446 |
|  | 24.0 x |  | 25.7 x |  | 26.5.x |  | 25.9.x |  | 27.9x |  | 28.5 x |  | 29.3 x |  | 30.5 x |
|  | 15.6x |  | 15.8x |  | 16.5.x |  | 14.2x |  | 15.5 x |  | 15.3 x |  | 16.0x |  | 16.4 x |

(1) Effective December 1, 2004, the Company offsets cash paid or received pursuant to credit support agreements ("cash collateral netting") against its OTC derivatives inventory. Total assets as of November 30, 2004 have been restated to reflect cash collateral netting. Prior periods presented do not reflect such cash collateral netting.
(2) The Company views the junior subordinated debt issued to capital trusts as a component of its equity capital base given the inherent characteristics of the securities. These characteristics include the long dated nature (final maturity at issuance of thirty years extendable at the Company's option by a further nineteen years), the Company's ability to defer coupon interest for up to 20 consecutive quarters, and the subordinated nature of the obligations in the capital tructure. The Company also receives rating agency equity credit for these securities.
(3) Leverage ratio equals total assets divided by tangible shareholders' equity.
(4) Adjusted leverage ratio equals adjusted total assets divided by tangible shareholders' equity.

Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

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This page represents an addendum to the 4Q2005 Financial Supplement

In accordance with SFAS 123(R), fiscal 2005 compensation expense includes the amortization of fiscal 2003 and fiscal 2004 awards but does not include any amortization for fiscal 2005 year-end awards This had the effect of reducing compensation expense in fiscal 2005. If SFAS 123(R) were not in effect, fiscal 2005's compensation expense would have included three years of amortization (i.e. for awards granted in fiscal 2003, fiscal 2004 and fiscal 2005). In addition, fiscal 2005 year-end awards, which will begin to be amortized in fiscal 2006, will be amortized over a shorter period (primarily 2 and 3 years) as compared with awards granted in fiscal 2004 and fiscal 2003 (primarily 3 and 4 years) . The shorter amortization period will increase compensation expense in fiscal 2006 Fiscal 2006 compensation expense will include three years of amortization (i.e. for awards granted in fiscal 2003, fiscal 2004 and fiscal 2005). Fiscal 2006 year-end awards will begin to be amortized in fiscal 2007, The table below illustrates the percentage of each year-end award amortized into compensation expense in a given fiscal year.

For a further discussion of the Company's accounting for stock-based compensation, see the Company's Form 10-Q for the quarterly period ended August 31, 2005.

Illustration of Standard Equity Award Amortization

|  | Fiscal Year Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year of Award | Nov 30, 2003 | Nov 30, 2004 | Nov 30, 2005 | Nov 30, 2006 | Nov 30, 2007 | Nov 30, 2008 | Nov 30, 2009 | Cumulative Amort. By Grant |
| 2003 | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 0\% | 100\% |
| 2004 |  | 28\% | 28\% | 28\% | 15\% | 1\% | 0\% | 100\% |
| 2005 |  |  |  | 39\% | 39\% | 20\% | 2\% | 100\% |
| 2006 |  |  |  |  | 39\% | 39\% | 19\% | 97\% |
| 2007 |  |  |  |  |  | 39\% | 38\% | 77\% |
| 2008 |  |  |  |  |  |  | 39\% | 39\% |

[^4]
## 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 fourth quarter earnings press release issued December 20, 2005.


[^0]:    (1) Annualized revenue divided by average global representative headcount.
    (2) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets
    (3) Total client assets divided by period end global representative headcount.
    (4) Represents net new assets in the U.S. broad-based branch system.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25.

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

    Includes owned and securitized credit card loans.
    naged receivables.
    $\begin{array}{ll}\text { (4) } & \text { Reflects volume subsequent to date of acquisition. } \\ & \text { Note: } \\ \text { Certain reclassifictions }\end{array}$
    Refer to Legal Notice page 25.

[^2]:    (2) Includes the elimination of intersegment activity between Institutional Securtites, Retail Brokerage and Asset Management.

    At February 29, 2004, preferred securities subject to mandatory redemption were reclassified to junior subordinated debt issued to capital trusts in interest expe tong-term debt) pursuant to the ado
    (3) in interest expense from February 29, 2004 forward. Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
    (4) Refer to page 3 for the allocation of average common equity.

    Includes Institutional Securities, Retail Brokerage, Asset Management and Infrastructure / Company areas.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Refer to Legal Notice page 25

[^3]:    (1) Excludes gain/(loss) from discontinued operations and cumulative effect of accounting change.
    (2) Refer to page 3 for the allocation of average common equity
    (3) Income before taxes as a \% of net revenues.

    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation. Refer to Legal Notice page 25 .

[^4]:    Note: The actual fiscal impact depends on several factors including, but not limited to, forfeitures, award terms and modifications.
    Refer to Legal Notice page 25

