## Updated as of January 29, 2008

## Morgan Stanley

MORGAN STANLEY
Financial Supplement - 4Q 2007
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## MORGAN STANLEY

## Quarterly Financial Summary



MorganStanley

Investment banking
Principal transactions:
$\quad$ Trading
Investments
Commissions
Asset management, distribution and admin. fees
Interest and dividends
Other $\quad$ Total revenues
Interest expense
$\quad$ Net revenues
 $\xrightarrow{\text { 4Q07 vs. } 3 Q 07} \xlongequal{\text { Nov 30, } 2006}$ Nov 30, 2007

 $4 \%$
$*$
$42 \%$
$32 \%$
$30 \%$
$43 \%$
$62 \%$
$(19 \%)$
$46 \%$
$(106 \%)$
$(4 \%)$

$23 \%$
$41 \%$
$15 \%$
$23 \%$
$11 \%$
$(44 \%)$
$14 \%$
$3 \%$

| 5\%) | 4,755 | 6,368 |
| :---: | :---: | :---: |
| * | 11,805 | 3,206 |
| 47\% | 1,807 | 3,262 |
| 2\% | 3,770 | 4,682 |
| 2\% | 5,238 | 6,519 |
| 12\% | 42,776 | 60,083 |
| 35\% | 585 | 8 |
| (31\%) | 70,736 | 85,328 |
| 14\% | 40,897 | 57,302 |
| (106\%) | 29,839 | 28,026 |
| (11\%) | 13,986 | 16,552 |
| 12\% | 912 | 1,130 |
| 2\% | 1,305 | 1,656 |
| 9\% | 1,089 | 1,193 |
| 43\% | 643 | 813 |
| 33\% | 1,889 | 2,112 |
| (69\%) | 912 | 1,129 |
| 3\% | 6,750 | 8,033 |
| (6\%) | 20,736 | 24,585 |

Compensation and benefits
Occupancy and equipment
Brokerage, clearing and exchange fees
Information processing and communications
Marketing and business development
Professional services
Other
otal non-interest expense
come / (loss) from continuing operations before gain / (loss)
from unconsolidated investees and taxes
Gain / (loss) from unconsolidated investees
Provision / (benefit) for income taxes
Income / (loss) from continuing operations Discontinued operations ${ }^{(1)}$
ain / (loss) from discontinued operations
ncome tax provision / (benefit)
Gain / (loss) from discontinued operations
Net income / (loss)
Earnings / (loss) applicable to common shareholders


| 128\% | 195\% |  | $\begin{array}{r} 9,103 \\ (40) \end{array}$ |  | $\begin{array}{r} , 441 \\ (47) \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| * | * |  | 2,728 |  | 831 |
| * | * |  | 6,335 |  | 2,563 |
| * | * |  | 1,666 |  | 1,024 |
| * | * |  | 529 |  | 378 |
| * | * |  | 1,137 |  | 646 |
| * | * | \$ | 7,472 | \$ | 3,209 |
| (11\%) | - | \$ | 19 | \$ | 68 |
| * | * | \$ | 7,453 | \$ | 3,141 |

Return on average common equity
from continuing operations
Return on average common equity
Pre-tax profit margin ${ }^{(2)}$
Compensation and benefits as a $\%$ of net revenues

[^0]Total assets (millions) Adjusted assets (millions) ${ }^{(4)}$
Period end common shares outstanding (millions) Common equity
Shareholders' equity (millions) ${ }^{(6)}$ Total capital (millions) ${ }^{(7)}$
Wordwide employees ${ }^{(1)}$


Average Daily 95\%/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

| \$ | 4,680 | \$ | 4,702 | \$ | 4,527 | \$ | 4,894 | \$ | 6,072 | \$ | 6,049 | \$ |  | \$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1,895 |  | 2,061 |  | 1,826 |  | 1,980 |  | 2,702 |  | 2,970 |  | 2,405 |  | 1,9311,711 |
|  | 838 |  | 750 |  | 711 |  | 975 |  | 1,220 |  | 1,505 |  | 1,432 |  |  |
| \$ | 7,413 | \$ | 7,513 | \$ | 7,064 | \$ | 7,849 | \$ | 9,994 | \$ | 10,524 | \$ | 7,958 | \$ | (450) |
| \$ | 959,950 | \$ | 1,027,419 | \$ | 1,029,354 | \$ | 1,121,192 | \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 |
| \$ | 516,883 | \$ | 533,488 | \$ | 543,544 | \$ | 638,158 | \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 |
|  | 1,070.4 |  | 1,071.8 |  | 1,058.7 |  | 1,048.9 |  | 1,061.6 |  | 1,051.7 |  | 1,062.5 |  | 1,056.3 |
| \$ | 28.12 | \$ | 29.97 | \$ | 31.24 | \$ | 32.67 | \$ | 34.71 | \$ | 36.52 | \$ | 32.14 | \$ | 28.56 |
| \$ | 30,103 | \$ | 32,118 | \$ | 33,072 | \$ | 34,264 | \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 |
| \$ | 33,886 | \$ | 35,902 | \$ | 37,956 | \$ | 40,248 | \$ | 42,839 | \$ | 44,385 | \$ | 40,125 | \$ | 36,145 |
| \$ | 134,366 | \$ | 145,849 | \$ | 149,956 | \$ | 162,134 | \$ | 177,270 | \$ | 187,250 | \$ | 187,480 | \$ | 191,085 |
|  | 40,188 |  | 40,088 |  | 41,416 |  | 43,124 |  | 44,797 |  | 45,845 |  | 47,713 |  | 48,256 |
| \$ | 35 | \$ | 39 | \$ | 33 | \$ | 34 | \$ | 39 | \$ | 40 | \$ | 52 | \$ | 53 |
| \$ | 25 | \$ | 29 | \$ | 26 | \$ | 32 | \$ | 45 | \$ | 44 | \$ | 43 | \$ | 41 |
| \$ | 9 | \$ | 9 | \$ | 7 | \$ | 12 | \$ | 15 | \$ | 16 | \$ | 17 | \$ | 25 |
| \$ | 31 | \$ | 28 | \$ | 33 | \$ | 30 | \$ | 40 | \$ | 34 | \$ | 38 | \$ | 35 |
| \$ | 58 | \$ | 63 | \$ | 56 | \$ | 61 | \$ | 90 |  | 81 | \$ | 87 | \$ | 89 |
| \$ | 20 | \$ | 26 | \$ | 24 | + | 18 | \$ | 14 | \$ | 17 | \$ | 20 | \$ | 36 |
| \$ | 65 | \$ | 70 | \$ | 66 | \$ | 67 |  | 92 | \$ | 87 | \$ | 91 | \$ | 98 |

Trading VaR
Non - trading Var
Aggregate trading and non - trading VaR
(184\%) (2\%)
$75 \%$ (106\%) (106\%)

## (11\%)

 $(11 \%)$$1 \%$
$\square$
(1) Restated to exclude Discover Financial Services

Effective December 1, 2006, the Company elected early adoption of SFAS No. 157, "Fair Value Measurements", and SFAS No. 159, "The Fair Value Option for Financial Assets
and Financial Liabilities - Including an amendment of FASB Statement No. 115 ." As a result of the adoption of SFAS No. 157 and SFAS No. 159, the Company recorded an atter-tax and
cumulative effect adjustment of $\$ 186$ milion as an increase to the opening balance of retained earnings as of December 1,2006 .
(3) Reflects the regional view of the Company's consolidated net revenues, on a managed basis, based on the following methodology: Institutional Securities: investment banking - client loca
Global Wealth Management: financial advisor location
Asset Management: client location except for the merchant banking business which is based on asset location
(4) Adjusted assets exclude certain self-funded assets considered to have minimal market, credit and/or liquidity risk that are generally attributable to matched book and
securities lending businesses as measured by aggregate resale agreements and securities borrowed less non-derivative short positions. See page 14 for further information
(5) The Company's spin-off of Discover Financial Services on June 30,2007 reduced book value per common share by approximately $\$ 5.79$.
(6) Includes common equity, preferred equity and junior subordinated debt issued to capital trusts.
(7) Includes common equity, preferred equity, junior subordinated debt issued to capital trusts, capital units and the non-current portion of long-term debt.
 trading positions if the porttolio were held constant for a one day period. For a further discussion of the calculation of VaR and the limitations of the
Company's VaR methodology, see Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" in the Company's Form 10-K for fiscal 2006.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.


[^1]

[^2]MorganStanley

Investment Banking
Advisory revenue
Underwiting revenue
Equity
Fixed inco
Total underwriting revenue
Total investment banking revenue

## Sales \& Trading ${ }^{(1)}$

Equity
Fixed income
Other
\& trading net revenue
ergers and acquisitions announced transactions Morgan Stanley global market volume (billions) Market share
Rank
Mergers and acquisitions completed transactions Morgan Stanley global market volume (billions)
Market share Market sh
Rank
bal equity and related issues
Morgan Stanley global market volume (billions)
Market share Market share
obal IPO's

Global debt
Morgan Stanley global market volume (billions)
Market share
Rank
MORGAN STANLEY
Quarterly Financial Information and Statistical Data
Institutonal Securities
(unaudited, dollars in millions)

Institutional Securities

Quarter Ended



| \$ | 344 | \$ | 365 | \$ | 444 | \$ | 600 | \$ | 373 | \$ | 725 | \$ | 664 | \$ | 779 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 197 |  | 371 |  | 237 |  | 254 |  | 300 |  | 493 |  | 429 |  | 348 |
|  | 351 |  | 299 |  | 311 |  | 455 |  | 359 |  | 486 |  | 346 |  | 236 |
| \$ | 548 | \$ | 670 | \$ | 548 | \$ | 709 | \$ | 659 | \$ | 979 | \$ | 775 | \$ | 584 |
| \$ | 892 | \$ | 1,035 | \$ | 992 | \$ | 1,309 | \$ | 1,032 | \$ | 1,704 | \$ | 1,439 | \$ | 1,363 |
| $\$$ | 1,656 | \$ | 1,669 | \$ | 1,520 | \$ | 1,436 | \$ | 2,209 | \$ | 2,216 | \$ | 1,761 | \$ | 2,472 |
|  | 2,651 |  | 2,131 |  | 2,257 |  | 2,252 |  | 3,430 |  | 2,896 |  | 2,197 |  | $(7,873)$ |
|  | (109) |  | (31) |  | (100) |  | (48) |  | (89) |  | (74) |  | (877) |  | (202) |
| \$ | 4,198 | \$ | 3,769 | \$ | 3,677 | \$ | 3,640 | \$ | 5,550 | \$ | 5,038 | \$ | 3,081 | \$ | (5,60) |

Fiscal View

$\qquad$ ercentage
(1) Includes principal transactions trading, commissions and net interest revenue. Equity and Fixed income sales and trading net revenue have been restated to include certain funding costs not previously allocated to those businesses. Other sales and trading net revenue primarily includes net losses from mark-to-market loans and closed and pipeline commitments, results related to Investment Banking and other activities.
${ }^{(2)}$ Source: Thomson Financial, data as of December 5, 2007
Certain reclassifications have been made to prior period amounts to conform to the current presentation.
Refer to Legal Notice page 16.

## Morgan Stanley

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

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

Quarter Ended
Percentage Change From:



| \$ | 30.2 | \$ | 28.2 | \$ | 30.4 | \$ | 35.0 | \$ | 31.5 | \$ | 42.1 | \$ | 50.4 | \$ | 50.2 | 43\% | -- |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 6.3 |  | 9.0 |  | 19.1 |  | 8.5 |  | 5.5 |  | 32.4 |  | 35.7 |  | 20.0 | 8\% | (44\%) |
| \$ | 36.5 | \$ | 37.2 | \$ | 49.5 | \$ | 53.5 | \$ | 57.0 | \$ | 74.5 | \$ | 86.1 | \$ | 70.2 | 31\% | (18\%) |


|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ---: | ---: | ---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 35.8 | $\$$ | 34.4 | $\$$ | 37.8 | $\$$ | 41.4 | $\$$ | 37.7 | $\$$ | 55.8 | $\$$ | 61.5 | $\$$ | 63.2 | 5 | $53 \%$ |
| $\$$ | 9.2 | $\$$ | 11.9 | $\$$ | 24.5 | $\$$ | 21.9 | $\$$ | 29.4 | $\$$ | 37.3 | $\$$ | 43.2 | $\$$ | 30.9 | $41 \%$ | $(28 \%)$ |
|  | $80 \%$ |  | $74 \%$ |  | $61 \%$ |  | $65 \%$ |  | $56 \%$ |  | $60 \%$ |  | $59 \%$ |  | $67 \%$ |  |  |
|  | $20 \%$ |  | $26 \%$ |  | $39 \%$ |  | $35 \%$ |  | $44 \%$ |  | $40 \%$ |  | $41 \%$ |  | $33 \%$ |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| $\$$ | 45.0 | $\$$ | 46.3 | $\$$ | 62.3 | $\$$ | 63.3 | $\$$ | 67.1 | $\$$ | 93.1 | $\$$ | 104.7 | $\$$ | 94.1 | $49 \%$ | $(10 \%)$ |
| $\$$ | 17.7 | $\$$ | 23.8 | $\$$ | 24.3 | $\$$ | 26.5 | $\$$ | 29.9 | $\$$ | 34.2 | $\$$ | 37.5 | $\$$ | 37.6 | $42 \%$ | - |
| $\$$ | 27.3 | $\$$ | 22.5 | $\$$ | 38.0 | $\$$ | 36.8 | $\$$ | 37.2 | $\$$ | 58.9 | $\$$ | 67.2 | $\$$ | 56.5 | $54 \%$ | $(16 \%)$ |

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

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nvestment banking
Principal transactions:
Principal transactions: Trading Investment
Commissions
Asset management, distribution and admin fees Interest and dividends
Other
Total revenues
erest expense
Net revenues
Total non-interest expens
Income before taxes
Provision for income taxes
Income from continuing operations
Return on average common equity ${ }^{(1)}$
Pre-tax profit margin ${ }^{(2)}$

MORGAN STANLEY
Quarterly Global Wealth Management Group Income Statement Information (unaudited, dollars in millions)
 Percentage Change From: ov 30, 2006 Nov 30, 2007


| 53\% | 32\% |  | 487 |  | 598 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (38\%) | 167\% |  | 57 |  | 29 |
| 34\% | 16\% |  | 1,168 |  | 1,433 |
| 12\% | (1\%) |  | 2,757 |  | 3,067 |
| 12\% | 2\% |  | 1,004 |  | 1,221 |
| 41\% | 58\% |  | 130 |  | 163 |
| 18\% | 5\% |  | 6,031 |  | 7,136 |
| (33\%) | (14\%) |  | 519 |  | 511 |
| 23\% | 6\% |  | 5,512 |  | 6,625 |
| 10\% | 1\% |  | 5,004 |  | 5,470 |
| 124\% | 32\% |  | 508 |  | 1,155 |
| 185\% | 27\% |  | 167 |  | 459 |
| 96\% | 35\% | \$ | 341 | \$ | 696 |
|  |  |  | 11\% |  | 41\% |
|  |  |  | 9\% |  | 17\% |

Percentage Change Change
(1) Refer to page 4 for the allocation of average common equity
(2) Income before taxes as a $\%$ of net revenues.

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

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|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | , 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | 4Q07 vs. 4Q06 4Q07 vs. 3Q07 |  |
| Global representatives |  | 8,913 |  | 8,091 |  | 7,982 |  | 7,944 |  | 7,993 |  | 8,137 |  | 8,341 |  | 8,429 | 6\% | 1\% |
| Annualized revenue per global representative (thousands) ${ }^{(1)}$ | \$ | 562 | \$ | 659 | \$ | 682 | \$ | 729 | \$ | 758 | \$ | 814 | \$ | 817 | \$ | 853 | 17\% | 4\% |
| Assets by client segment (billions) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \$10m or more |  | 166 |  | 170 |  | 176 |  | 199 |  | 210 |  | 223 |  | 228 |  | 247 | 24\% | 8\% |
| \$1m-\$10m |  | 220 |  | 220 |  | 229 |  | 243 |  | 248 |  | 268 |  | 265 |  | 275 | 13\% | 4\% |
| Subtotal - > \$1m |  | 386 |  | 390 |  | 405 |  | 442 |  | 458 |  | 491 |  | 493 |  | 522 | 18\% | 6\% |
| \$100k - \$1m |  | 177 |  | 180 |  | 180 |  | 177 |  | 174 |  | 180 |  | 182 |  | 179 | 1\% | (2\%) |
| < \$100k |  | 32 |  | 29 |  | 28 |  | 27 |  | 26 |  | 24 |  | 24 |  | 23 | (15\%) | (4\%) |
| Client assets excluding corporate / other |  | 595 |  | 599 |  | 613 |  | 646 |  | 658 |  | 695 |  | 699 |  | 724 | 12\% | 4\% |
| Corporate / other |  | 29 |  | 30 |  | 29 |  | 30 |  | 32 |  | 33 |  | 35 |  | 34 | 13\% | (3\%) |
| Total client assets (billions) | \$ | 624 | \$ | 629 | \$ | 642 | \$ | 676 | \$ | 690 | \$ | 728 | \$ | 734 | \$ | 758 | 12\% | 3\% |
| \% of assets by client segment > \$1m ${ }^{(2)}$ |  | 65\% |  | 65\% |  | 66\% |  | 68\% |  | 70\% |  | 71\% |  | 71\% |  | 72\% |  |  |
| Fee-based client account assets (billions) ${ }^{(3)}$ | \$ | 173 | \$ | 180 | \$ | 183 | \$ | 195 | \$ | 202 | \$ | 210 | \$ | 211 | \$ | 201 | 3\% | (5\%) |
| Fee-based assets as a \% of client assets |  | 28\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  | 29\% |  | 27\% |  |  |
| Bank deposit program (millions) | \$ | 7,319 | \$ | 9,114 | \$ | 9,839 | \$ | 13,301 | \$ | 16,364 | \$ | 18,226 | \$ | 19,409 | \$ | 26,160 | 97\% | 35\% |
| Client assets per global |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Domestic retail net new assets (billions) ${ }^{(5)}$ | \$ | - | \$ | 2.4 | \$ | 5.4 | \$ | 0.7 | \$ | 6.7 | \$ | 8.7 | \$ | 14.6 | \$ | 10.0 | * | (32\%) |
| Domestic retail locations |  | 484 |  | 473 |  | 460 |  | 453 |  | 451 |  | 453 |  | 455 |  | 451 | -- | (1\%) |

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

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

## MORGAN STANLEY

## Quarterly Financial Information and Statistical Data

Global Wealth Management Group
(unaudited)

| Investment banking | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  | Twelve Months Ended |  |  |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 (1) |  | May 31, 2007 (1) |  | Aug 31, 2007 (1) |  | Nov 30, 2007 (1) |  | $4 \mathrm{Q} 07 \text { vs. 4Q06 }$ | $\frac{4 \mathrm{Q} 07 \text { vs. } 3 \mathrm{Q} 07}{(13 \%)}$ | Nov 30, 2006 |  | Nov 30, 2007 (1) |  | Change |
|  | \$ | 23 | \$ | 35 | \$ | 26 | \$ | 54 | \$ | 31 | \$ | 61 | \$ | 92 | \$ | 80 |  |  | \$ | 138 | \$ | 264 | 91\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading ${ }^{(2)}$ |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | (129) | * | * |  | 0 |  | (129) | * |
| Investments |  | 56 |  | 213 |  | 170 |  | 230 |  | 532 |  | 588 |  | 338 |  | 316 | 37\% | (7\%) |  | 669 |  | 1,774 | 165\% |
| Commissions |  | 7 |  | 7 |  | 5 |  | 6 |  | 6 |  | 6 |  | 6 |  | 5 | (17\%) | (17\%) |  | 25 |  | 23 | (8\%) |
| Asset management, distribution and admin fees |  | 644 |  | 636 |  | 629 |  | 665 |  | 768 |  | 844 |  | 926 |  | 986 | 48\% | 6\% |  | 2,574 |  | 3,524 | 37\% |
| Interest and dividends |  | 6 |  | 10 |  | 21 |  | 11 |  | 14 |  | 29 |  | 14 |  | 17 | 55\% | 21\% |  | 48 |  | 74 | 54\% |
| Other |  | 6 |  | 5 |  | 5 |  | 10 |  | 34 |  | 18 |  | 10 |  | 13 | 30\% | 30\% |  | 26 |  | 75 | 188\% |
| Total revenues |  | 742 |  | 906 |  | 856 |  | 976 |  | 1,385 |  | 1,546 |  | 1,386 |  | 1,288 | 32\% | (7\%) |  | 3,480 |  | 5,605 | 61\% |
| Interest expense |  | 5 |  | 8 |  | 11 |  | 3 |  | 17 |  | 37 |  | 22 |  | 36 | * | 64\% |  | 27 |  | 112 | * |
| Net revenues |  | 737 |  | 898 |  | 845 |  | 973 |  | 1,368 |  | 1,509 |  | 1,364 |  | 1,252 | 29\% | (8\%) |  | 3,453 |  | 5,493 | 59\% |
| Total non-interest expenses |  | 571 |  | 636 |  | 690 |  | 705 |  | 989 |  | 1,206 |  | 873 |  | 958 | 36\% | 10\% |  | 2,602 |  | 4,026 | 55\% |
| Income before taxes |  | 166 |  | 262 |  | 155 |  | 268 |  | 379 |  | 303 |  | 491 |  | 294 | 10\% | (40\%) |  | 851 |  | 1,467 | 72\% |
| Provision for income taxes |  | 66 |  | 103 |  | 61 |  | 110 |  | 149 |  | 105 |  | 174 |  | 113 | 3\% | (35\%) |  | 340 |  | 541 | 59\% |
| Income from continuing operations | \$ | 100 | \$ | 159 | \$ | 94 | \$ | 158 | \$ | 230 | \$ | 198 | \$ | 317 | \$ | 181 | 15\% | (43\%) | \$ | 511 | \$ | 926 | 81\% |
| Return on average common equity ${ }^{(3)}$ |  | 18\% |  | 28\% |  | 15\% |  | 23\% |  | $31 \%$ |  | 23\% |  | 35\% |  | 18\% |  |  |  | 21\% |  | 26\% |  |
| Pre-tax profit margin ${ }^{(4)}$ |  | 23\% |  | 29\% |  | 18\% |  | 28\% |  | 28\% |  | 20\% |  | 36\% |  | 24\% |  |  |  | 25\% |  | 27\% |  |

[^3]
## Morgan Stanley

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

## 

Assets under management or supervision
Net flows by distribution channel
Americas Retail Morgan Stanley Brand Americas Retail Van Kampen Brand Americas Intermediary
U.S. Institutit
Non- U.s.

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

$16 \%$
$\star$
$(60 \%)$
$180 \%$
$196 \%$
$\star$

$(138 \%)$
$30 \%$
$\star$
$(92 \%)$

| (100\%) | \$ | (9.3) | \$ | (4.3) | 54\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| * |  | (2.0) |  | (0.3) | 85\% |
| (67\%) |  | 8.2 |  | 4.4 | (46\%) |
| 167\% |  | (13.1) |  | 2.5 | 119\% |
| 21\% |  | 6.5 |  | 22.3 | * |
| (29\%) | \$ | (9.7) | \$ | 24.6 |  |
| (123\%) |  | 13.1 |  | 15.5 | 18\% |
| * |  | (12.7) |  | (5.1) | 60\% |
| (140\%) | \$ | 0.4 | \$ | 10.4 | * |
| (98\%) | \$ | (9.3) | \$ | 35. |  |

Assets under management or supervision by distribution channe Americas Retail Morgan Stanley Brand
nericas Retail Van Kampen Brand
Americas Intermedia
U.S. Institu

Total long term assets under management or supervision
Institutional money markets/liquidity
Retail money markets
Total Money Mark
Total assets under management or supervision
Share of minority interest assets ${ }^{(1)}$
Total

Assets under management or supervision by asset clas
Equity
Fixed income
Money marke
Alternatives ${ }^{22}$
Subtotal
Unit trusts
otal assets under management or supervisio Share of minority interest assets ${ }^{(1)}$
Total


| $2 \%$ | $2 \%$ |
| ---: | ---: |
| $5 \%$ | - |
| $17 \%$ | $3 \%$ |
| $28 \%$ | $5 \%$ |
| $42 \%$ | $12 \%$ |
| $20 \%$ | $5 \%$ |
| $39 \%$ | $(3 \%)$ |
| $(11 \%)$ | $(6 \%)$ |
| $18 \%$ | $(4 \%)$ |
| $20 \%$ | $3 \%$ |
| $75 \%$ | $17 \%$ |
| $20 \%$ | $3 \%$ |


| \$ | 230 | \$ | 226 | \$ | 226 | \$ | 239 | \$ | 245 | \$ | 265 | \$ | 254 | \$ | 265 | 11\% | 4\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 90 |  | 91 |  | 93 |  | 94 |  | 94 |  | 98 |  | 98 |  | 102 | 9\% | 4\% |
|  | 78 |  | 75 |  | 78 |  | 84 |  | 85 |  | 89 |  | 103 |  | 99 | 18\% | (4\%) |
|  | 45 |  | 49 |  | 53 |  | 61 |  | 77 |  | 87 |  | 101 |  | 109 | 79\% | 8\% |
|  | 443 |  | 441 |  | 450 |  | 478 |  | 501 |  | 539 |  | 556 |  | 575 | 20\% | 3\% |
|  | 12 |  | 13 |  | 13 |  | 14 |  | 15 |  | 16 |  | 15 |  | 15 | 7\% | -- |
| \$ | 455 | \$ | 454 | \$ | 463 | \$ | 492 | \$ | 516 | \$ | 55 | \$ | 571 | \$ | 590 | 20\% | 3\% |
|  | 0 |  | 0 |  | 0 |  | 4 |  | 5 |  | 5 |  | 6 |  | 7 | 75\% | 17\% |
| \$ | 455 | \$ | 454 | \$ | 463 | \$ | 496 | \$ | 521 | \$ | 560 | \$ | 577 | \$ | 597 | 20\% | 3\% |

(1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest
(2) Includes a range of altermative investment products such as real estate funds, hedge funds, private equity funds, funds of hedge funds and funds

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

| Quarter Ended |  |  |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Feb 28, 2006 | May 31, 2006 | Aug 31, 2006 | Nov 30, 2006 | Feb 28, 2007 | May 31, 2007 | Aug 31, 2007 | Nov 30, 2007 | 4Q07 vs. 4Q06 | 4Q07 vs. 3Q07 |

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

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

| \$ | 65 | \$ | 63 | \$ | 61 | \$ | 63 | \$ | 62 | \$ | 67 | \$ | 63 | \$ | 64 | 2\% | 2\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 90 |  | 89 |  | 90 |  | 94 |  | 96 |  | 102 |  | 99 |  | 99 | 5\% | -- |
|  | 47 |  | 51 |  | 55 |  | 58 |  | 61 |  | 67 |  | 66 |  | 68 | 17\% | 3\% |
|  | 98 |  | 96 |  | 95 |  | 100 |  | 110 |  | 119 |  | 122 |  | 128 | 28\% | 5\% |
|  | 77 |  | 80 |  | 84 |  | 93 |  | 102 |  | 111 |  | 118 |  | 132 | 42\% | 12\% |
|  | 377 |  | 379 |  | 385 |  | 408 |  | 431 |  | 466 |  | 468 |  | 491 | 20\% | 5\% |
|  | 37 |  | 37 |  | 40 |  | 49 |  | 52 |  | 57 |  | 70 |  | 68 | 39\% | (3\%) |
|  | 41 |  | 38 |  | 38 |  | 35 |  | 33 |  | 32 |  | 33 |  | 31 | (11\%) | (6\%) |
|  | 78 |  | 75 |  | 78 |  | 84 |  | 85 |  | 89 |  | 103 |  | 99 | 18\% | (4\%) |
|  | 455 |  | 454 |  | 463 |  | 492 |  | 516 |  | 555 |  | 571 |  | 590 | 20\% | 3\% |
|  | 129 |  | 127 |  | 142 |  | 153 |  | 153 |  | 157 |  | 162 |  | 185 | 21\% | 14\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 645 | \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | 20\% | 6\% |
|  | 0 |  | 0 |  | 0 |  | 4 |  | 5 |  | 5 |  | 6 |  | 7 | 75\% | 17\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 649 | \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | 20\% | 6\% |
| \$ | 288 | \$ | 288 | \$ | 289 | \$ | 307 | \$ | 317 | \$ | 344 | \$ | 333 | \$ | 355 | 16\% | 7\% |
|  | 105 |  | 106 |  | 109 |  | 111 |  | 111 |  | 116 |  | 118 |  | 127 | 14\% | 8\% |
|  | 82 |  | 79 |  | 83 |  | 89 |  | 90 |  | 94 |  | 109 |  | 108 | 21\% | (1\%) |
|  | 45 |  | 49 |  | 53 |  | 61 |  | 77 |  | 87 |  | 101 |  | 109 | 79\% | 8\% |
|  | 520 |  | 522 |  | 534 |  | 568 |  | 595 |  | 641 |  | 661 |  | 699 | 23\% | 6\% |
|  | 12 |  | 13 |  | 13 |  | 14 |  | 15 |  | 16 |  | 15 |  | 15 | 7\% | -- |
|  | 52 |  | 46 |  | 58 |  | 63 |  | 59 |  | 55 |  | 57 |  | 61 | (3\%) | 7\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 645 | \$ | 669 | \$ | 712 | \$ | 733 | \$ | 775 | 20\% | 6\% |
|  | 0 |  | 0 |  | 0 |  | 4 |  | 5 |  | 5 |  | 6 |  | 7 | 75\% | 17\% |
| \$ | 584 | \$ | 581 | \$ | 605 | \$ | 649 | \$ | 674 | \$ | 717 | \$ | 739 | \$ | 782 | 20\% | 6\% |

[^4]|  | Quarter Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | Percentage Change From: |  |  | Twelve Months Ended |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2006 | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  | 4Q07 vs. 4Q06 | 4Q07 vs. 3Q07 | Nov 30, 2006 |  | Nov 30, 2007 |  |  |
| Investment banking ${ }^{(1)}$ | \$ | 0 | \$ | (33) | \$ | 0 | \$ | (6) | \$ | (2) | \$ | (16) | \$ | (38) | \$ | (3) | 50\% | 92\% | \$ | \$ (39) | \$ | (59) | (51\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | (2) |  | (3) |  | (2) |  | (1) |  | 0 |  | 0 |  | 0 |  | (3) | (200\%) | * |  | (8) |  | (3) | 63\% |
| Investments |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Commissions |  | (7) |  | (8) |  | (7) |  | (7) |  | (7) |  | (6) |  | (6) |  | (17) | (143\%) | (183\%) |  | (29) |  | (36) | (24\%) |
| Asset management, distribution and admin. fees |  | (51) |  | (35) |  | (40) |  | (40) |  | (43) |  | (42) |  | (37) |  | (53) | (33\%) | (43\%) |  | (166) |  | (175) | (5\%) |
| Interest and dividends |  | (73) |  | (87) |  | (117) |  | (105) |  | (138) |  | (120) |  | (71) |  | (14) | 87\% | 80\% |  | (382) |  | (343) | 10\% |
| Other |  | (2) |  | (6) |  | (4) |  | (3) |  | (5) |  | (3) |  | (3) |  | (2) | 33\% | 33\% |  | (15) |  | (13) | 13\% |
| Total revenues |  | (135) |  | (172) |  | (170) |  | (162) |  | (195) |  | (187) |  | (155) |  | (92) | 43\% | 41\% |  | (639) |  | (629) | 2\% |
| Interest expense |  | (86) |  | (82) |  | (124) |  | (111) |  | (148) |  | (131) |  | (83) |  | (26) | 77\% | 69\% |  | (403) |  | (388) | 4\% |
| Net revenues |  | (49) |  | (90) |  | (46) |  | (51) |  | (47) |  | (56) |  | (72) |  | (66) | (29\%) | 8\% |  | (236) |  | (241) | (2\%) |
| Total non-compensation expenses |  | (80) |  | (83) |  | (69) |  | (71) |  | (60) |  | (68) |  | (68) |  | (72) | (1\%) | (6\%) |  | (303) |  | (268) | 12\% |
| Total non-interest expenses |  | (66) |  | (72) |  | (59) |  | (62) |  | (53) |  | (63) |  | (58) |  | (69) | (11\%) | (19\%) |  | (259) |  | (243) | 6\% |
| Income before taxes |  | 17 |  | (18) |  | 13 |  | 11 |  | 6 |  | 7 |  | (14) |  | 3 | (73\%) | 121\% |  | 23 |  | 2 | (91\%) |
| Provision for income taxes |  | 7 |  | (7) |  | 5 |  | 4 |  | 2 |  | 2 |  | (4) |  | 1 | (75\%) | 125\% |  | 9 |  | 1 | (89\%) |
| Income from continuing operations | \$ | 10 | \$ | (11) | \$ | 8 | \$ | 7 | \$ | 4 | \$ | 5 | \$ | (10) | \$ | 2 | (71\%) | 120\% | \$ | ${ }^{\$} \quad 14$ | \$ | 1 | (93\%) |

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

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

## Morgan Stanley

## MORGAN STANLEY

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

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

## MorganStanley

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

Adjusted assets
Common equity
Preferred equity
Shareholders' equity
Junior subordinated debt issued to capital trusts ${ }^{(2)}$ Subtota
Less: Goodwill and intangible assets
Tangible shareholders' equity

Leverage ratio ${ }^{(3)}$
Adjusted leverage ratio ${ }^{(4)}$

## MORGAN STANLEY

## Quarterly Reconciliation of Adjusted Assets

 unaudited, dollars in millions, except ratios)Quarter Ended

| Feb 28, 2006 |  | May 31, 2006 |  | Aug 31, 2006 |  | Nov 30, 2006 |  | Feb 28, 2007 |  | May 31, 2007 |  | Aug 31, 2007 |  | Nov 30, 2007 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 959,950 | \$ | 1,027,419 | \$ | 1,029,354 | \$ | 1,121,192 | \$ | 1,182,061 | \$ | 1,199,993 | \$ | 1,185,131 | \$ | 1,045,409 |
|  | $(176,706)$ |  | $(190,835)$ |  | $(172,170)$ |  | $(175,787)$ |  | $(193,162)$ |  | $(144,051)$ |  | $(176,910)$ |  | $(126,887)$ |
|  | $(252,896)$ |  | $(274,581)$ |  | $(283,024)$ |  | $(299,631)$ |  | $(277,093)$ |  | $(252,213)$ |  | $(257,032)$ |  | $(239,994)$ |
|  | 149,561 |  | 159,822 |  | 152,979 |  | 183,119 |  | 157,807 |  | 166,549 |  | 176,097 |  | 134,341 |
|  | $(42,928)$ |  | $(48,747)$ |  | $(47,017)$ |  | $(57,491)$ |  | $(51,574)$ |  | $(58,919)$ |  | $(62,088)$ |  | $(71,604)$ |
|  | 636,981 |  | 673,078 |  | 680,122 |  | 771,402 |  | 818,039 |  | 911,359 |  | 865,198 |  | 741,265 |
|  | $(38,300)$ |  | $(46,612)$ |  | $(43,986)$ |  | $(29,565)$ |  | $(35,739)$ |  | $(47,114)$ |  | $(43,229)$ |  | $(61,608)$ |
|  | $(78,925)$ |  | $(90,046)$ |  | $(89,649)$ |  | $(100,236)$ |  | $(124,163)$ |  | $(155,692)$ |  | $(129,552)$ |  | $(110,001)$ |
|  | $(2,873)$ |  | $(2,932)$ |  | $(2,943)$ |  | $(3,443)$ |  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |
| \$ | 516,883 | \$ | 533,488 | \$ | 543,544 | \$ | 638,158 | \$ | 653,875 | \$ | 704,421 | \$ | 688,966 | \$ | 565,585 |
| \$ | 30,103 | \$ | 32,118 | \$ | 33,072 | \$ | 34,264 | \$ | 36,854 | \$ | 38,411 | \$ | 34,150 | \$ | 30,169 |
|  | 0 |  | 0 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |  | 1,100 |
|  | 30,103 |  | 32,118 |  | 34,172 |  | 35,364 |  | 37,954 |  | 39,511 |  | 35,250 |  | 31,269 |
|  | 3,783 |  | 3,784 |  | 3,784 |  | 4,884 |  | 4,885 |  | 4,874 |  | 4,875 |  | 4,876 |
|  | 33,886 |  | 35,902 |  | 37,956 |  | 40,248 |  | 42,839 |  | 44,385 |  | 40,125 |  | 36,145 |
|  | $(2,873)$ |  | $(2,932)$ |  | $(2,943)$ |  | $(3,443)$ |  | $(4,262)$ |  | $(4,132)$ |  | $(3,451)$ |  | $(4,071)$ |
| \$ | 31,013 | \$ | 32,970 | \$ | 35,013 | \$ | 36,805 | \$ | 38,577 | \$ | 40,253 | \$ | 36,674 | \$ | 32,074 |
|  | 31.0 x |  | 31.2 x |  | 29.4 x |  | 30.5 x |  | 30.6x |  | 29.8 x |  | 32.3 x |  | 32.6x |
|  | 16.7 x |  | 16.2 x |  | 15.5 x |  | 17.3 x |  | 16.9 x |  | 17.5x |  | 18.8 x |  | 17.6x |

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

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

| Statement of Financial Condition |  |  |  |  | Profit / (Loss) |  |  |  | Profit / (Loss) |  |  |  | Profit / (Loss) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Three Months  <br> Ended Nine Months <br> Ended |  |  |  | Two Months Ended |  | Eleven Months Ended |  | One Month Ended |  | Three Months Ended |  | Twelve Months Ended |  | Net Exposure (1) |  |  |  |  |
| 8/31/2007 |  | 2007 |  | 2007 | 8/31/2007 |  |  |  | 10/31/2007 |  |  |  | 11/30/2007 |  |  |  |  |  | 8/31/2007 | 10/31/2007 |  | 11/3012007 |  |
| \$ - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ | - | \$ - | \$ | - | \$ | - |
| (1.8) |  | (5.2) |  | (8.7) |  | (1.9) |  | (2.2) |  | (3.4) |  | (5.6) |  | (3.7) |  | (7.1) |  | (9.3) | 11.4 |  | 8.3 |  | 3.9 |
|  |  | - |  | (0.1) |  | - |  | - |  |  |  |  |  | (0.1) |  | (0.1) |  | (0.1) | - |  | 0.1 |  | 0.1 |


| \$ | 1.1 | \$ | 1.7 | \$ | 2.7 | \$ | 0.8 | \$ | 1.0 | \$ | 0.5 | \$ | 1.5 | \$ | 0.8 | \$ | 1.3 | \$ | 2.3 | \$ | (2.9) | \$ | (3.1) | \$ | (1.5) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1.6 |  | 1.7 |  | 1.1 |  | (0.4) |  | (0.3) |  |  |  | (0.3) |  | (0.5) |  | (0.5) |  | (0.8) |  | 1.6 |  | 1.7 |  | 1.1 |
|  | - |  | - |  | - |  | - |  | - |  | . |  | - |  | - |  | - |  | - |  | - |  | - |  | - |
|  | 2.7 |  | 3.4 |  | 3.8 |  | 0.4 |  | 0.7 |  | 0.5 |  | 1.2 |  | 0.3 |  | 0.8 |  | 1.5 |  | (1.3) |  | (1.4) |  | (0.4) |
| \$ | 0.9 | \$ | (1.8) | \$ | (5.0) | \$ | (1.5) | \$ | (1.5) | \$ | (2.9) | \$ | (4.4) | \$ | (3.5) | \$ | (6.4) | \$ | (7.9) | \$ | 10.1 | \$ | 7.0 | \$ | 3.6 |

U.S. Subprime Mortgage Related Exposure

Loans
Total Rate of Return Swaps
ABS Bonds
ABS CDS S Sporime Mortgage Related Exposure (3) Total ABS CDO / Subprime Net Exposure (4)
Super Senior Exposure
High- Grade
coo-squar
Total ABS CDO Super Senior Exposure
other Retained and Warehouse Exposure
ABS CDO CDS
SS CDO Bonds
CDO Warehouse
Total Other Retained and Warehouse Exposure
Subtotal ABS CDO Related Exposure (2)

| \$ | 2.9 | \$ | 1.5 | \$ | 0.6 | \$ | - | \$ | (0.1) | \$ | - | \$ | (0.1) | \$ | (0.1) | \$ | (0.1) | \$ | (0.2) | \$ | 2.9 | \$ | 1.5 | \$ | 0.6 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 0.1 |  | - |  | - |  | - |  | 0.1 |  | - |  | 0.1 |  | - |  | - |  | 0.1 |  | (0.7) |  | - |  | - |
|  | 4.2 |  | 3.0 |  | 2.7 |  | (0.7) |  | (0.9) |  | (1.9) |  | (2.8) |  | (1.0) |  | (2.9) |  | (3.8) |  | 4.0 |  | 3.0 |  | 2.7 |
|  | 4.2 |  | 6.6 |  | 7.8 |  | 2.3 |  | 3.4 |  | 1.1 |  | 4.5 |  | 0.5 |  | 1.6 |  | 5.0 |  | (5.9) |  | (5.5) |  | (5.1) |
| \$ | 11.4 | \$ | 11.1 | \$ | 11.1 | \$ | 1.6 | \$ | 2.5 | \$ | (0.8) | \$ | 1.7 | \$ | (0.6) | \$ | (1.4) | \$ | 1.1 | \$ | 0.3 | \$ | (1.0) | \$ | (1.8) |
|  | 12.3 | \$ | 9.3 | \$ | 6.1 | \$ | 0.1 | \$ | 1.0 | \$ | (3.7) | \$ | (2.7) |  | (4.1) | \$ | (7.8) | \$ | (6.8) | \$ |  | \$ |  | \$ |  |

(1) Net Exposure is defined as potential loss to the Firm in an event of $100 \%$ default, assuming zero recovery, over a period of time. The value of these positions remains subject to mark-to-market volatility. Positive amounts indicate potential loss (long position) in a defaul scenario. Negative amounts indicate potential gain (short position) in a default scenario.
(2) In determining the fair value of the Firm's ABS CDO super senior related exposures - which represent the most senior tranches of the capital structure of subprime ABS CDOs - Morgan Stanley took into consideration observable transactions and data for relevant benchmark instruments in synthetic subprime markets. The deterioration of these inputs have led to significant declines in the estimates of fair value. These declines reflect increase in implied losses across this portfolio. These implied loss levels are consistent with the losses in the range between $13 \%-20 \%$ implied by the ABX indices. These cumulative loss levels, at a severity rate of $50 \%$, imply defaults in the range of $43 \%-50 \%$ for 2005 and 2006 outstanding mortgages
(3) In calculating the fair value of the Firm's U.S. subprime mortgage related exposures - including loans, total rate-of-return swaps, ABS bonds (including subprime residuals) and ABS CDS - Morgan Stanley took into consideration observable transactions, the continued deterioration in market data, as evidenced by the sharp decline in the $A B X$ indices, and other market developments, including updated cumulative loss data
(4) Statement of financial condition is presented on a net basis, which is a non-GAAP measure. These balances are presented on a gross basis in the Company's statement of financial condition.

At November 30, 2007, the investment portfolios of Morgan Stanley Bank (Utah) and Morgan Stanley Trust FSB (collectively, the "Subsidiary Banks") include certain subprime-related securities. The securities in the Subsidiary Banks' portfolios are part of the Company's overall Treasury liquidity management porffolio. Such portfolios do not contain any subprime whole loans, subprime residuals or CDOs. The market value of the Subsidiary Banks' subprime-related securities, all of which are AAA-rated residential mortgage-backed securities, was $\$ 5.5$ at November 30, 2007. Of that total, $\$ 4.3$ are comprised of ABS bonds collateralized by first lien subprime mortgages of which $\$ 1.1$ are further enhanced by FHLMC and AAA-rated monoline insurers. The remaining $\$ 1.2$ of ABS bonds are collateralized by 2 nd lien subprime mortgages and are enhanced by financial guarantees from AAA-rated monoline insurers. An 'other than temporary' impairment charge of $\$ 0.4$ was reflected in net loss for the three months ended November 30 , 2007. At November 30 , 2007, the securities in the Subsidiary Banks' portfolio were redesignated as trading securities; prior to that date these securities were classified as 'available for sale' in accordance with SFAS 115, Accounting for Certain Investments in Debt and Equity Securities.

Refer to Legal Notice page 16

## Morgan Stanley

## MORGAN STANLEY

Legal Notice

This Financial Supplement contains financial, statistical and business-related information, as well as business and segment trends.
The information should be read in conjunction with the Company's fourth quarter earnings press release issued December 19, 2007.


[^0]:    (1) All periods have been restated to include the results of Discover Financial Services in discontinued operations.
    (2) Income / (loss) before taxes, excluding gain / (loss) from unconsolidated investees, as a $\%$ or net revenues.

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

[^1]:    For the quarter ended Feb 28,2007 , the Company had reassessed the amount of capital required to support the market isks and credit risks in its 6 Global Wealth Management business.
    (3) The Company uses an economic capital model to determine the amount of equity capital needed to support the risk of its business activities and to ensure that the company remains adequately capitaized. Economic capital is defined as the amount of capital needed to run the business through the business cycle and satisfy the requirements of regulators, rating agencies and the market. The Company's methodology is based on a going concern approach that assigns economic capital to each segment based on regulatory capital usage plus additional capital for stress losses, goodwill and principal investment risk. The economic capital model and allocation methodology may be enhanced over time in response to changes in the business and regulatory environment. Beginning in 1 Qoo7, economic capital is met by regulatory Tier 1 equity (including common shareholders
    at
    Refer to Legal Notice page 16.

[^2]:    (1) Principal transactions investments revenue reflects net gain / (loss) on investments marked at fair value. The related investment asset balance for the quarters
    ended Feb 28, 2007, May 31, 2007, Aug 31, 2007 and Nov 30,2007 are $\$ 4.4$ billion, $\$ 5.9$ billion, $\$ 8.2$ billion and $\$ 9.7$ billion, respectively.
    (2) Excludes gain/(loss) from discontinued operations.
    (4) Income / (loss) before taxes, excluding gain / (loss) from unconsolidated investees, as a $\%$ of net revenues.

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

[^3]:    (1) Principal transactions investments revenue reflects net gain/(loss) on investments marked at fair value including real estate funds,
    private equity funds and seed capital investments. The related investment asset balance for the quarters ended Feb 28,2007
    May 31, 2007, Aug 31, 2007 and Nov 30,2007 are $\$ 2.9$ billion, $\$ 3.9$ billion, $\$ 4.6$ billion and $\$ 4.5$ billion, respectively
    (2) Trading results for the quarter and twelve months ended November 30,2007 include losses related to securities issued by structured investment vehicles held by Asset Managemen.
    (3) Refer to page 4 for the allocation of average common equity.
    (4) Income before taxes as a $\%$ of net revenues.

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

[^4]:    (1) Amount represents Asset Management's proportional share of assets managed by entities in which it owns a minority interest.
    (2) Includes a range of alternative investment products such as real estate funds, hedge funds, private equity funds, funds of hedge funds and funds includes a range of a
    Includes assets under management or supervision associated with the Global Wealth Management Group.
    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.
    Certain reclassifications have Refer to Legal Notice page 16.

