## Morgan Stanley Reports Second Quarter Net Income of \$797 Million; Return on Equity of $\mathbf{1 5 \%}$

NEW YORK, June 19, 2002 -- Morgan Stanley (NYSE: MWD) today reported net income of $\$ 797$ million for the quarter ended May 31, 2002 -- 6 percent lower than the first quarter of 2002 and a 14 percent decline from the second quarter of 2001. Diluted earnings per share were $\$ 0.72$-- compared to $\$ 0.76$ the previous quarter and \$0.82 a year ago.

Second quarter net revenues (total revenues less interest expense and the provision for loan losses) were $\$ 5.0$ billion -- 6 percent below first quarter 2002 and 17 percent below second quarter 2001. Non-compensation expenses increased 4 percent from the previous quarter and were 16 percent lower than a year ago. The annualized return on average common equity for the current quarter was 15 percent.

Philip J. Purcell, Chairman, and Robert G. Scott, President, said in a joint statement, "In these difficult markets, our top priority has been to continue to stay close to our clients and serve their needs. Investor confidence has been shaken by events over the past year. Our firm is clearly holding its own financially in this tough environment, earning a return on equity of 15 percent this past quarter. We continue to exercise discipline on expenses. We also benefited from the diversity of our businesses, with Discover Card in particular doing well in the second quarter."

In the first six months of fiscal 2002, net income was $\$ 1,645$ million, 18 percent lower than $\$ 2,005$ million a year ago. ${ }^{1}$ Six-month diluted earnings per share were $\$ 1.48$, down 16 percent from last year's $\$ 1.76$. Net revenues and non-compensation expenses both declined 17 percent from a year ago. The annualized return on average common equity for the first half of the year was 16 percent.

## SECURITIES

Securities posted net income of $\$ 460$ million, 27 percent lower than last year's second quarter. The decline in earnings was driven by reduced activity in almost all of the Company's securities businesses, partially offset by an 18 percent decrease in non-compensation expenses.

- In the institutional business:
- Fixed income sales and trading net revenues were $\$ 845$ million, a 31 percent decrease from a record second quarter 2001. A sharp decline in commodities revenues and more modest decreases in government debt and investment grade revenues were partially offset by strength in interest rate derivatives and the global high yield business. The decline in commodities resulted from reduced levels of volatility and liquidity in energy markets.
- Equity sales and trading net revenues of $\$ 953$ million were down 25 percent from a year ago, primarily due to lower levels of market volatility and a decrease in trading activity.
- Advisory revenues were $\$ 250$ million, down 14 percent from a year ago. The decline resulted primarily from depressed levels of global M\&A activity. Industry-wide, global completed M\&A transaction volume was 41 percent lower in the second quarter compared to a year ago. ${ }^{2}$

[^0]- Total underwriting revenues declined 26 percent from last year's second quarter to $\$ 397$ million, as a result of declines in both equity and debt underwriting revenues.
- In the individual investor group:
- Net revenues decreased 9 percent to $\$ 1.0$ billion, as retail participation in equity markets fell from last year's levels. Revenues from asset management products and fee based assets, however, were up modestly from the prior year.
- Total client assets of $\$ 570$ billion were 10 percent lower than the end of last year's second quarter, compared to declines of 15 percent in the S\&P 500 and 23 percent in the NASDAQ. Client assets in fee-based accounts of $\$ 111$ billion were unchanged from the first quarter and 5 percent below a year ago. However, the percentage of client assets in fee-based accounts increased to 19 percent from 18 percent a year ago.
- At quarter-end, the number of global financial advisors stood at 13,707-- a decrease of 408 for the quarter and 549 over the past twelve months.


## INVESTMENT MANAGEMENT

Investment management net income rose 11 percent from last year's second quarter to $\$ 141$ million, largely as a result of a continuing reduction of operating expenses. Net revenues were lower than a year ago, primarily due to a decline in average assets under management.

- Assets under management declined $\$ 36$ billion, or 7 percent, from a year ago to $\$ 451$ billion, as a result of a decline in market values and total net fund outflows. Retail assets were $\$ 269$ billion, $\$ 4$ billion lower than this year's first quarter and $\$ 34$ billion lower than last year's second quarter. Institutional assets of \$182 billion increased $\$ 3$ billion over the quarter but were $\$ 2$ billion lower than a year ago.
- The Company had 55 funds rated four or five stars by Morningstar, compared to 57 at the end of the first quarter. Among investment managers, the Company
had the third highest number of domestic funds receiving one of Morningstar's two highest ratings. ${ }^{3}$


## CREDIT SERVICES

Credit services posted strong second quarter earnings of $\$ 196$ million, 15 percent ahead of the second quarter of 2001. The increase in net income was driven by higher net interest and cardmember fee revenues, and lower marketing expenses. Net charge-offs, however, continued to trend higher than a year ago.

- Managed credit card loans of $\$ 49.4$ billion at quarter end were 2 percent below second quarter 2001. The interest rate spread widened 123 basis points over the same period, driven by a decline in credit services cost of funds.
- Merchant and cardmember fees rose 8 percent to $\$ 552$ million as a result of higher cardmember fees, including late charges, and an increase in the merchant discount rate. Transaction volume of $\$ 23.5$ billion equaled last year's level.
- The credit card net charge-off rate rose to 6.30 percent -- 132 basis points higher than a year ago -- primarily due to continued weakness in the U.S. economy and the adverse impact of the seasoning of cardmember accounts. The over-30-day delinquency rate, however, improved to 5.63 percent, the lowest level in the last seven quarters. The over-90-day delinquency rate was 2.65 percent compared to 2.60 percent a year ago.

As of May 31, the Company had repurchased approximately 9 million shares of its common stock since the end of fiscal 2001. The Company also announced that its Board of Directors declared a $\$ 0.23$ quarterly dividend per common share. The dividend is payable on July 26, 2002, to common shareholders of record on July 5 , 2002.

[^1]Total capital at May 31, 2002 was $\$ 67.7$ billion, including $\$ 22.5$ billion of common shareholders' equity and preferred securities issued by subsidiaries. Book value per common share was $\$ 19.39$, based on 1.1 billion shares outstanding.

Morgan Stanley is a global financial services firm and a market leader in securities, investment management and credit services. With more than 700 offices in 28 countries, Morgan Stanley connects people, ideas and capital to help clients achieve their financial aspirations.

Access this press release on-line @www.morganstanley.com
\# \# \#
(See Attached Schedules)

This release may contain forward-looking statements. These statements reflect management's beliefs and expectations, and are subject to risks and uncertainties that may cause actual results to differ materially. For a discussion of the risks and uncertainties that may affect the Company's future results, please see "Certain Factors Affecting Results of Operations" in "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Competition and Regulation" under each of "Securities," "Investment Management" and "Credit Services" in Part I, Item 1 in the Company's 2001 Annual Report on Form 10-K and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the Company's Quarterly Reports on Form 10-Q for fiscal 2002.

## MORGAN STANLEY DEAN WITTER \& CO. <br> Financial Summary <br> (unaudited, dollars in millions)

Net revenues
Securities
Investment Management
Credit Services
Consolidated net revenues

| Quarter Ended |  |  | Percentage Change From: |
| :---: | :---: | :---: | :---: |
| May 31, 2002 | May 31, 2001 | Feb 28, 2002 | May 31, 2001 Feb 28, 2002 | May 31, 2001 Feb 28, 2002 $\qquad$


$(21 \%)$
$(5 \%)$
$(3 \%)$
$(17 \%)$

| $(9 \%)$ | $\$$ |
| :---: | :---: |
| -- |  |
| $6 \%$ |  |
| $(6 \%)$ | $\$$ |


| \$ | 7,318 | \$ | 9,175 |
| :---: | :---: | :---: | :---: |
|  | 1,209 |  | 1,327 |
|  | 1,697 |  | 1,762 |
| \$ | 10,224 | \$ | 12,264 |

## Net income

Securities
Investment Management
Credit Services
Income before cumulative effect
of accounting change

| \$ | 460 | \$ | 632 | \$ | 539 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 141 |  | 127 |  | 142 |
|  | 196 |  | 171 |  | 167 |
|  | 797 |  | 930 |  | 848 |
| (1) | 0 |  | 0 |  | 0 |
| \$ | 797 | \$ | 930 | \$ | 848 |
| \$ | 0 | \$ | 9 | \$ | 0 |
| \$ | 797 | \$ | 921 | \$ | 848 |


| (27\%) | (15\%) | \$ | 999 | \$ | 1,412 | (29\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11\% | (1\%) |  | 283 |  | 280 | 1\% |
| 15\% | 17\% |  | 363 |  | 313 | 16\% |
| (14\%) | (6\%) |  | 1,645 |  | 2,005 | (18\%) |
| -- | -- |  | 0 |  | (59) | * |
| (14\%) | (6\%) | \$ | 1,645 | \$ | 1,946 | (15\%) |
| * | -- | \$ | 0 | \$ | 18 | * |
| (13\%) | (6\%) | \$ | 1,645 | \$ | 1,928 | (15\%) |

Consolidated net income
Preferred stock dividend requirements
Earnings applicable to common shares

|  |  |  |
| :---: | :---: | :---: |
| $(14 \%)$ | $(6 \%)$ | $\$$ |
| -- | - | $\$$ |
| $(14 \%)$ | $(6 \%)$ | $\$$ |
|  |  |  |
| $(12 \%)$ | $(5 \%)$ | $\$$ |
| -- | - | $\$$ |
| $(12 \%)$ | $(5 \%)$ | $\$$ |

$15 \%)$
Basic earnings per common share
Income before cumulative effect
of accounting change
Cumulative effect of accounting change

| $\$$ | 0.73 | $\$$ | 0.85 | $\$$ | 0.78 | $(14 \%)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | 0.00 | $\$$ | 0.00 | $\$$ | 0.00 | -- |
| $\$$ | 0.73 | $\$$ | 0.85 | $\$$ | 0.78 | $(14 \%)$ |
|  |  |  |  |  |  |  |
| $\$$ | 0.72 | $\$$ | 0.82 | $\$$ | 0.76 | $(12 \%)$ |
| $\$$ | 0.00 | $\$$ | 0.00 | $\$$ | 0.00 | -- |
| $\$$ | 0.72 | $\$$ | 0.82 | $\$$ | 0.76 | $(12 \%)$ |

## Average common shares outstanding Basic

| $1,084,993,202$ | $1,085,305,558$ | $1,082,380,245$ |
| :--- | :--- | :--- |
| $1,113,949,482$ | $1,120,687,197$ | $1,112,959,092$ |
| $1,097,109,821$ | $1,110,061,470$ | $1,101,194,353$ |


| $1,084,223,242$ | $1,087,205,706$ |
| :--- | :--- |
| $1,113,925,043$ | $1,127,129,224$ |
| $1,097,109,821$ | $1,110,061,470$ |

Period end common shares outstanding 1,097,109,821 $\qquad$

$$
\begin{array}{ll}
1,097,109,821 & 1,110,061,470
\end{array}
$$

Return on common equity (2)
(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.
(2) Excludes the cumulative effect of accounting change.

Not $\epsilon$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.

MORGAN STANLEY DEAN WITTER \& CO.
Consolidated Income Statement Information (unaudited, dollars in millions)

Investment banking
Principal transactions:

## Trading

Investments
Commissions
Fees:
Asset management, distribution and administration Merchant and cardmember
Servicing
Interest and dividends
Other
Total revenues
Interest expense
Provision for consumer loan losses
Net revenues

Compensation and benefits
Occupancy and equipment
Brokerage, clearing and exchange fees
Information processing and communications
Marketing and business development
Professional services
Other
Total non-interest expenses
Income before taxes, dividends on pref. sec.
and cumulative effect of accounting change
Income tax expense
Div. on pref. sec. subject to mandatory redemption

Income before cumulative effect
of accounting change
Cumulative effect of accounting change (1)
Net income
Preferred stock dividend requirements
Earnings applicable to common shares
Compensation and benefits as a \% of net revenues
(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.
Not Certain reclassifications have been made to prior period amounts to conform to the current presentation.

## MORGAN STANLEY DEAN WITTER \& CO.

## Securities Income Statement Information

(unaudited, dollars in millions)

| Investment banking | \$ | 647 | \$ | 825 | \$ | 675 | (22\%) | (4\%) | \$ | 1,322 | \$ | 1,787 | (26\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 704 |  | 2,070 |  | 1,122 | (66\%) | (37\%) |  | 1,826 |  | 3,755 | (51\%) |
| Investments |  | (17) |  | (106) |  | 32 | 84\% | (153\%) |  | 15 |  | (153) | 110\% |
| Commissions |  | 888 |  | 829 |  | 766 | 7\% | 16\% |  | 1,654 |  | 1,668 | (1\%) |
| Asset management, distribution and administration fees |  | 478 |  | 476 |  | 457 | -- | 5\% |  | 935 |  | 962 | (3\%) |
| Interest and dividends |  | 3,266 |  | 6,279 |  | 3,271 | (48\%) | -- |  | 6,537 |  | 12,819 | (49\%) |
| Other |  | 107 |  | 135 |  | 174 | (21\%) | (39\%) |  | 281 |  | 249 | 13\% |
| Total revenues |  | 6,073 |  | 10,508 |  | 6,497 | (42\%) | (7\%) |  | 12,570 |  | 21,087 | (40\%) |
| Interest expense |  | 2,586 |  | 6,081 |  | 2,666 | (57\%) | (3\%) |  | 5,252 |  | 11,912 | (56\%) |
| Net revenues |  | 3,487 |  | 4,427 |  | 3,831 | (21\%) | (9\%) |  | 7,318 |  | 9,175 | (20\%) |
| Compensation and benefits |  | 1,872 |  | 2,346 |  | 2,121 | (20\%) | (12\%) |  | 3,993 |  | 4,788 | (17\%) |
| Occupancy and equipment |  | 175 |  | 191 |  | 167 | (8\%) | 5\% |  | 342 |  | 368 | (7\%) |
| Brokerage, clearing and exchange fees |  | 119 |  | 127 |  | 126 | (6\%) | (6\%) |  | 245 |  | 244 | -- |
| Information processing and communications |  | 220 |  | 250 |  | 219 | (12\%) | -- |  | 439 |  | 492 | (11\%) |
| Marketing and business development |  | 125 |  | 126 |  | 103 | (1\%) | 21\% |  | 228 |  | 275 | (17\%) |
| Professional services |  | 144 |  | 225 |  | 126 | (36\%) | 14\% |  | 270 |  | 448 | (40\%) |
| Other |  | 124 |  | 185 |  | 111 | (33\%) | 12\% |  | 235 |  | 369 | (36\%) |
| Total non-interest expenses |  | 2,779 |  | 3,450 |  | 2,973 | (19\%) | (7\%) |  | 5,752 |  | 6,984 | (18\%) |
| Income before taxes, dividends on pref. sec. and cumulative effect of accounting change |  | 708 |  | 977 |  | 858 | (28\%) | (17\%) |  | 1,566 |  | 2,191 | (29\%) |
| Income tax expense |  | 226 |  | 338 |  | 297 | (33\%) | (24\%) |  | 523 |  | 765 | (32\%) |
| Div. on pref. sec. subject to mandatory redemption |  | 22 |  | 7 |  | 22 | 214\% | -- |  | 44 |  | 14 | 214\% |
| Income before cumulative effect of accounting change |  | 460 |  | 632 |  | 539 | (27\%) | (15\%) |  | 999 |  | 1,412 | (29\%) |
| Cumulative effect of accounting change (1) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | (46) | * |
| Net income | \$ | 460 | \$ | 632 | \$ | 539 | (27\%) | (15\%) | \$ | 999 | \$ | 1,366 | (27\%) |
| Compensation and benefits as a \% of net revenues |  | 54\% |  | 53\% |  | 55\% |  |  |  | 55\% |  | 52\% |  |
| Non-compensation expenses as a \% of net revenues |  | 26\% |  | 25\% |  | 22\% |  |  |  | 24\% |  | 24\% |  |
| Profit margin (2) |  | 13\% |  | 14\% |  | 14\% |  |  |  | 14\% |  | 15\% |  |

[^2]MORGAN STANLEY DEAN WITTER \& CO.

## Investment Management Income Statement Information

(unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2002 |  | May 31, 2001 |  | Feb 28, 2002 |  |  |  |  | 2002 |  | 2001 |  |
| Investment banking | \$ | 8 | \$ | 15 | \$ | 9 | (47\%) | (11\%) | \$ | 17 | \$ | 34 | (50\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 1 |  | (1) |  | 1 | 200\% | -- |  | 2 |  | 0 | * |
| Commissions |  | 12 |  | 9 |  | 11 | 33\% | 9\% |  | 23 |  | 21 | 10\% |
| Asset management, distribution and administration fees |  | 576 |  | 598 |  | 559 | (4\%) | 3\% |  | 1,135 |  | 1,221 | (7\%) |
| Interest and dividends |  | 6 |  | 17 |  | 8 | (65\%) | (25\%) |  | 14 |  | 41 | (66\%) |
| Other |  | 1 |  | 4 |  | 18 | (75\%) | (94\%) |  | 19 |  | 15 | 27\% |
| Total revenues |  | 604 |  | 642 |  | 606 | (6\%) | -- |  | 1,210 |  | 1,332 | (9\%) |
| Interest expense |  | 0 |  | 3 |  | 1 | * | * |  | 1 |  | 5 | (80\%) |
| Net revenues |  | 604 |  | 639 |  | 605 | (5\%) | -- |  | 1,209 |  | 1,327 | (9\%) |
| Compensation and benefits |  | 170 |  | 197 |  | 179 | (14\%) | (5\%) |  | 349 |  | 406 | (14\%) |
| Occupancy and equipment |  | 19 |  | 24 |  | 19 | (21\%) | -- |  | 38 |  | 49 | (22\%) |
| Brokerage, clearing and exchange fees |  | 57 |  | 50 |  | 53 | 14\% | 8\% |  | 110 |  | 100 | 10\% |
| Information processing and communications |  | 25 |  | 25 |  | 22 | -- | 14\% |  | 47 |  | 49 | (4\%) |
| Marketing and business development |  | 32 |  | 42 |  | 29 | (24\%) | 10\% |  | 61 |  | 77 | (21\%) |
| Professional services |  | 49 |  | 59 |  | 50 | (17\%) | (2\%) |  | 99 |  | 114 | (13\%) |
| Other |  | 25 |  | 26 |  | 19 | (4\%) | 32\% |  | 44 |  | 61 | (28\%) |
| Total non-interest expenses |  | 377 |  | 423 |  | 371 | (11\%) | 2\% |  | 748 |  | 856 | (13\%) |
| Income before income taxes |  | 227 |  | 216 |  | 234 | 5\% | (3\%) |  | 461 |  | 471 | (2\%) |
| Income tax expense |  | 86 |  | 89 |  | 92 | (3\%) | (7\%) |  | 178 |  | 191 | (7\%) |
| Net income | \$ | 141 | \$ | 127 | \$ | 142 | 11\% | (1\%) | \$ | 283 | \$ | 280 | 1\% |
| Compensation and benefits as a \% of net revenues |  | 28\% |  | 31\% |  | 30\% |  |  |  | 29\% |  | 31\% |  |
| Non-compensation expenses as a \% of net revenues |  | 34\% |  | 35\% |  | 32\% |  |  |  | 33\% |  | 34\% |  |
| Profit margin (1) |  | 23\% |  | 20\% |  | 23\% |  |  |  | 23\% |  | 21\% |  |

(1) Net income as a \% of net revenues.

Not $\epsilon$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.

## MORGAN STANLEY DEAN WITTER \& CO.

## Credit Services Income Statement Information

(unaudited, dollars in millions)

|  | Quarter Ended |  |  | Percentage Change From: |  | Six Months Ended |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2002 | May 31, 2001 | Feb 28, 2002 | May 31, 2001 | Feb 28, 2002 |  | May 31, 2002 | May 31, 2001 |  |
| Fees: |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ 359 | \$ 325 | 341 | 10\% | 5\% | \$ | \$ 700 | 638 | 10\% |
| Servicing | 511 | 476 | 541 | 7\% | (6\%) |  | 1,052 | 903 | 17\% |
| Other | 0 | 0 | 2 | -- | * |  | 2 | 0 | * |
| Total non-interest revenues | 870 | 801 | 884 | 9\% | (2\%) |  | 1,754 | 1,541 | 14\% |
| Interest revenue | 602 | 654 | 553 | (8\%) | 9\% |  | 1,155 | 1,326 | (13\%) |
| Interest expense | 258 | 322 | 269 | (20\%) | (4\%) |  | 527 | 661 | (20\%) |
| Net interest income | 344 | 332 | 284 | 4\% | 21\% |  | 628 | 665 | (6\%) |
| Provision for consumer loan losses | 340 | 231 | 345 | 47\% | (1\%) |  | 685 | 444 | 54\% |
| Net credit income | 4 | 101 | (61) | (96\%) | 107\% |  | (57) | 221 | (126\%) |
| Net revenues | 874 | 902 | 823 | (3\%) | 6\% |  | 1,697 | 1,762 | (4\%) |
| Compensation and benefits | 192 | 189 | 188 | 2\% | 2\% |  | 380 | 377 | 1\% |
| Occupancy and equipment | 16 | 15 | 14 | 7\% | 14\% |  | 30 | 31 | (3\%) |
| Information processing and communications | 90 | 93 | 79 | (3\%) | 14\% |  | 169 | 179 | (6\%) |
| Marketing and business development | 102 | 163 | 119 | (37\%) | (14\%) |  | 221 | 345 | (36\%) |
| Professional services | 57 | 52 | 49 | 10\% | 16\% |  | 106 | 108 | (2\%) |
| Other | 105 | 111 | 119 | (5\%) | (12\%) |  | 224 | 212 | 6\% |
| Total non-interest expenses | 562 | 623 | 568 | (10\%) | (1\%) |  | 1,130 | 1,252 | (10\%) |
| Income before taxes and cumulative effect of accounting change | 312 | 279 | 255 | 12\% | 22\% |  | 567 | 510 | 11\% |
| Income tax expense | 116 | 108 | 88 | 7\% | 32\% |  | 204 | 197 | 4\% |
| Income before cumulative effect of accounting change | 196 | 171 | 167 | 15\% | 17\% |  | 363 | 313 | 16\% |
| Cumulative effect of accounting change (1) | 0 | 0 | 0 | -- | -- |  | 0 | (13) | * |
| Net income $\Phi$ | \$ 196 | $\$ \quad 171$ | 167 | 15\% | 17\% | $\Phi$ | 363 | 300 | 21\% |
| Compensation and benefits as a \% of net revenues | 22\% | 21\% | 23\% |  |  |  | 22\% | 21\% |  |
| Non-compensation expenses as a \% of net revenues | 42\% | 48\% | 46\% |  |  |  | 44\% | 50\% |  |
| Profit margin (2) | 22\% | 19\% | 20\% |  |  |  | 21\% | 18\% |  |

(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments
and hedging activities associated with SFAS 133.
(2) Net income excluding cumulative effect of accounting change as a \% of net revenues.

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

## MORGAN STANLEY DEAN WITTER \& CO.

## Credit Services Income Statement Information

(unaudited, dollars in millions)
(Managed Ioan basis)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2002 |  | May 31, 2001 |  | Feb 28, 2002 |  | May 31, 2001 | Feb 28, 2002 | May 31, 2002 |  | May 31, 2001 |  |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 552 | \$ | 512 | \$ | 541 | 8\% | 2\% | \$ | 1,093 | \$ | 1,008 | 8\% |
| Servicing |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Other |  | 0 |  | 0 |  | 2 | -- | * |  | 2 |  | 0 | * |
| Total non-interest revenues |  | 552 |  | 512 |  | 543 | 8\% | 2\% |  | 1,095 |  | 1,008 | 9\% |
| Interest revenue |  | 1,614 |  | 1,745 |  | 1,611 | (8\%) | -- |  | 3,225 |  | 3,492 | (8\%) |
| Interest expense |  | 480 |  | 730 |  | 499 | (34\%) | (4\%) |  | 979 |  | 1,528 | (36\%) |
| Net interest income |  | 1,134 |  | 1,015 |  | 1,112 | 12\% | 2\% |  | 2,246 |  | 1,964 | 14\% |
| Provision for consumer loan losses |  | 812 |  | 625 |  | 832 | 30\% | (2\%) |  | 1,644 |  | 1,210 | 36\% |
| Net credit income |  | 322 |  | 390 |  | 280 | (17\%) | 15\% |  | 602 |  | 754 | (20\%) |
| Net revenues |  | 874 |  | 902 |  | 823 | (3\%) | 6\% |  | 1,697 |  | 1,762 | (4\%) |
| Compensation and benefits |  | 192 |  | 189 |  | 188 | 2\% | 2\% |  | 380 |  | 377 | 1\% |
| Occupancy and equipment |  | 16 |  | 15 |  | 14 | 7\% | 14\% |  | 30 |  | 31 | (3\%) |
| Information processing and communications |  | 90 |  | 93 |  | 79 | (3\%) | 14\% |  | 169 |  | 179 | (6\%) |
| Marketing and business development |  | 102 |  | 163 |  | 119 | (37\%) | (14\%) |  | 221 |  | 345 | (36\%) |
| Professional services |  | 57 |  | 52 |  | 49 | 10\% | 16\% |  | 106 |  | 108 | (2\%) |
| Other |  | 105 |  | 111 |  | 119 | (5\%) | (12\%) |  | 224 |  | 212 | 6\% |
| Total non-interest expenses |  | 562 |  | 623 |  | 568 | (10\%) | (1\%) |  | 1,130 |  | 1,252 | (10\%) |
| Income before taxes and cumulative effect of accounting change |  | 312 |  | 279 |  | 255 | 12\% | 22\% |  | 567 |  | 510 | 11\% |
| Income tax expense |  | 116 |  | 108 |  | 88 | 7\% | 32\% |  | 204 |  | 197 | 4\% |
| Income before cumulative effect of accounting change |  | 196 |  | 171 |  | 167 | 15\% | 17\% |  | 363 |  | 313 | 16\% |
| Cumulative effect of accounting change (1) |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | (13) | * |
| Net income | $\$$ | 196 | $\$$ | 171 | $\ddagger$ | 167 | 15\% | 17\% | $\$$ | 363 | $\ddagger$ | 300 | 21\% |
| Compensation and benefits as a \% of net revenues |  | 22\% |  | 21\% |  | 23\% |  |  |  | 22\% |  | 21\% |  |
| Non-compensation expenses as a \% of net revenues |  | 42\% |  | 48\% |  | 46\% |  |  |  | 44\% |  | 50\% |  |
| Profit margin (2) |  | 22\% |  | 19\% |  | 20\% |  |  |  | 21\% |  | 18\% |  |

(1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133
(2) Net income excluding cumulative effect of accounting change as a $\%$ of net revenues

Not $\epsilon$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.

## MORGAN STANLEY DEAN WITTER \& CO.

## Financial Information and Statistical Data

## (unaudited)

Quarter Ended

|  |  | Quarter Ended |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| May 31, 2002 |  | May 31, 2001 |  | Feb 28, 2002 |  | May 31, 200 | 28,200 |  | , 2002 |  | , 2001 |  |
| \$ | 548,000 | \$ | 497,000 | \$ | 492,000 | 10\% | 11\% |  |  |  |  |  |
|  | 1,097.1 |  | 1,110.1 |  | 1,101.2 | (1\%) | -- |  |  |  |  |  |
| \$ | 19.39 | \$ | 17.54 | \$ | 18.97 | 11\% | 2\% |  |  |  |  |  |
| \$ | 22,486 | \$ | 20,419 | \$ | 22,102 | 10\% | 2\% |  |  |  |  |  |
| \$ | $\begin{aligned} & 67,690 \\ & 58,538 \end{aligned}$ | \$ | $\begin{aligned} & 61,274 \\ & 62,909 \end{aligned}$ | \$ | $\begin{aligned} & 61,042 \\ & 59,875 \end{aligned}$ | $\begin{gathered} 10 \% \\ (7 \%) \end{gathered}$ | $\begin{gathered} 11 \% \\ (2 \%) \end{gathered}$ |  |  |  |  |  |
| \$ | 250 | \$ | 291 | \$ | 292 | (14\%) | (14\%) | \$ | 542 | \$ | 741 | (27\%) |
| \$ | 397 | \$ | 534 | \$ | 383 | (26\%) | 4\% | \$ | 780 | \$ | 1,046 | (25\%) |
| \$ | 953 | \$ | 1,263 | \$ | 931 | (25\%) | 2\% | \$ | 1,884 | \$ | 2,759 | (32\%) |
| \$ | 845 | \$ | 1,233 | \$ | 1,104 | (31\%) | (23\%) | \$ | 1,949 | \$ | 2,270 | (14\%) |
| \$ | $\begin{array}{r} 85.4 \\ 3 \end{array}$ | \$ | $\begin{array}{r} 185.4 \\ 2 \end{array}$ | \$ | $\begin{array}{r} 36.0 \\ 5 \end{array}$ |  |  |  |  |  |  |  |
| \$ | $\begin{array}{r} 11.3 \\ 5 \end{array}$ | \$ | $\begin{array}{r} 25.8 \\ 3 \end{array}$ | \$ | $\begin{array}{r} 6.1 \\ 5 \end{array}$ |  |  |  |  |  |  |  |
| \$ | 1,037 | \$ | 1,145 | \$ | 1,006 | (9\%) | 3\% | \$ | 2,043 | \$ | 2,344 | (13\%) |
|  | 13,707 |  | 14,256 |  | 14,115 | (4\%) | (3\%) |  |  |  |  |  |
| \$ | 570 | \$ | 634 | \$ | 588 | (10\%) | (3\%) |  |  |  |  |  |
| \$ | 111 | \$ | 117 | \$ | 111 | (5\%) | -- |  |  |  |  |  |

Morgan Stanley
Total assets (millions)
Period end common shares outstanding (millions)
Book value per common share
Shareholders' equity (millions) (1)
Total capital (millions) (2)
Worldwide employees

## SECURITIES

Advisory revenue (millions)
Underwriting revenue (millions)
nstitutional Securities
Sales and trading net revenue (millions) (3) Equity
Mergers and acquisitions announced transactions (4) Morgan Stanley global market volume (billions) Rank
Worldwide equity and related issues (4)
Morgan Stanley global market volume (billions)
Individual Investor Group
Net revenue (millions)
Total client assets (billions
Fee-based client account assets (billions) (5)

## NVESTMENT MANAGEMENT (\$ billions)

Assets under management or supervisio
Mutual funds

## Equity

Fixed income
Money markets
Total mutual funds
CS Assets
Separate accounts, unit trust and other arrangements
Sub-total Individual
Products offered primarily to institutional clients Mutual funds
Separate accounts, pooled vehicle and other arrangements
Sub-total Institutional
Total assets under management or supervision

1) Includes preferred and common equity and preferred securities issued by subsidiaries
2) Includes preferred and common equity, preferred securities issued by subsidiaries, capital units and non-current portion of long-term debt.
(3) Includes principal trading, commissions and net interest revenue.
(4) Source: Thomson Financial Securities Data - January 1 to June 4, 2002.
(5) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets

Not Certain reclassifications have been made to prior period amounts to conform to the current presentation.

MORGAN STANLEY DEAN WITTER \& CO.
Financial Information and Statistical Data (unaudited, dollars in millions)

| Quarter Ended |  |  |
| :--- | :---: | ---: |
| May 31, 2002 | May 31, 2001 |  |
|  |  | Feb 28, 2002 | Percentage Change From: May 31, 2001 Feb 28, 2002 $\qquad$ Percentage

$\qquad$ 1, 2002 May 31, 2001 Change

## CREDIT SERVICES

| Owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end | \$ | 20,224 | \$ | 20,909 | \$ | 20,554 | (3\%) | (2\%) | \$ | 20,224 | \$ | 20,909 | (3\%) |
| Average | \$ | 20,747 | \$ | 21,301 | \$ | 20,972 | (3\%) | (1\%) | \$ | 20,858 | \$ | 21,426 | (3\%) |
| Managed credit card loans (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end | \$ | 49,377 | \$ | 50,227 | \$ | 49,569 | (2\%) | -- | \$ | 49,377 | \$ | 50,227 | (2\%) |
| Average | \$ | 49,379 | \$ | 49,658 | \$ | 50,396 | (1\%) | (2\%) | \$ | 49,882 | \$ | 49,468 | 1\% |
| Interest yield |  | 12.64\% |  | 13.34\% |  | 12.63\% | (70 bp) | 1 bp |  | 12.63\% |  | 13.50\% | (87 bp) |
| Interest spread |  | 8.72\% |  | 7.49\% |  | 8.61\% | 123 bp | 11 bp |  | 8.66\% |  | 7.30\% | 136 bp |
| Net charge-off rate |  | 6.30\% |  | 4.98\% |  | 6.49\% | 132 bp | (19 bp) |  | 6.40\% |  | 4.88\% | 152 bp |
| Delinquency rate (over 30 days) |  | 5.63\% |  | 5.84\% |  | 6.75\% | (21 bp) | (112 bp) |  | 5.63\% |  | 5.84\% | (21 bp) |
| Delinquency rate (over 90 days) |  | 2.65\% |  | 2.60\% |  | 3.12\% | 5 bp | (47 bp) |  | 2.65\% |  | 2.60\% | 5 bp |
| Transaction volume (billions) | \$ | 23.5 | \$ | 23.5 | $\$$ | 24.1 | -- | (3\%) | \$ | 47.6 | \$ | 47.9 | (1\%) |
| Accounts (millions) |  | 46.2 |  | 44.7 |  | 46.0 | 3\% | -- |  | 46.2 |  | 44.7 | 3\% |
| Active accounts (millions) |  | 23.4 |  | 24.3 |  | 23.8 | (4\%) | (1\%) |  | 23.4 |  | 24.3 | (4\%) |
| Average receivables per average active account (actual \$) | \$ | 2,086 | \$ | 2,052 | $\$$ | 2,098 | 2\% | (1\%) | \$ | 2,092 | \$ | 2,051 | 2\% |
| Securitization gain | \$ | 11 | \$ | 49 | \$ | 8 | (78\%) | 38\% | \$ | 19 | \$ | 74 | (74\%) |

[^3]Not $\epsilon$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.


[^0]:    ${ }^{1}$ All amounts for the six months ended May 31, 2001, exclude a net after-tax charge of $\$ 59$ million, or $\$ .05$ per share, resulting from the adoption of SFAS 133 on December 1, 2000. See page F-1 of Financial Summary, Note 1.
    ${ }^{2}$ Source: Thomson Financial Securities Data - March 1 to May 31, 2002.

[^1]:    ${ }^{3}$ As of May 31, 2002.

[^2]:    (1) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.
    (2) Net income excluding cumulative effect of accounting change as a \% of net revenues.

    Not $\epsilon$ Certain reclassifications have been made to prior period amounts to conform to the current presentation.

[^3]:    (1) Includes owned and securitized credit card loans.

