## Morgan Stanley Reports Second Quarter Net Income of \$599 Million; Return on Equity of $\mathbf{1 0 . 6 \%}$; <br> Including a Pre-tax Aircraft Impairment Charge of \$287 Million

NEW YORK, June 18, 2003 -- Morgan Stanley (NYSE: MWD) today reported net income of $\$ 599$ million for the quarter ended May 31, 2003, including a pre-tax asset impairment charge of $\$ 287$ million related to the Company's aircraft financing business. Diluted earnings per share were $\$ 0.55$ and the annualized return on average common equity was 10.6 percent. The aircraft impairment charge reduced net income by $\$ 172$ million, diluted earnings per share by $\$ 0.16$ and the annualized return on average common equity by 3.1 percentage points.

Net revenues (total revenues less interest expense and the provision for loan losses) of $\$ 5.0$ billion were 2 percent higher than last year's second quarter and 8 percent below this year's first quarter.

Philip J. Purcell, Chairman \& CEO, and Robert G. Scott, President, said in a joint statement, "While there have been some encouraging signs recently, the business environment has continued to be very difficult. Nonetheless, we performed well with our fixed income business making a major contribution to our earnings. We believe our expense initiatives and market share in major business segments position us well to capitalize on future upswings in business activity."

Year-to-date net income was $\$ 1,504$ million, diluted earnings per share were $\$ 1.37$ and the annualized return on average common equity was 13.4 percent. The aircraft impairment charge reduced year-to-date net income by $\$ 172$ million, diluted earnings per share by $\$ 0.16$ and the annualized return on average common equity by 1.5 percentage points. Net revenues (total revenues less interest expense and the provision for loan losses) of $\$ 10.5$ billion were 3 percent higher than a year ago.

## INSTITUTIONAL SECURITIES

Institutional Securities net income declined 33 percent to $\$ 298$ million, reflecting the $\$ 287$ million pretax ( $\$ 172$ million after tax) aircraft impairment charge. Net revenues increased 11 percent driven by strong revenues in the Company's fixed income business -- which achieved its second best quarter ever. Challenging market conditions continued to negatively impact M\&A advisory and equity revenues.

- Fixed income sales and trading net revenues increased 48 percent from second quarter 2002 to $\$ 1.3$ billion. The increase resulted from strong performances across the Company's credit products, interest-rate and currency products, and commodities groups. The revenue increases in credit and interest rate products reflected tighter spreads, strong investor demand and an improved trading environment. Higher commodities revenues were driven by higher volatilities, largely in oil markets.
- Equity sales and trading net revenues declined 9 percent from a year ago to $\$ 865$ million, primarily due to lower revenues from the Company's global cash business.
- Advisory revenues were $\$ 141$ million, down 44 percent from last year due to declining levels of global M\&A activity. Industry-wide, global completed M\&A transaction volume fell 18 percent compared with second quarter 2002. ${ }^{1}$
- Underwriting revenues of $\$ 322$ million were 5 percent below last year's second quarter, despite a 41 percent industry-wide decline in overall equity underwriting activity and a 78 percent decline in IPOs. Fixed income activity was essentially unchanged from a year ago. An improved market share in equity and a stable market share in fixed income contributed to these results. ${ }^{2}$
- For the calendar year-to-date, the Company ranked third in completed global M\&A with a 20 percent market share; sixth in announced global M\&A with a 13 percent market share; second in worldwide equity and equity related issuances with a 13 percent market share; and fourth in U.S. investment grade debt issuances with an 11 percent market share. ${ }^{3}$

[^0]
## INDIVIDUAL INVESTOR GROUP

The Individual Investor Group reported a $\$ 2$ million net loss compared to $\$ 12$ million in net income for second quarter 2002.

- Net revenues decreased 11 percent from a year ago to $\$ 924$ million. Retail participation in equity markets was below last year's levels, and asset management fees declined primarily as a result of lower assets under management.
- Non-interest expenses of $\$ 916$ million were 10 percent below last year.
- Total client assets of $\$ 532$ billion were 7 percent lower than the end of last year's second quarter, reflecting, in part, a 10 percent decline for the S\&P 500. Client assets in fee-based accounts fell 3 percent to $\$ 113$ billion over the past twelve months. However, the percentage of client assets in fee-based accounts increased to 21 percent from 20 percent a year ago.
- At quarter-end, the number of global financial advisors was 11,644-- a decrease of 412 for the quarter and 2,063 over the past year.


## INVESTMENT MANAGEMENT

Investment Management net income declined 23 percent from last year's second quarter to $\$ 109$ million. Lower revenues, reflecting a decrease in average assets under management and a shift in asset mix away from equity products, drove the earnings decline. An 8 percent decline in non-interest expenses partially offset the lower revenues.

- The Company's assets under management were $\$ 421$ billion, up $\$ 17$ billion over the first quarter of this year but $\$ 30$ billion below the second quarter of last year. The increase during the quarter was due to market appreciation, while the decline from last year reflected market depreciation and negative net customer flows.
- Retail assets of $\$ 259$ billion were $\$ 13$ billion higher than the end of the first quarter but $\$ 17$ billion lower than a year ago. Institutional assets were $\$ 162$ billion, an increase of $\$ 4$ billion for the quarter but $\$ 13$ billion below last year.
- Among full-service brokerage firms, the Company had the highest number of domestic funds (47) receiving one of Morningstar's two highest ratings. ${ }^{4}$ In

[^1]addition, the percent of the Company's fund assets performing in the top half of the Lipper rankings over three years was 69 percent compared to 71 percent a year ago. ${ }^{5}$

## CREDIT SERVICES

Credit Services quarterly net income of $\$ 194$ million was slightly below the second quarter of 2002. On a managed basis, increases in the provision for loan losses and noninterest expenses were offset by higher net interest income and merchant and cardmember fees.

- Managed credit card loans at quarter end rose 3 percent from a year ago to $\$ 50.9$ billion. The interest rate spread widened 6 basis points over the same period, as a decline in the cost of funds more than offset a lower finance charge yield.
- Merchant and cardmember fees rose 2 percent to $\$ 524$ million as a result of higher merchant discount fees from increased transaction volume. Transaction volume also rose 2 percent from a year ago to $\$ 24.0$ billion, primarily as a result of increased sales.
- The credit card net charge-off rate increased to 6.50 percent -- 15 basis points above a year ago. The over-30-day delinquency rate increased 58 basis points to 6.21 percent, and the over-90-day delinquency rate increased 36 basis points to 3.01 percent from the second quarter of 2002. Persistent weakness in the economy, reflected in high levels of unemployment and bankruptcy filings, has driven losses and delinquencies higher.
- Non-interest expenses of $\$ 576$ million were up 2 percent compared to second quarter 2002 driven by higher marketing and advertising expenses.

As of May 31, 2003, the Company had repurchased approximately 9 million shares of its common stock since the end of fiscal 2002. The Company also announced that its Board of Directors declared a $\$ 0.23$ quarterly dividend per common share. The dividend is payable on July 31, 2003, to common shareholders of record on July 11, 2003.

[^2]Total capital at May 31, 2003 was $\$ 78.7$ billion, including $\$ 25.3$ billion of common shareholders' equity and preferred securities subject to mandatory redemption. Book value per common share was $\$ 20.83$, 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 600 offices in 27 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" in Part I, Item 1 in the Company's 2002 Annual Report on Form 10-K and "Management's Discussion and Analysis of Financial Conditions and Results of Operations" in the Company's Quarterly Reports on Form 10-Q for fiscal 2003.

# MORGAN STANLEY <br> Financial Summary (unaudited, dollars in millions) 

|  | Quarter Ended |  |  | Percentage Change From: |  | Six Months Ended |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 | May 31, 2002 | Feb 28, 2003 | May 31, 2002 | Feb 28, 2003 | May 31, 2003 | May 31, 2002 |  |
| Net revenues |  |  |  |  |  |  |  |  |
| Institutional Securities | \$ 2,706 | \$ 2,435 | \$ 3,161 | 11\% | (14\%) | \$ 5,867 | \$ 5,235 | 12\% |
| Individual Investor Group | 924 | 1,041 | 900 | (11\%) | 3\% | 1,824 | 2,060 | (11\%) |
| Investment Management | 535 | 622 | 519 | (14\%) | 3\% | 1,054 | 1,245 | (15\%) |
| Credit Services | 884 | 874 | 898 | 1\% | (2\%) | 1,782 | 1,697 | 5\% |
| Consolidated net revenues | \$ 5,049 | \$ 4,972 | \$ 5,478 | 2\% | (8\%) | \$ 10,527 | \$ 10,237 | 3\% |
| Net income / (loss) |  |  |  |  |  |  |  |  |
| Institutional Securities | \$ 298 | \$ 448 | \$ 618 | (33\%) | (52\%) | \$ 916 | \$ 978 | (6\%) |
| Individual Investor Group | (2) | 12 | (1) | (117\%) | (100\%) | (3) | 19 | (116\%) |
| Investment Management | 109 | 141 | 106 | (23\%) | 3\% | 215 | 285 | (25\%) |
| Credit Services | 194 | 196 | 182 | (1\%) | 7\% | 376 | 363 | 4\% |
| Consolidated net income | \$ 599 | \$ 797 | \$ 905 | (25\%) | (34\%) | \$ 1,504 | \$ 1,645 | (9\%) |
| Basic earnings per common share | \$ 0.56 | \$ 0.73 | \$ 0.84 | (23\%) | (33\%) | \$ 1.40 | \$ 1.52 | (8\%) |
| Diluted earnings per common share | \$ 0.55 | \$ 0.72 | \$ 0.82 | (24\%) | (33\%) | \$ 1.37 | \$ 1.48 | (7\%) |
| Average common shares outstanding |  |  |  |  |  |  |  |  |
| Basic | 1,077,386,468 | 1,084,993,202 | 1,079,052,442 |  |  | 1,077,413,715 | 1,084,223,242 |  |
| Diluted | 1,097,478,351 | 1,113,949,482 | 1,099,724,140 |  |  | 1,097,824,226 | 1,113,925,043 |  |
| Period end common shares outstanding | 1,086,735,086 | 1,097,109,821 | 1,089,745,941 |  |  | 1,086,735,086 | 1,097,109,821 |  |
| Return on common equity | 10.6\% | 15.1\% | 16.3\% |  |  | 13.4\% | 15.7\% |  |

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

## MORGAN STANLEY

Consolidated Income Statement Information
(unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 31, 2003 |  | 31,2002 |  |
| Investment banking | \$ | 536 | \$ | 663 | \$ | 589 | (19\%) | (9\%) | \$ | 1,125 | \$ | 1,337 | (16\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,583 |  | 696 |  | 1,556 | 127\% | 2\% |  | 3,139 |  | 1,828 | 72\% |
| Investments |  | 59 |  | (16) |  | (22) | * | * |  | 37 |  | 17 | 118\% |
| Commissions |  | 709 |  | 900 |  | 670 | (21\%) | 6\% |  | 1,379 |  | 1,677 | (18\%) |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset mgmt., distribution and administration |  | 885 |  | 1,054 |  | 903 | (16\%) | (2\%) |  | 1,788 |  | 2,070 | (14\%) |
| Merchant and cardmember |  | 339 |  | 347 |  | 363 | (2\%) | (7\%) |  | 702 |  | 689 | 2\% |
| Servicing |  | 503 |  | 506 |  | 567 | (1\%) | (11\%) |  | 1,070 |  | 1,046 | 2\% |
| Interest and dividends |  | 3,692 |  | 3,877 |  | 3,789 | (5\%) | (3\%) |  | 7,481 |  | 7,713 | (3\%) |
| Other |  | 112 |  | 129 |  | 87 | (13\%) | 29\% |  | 199 |  | 325 | (39\%) |
| Total revenues |  | 8,418 |  | 8,156 |  | 8,502 | 3\% | (1\%) |  | 16,920 |  | 16,702 | 1\% |
| Interest expense |  | 3,060 |  | 2,844 |  | 2,688 | 8\% | 14\% |  | 5,748 |  | 5,780 | (1\%) |
| Provision for consumer loan losses |  | 309 |  | 340 |  | 336 | (9\%) | (8\%) |  | 645 |  | 685 | (6\%) |
| Net revenues |  | 5,049 |  | 4,972 |  | 5,478 | 2\% | (8\%) |  | 10,527 |  | 10,237 | 3\% |
| Compensation and benefits |  | 2,272 |  | 2,236 |  | 2,548 | 2\% | (11\%) |  | 4,820 |  | 4,725 | 2\% |
| Occupancy and equipment |  | 195 |  | 208 |  | 196 | (6\%) | (1\%) |  | 391 |  | 406 | (4\%) |
| Brokerage, clearing and exchange fees |  | 202 |  | 176 |  | 191 | 15\% | 6\% |  | 393 |  | 355 | 11\% |
| Information processing and communications |  | 316 |  | 337 |  | 316 | (6\%) | -- |  | 632 |  | 659 | (4\%) |
| Marketing and business development |  | 257 |  | 259 |  | 269 | (1\%) | (4\%) |  | 526 |  | 513 | 3\% |
| Professional services |  | 259 |  | 250 |  | 225 | 4\% | 15\% |  | 484 |  | 475 | 2\% |
| Other |  | 633 |  | 259 |  | 307 | 144\% | 106\% |  | 940 |  | 510 | 84\% |
| Total non-interest expenses <br> Income before taxes and dividends on preferred securities subject to mandatory redemption |  | 4,134 |  | 3,725 |  | 4,052 | 11\% | 2\% |  | 8,186 |  | 7,643 | 7\% |
|  |  | 915 |  | 1,247 |  | 1,426 | (27\%) | (36\%) |  | 2,341 |  | 2,594 | (10\%) |
| Income tax expense $276 \quad 428 \quad 499 \quad$ (36\%) (45\%) $\quad$ (14\%) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Dividends on preferred securities subject to mandatory redemption |  | 40 |  | 22 |  | 22 | 82\% | 82\% |  | 62 |  | 44 | 41\% |
| Net income | \$ | 599 | \$ | 797 | \$ | 905 | (25\%) | (34\%) | \$ | 1,504 | \$ | 1,645 | (9\%) |
| Compensation and benefits as a \% of net revenues |  | 45\% |  | 45\% |  | 47\% |  |  |  | 46\% |  | 46\% |  |

[^3]
## MORGAN STANLEY

## Institutional Securities Income Statement Information (unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 | May 31, 2003 |  | May 31, 2002 |  |  |
| Investment banking | \$ | 463 | \$ | 588 | \$ | 503 | (21\%) | (8\%) | \$ | 966 | \$ | 1,191 | (19\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,439 |  | 568 |  | 1,425 | * | 1\% |  | 2,864 |  | 1,525 | 88\% |
| Investments |  | 46 |  | (17) |  | (11) | * | * |  | 35 |  | 13 | * |
| Commissions |  | 424 |  | 560 |  | 415 | (24\%) | 2\% |  | 839 |  | 1,052 | (20\%) |
| Asset mgmt., distribution and administration fees |  | 20 |  | 23 |  | 22 | (13\%) | (9\%) |  | 42 |  | 48 | (13\%) |
| Interest and dividends |  | 3,071 |  | 3,172 |  | 3,166 | (3\%) | (3\%) |  | 6,237 |  | 6,351 | (2\%) |
| Other |  | 77 |  | 92 |  | 61 | (16\%) | 26\% |  | 138 |  | 235 | (41\%) |
| Total revenues |  | 5,540 |  | 4,986 |  | 5,581 | 11\% | (1\%) |  | 11,121 |  | 10,415 | 7\% |
| Interest expense |  | 2,834 |  | 2,551 |  | 2,420 | 11\% | 17\% |  | 5,254 |  | 5,180 | 1\% |
| Net revenues |  | 2,706 |  | 2,435 |  | 3,161 | 11\% | (14\%) |  | 5,867 |  | 5,235 | 12\% |
| Total non-interest expenses |  | 2,281 |  | 1,752 |  | 2,194 | 30\% | 4\% |  | 4,475 |  | 3,705 | 21\% |
| Income before taxes and dividends on preferred |  |  |  |  |  |  |  |  |  |  |  |  |  |
| securities subject to mandatory redemption |  | 425 |  | 683 |  | 967 | (38\%) | (56\%) |  | 1,392 |  | 1,530 | (9\%) |
| Income tax expense |  | 87 |  | 213 |  | 327 | (59\%) | (73\%) |  | 414 |  | 508 | (19\%) |
| Dividends on preferred securities subject to mandatory redemption |  | 40 |  | 22 |  | 22 | 82\% | 82\% |  | 62 |  | 44 | 41\% |
| Net income | \$ | 298 | \$ | 448 | \$ | 618 | (33\%) | (52\%) | \$ | 916 | \$ | 978 | (6\%) |
| Profit margin (1) |  | 11\% |  | 18\% |  | 20\% |  |  |  | 16\% |  | 19\% |  |

[^4]
## MORGAN STANLEY

## Individual Investor Group Income Statement Information

 (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 1,2003 |  | 1,2002 |  |
| Investment banking | \$ | 64 | \$ | 67 | \$ | 78 | (4\%) | (18\%) | \$ | 142 | \$ | 129 | 10\% |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 144 |  | 128 |  | 131 | 13\% | 10\% |  | 275 |  | 303 | (9\%) |
| Investments |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 1 | * |
| Commissions |  | 275 |  | 328 |  | 245 | (16\%) | 12\% |  | 520 |  | 602 | (14\%) |
| Asset mgmt., distribution and administration fees |  | 372 |  | 444 |  | 376 | (16\%) | (1\%) |  | 748 |  | 865 | (14\%) |
| Interest and dividends |  | 77 |  | 97 |  | 74 | (21\%) | 4\% |  | 151 |  | 193 | (22\%) |
| Other |  | 20 |  | 12 |  | 24 | 67\% | (17\%) |  | 44 |  | 39 | 13\% |
| Total revenues |  | 952 |  | 1,076 |  | 928 | (12\%) | 3\% |  | 1,880 |  | 2,132 | (12\%) |
| Interest expense |  | 28 |  | 35 |  | 28 | (20\%) | -- |  | 56 |  | 72 | (22\%) |
| Net revenues |  | 924 |  | 1,041 |  | 900 | (11\%) | 3\% |  | 1,824 |  | 2,060 | (11\%) |
| Total non-interest expenses |  | 916 |  | 1,017 |  | 903 | (10\%) | 1\% |  | 1,819 |  | 2,027 | (10\%) |
| Income / (loss) before income taxes |  | 8 |  | 24 |  | (3) | (67\%) | * |  | 5 |  | 33 | (85\%) |
| Income tax expense / (benefit) |  | 10 |  | 12 |  | (2) | (17\%) | * |  | 8 |  | 14 | (43\%) |
| Net income / (loss) | \$ | (2) | \$ | 12 | \$ | (1) | (117\%) | (100\%) | \$ | (3) | \$ | 19 | (116\%) |
| Profit margin (1) |  | (0\%) |  | 1\% |  | (0\%) |  |  |  | (0\%) |  | 1\% |  |

[^5]
## MORGAN STANLEY

## Investment Management Income Statement Information

 (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | , 2003 |  | 1,2002 |  |
| Investment banking | \$ | 9 | \$ | 8 | \$ | 8 | 13\% | 13\% | \$ | 17 | \$ | 17 | -- |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Investments |  | 13 |  | 1 |  | (11) | * | * |  | 2 |  | 3 | (33\%) |
| Commissions |  | 10 |  | 12 |  | 10 | (17\%) | -- |  | 20 |  | 23 | (13\%) |
| Asset mgmt., distribution and administration fees |  | 493 |  | 587 |  | 505 | (16\%) | (2\%) |  | 998 |  | 1,157 | (14\%) |
| Interest and dividends |  | 1 |  | 6 |  | 3 | (83\%) | (67\%) |  | 4 |  | 14 | (71\%) |
| Other |  | 10 |  | 8 |  | 5 | 25\% | 100\% |  | 15 |  | 32 | (53\%) |
| Total revenues |  | 536 |  | 622 |  | 520 | (14\%) | 3\% |  | 1,056 |  | 1,246 | (15\%) |
| Interest expense |  | 1 |  | 0 |  | 1 | * | -- |  | 2 |  | 1 | 100\% |
| Net revenues |  | 535 |  | 622 |  | 519 | (14\%) | 3\% |  | 1,054 |  | 1,245 | (15\%) |
| Total non-interest expenses |  | 361 |  | 394 |  | 347 | (8\%) | 4\% |  | 708 |  | 781 | (9\%) |
| Income before income taxes |  | 174 |  | 228 |  | 172 | (24\%) | 1\% |  | 346 |  | 464 | (25\%) |
| Income tax expense |  | 65 |  | 87 |  | 66 | (25\%) | (2\%) |  | 131 |  | 179 | (27\%) |
| Net income | \$ | 109 | \$ | 141 | \$ | 106 | (23\%) | 3\% | \$ | 215 | \$ | 285 | (25\%) |
| Profit margin (1) |  | 20\% |  | 23\% |  | 20\% |  |  |  | 20\% |  | 23\% |  |

[^6]
## MORGAN STANLEY

## Credit Services Income Statement Information (unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 1, 2003 |  | 1, 2002 |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 339 | \$ | 347 | \$ | 363 | (2\%) | (7\%) | \$ | 702 | \$ | 689 | 2\% |
| Servicing |  | 503 |  | 506 |  | 567 | (1\%) | (11\%) |  | 1,070 |  | 1,046 | 2\% |
| Other |  | 5 |  | 17 |  | (3) | (71\%) | * |  | 2 |  | 19 | (89\%) |
| Total non-interest revenues |  | 847 |  | 870 |  | 927 | (3\%) | (9\%) |  | 1,774 |  | 1,754 | 1\% |
| Interest revenue |  | 543 |  | 602 |  | 546 | (10\%) | (1\%) |  | 1,089 |  | 1,155 | (6\%) |
| Interest expense |  | 197 |  | 258 |  | 239 | (24\%) | (18\%) |  | 436 |  | 527 | (17\%) |
| Net interest income |  | 346 |  | 344 |  | 307 | 1\% | 13\% |  | 653 |  | 628 | 4\% |
| Provision for consumer loan losses |  | 309 |  | 340 |  | 336 | (9\%) | (8\%) |  | 645 |  | 685 | (6\%) |
| Net credit income |  | 37 |  | 4 |  | (29) | * | * |  | 8 |  | (57) | 114\% |
| Net revenues |  | 884 |  | 874 |  | 898 | 1\% | (2\%) |  | 1,782 |  | 1,697 | 5\% |
| Total non-interest expenses |  | 576 |  | 562 |  | 608 | 2\% | (5\%) |  | 1,184 |  | 1,130 | 5\% |
| Income before taxes |  | 308 |  | 312 |  | 290 | (1\%) | 6\% |  | 598 |  | 567 | 5\% |
| Income tax expense |  | 114 |  | 116 |  | 108 | (2\%) | 6\% |  | 222 |  | 204 | 9\% |
| Net income | \$ | 194 | \$ | 196 | \$ | 182 | (1\%) | 7\% | \$ | 376 | \$ | 363 | 4\% |
| Profit margin (1) |  | 22\% |  | 22\% |  | 20\% |  |  |  | 21\% |  | 21\% |  |

[^7]Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

## MORGAN STANLEY

## Credit Services Income Statement Information (unaudited, dollars in millions) (Managed Ioan basis)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 | May 31, 2003 |  | May 31, 2002 |  |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 524 | \$ | 516 | \$ | 547 | 2\% | (4\%) | \$ | 1,071 | \$ | 1,043 | 3\% |
| Servicing |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Other |  | 35 |  | 36 |  | 54 | (3\%) | (35\%) |  | 89 |  | 52 | 71\% |
| Total non-interest revenues |  | 559 |  | 552 |  | 601 | 1\% | (7\%) |  | 1,160 |  | 1,095 | 6\% |
| Interest revenue |  | 1,592 |  | 1,614 |  | 1,580 | (1\%) | 1\% |  | 3,172 |  | 3,225 | (2\%) |
| Interest expense |  | 410 |  | 480 |  | 441 | (15\%) | (7\%) |  | 851 |  | 979 | (13\%) |
| Net interest income |  | 1,182 |  | 1,134 |  | 1,139 | 4\% | 4\% |  | 2,321 |  | 2,246 | 3\% |
| Provision for consumer loan losses |  | 857 |  | 812 |  | 842 | 6\% | 2\% |  | 1,699 |  | 1,644 | 3\% |
| Net credit income |  | 325 |  | 322 |  | 297 | 1\% | 9\% |  | 622 |  | 602 | 3\% |
| Net revenues |  | 884 |  | 874 |  | 898 | 1\% | (2\%) |  | 1,782 |  | 1,697 | 5\% |
| Total non-interest expenses |  | 576 |  | 562 |  | 608 | 2\% | (5\%) |  | 1,184 |  | 1,130 | 5\% |
| Income before taxes |  | 308 |  | 312 |  | 290 | (1\%) | 6\% |  | 598 |  | 567 | 5\% |
| Income tax expense |  | 114 |  | 116 |  | 108 | (2\%) | 6\% |  | 222 |  | 204 | 9\% |
| Net income | \$ | 194 | \$ | 196 | \$ | 182 | (1\%) | 7\% | \$ | 376 | \$ | 363 | 4\% |
| Profit margin (1) |  | 22\% |  | 22\% |  | 20\% |  |  |  | 21\% |  | 21\% |  |

[^8]
## MORGAN STANLEY

## Financial Information and Statistical Data (unaudited)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |
| Total assets (millions) | \$ | 586,881 | \$ | 553,924 | \$ | 559,436 | 6\% | 5\% |
| Adjusted assets (1) | \$ | 406,977 | \$ | 382,306 | \$ | 389,103 | 6\% | 5\% |
| Period end common shares outstanding (millions) |  | 1,086.7 |  | 1,097.1 |  | 1,089.7 | (1\%) | -- |
| Book value per common share | \$ | 20.83 | \$ | 19.39 | \$ | 20.62 | 7\% | 1\% |
| Shareholders' equity (millions) (2) | \$ | 25,341 | \$ | 22,486 | \$ | 24,475 | 13\% | 4\% |
| Total capital (millions) (3) | \$ | 78,665 | \$ | 67,690 | \$ | 72,432 | 16\% | 9\% |
| Worldwide employees |  | 53,507 |  | 58,538 |  | 54,493 | (9\%) | (2\%) |
| Average Daily 99\%/One-Day Value-at-Risk ("VaR") |  |  |  |  |  |  |  |  |
| Primary Market Risk Category (\$ millions, pre-tax) |  |  |  |  |  |  |  |  |
| Interest rate and credit spread | \$ | 41 | \$ | 34 | \$ | 42 |  |  |
| Equity price |  | 23 |  | 26 |  | 24 |  |  |
| Foreign exchange rate |  | 11 |  | 5 |  | 12 |  |  |
| Commodity price |  | 27 |  | 27 |  | 29 |  |  |
| Aggregate trading VaR | \$ | 54 | \$ | 52 | \$ | 52 |  |  |

(1) Represents total assets less assets attributable to matched resale agreements, certain securities borrowed transactions and segregated customer cash balances. See page F-17 for further information.
(2) Includes preferred and common equity and preferred securities subject to mandatory redemption.
(3) Includes preferred and common equity, preferred securities subject to mandatory redemption, capital units and the non-current portion of long-term debt.
 every one hundred trading days in the Company's Institutional 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 Institutional 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 firm's Annual Report on Form 10-K for the fiscal year ended November 30, 2002.
Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

MORGAN STANLEY
Financial Information and Statistical Data (unaudited)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 1, 2003 |  | , 2002 |  |
| Institutional Securities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Advisory revenue (millions) | \$ | 141 | \$ | 250 | \$ | 166 | (44\%) | (15\%) | \$ | 307 | \$ | 542 | (43\%) |
| Underwriting revenue (millions) | \$ | 322 | \$ | 338 | \$ | 337 | (5\%) | (4\%) | \$ | 659 | \$ | 649 | 2\% |
| Sales and trading net revenue (millions) (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 865 | \$ | 953 | \$ | 977 | (9\%) | (11\%) | \$ | 1,842 | \$ | 1,884 | (2\%) |
| Fixed income | \$ | 1,308 | \$ | 881 | \$ | 1,662 | 48\% | (21\%) | \$ | 2,970 | \$ | 2,004 | 48\% |
| Mergers and acquisitions announced transactions (2) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 48.4 | \$ | 85.4 | \$ | 26.8 |  |  |  |  |  |  |  |
| Rank |  | 6 |  | 3 |  | 2 |  |  |  |  |  |  |  |
| Worldwide equity and related issues (2) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Morgan Stanley global market volume (billions) | \$ | 13.5 | \$ | 11.3 | \$ | 3.8 |  |  |  |  |  |  |  |
| Rank |  | 2 |  | 5 |  | 2 |  |  |  |  |  |  |  |
| Individual Investor Group |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Global financial advisors |  | 11,644 |  | 13,707 |  | 12,056 | (15\%) | (3\%) |  |  |  |  |  |
| Total client assets (billions) | \$ | 532 | \$ | 570 | \$ | 498 | (7\%) | 7\% |  |  |  |  |  |
| Fee-based client account assets (billions) (3) | \$ | 113 | \$ | 116 | \$ | 105 | (3\%) | 8\% |  |  |  |  |  |
| Domestic retail locations |  | 547 |  | 663 |  | 558 | (17\%) | (2\%) |  |  |  |  |  |

[^9]|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 2003 | May | 2002 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Net flows |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 1.2 | \$ | 1.2 | \$ | (0.5) | -- | * | \$ | 0.7 | \$ | 2.8 | (75\%) |
| Institutional |  | (4.0) |  | (0.6) |  | (2.5) | * | (60\%) |  | (6.5) |  | (1.2) | * |
| Net flows excluding money markets |  | (2.8) |  | 0.6 |  | (3.0) | * | 7\% |  | (5.8) |  | 1.6 | * |
| Money markets |  | (2.6) |  | (4.1) |  | (0.9) | 37\% | * |  | (3.5) |  | (5.3) | 34\% |
| Assets under management or supervision by distribution channel |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Retail | \$ | 259 | \$ | 276 | \$ | 246 | (6\%) | 5\% |  |  |  |  |  |
| Institutional |  | 162 |  | 175 |  | 158 | (7\%) | 3\% |  |  |  |  |  |
| Total | \$ | 421 | \$ | 451 | \$ | 404 | (7\%) | 4\% |  |  |  |  |  |
| Assets under management or supervision by asset class |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Equity | \$ | 174 | \$ | 201 | \$ | 155 | (13\%) | 12\% |  |  |  |  |  |
| Fixed income |  | 127 |  | 126 |  | 129 | 1\% | (2\%) |  |  |  |  |  |
| Money market |  | 65 |  | 65 |  | 67 | -- | (3\%) |  |  |  |  |  |
| Other (1) |  | 55 |  | 59 |  | 53 | (7\%) | 4\% |  |  |  |  |  |
| Total | \$ | 421 | \$ | 451 | \$ | 404 | (7\%) | 4\% |  |  |  |  |  |

(1) Includes Alternative Investments.

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

## MORGAN STANLEY

Financial Information and Statistical Data
(unaudited, dollars in millions)

| Quarter Ended |  |  | Percentage Change From: |  | Six Months Ended |  | Percentage |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| May 31, 2003 | May 31, 2002 | Feb 28, 2003 | May 31, 2002 | Feb 28, 2003 | May 31, 2003 | May 31, 2002 | Change |

## Credit Services

| Owned credit card loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Period end | \$ | 18,465 | \$ | 19,834 | \$ | 20,847 | (7\%) | (11\%) | \$ | 18,465 | \$ | 19,834 | (7\%) |
| Average |  | 19,120 | \$ | 20,362 | \$ | 22,305 | (6\%) | (14\%) | \$ | 20,695 | \$ | 20,459 | 1\% |
| Managed credit card loans (1) |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Period end |  | 50,880 | \$ | 49,377 | \$ | 51,811 | 3\% | (2\%) | \$ | 50,880 | \$ | 49,377 | 3\% |
| Average |  | 51,174 | \$ | 49,379 | \$ | 52,802 | 4\% | (3\%) | \$ | 51,979 | \$ | 49,882 | 4\% |
| Interest yield |  | 11.97\% |  | 12.64\% |  | 11.78\% | (67 bp) | 19 bp |  | 11.87\% |  | 12.63\% | (76 bp) |
| Interest spread |  | 8.78\% |  | 8.72\% |  | 8.36\% | 6 bp | 42 bp |  | 8.56\% |  | 8.66\% | (10 bp) |
| Net charge-off rate |  | 6.50\% |  | 6.35\% |  | 6.17\% | 15 bp | 33 bp |  | 6.34\% |  | 6.38\% | (4 bp) |
| Delinquency rate (over 30 days) |  | 6.21\% |  | 5.63\% |  | 6.33\% | 58 bp | (12 bp) |  | 6.21\% |  | 5.63\% | 58 bp |
| Delinquency rate (over 90 days) |  | 3.01\% |  | 2.65\% |  | 2.95\% | 36 bp | 6 bp |  | 3.01\% |  | 2.65\% | 36 bp |
| Transaction volume (billions) |  | 24.0 | \$ | 23.5 | \$ | 26.1 | 2\% | (8\%) | \$ | 50.1 | \$ | 47.6 | 5\% |
| Accounts (millions) |  | 46.4 |  | 46.2 |  | 46.5 | 1\% | -- |  | 46.4 |  | 46.2 | 1\% |
| Active accounts (millions) |  | 21.8 |  | 23.4 |  | 22.3 | (7\%) | (2\%) |  | 21.8 |  | 23.4 | (7\%) |
| Avg. receivables per avg. active account (actual \$) |  | 2,319 | \$ | 2,086 | \$ | 2,333 | 11\% | (1\%) | \$ | 2,326 | \$ | 2,092 | 11\% |
| Securitization gain |  | 11 | \$ | 11 | \$ | 35 | -- | (69\%) | \$ | 46 | \$ | 19 | 142\% |

(1) Includes owned and securitized credit card loans.

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

## MORGAN STANLEY

The following (page F-12) presents more detailed financial information regarding the results of operations for the combined institutional securities, individual investor group and investment 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. Morgan Stanley also provides this type of presentation for its credit services activities (page $\mathrm{F}-13$ ) in order to provide helpful comparison to other credit card issuers.

## MORGAN STANLEY

## Institutional Securities, Individual Investor Group and Investment Management <br> Combined Income Statement Information <br> (unaudited, dollars in millions)

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 |  | 31,2003 |  | 31,2002 |  |
| Investment banking | \$ | 536 | \$ | 663 | \$ | 589 | (19\%) | (9\%) | \$ | 1,125 | \$ | 1,337 | (16\%) |
| Principal transactions: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Trading |  | 1,583 |  | 696 |  | 1,556 | 127\% | 2\% |  | 3,139 |  | 1,828 | 72\% |
| Investments |  | 59 |  | (16) |  | (22) | * | * |  | 37 |  | 17 | 118\% |
| Commissions |  | 709 |  | 900 |  | 670 | (21\%) | 6\% |  | 1,379 |  | 1,677 | (18\%) |
| Asset mgmt., distribution and administration fees |  | 885 |  | 1,054 |  | 903 | (16\%) | (2\%) |  | 1,788 |  | 2,070 | (14\%) |
| Interest and dividends |  | 3,149 |  | 3,275 |  | 3,243 | (4\%) | (3\%) |  | 6,392 |  | 6,558 | (3\%) |
| Other |  | 107 |  | 112 |  | 90 | (4\%) | 19\% |  | 197 |  | 306 | (36\%) |
| Total revenues |  | 7,028 |  | 6,684 |  | 7,029 | 5\% | -- |  | 14,057 |  | 13,793 | 2\% |
| Interest expense |  | 2,863 |  | 2,586 |  | 2,449 | 11\% | 17\% |  | 5,312 |  | 5,253 | 1\% |
| Net revenues |  | 4,165 |  | 4,098 |  | 4,580 | 2\% | (9\%) |  | 8,745 |  | 8,540 | 2\% |
| Compensation and benefits |  | 2,069 |  | 2,039 |  | 2,334 | 1\% | (11\%) |  | 4,403 |  | 4,336 | 2\% |
| Occupancy and equipment |  | 176 |  | 190 |  | 176 | (7\%) | -- |  | 352 |  | 372 | (5\%) |
| Brokerage, clearing and exchange fees |  | 202 |  | 176 |  | 191 | 15\% | 6\% |  | 393 |  | 355 | 11\% |
| Information processing and communications |  | 234 |  | 246 |  | 228 | (5\%) | 3\% |  | 462 |  | 488 | (5\%) |
| Marketing and business development |  | 129 |  | 157 |  | 116 | (18\%) | 11\% |  | 245 |  | 291 | (16\%) |
| Professional services |  | 196 |  | 191 |  | 174 | 3\% | 13\% |  | 370 |  | 365 | 1\% |
| Other |  | 552 |  | 164 |  | 225 | * | 145\% |  | 777 |  | 306 | * |
| Total non-interest expenses |  | 3,558 |  | 3,163 |  | 3,444 | 12\% | 3\% |  | 7,002 |  | 6,513 | 8\% |
| Income before taxes and dividends on preferred securities subject to mandatory redemption |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Income tax expense |  | 162 |  | 312 |  | 391 | (48\%) | (59\%) |  | 553 |  | 701 | (21\%) |
| Div. on pref. sec. subject to mandatory redemption |  | 40 |  | 22 |  | 22 | 82\% | 82\% |  | 62 |  | 44 | 41\% |
| Net income | \$ | 405 | \$ | 601 | \$ | 723 | (33\%) | (44\%) | \$ | 1,128 | \$ | 1,282 | (12\%) |
| Compensation and benefits as a \% of net revenues |  | 50\% |  | 50\% |  | 51\% |  |  |  | 50\% |  | 51\% |  |
| Non-compensation expenses as a \% of net revenues |  | 36\% |  | 27\% |  | 24\% |  |  |  | 30\% |  | 25\% |  |
| Profit margin (1) |  | 10\% |  | 15\% |  | 16\% |  |  |  | 13\% |  | 15\% |  |
| Number of employees (2) |  | 38,031 |  | 43,237 |  | 38,867 | (12\%) | (2\%) |  |  |  |  |  |

(1) Net income as a \% of net revenues.
(2) Includes Institutional Securities, Individual Investor Group, Investment Management and Infrastructure/Company areas.

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

## MORGAN STANLEY

Credit Services Income Statement Information
(unaudited, dollars in millions)
(Managed loan basis)

Fees:

|  | Quarter Ended |  |  |  |  |  | Percentage Change From: |  | Six Months Ended |  |  |  | Percentage Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2002 | Feb 28, 2003 | May 31, 2003 |  | May 31, 2002 |  |  |
| Fees: |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Merchant and cardmember | \$ | 524 | \$ | 516 | \$ | 547 | 2\% | (4\%) | \$ | 1,071 | \$ | 1,043 | 3\% |
| Servicing |  | 0 |  | 0 |  | 0 | -- | -- |  | 0 |  | 0 | -- |
| Other |  | 35 |  | 36 |  | 54 | (3\%) | (35\%) |  | 89 |  | 52 | 71\% |
| Total non-interest revenues |  | 559 |  | 552 |  | 601 | 1\% | (7\%) |  | 1,160 |  | 1,095 | 6\% |
| Interest revenue |  | 1,592 |  | 1,614 |  | 1,580 | (1\%) | 1\% |  | 3,172 |  | 3,225 | (2\%) |
| Interest expense |  | 410 |  | 480 |  | 441 | (15\%) | (7\%) |  | 851 |  | 979 | (13\%) |
| Net interest income |  | 1,182 |  | 1,134 |  | 1,139 | 4\% | 4\% |  | 2,321 |  | 2,246 | 3\% |
| Provision for consumer loan losses |  | 857 |  | 812 |  | 842 | 6\% | 2\% |  | 1,699 |  | 1,644 | 3\% |
| Net credit income |  | 325 |  | 322 |  | 297 | 1\% | 9\% |  | 622 |  | 602 | 3\% |
| Net revenues |  | 884 |  | 874 |  | 898 | 1\% | (2\%) |  | 1,782 |  | 1,697 | 5\% |
| Compensation and benefits |  | 203 |  | 197 |  | 214 | 3\% | (5\%) |  | 417 |  | 389 | 7\% |
| Occupancy and equipment |  | 19 |  | 18 |  | 20 | 6\% | (5\%) |  | 39 |  | 34 | 15\% |
| Information processing and communications |  | 82 |  | 91 |  | 88 | (10\%) | (7\%) |  | 170 |  | 171 | (1\%) |
| Marketing and business development |  | 128 |  | 102 |  | 153 | 25\% | (16\%) |  | 281 |  | 222 | 27\% |
| Professional services |  | 63 |  | 59 |  | 51 | 7\% | 24\% |  | 114 |  | 110 | 4\% |
| Other |  | 81 |  | 95 |  | 82 | (15\%) | (1\%) |  | 163 |  | 204 | (20\%) |
| Total non-interest expenses |  | 576 |  | 562 |  | 608 | 2\% | (5\%) |  | 1,184 |  | 1,130 | 5\% |
| Income before taxes |  | 308 |  | 312 |  | 290 | (1\%) | 6\% |  | 598 |  | 567 | 5\% |
| Income tax expense |  | 114 |  | 116 |  | 108 | (2\%) | 6\% |  | 222 |  | 204 | 9\% |
| Net income | \$ | 194 | \$ | 196 | \$ | 182 | (1\%) | 7\% | \$ | 376 | \$ | 363 | 4\% |
| Compensation and benefits as a \% of net revenues |  | 23\% |  | 23\% |  | 24\% |  |  |  | 23\% |  | 23\% |  |
| Non-compensation expenses as a \% of net revenues |  | 42\% |  | 42\% |  | 44\% |  |  |  | 43\% |  | 44\% |  |
| Profit margin (1) |  | 22\% |  | 22\% |  | 20\% |  |  |  | 21\% |  | 21\% |  |
| Number of employees |  | 15,476 |  | 15,301 |  | 15,626 | 1\% | (1\%) |  |  |  |  |  |

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

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

## MORGAN STANLEY

The following (pages F-14-F-16) present a reconciliation for certain information disclosed on pages F-7, F-11 and F-13.
The data is presented on both a "managed" loan basis and as reported under generally accepted accounting principles ("owned" loan basis). Managed loan data assumes 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 Credit Services 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.

## MORGAN STANLEY

## Financial Information and Statistical Data (1) (unaudited, dollars in millions)

Quarter Ended May 31, 2003

| General Purpose Credit Card Loans: | Quarter Ended May 31, 2003 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End |  | Average |  | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  | 30 Days | 90 Days |  |  |  |
| Owned | \$ | 18,465 |  |  | \$ | 19,120 | 10.57\% | 6.28\% | 5.92\% | 5.27\% | 2.56\% |
| Securitized |  | 32,415 |  | 32,054 | 12.81\% | 10.23\% | 6.84\% | 6.74\% | 3.27\% |
| Managed | \$ | 50,880 | \$ | 51,174 | 11.97\% | 8.78\% | 6.50\% | 6.21\% | 3.01\% |

Quarter Ended May 31, 2002

| General Purpose Credit Card Loans: | Period End |  | Average |  | Interest Yield | Interest Spread | Net <br> Charge-offs | Delinquency Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 30 Days | 90 Days |  |  |  |
| Owned | \$ | 19,834 |  |  | \$ | 20,362 | 11.08\% | 5.81\% | 6.15\% | 5.23\% | 2.49\% |
| Securitized |  | 29,543 |  | 29,017 | 13.73\% | 10.71\% | 6.50\% | 5.91\% | 2.76\% |
| Managed | \$ | 49,377 | \$ | 49,379 | 12.64\% | 8.72\% | 6.35\% | 5.63\% | 2.65\% |

Quarter Ended Feb 28, 2003


[^10]
## MORGAN STANLEY

## Financial Information and Statistical Data (1) (unaudited, dollars in millions)

| General Purpose Credit Card Loans: | Six Months Ended May 31, 2003 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Period End | Average |  | Interest Yield | Interest <br> Spread | Net <br> Charge-offs | Delinquency Rate |  |
|  |  |  |  | 30 Days |  |  | 90 Days |
| Owned | \$ 18,465 | \$ | 20,695 |  | 9.87\% | 5.45\% | 5.73\% | 5.27\% | 2.56\% |
| Securitized | 32,415 |  | 31,284 | 13.20\% | 10.59\% | 6.74\% | 6.74\% | 3.27\% |
| Managed | \$ 50,880 | \$ | 51,979 | 11.87\% | 8.56\% | 6.34\% | 6.21\% | 3.01\% |



[^11]
## Reconciliation of Managed Income Statement Data (1)

 (unaudited, dollars in millions)|  | Quarter Ended |  |  |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | May 31, 2003 |  | May 31, 2002 |  | Feb 28, 2003 |  | May 31, 2003 |  | May 31, 2002 |  |
| Merchant and cardmember fees: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 339 | \$ | 347 | \$ | 363 | \$ | 702 | \$ | 689 |
| Securitization Adjustment |  | 185 |  | 169 |  | 184 |  | 369 |  | 354 |
| Managed | \$ | 524 | \$ | 516 | \$ | 547 | \$ | 1,071 | \$ | 1,043 |
| Servicing fees: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 503 | \$ | 506 | \$ | 567 | \$ | 1,070 | \$ | 1,046 |
| Securitization Adjustment |  | (503) |  | (506) |  | (567) |  | $(1,070)$ |  | $(1,046)$ |
| Managed | \$ |  | \$ |  | \$ |  | \$ |  | \$ |  |
| Other: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 5 | \$ | 17 | \$ | (3) | \$ | 2 | \$ | 19 |
| Securitization Adjustment |  | 30 |  | 19 |  | 57 |  | 87 |  | 33 |
| Managed | \$ | 35 | \$ | 36 | \$ | 54 | \$ | 89 | \$ | 52 |
| Interest revenue: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 543 | \$ | 602 | \$ | 546 | \$ | 1,089 | \$ | 1,155 |
| Securitization Adjustment |  | 1,049 |  | 1,012 |  | 1,034 |  | 2,083 |  | 2,070 |
| Managed | \$ | 1,592 | \$ | 1,614 | \$ | 1,580 | \$ | 3,172 | \$ | 3,225 |
| Interest expense: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 197 | \$ | 258 | \$ | 239 | \$ | 436 | \$ | 527 |
| Securitization Adjustment |  | 213 |  | 222 |  | 202 |  | 415 |  | 452 |
| Managed | \$ | 410 | \$ | 480 | \$ | 441 | \$ | 851 | \$ | 979 |
| Provision for consumer loan losses: |  |  |  |  |  |  |  |  |  |  |
| Owned | \$ | 309 | \$ | 340 | \$ | 336 | \$ | 645 | \$ | 685 |
| Securitization Adjustment |  | 548 |  | 472 |  | 506 |  | 1,054 |  | 959 |
| Managed | \$ | 857 | \$ | 812 | \$ | 842 | \$ | 1,699 | \$ | 1,644 |

(1) The tables provide a reconciliation of certain managed and owned basis income statement data (merchant and cardmember 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.

## MORGAN STANLEY

The following (page F-17) presents a reconciliation of 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. This ratio is adjusted to reflect the low-risk nature of assets attributable to matched resale agreements, certain securities borrowed transactions and segregated customer cash balances. In addition, the adjusted leverage ratio reflects the deduction from shareholders' equity of the amount of equity used to support goodwill, as the Company does not view this amount of equity as available to support its risk capital needs.

## MORGAN STANLEY

## Reconciliation of Adjusted Assets

 (unaudited, dollars in millions, except ratios)Total assets
Less:
Lesser of securities purchased under agreements to resell or securities sold under agreements to repurchase
Assets recorded under certain provisions of SFAS No. 140
Lesser of securities borrowed or securities loaned
Segregated customer cash and securities balances Goodwill

Adjusted assets
Shareholders' equity
Preferred securities subject to mandatory redemption
Subtotal
Less: Goodwill
Tangible shareholders' equity
Leverage ratio (1)
Adjusted leverage ratio (2)
(1) Leverage ratio equals total assets divided by tangible shareholders' equity.
(2) 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.


[^0]:    ${ }^{1,2}$ Source: Thomson Financial Securities Data -- for the periods: March 1, 2002 to May 31, 2002 and March 1, 2003 to May 31, 2003.
    ${ }^{3}$ Source: Thomson Financial Securities Data - for the period January 1, 2003 to May 31, 2003.

[^1]:    ${ }^{4}$ Full service brokerage firms include: Merrill Lynch, Citigroup and Prudential. As of April 30, 2003.

[^2]:    ${ }^{5}$ As of April 30, 2003.

[^3]:    Note: Certain reclassifications have been made to prior period amounts to conform to the current presentation.

[^4]:    (1) Net income as a \% of net revenues.

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

[^5]:    (1) Net income as a \% of net revenues.

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

[^6]:    (1) Net income as a \% of net revenues.

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

[^7]:    (1) Net income as a \% of net revenues.

[^8]:    (1) Net income as a \% of net revenues.

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

[^9]:    (1) Includes principal trading, commissions and net interest revenue
    (2) Source: Thomson Financial Securities Data - January 1 to May 31, 2003.
    (3) Represents the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.

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

[^10]:    (1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, 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.

[^11]:    (1) The tables provide a reconciliation of certain managed and owned basis statistical data (period-end and average loan balances, 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

