# MORGAN STANLEY Financial Supplement - 2Q 2015 Table of Contents

| Page # |   |
|--------|---|
| 1      | <br>Quarterly Consolidated Financial Summary                                      |
| 2      | <br>Quarterly Consolidated Income Statement Information                           |
| 3      | <br>Quarterly Consolidated Financial Information and Statistical Data             |
| 4      | <br>Quarterly Consolidated Loans and Lending Commitments Financial Information    |
| 5      | <br>Quarterly Institutional Securities Income Statement Information               |
| 6      | <br>Quarterly Institutional Securities Financial Information and Statistical Data |
| 7      | <br>Quarterly Wealth Management Income Statement Information                      |
| 8      | <br>Quarterly Wealth Management Financial Information and Statistical Data        |
| 9      | <br>Quarterly Investment Management Income Statement Information                  |
| 10     | <br>Quarterly Investment Management Financial Information and Statistical Data    |
| 11     | <br>Quarterly U.S. Bank Supplemental Financial Information                        |
| 12     | <br>Quarterly Consolidated Return on Equity Financial Information                 |
| 13     | <br>Quarterly Earnings Per Share Summary  |
| 14     | <br>End Notes   |
| 15     | <br>Definition of Performance Metrics and GAAP to Non-GAAP Measures               |
| 16     | <br>Legal Notice  |

## MORGAN STANLEY Quarterly Consolidated Financial Summary (unaudited, dollars in millions, except for per share data)

|  |      |          | Qu | arter Ended |     |             | Percentage ( | Change From:  |     | Six Mon    | ths En | ded      | Percentage |
|--|------|----------|----|-------------|-----|-------------|--------------|---------------|-----|------------|--------|----------|------------|
|  | June | 30, 2015 | Ма | r 31, 2015  | Jur | ne 30, 2014 | Mar 31, 2015 | June 30, 2014 | Jun | e 30, 2015 | June   | 30, 2014 | Change     |
| Net revenues   |      |          |    |             |     | _           |              |               |     |            |        |          |            |
| Institutional Securities   | \$   | 5,172    | \$ | 5,458       | \$  | 4,248       | (5%)         | 22%           | \$  | 10,630     | \$     | 8,925    | 19%        |
| Wealth Management  |      | 3,875    |    | 3,834       |     | 3,702       | 1%           | 5%            |     | 7,709      |        | 7,311    | 5%         |
| Investment Management  |      | 751      |    | 669         |     | 705         | 12%          | 7%            |     | 1,420      |        | 1,457    | (3%)       |
| Intersegment Eliminations  |      | (55)     |    | (54)        |     | (47)        | (2%)         | (17%)         |     | (109)      |        | (89)     | (22%)      |
| Net revenues   | \$   | 9,743    | \$ | 9,907       | \$  | 8,608       | (2%)         | 13%           | \$  | 19,650     | \$     | 17,604   | 12%        |
|  |      |          |    |             |     |             |              |               |     |            |        |          |            |
| Income (loss) from continuing operations before tax                      |      |          | _  |             | _   |             |              |               |     |            | _      |          |            |
| Institutional Securities   | \$   | 1,622    | \$ | 1,813       | \$  | 960         | (11%)        | 69%           | \$  | 3,435      | \$     | 2,376    | 45%        |
| Wealth Management  |      | 885      |    | 855         |     | 763         | 4%           | 16%           |     | 1,740      |        | 1,449    | 20%        |
| Investment Management  |      | 220      |    | 187         |     | 209         | 18%          | 5%            |     | 407        |        | 477      | (15%)      |
| Intersegment Eliminations  | _    | 0        |    | 0           | _   | 0           |              |               |     | 0          |        | 0        |            |
| Income (loss) from continuing operations before tax                      | \$   | 2,727    | \$ | 2,855       | \$  | 1,932       | (4%)         | 41%           | \$  | 5,582      | \$     | 4,302    | 30%        |
|  |      |          |    |             |     |             |              |               |     |            |        |          |            |
| Net Income (loss) applicable to Morgan Stanley                           |      |          |    |             |     |             |              |               |     |            |        |          |            |
| Institutional Securities   | \$   | 1,087    | \$ | 1,750       | \$  | 1,290       | (38%)        | (16%)         | \$  | 2,837      | \$     | 2,253    | 26%        |
| Wealth Management  |      | 561      |    | 535         |     | 467         | 5%           | 20%           |     | 1,096      |        | 888      | 23%        |
| Investment Management  |      | 159      |    | 109         |     | 142         | 46%          | 12%           |     | 268        |        | 263      | 2%         |
| Intersegment Eliminations  |      | 0        |    | 0           |     | 0           |              |               | _   | 0          |        | 0        |            |
| Net Income (loss) applicable to Morgan Stanley                           | \$   | 1,807    | \$ | 2,394       | \$  | 1,899       | (25%)        | (5%)          | \$  | 4,201      | \$     | 3,404    | 23%        |
|  |      |          |    |             |     |             |              |               |     |            |        |          |            |
| Financial Metrics:   |      |          |    |             |     |             |              |               |     |            |        |          |            |
| Earnings per diluted share from continuing operations                    | \$   | 0.85     | \$ | 1.18        | \$  | 0.92        | (28%)        | (8%)          | \$  | 2.03       | \$     | 1.66     | 22%        |
| Earnings per diluted share   | \$   | 0.85     | \$ | 1.18        | \$  | 0.92        | (28%)        | (8%)          | \$  | 2.03       | \$     | 1.66     | 22%        |
| Earnings per diluted share from continuing operations excluding DVA      | \$   | 0.79     | \$ | 1.14        | \$  | 0.89        | (31%)        | (11%)         | \$  | 1.93       | \$     | 1.59     | 21%        |
| Earnings per diluted share excluding DVA                                 | \$   | 0.79     | \$ | 1.14        | \$  | 0.89        | (31%)        | (11%)         | \$  | 1.93       | \$     | 1.59     | 21%        |
| Zamingo por anatoa onato oxotaanig 2 vii                                 | Ψ    | 0.70     | Ψ  |             | Ψ   | 0.00        | (0170)       | (1170)        | Ψ   | 1.00       | Ψ      | 1.00     | 2170       |
| Return on average common equity from continuing operations               |      | 9.9%     |    | 14.2%       |     | 11.3%       |              |               |     | 12.0%      |        | 10.2%    |            |
| Return on average common equity  |      | 9.9%     |    | 14.1%       |     | 11.3%       |              |               |     | 12.0%      |        | 10.2%    |            |
| Return on average common equity from continuing operations excluding DVA |      | 9.1%     |    | 13.5%       |     | 10.7%       |              |               |     | 11.3%      |        | 9.6%     |            |
| Return on average common equity excluding DVA                            |      | 9.1%     |    | 13.5%       |     | 10.7%       |              |               |     | 11.3%      |        | 9.6%     |            |
|  |      |          |    |             |     |             |              |               |     |            |        |          |            |

## MORGAN STANLEY Quarterly Consolidated Income Statement Information (unaudited, dollars in millions)

|  |      |          | Qua | rter Ended  |        |          | Percentage   | Change From:  |      | Six Mor    | ths End | ded      | Percentage |
|--|------|----------|-----|-------------|--------|----------|--------------|---------------|------|------------|---------|----------|------------|
|  | June | 30, 2015 | Mar | 31, 2015    | June 3 | 30, 2014 | Mar 31, 2015 | June 30, 2014 | Jun  | e 30, 2015 | June    | 30, 2014 | Change     |
| Revenues:  |      |          |     |             |        |          |              |               |      |            |         |          |            |
| Investment banking   | \$   | 1,614    | \$  | 1,357       | \$     | 1,633    | 19%          | (1%           | ) \$ | 2,971      | \$      | 2,941    | 1%         |
| Trading  |      | 2,973    |     | 3,650       |        | 2,516    | (19%)        | 18%           |      | 6,623      |         | 5,478    | 21%        |
| Investments  |      | 261      |     | 266         |        | 227      | (2%)         | 15%           |      | 527        |         | 586      | (10%)      |
| Commissions and fees   |      | 1,158    |     | 1,186       |        | 1,138    | (2%)         | 2%            |      | 2,344      |         | 2,354    |            |
| Asset management, distribution and admin. fees                   |      | 2,742    |     | 2,681       |        | 2,621    | 2%           | 5%            |      | 5,423      |         | 5,170    | 5%         |
| Other  |      | 297      |     | 171         |        | 206      | 74%          | 44%           |      | 468        |         | 500      | (6%)       |
| Total non-interest revenues                                      |      | 9,045    |     | 9,311       |        | 8,341    | (3%)         | 8%            |      | 18,356     |         | 17,029   | 8%         |
| Interest income  |      | 1,386    |     | 1,484       |        | 1,250    | (7%)         | 11%           |      | 2,870      |         | 2,593    | 11%        |
| Interest expense   |      | 688      |     | 888         |        | 983      | (23%)        | (30%          | )    | 1,576      |         | 2,018    | (22%)      |
| Net interest   |      | 698      |     | 596         |        | 267      | 17%          | 161%          |      | 1,294      |         | 575      | 125%       |
| Net revenues   |      | 9,743    |     | 9,907       |        | 8,608    | (2%)         | 13%           |      | 19,650     |         | 17,604   | 12%        |
| Non-interest expenses:   |      |          |     |             |        |          |              |               |      |            |         |          |            |
| Compensation and benefits  |      | 4,405    |     | 4,524       |        | 4,200    | (3%)         | 5%            |      | 8,929      |         | 8,506    | 5%         |
| Non-compensation expenses:                                       |      |          |     |             |        |          |              |               |      |            |         |          |            |
| Occupancy and equipment  |      | 351      |     | 342         |        | 358      | 3%           | (2%           | )    | 693        |         | 719      | (4%)       |
| Brokerage, clearing and exchange fees                            |      | 487      |     | 463         |        | 458      | 5%           | 6%            |      | 950        |         | 901      | 5%         |
| Information processing and communications                        |      | 438      |     | 415         |        | 411      | 6%           | 7%            |      | 853        |         | 835      | 2%         |
| Marketing and business development                               |      | 179      |     | 150         |        | 165      | 19%          | 8%            |      | 329        |         | 312      | 5%         |
| Professional services  |      | 598      |     | 486         |        | 531      | 23%          | 13%           |      | 1,084      |         | 984      | 10%        |
| Other  |      | 558      |     | 672         |        | 553      | (17%)        | 1%            |      | 1,230      |         | 1,045    | 18%        |
| Total non-compensation expenses                                  |      | 2,611    |     | 2,528       |        | 2,476    | 3%           | 5%            |      | 5,139      |         | 4,796    | 7%         |
| Total non-interest expenses                                      |      | 7,016    |     | 7,052       |        | 6,676    | (1%)         | 5%            |      | 14,068     |         | 13,302   | 6%         |
| Income (loss) from continuing operations before taxes            |      | 2,727    |     | 2,855       |        | 1,932    | (4%)         | 41%           |      | 5,582      |         | 4,302    | 30%        |
| Income tax provision / (benefit) from continuing operations (1)  |      | 894      |     | 387         |        | 15       | 131%         | *             |      | 1,281      |         | 800      | 60%        |
| Income (loss) from continuing operations                         |      | 1,833    |     | 2,468       |        | 1,917    | (26%)        | (4%           | ·    | 4,301      |         | 3,502    | 23%        |
| Gain (loss) from discontinued operations after tax               |      | (2)      |     | (5)         |        | 0        | 60%          | *             |      | (7)        |         | (1)      | *          |
| Net income (loss)  | \$   | 1,831    | \$  | 2,463       | \$     | 1,917    | (26%)        | (4%           | ) \$ | 4,294      | \$      | 3,501    | 23%        |
| Net income applicable to nonredeemable noncontrolling interests  | Ψ    | 24       | Ψ   | 2,403<br>69 | Ψ      | 1,917    | (65%)        | 33%           | , ψ  | 93         | Ψ       | 97       | (4%)       |
| Net income (loss) applicable to Morgan Stanley                   |      | 1,807    |     | 2,394       |        | 1,899    | (25%)        | (5%           |      | 4,201      |         | 3,404    | 23%        |
| Preferred stock dividend / Other                                 |      | 142      |     | 80          |        | 79       | 78%          | 80%           |      | 222        |         | 135      | 64%        |
| Earnings (loss) applicable to Morgan Stanley common shareholders | \$   | 1,665    | \$  | 2,314       | \$     | 1,820    | (28%)        | (9%           | ) \$ | 3,979      | \$      | 3,269    | 22%        |
|  |      |          |     |             |        |          |              |               |      |            |         |          |            |
| Pre-tax profit margin  |      | 28%      |     | 29%         |        | 22%      |              |               |      | 28%        |         | 24%      |            |
| Compensation and benefits as a % of net revenues                 |      | 45%      |     | 46%         |        | 49%      |              |               |      | 45%        |         | 48%      |            |
| Non-compensation expenses as a % of net revenues                 |      | 27%      |     | 26%         |        | 29%      |              |               |      | 26%        |         | 27%      |            |
| Effective tax rate from continuing operations (1)                |      | 32.8%    |     | 13.6%       |        | 0.8%     |              |               |      | 22.9%      |         | 18.6%    |            |

## MORGAN STANLEY Quarterly Consolidated Financial Information and Statistical Data (unaudited, dollars in millions)

|   |     |            | Qu | arter Ended |     |             | Percentage   | Change From:  |      | Six Mor  | nths Er | nded       | Percentage |
|---|-----|------------|----|-------------|-----|-------------|--------------|---------------|------|----------|---------|------------|------------|
|   | Jun | e 30, 2015 | Ma | r 31, 2015  | Jur | ne 30, 2014 | Mar 31, 2015 | June 30, 2014 | June | 30, 2015 | June    | e 30, 2014 | Change     |
|   |     |            |    |             |     |             |              |               |      |          |         |            |            |
| Regional revenues   |     |            |    |             |     |             |              |               |      |          |         |            |            |
| Americas  | \$  | 6,777      | \$ | 6,930       | \$  | 6,132       | (2%)         | 11%           | \$   | 13,707   | \$      | 12,714     | 8%         |
|   | Ф   | 1,436      | Φ  | 1,762       | Ф   | 1,498       |              |               | Φ    | 3,198    | Φ       |            | 10%        |
| EMEA (Europe, Middle East, Africa)                            |     |            |    | ,           |     |             | (19%)        | (4%)          |      | ,        |         | 2,920      |            |
| Asia  | \$  | 1,530      | •  | 1,215       | _   | 978         | 26%          | 56%           | Ф.   | 2,745    | \$      | 1,970      | 39%        |
| Consolidated net revenues                                     | Ф   | 9,743      | \$ | 9,907       | \$  | 8,608       | (2%)         | 13%           | \$   | 19,650   | Ф       | 17,604     | 12%        |
| Worldwide employees   |     | 55,795     |    | 56,087      |     | 56,142      | (1%)         | (1%)          |      |          |         |            |            |
| Deposits  | \$  | 139,203    | \$ | 135,815     | \$  | 117,695     | 2%           | 18%           |      |          |         |            |            |
| Assets  | \$  | 825,253    | \$ | 829,099     | \$  | 826,568     |              |               |      |          |         |            |            |
| Risk-weighted assets  | \$  | 419,500    | \$ | 438,964     | \$  | 418,054     | (4%)         |               |      |          |         |            |            |
| Global liquidity reserve                                      | \$  | 188,214    | \$ | 194,687     | \$  | 191,847     | (3%)         | (2%)          |      |          |         |            |            |
| Long-term debt outstanding                                    | \$  | 158,089    | \$ | 155,545     | \$  | 149,483     | 2%           | 6%            |      |          |         |            |            |
| Maturities of long-term debt outstanding (next 12 months)     | \$  | 27,208     | \$ | 24,229      | \$  | 16,594      | 12%          | 64%           |      |          |         |            |            |
| Maturilles of long-term debt outstanding (next 12 months)     | φ   | 21,200     | Ψ  | 24,229      | Ψ   | 10,394      | 12/0         | 04 /6         |      |          |         |            |            |
| Common equity   | \$  | 67,518     | \$ | 66,642      | \$  | 65,735      | 1%           | 3%            |      |          |         |            |            |
| Less: Goodwill and intangible assets                          |     | (9,740)    |    | (9,657)     |     | (9,731)     | (1%)         |               |      |          |         |            |            |
| Tangible common equity  | \$  | 57,778     | \$ | 56,985      | \$  | 56,004      | 1%           | 3%            |      |          |         |            |            |
| Preferred equity  | \$  | 7,520      | \$ | 7,520       | \$  | 5,020       |              | 50%           |      |          |         |            |            |
| Junior subordinated debt issued to capital trusts             | \$  | 2,863      | \$ | 4,873       | \$  | 4,876       | (41%)        | (41%)         |      |          |         |            |            |
| · ·   | Ψ   |            | Ψ. |             | *   |             | , ,          |               |      |          |         |            |            |
| Period end common shares outstanding                          |     | 1,956      |    | 1,971       |     | 1,965       | (1%)         | ==            |      |          |         |            |            |
| Book value per common share                                   | \$  | 34.52      | \$ | 33.80       | \$  | 33.46       |              |               |      |          |         |            |            |
| Tangible book value per common share                          | \$  | 29.54      | \$ | 28.91       | \$  | 28.51       |              |               |      |          |         |            |            |
| Common Equity Tier 1 capital Advanced (Transitional)          | \$  | 58,661     | \$ | 57,342      | \$  | 58,144      | 2%           | 1%            |      |          |         |            |            |
| Tier 1 capital Advanced (Transitional)                        | \$  | 65,727     | \$ | 64,746      | \$  | 64,533      | 2%           | 2%            |      |          |         |            |            |
| Common Equity Tier 1 capital ratio Advanced (Transitional)    |     | 14.0%      |    | 13.1%       |     | 13.9%       |              |               |      |          |         |            |            |
| Common Equity Tier 1 capital ratio Advanced (Fully Phased-in) |     | 12.5%      |    | 11.6%       |     | 12.3%       |              |               |      |          |         |            |            |
| Tier 1 capital ratio Advanced (Transitional)                  |     | 15.7%      |    | 14.7%       |     | 15.4%       |              |               |      |          |         |            |            |
| Tier 1 leverage ratio Advanced (Transitional)                 |     | 7.9%       |    | 7.8%        |     | 7.8%        |              |               |      |          |         |            |            |
| Supplementary Leverage Ratio (Transitional)                   |     | 5.6%       |    | 5.5%        |     | 5.1%        |              |               |      |          |         |            |            |
| Supplementary Leverage Ratio (Fully Phased-in)                |     | 5.3%       |    | 5.1%        |     | 4.6%        |              |               |      |          |         |            |            |
| Supplementally Loverage Hade (Fairy Fridesia III)             |     | 0.070      |    | 0.170       |     | 1.070       |              |               |      |          |         |            |            |

# MORGAN STANLEY Quarterly Consolidated Loans and Lending Commitments Financial Information (unaudited, dollars in billions)

|  |      |          | Qua | rter Ended |      |          | Percentage C | hange From:   |
|--|------|----------|-----|------------|------|----------|--------------|---------------|
|  | June | 30, 2015 | Mar | 31, 2015   | June | 30, 2014 | Mar 31, 2015 | June 30, 2014 |
| Institutional Securities                                   |      |          |     |            |      |          |              |               |
| Corporate lending funded loans (1)                         | \$   | 15.7     | \$  | 14.8       | \$   | 15.8     | 6%           | (1%)          |
| Corporate lending commitments (2)                          | \$   | 88.2     | \$  | 89.1       | \$   | 92.5     | (1%)         | (5%)          |
| Corporate Lending Loans and Lending Commitments (3)        | \$   | 103.9    | \$  | 103.9      | \$   | 108.3    |              | (4%)          |
| Other funded loans   | \$   | 28.5     | \$  | 25.3       | \$   | 21.9     | 13%          | 30%           |
| Other lending commitments                                  | \$   | 6.8      | \$  | 4.0        | \$   | 4.3      | 70%          | 58%           |
| Other Loans and Lending Commitments (4)                    | \$   | 35.3     | \$  | 29.3       | \$   | 26.2     | 20%          | 35%           |
| Institutional Securities Loans and Lending Commitments (5) | \$   | 139.2    | \$  | 133.2      | \$   | 134.5    | 5%           | 3%            |
| Wealth Management  |      |          |     |            |      |          |              |               |
| Funded loans   | \$   | 43.8     | \$  | 40.0       | \$   | 31.3     | 10%          | 40%           |
| Lending commitments  | \$   | 5.9      | \$  | 5.4        | \$   | 4.4      | 9%           | 34%           |
| Wealth Management Loans and Lending Commitments (6)        | \$   | 49.7     | \$  | 45.4       | \$   | 35.7     | 9%           | 39%           |
| Consolidated Loans and Lending Commitments                 | \$   | 188.9    | \$  | 178.6      | \$   | 170.2    | 6%           | 11%           |

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

| Revenues:         Investment banking         \$ 1,440         \$ 1,173         \$ 1,432         23%         1%         \$ 2,613         \$ 2,568         2%           Investment banking         \$ 1,440         \$ 1,173         \$ 1,432         23%         1%         \$ 2,613         \$ 2,568         2%           Investments         2,785         3,422         2,257         (19%)         23%         6,207         4,964         25%           Investments         16         112         62         (86%)         (74%)         128         171         (25%)           Commissions and fees         683         673         629         1%         9%         1,356         1,307         4%           Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         < |   | Quarter Ended           June 30, 2015         Mar 31, 2015         June 30, |              |               | Percentage C | hange From:   | Six Mont      | Percentage    |        |
|--|---|---|--------------|---------------|--------------|---------------|---------------|---------------|--------|
| Investment banking         \$ 1,440         \$ 1,173         \$ 1,432         23%         1%         \$ 2,613         \$ 2,568         2%           Trading         2,785         3,422         2,257         (19%)         23%         6,207         4,964         25%           Investments         16         112         62         (86%)         (74%)         128         171         (25%)           Commissions and fees         683         673         629         1%         9%         1,356         1,307         4%           Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170                   |   | June 30, 2015   | Mar 31, 2015 | June 30, 2014 | Mar 31, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 | Change |
| Trading         2,785         3,422         2,257         (19%)         23%         6,207         4,964         25%           Investments         16         112         62         (86%)         (74%)         128         171         (25%)           Commissions and fees         683         673         629         1%         9%         1,356         1,307         4%           Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Revenues:   |   |              |               |              |               |               |               |        |
| Investments         16         112         62         (86%)         (74%)         128         171         (25%)           Commissions and fees         683         673         629         1%         9%         1,356         1,307         4%           Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Investment banking                                    | \$ 1,440  | \$ 1,173     | \$ 1,432      | 23%          | 1%            | \$ 2,613      | \$ 2,568      | 2%     |
| Commissions and fees         683         673         629         1%         9%         1,356         1,307         4%           Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Trading   | 2,785   | 3,422        | 2,257         | (19%)        | 23%           | 6,207         | 4,964         | 25%    |
| Asset management, distribution and admin. fees         69         76         66         (9%)         5%         145         147         (1%)           Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Investments   | 16  | 112          | 62            | (86%)        | (74%)         | 128           | 171           | (25%)  |
| Other         212         90         108         136%         96%         302         299         1%           Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)  | Commissions and fees                                  | 683   | 673          | 629           | 1%           | 9%            | 1,356         | 1,307         | 4%     |
| Total non-interest revenues         5,205         5,546         4,554         (6%)         14%         10,751         9,456         14%           Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Asset management, distribution and admin. fees        | 69  | 76           | 66            | (9%)         | 5%            | 145           | 147           | (1%)   |
| Interest income         723         870         758         (17%)         (5%)         1,593         1,639         (3%)           Interest expense         756         958         1,064         (21%)         (29%)         1,714         2,170         (21%)   | Other   | 212   |              | 108           | 136%         | 96%           | 302           | 299           | 1%     |
| Interest expense 756 958 1,064 (21%) (29%) 1,714 2,170 (21%)   | Total non-interest revenues                           | 5,205   | 5,546        | 4,554         | (6%)         | 14%           | 10,751        | 9,456         | 14%    |
|  | Interest income                                       | 723   | 870          | 758           | (17%)        | (5%)          | 1,593         | 1,639         | (3%)   |
|  | Interest expense                                      | 756   | 958          | 1,064         | (21%)        | (29%)         | 1,714         | 2,170         | (21%)  |
| Net interest(33)(88)(306) 63% 89%(121)(531) 77%  | Net interest  | (33)  | (88)         | (306)         | 63%          | 89%           | (121)         | (531)         | 77%    |
| Net revenues 5,172 5,458 4,248 (5%) 22% 10,630 8,925 19%   | Net revenues  | 5,172   | 5,458        | 4,248         | (5%)         | 22%           | 10,630        | 8,925         | 19%    |
| Compensation and benefits 1,897 2,026 1,722 (6%) 10% 3,923 3,575 10%   | Compensation and benefits                             | 1,897   | 2,026        | 1,722         | (6%)         | 10%           | 3,923         | 3,575         | 10%    |
| Non-compensation expenses 1,653 1,619 1,566 2% 6% 3,272 2,974 10%  | Non-compensation expenses                             | 1,653   | 1,619        | 1,566         | 2%           | 6%            | 3,272         | 2,974         | 10%    |
| Total non-interest expenses 3,550 3,645 3,288 (3%) 8% 7,195 6,549 10%  | Total non-interest expenses                           | 3,550   | 3,645        | 3,288         | (3%)         | 8%            | 7,195         | 6,549         | 10%    |
| Income (loss) from continuing operations before taxes 1,622 1,813 960 (11%) 69% 3,435 2,376 45%  | Income (loss) from continuing operations before taxes | 1 622   | 1 913        | 960           | (11%)        | 60%           | 3 /35         | 2 376         | 15%    |
| Income tax provision / (benefit) from continuing operations $^{(1)}$ 511 6 (344) * * 517 82 *  | ` ,   | •   |              |               | (1170)       | *             | ,             | •             | *      |
| Income (loss) from continuing operations 1,111 1,807 1,304 (39%) (15%) 2,918 2,294 27%   | , , ,   |   |              |               | (20%)        | (150/)        |               |               | 270/   |
| Gain (loss) from discontinued operations after tax  (2) (5) (3) (3) (8) (10) (10) (10) (10) (10) (10) (10) (10   | ` '   |   |              |               | ` ,          | ` ,           |               |               |        |
| Net income (loss)  1,109  1,802  1,301  (38%)  (15%)  2,911  2,289  27%  | ` '   |   |              |               |              |               |               |               | , ,    |
| Net income applicable to nonredeemable noncontrolling interests 22 52 11 (58%) 100% 74 36 106%   | ( ,   | •   | ,            |               | , ,          | ` ,           |               | •             |        |
| Net income (loss) applicable to Morgan Stanley \$ 1,087 \$ 1,750 \$ 1,290 (38%) (16%) \$ 2,837 \$ 2,253 26%  |   |   |              |               | . ,          |               |               |               |        |
| 1,007 \$ 1,700 \$ 1,700 \$ 1,200 (30%) (10%) \$ 2,037 \$ 2,235 20%   | The mount (1000) applicable to morgan dramey          | Ψ 1,007   | ψ 1,750      | Ψ 1,290       | (30%)        | (10%)         | ψ 2,037       | Ψ 2,233       | 20%    |
| Pre-tax profit margin 31% 33% 23% 32% 32% 27%  | Pre-tay profit margin                                 | 31%   | 33%          | 23%           |              |               | 32%           | 27%           |        |
| Compensation and benefits as a % of net revenues 37% 37% 41% 37% 40%   | , ,   |   |              |               |              |               |               |               |        |

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

|   |      |          | Qua | Quarter Ended<br>Mar 31, 2015 |     |            | Percentage C | hange From:   |     |            | hs End | ded        | Percentage |
|---|------|----------|-----|-------------------------------|-----|------------|--------------|---------------|-----|------------|--------|------------|------------|
|   | June | 30, 2015 | Mar | 31, 2015                      | Jun | e 30, 2014 | Mar 31, 2015 | June 30, 2014 | Jun | e 30, 2015 | Jun    | e 30, 2014 | Change     |
| Investment Banking  |      |          |     |                               |     |            |              |               |     |            |        |            |            |
| Advisory revenues   | \$   | 423      | \$  | 471                           | \$  | 418        | (10%)        | 1%            | \$  | 894        | \$     | 754        | 19%        |
| Underwriting revenues   |      |          |     |                               |     |            | , ,          |               |     |            |        |            |            |
| Equity  |      | 489      |     | 307                           |     | 489        | 59%          |               |     | 796        |        | 804        | (1%)       |
| Fixed income  |      | 528      |     | 395                           |     | 525        | 34%          | 1%            |     | 923        |        | 1,010      | (9%)       |
| Total underwriting revenues   |      | 1,017    |     | 702                           |     | 1,014      | 45%          |               |     | 1,719      |        | 1,814      | (5%)       |
| Total investment banking revenues   | \$   | 1,440    | \$  | 1,173                         | \$  | 1,432      | 23%          | 1%            | \$  | 2,613      | \$     | 2,568      | 2%         |
| Sales & Trading   |      |          |     |                               |     |            |              |               |     |            |        |            |            |
| Equity  | \$   | 2,342    | \$  | 2,293                         | \$  | 1,826      | 2%           | 28%           | \$  | 4,635      | \$     | 3,581      | 29%        |
| Fixed Income & Commodities  |      | 1,377    |     | 2,003                         |     | 1,061      | (31%)        | 30%           |     | 3,380      |        | 2,791      | 21%        |
| Other   |      | (215)    |     | (213)                         |     | (241)      | (1%)         | 11%           |     | (428)      |        | (485)      | 12%        |
| Total sales & trading net revenues  | \$   | 3,504    | \$  | 4,083                         | \$  | 2,646      | (14%)        | 32%           | \$  | 7,587      | \$     | 5,887      | 29%        |
| Investments & Other   |      |          |     |                               |     |            |              |               |     |            |        |            |            |
| Investments   | \$   | 16       | \$  | 112                           | \$  | 62         | (86%)        | (74%)         | \$  | 128        | \$     | 171        | (25%)      |
| Other   | ,    | 212      | ·   | 90                            | ·   | 108        | 136%         | 96%           | ·   | 302        | ·      | 299        | 1%         |
| Total investments & other revenues  | \$   | 228      | \$  | 202                           | \$  | 170        | 13%          | 34%           | \$  | 430        | \$     | 470        | (9%)       |
| Institutional Securities net revenues   | \$   | 5,172    | \$  | 5,458                         | \$  | 4,248      | (5%)         | 22%           | \$  | 10,630     | \$     | 8,925      | 19%        |
| A constant Daily (Constant De Weber et Diely (IIIV/ DIII)   |      |          |     |                               |     |            |              |               |     |            |        |            |            |
| Average Daily 95% / One-Day Value-at-Risk ("VaR") Primary Market Risk Category (\$ millions, pre-tax) |      |          |     |                               |     |            |              |               |     |            |        |            |            |
| Interest rate and credit spread   | \$   | 35       | \$  | 32                            | \$  | 31         |              |               |     |            |        |            |            |
| Equity price  | \$   | 23       | \$  | 18                            | \$  | 18         |              |               |     |            |        |            |            |
| Foreign exchange rate   | \$   | 12       | \$  | 11                            | \$  | 9          |              |               |     |            |        |            |            |
| Commodity price   | \$   | 16       | \$  | 17                            | \$  | 19         |              |               |     |            |        |            |            |
| Aggregation of Primary Risk Categories  | \$   | 50       | \$  | 44                            | \$  | 43         |              |               |     |            |        |            |            |
| Credit Portfolio VaR  | \$   | 12       | \$  | 16                            | \$  | 11         |              |               |     |            |        |            |            |
| Trading VaR   | \$   | 54       | \$  | 47                            | \$  | 48         |              |               |     |            |        |            |            |

Notes: For the periods noted below, sales and trading net revenues included positive revenue related to DVA as follows:

June 30, 2015: Total QTD: \$182 million; Fixed Income & Commodities: \$110 million; Equity: \$72 million

March 31, 2015: Total QTD: \$125 million; Fixed Income & Commodities: \$100 million; Equity: \$25 million

June 30, 2014: Total QTD: \$87 million; Fixed Income & Commodities: \$50 million; Equity: \$37 million

June 30, 2015: Total YTD: \$307 million; Fixed Income & Commodities: \$210 million; Equity: \$97 million

June 30, 2014: Total YTD: \$213 million; Fixed Income & Commodities: \$126 million; Equity: \$87 million

<sup>-</sup> Refer to End Notes, Definition of Performance Metrics and GAAP to Non-GAAP Measures and Legal Notice on pages 14 - 16.

## MORGAN STANLEY Quarterly Wealth Management Income Statement Information (unaudited, dollars in millions)

|   |               | Quarter Ended |               | Percentage   | Change From:  | Six Mon       | ths Ended     | Percentage |
|---|---------------|---------------|---------------|--------------|---------------|---------------|---------------|------------|
|   | June 30, 2015 | Mar 31, 2015  | June 30, 2014 | Mar 31, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 | Change     |
| Revenues:   |               |               |               |              |               |               |               |            |
| Investment banking  | \$ 186        | \$ 192        | \$ 213        | (3%)         | (13%)         | \$ 378        | \$ 394        | (4%)       |
| Trading   | 196           | 232           | 267           | (16%)        | (27%)         | 428           | 542           | (21%)      |
| Investments   | 13            | 2             | 2             | *            | *             | 15            | 6             | 150%       |
| Commissions and fees  | 490           | 526           | 511           | (7%)         | (4%)          | 1,016         | 1,051         | (3%)       |
| Asset management, distribution and admin. fees                  | 2,174         | 2,115         | 2,054         | 3%           | 6%            | 4,289         | 4,062         | 6%         |
| Other   | 79            | 78            | 78            | 1%           | 1%            | 157           | 141           | 11%        |
| Total non-interest revenues                                     | 3,138         | 3,145         | 3,125         |              |               | 6,283         | 6,196         | 1%         |
| Interest income   | 782           | 737           | 616           | 6%           | 27%           | 1,519         | 1,197         | 27%        |
| Interest expense  | 45            | 48            | 39            | (6%)         | 15%           | 93            | 82            | 13%        |
| Net interest  | 737           | 689           | 577           | 7%           | 28%           | 1,426         | 1,115         | 28%        |
| Net revenues  | 3,875         | 3,834         | 3,702         | 1%           | 5%            | 7,709         | 7,311         | 5%         |
| Compensation and benefits                                       | 2,200         | 2,225         | 2,185         | (1%)         | 1%            | 4,425         | 4,352         | 2%         |
| Non-compensation expenses                                       | 790           | 754           | 754           | 5%           | 5%            | 1,544         | 1,510         | 2%         |
| Total non-interest expenses                                     | 2,990         | 2,979         | 2,939         |              | 2%            | 5,969         | 5,862         | 2%         |
| Income (loss) from continuing operations before taxes           | 885           | 855           | 763           | 4%           | 16%           | 1,740         | 1,449         | 20%        |
| Income tax provision / (benefit) from continuing operations     | 324           | 320           | 296           | 1%           | 9%            | 644           | 561           | 15%        |
| Income (loss) from continuing operations                        | 561           | 535           | 467           | 5%           | 20%           | 1,096         | 888           | 23%        |
| Gain (loss) from discontinued operations after tax              | 0             | 0             | 0             |              |               | 0             | 0             |            |
| Net income (loss)   | 561           | 535           | 467           | 5%           | 20%           | 1,096         | 888           | 23%        |
| Net income applicable to nonredeemable noncontrolling interests | -             | -             | -             |              |               | -             | -             |            |
| Net income (loss) applicable to Morgan Stanley                  | \$ 561        | \$ 535        | \$ 467        | 5%           | 20%           | \$ 1,096      | \$ 888        | 23%        |
| Pre-tax profit margin   | 23%           | 22%           | 21%           |              |               | 23%           | 20%           |            |
| Compensation and benefits as a % of net revenues                | 57%           | 58%           | 59%           |              |               | 57%           | 60%           |            |

# MORGAN STANLEY Quarterly Financial Information and Statistical Data Wealth Management (unaudited)

|  |      |            | Quai | ter Ended |     |            | Percentage Change From |               |
|--|------|------------|------|-----------|-----|------------|------------------------|---------------|
|  | June | e 30, 2015 | Mar  | 31, 2015  | Jun | e 30, 2014 | Mar 31, 2015           | June 30, 2014 |
| <b>7</b>                                       | ¢    | 422        | œ    | 105       | ф   | 407        | (20/)                  | 40/           |
| Bank deposit program (billions) <sup>(1)</sup> | \$   | 132        | \$   | 135       | \$  | 127        | (2%)                   | 4%            |
| Wealth Management Metrics                      |      |            |      |           |     |            |                        |               |
| Wealth Management representatives              |      | 15,771     |      | 15,915    |     | 16,316     | (1%)                   | (3%)          |
| Annualized revenue per representative (000's)  | \$   | 978        | \$   | 959       | \$  | 905        | 2%                     | 8%            |
| Client assets (billions)                       | \$   | 2,034      | \$   | 2,047     | \$  | 2,002      | (1%)                   | 2%            |
| Client assets per representative (millions)    | \$   | 129        | \$   | 129       | \$  | 123        |                        | 5%            |
| Client liabilities (billions)                  | \$   | 58         | \$   | 54        | \$  | 45         | 7%                     | 29%           |
| Fee based asset flows (billions)               | \$   | 13.9       | \$   | 13.3      | \$  | 12.5       | 5%                     | 11%           |
| Fee-based client account assets (billions)     | \$   | 813        | \$   | 803       | \$  | 762        | 1%                     | 7%            |
| Fee-based assets as a % of client assets       |      | 40%        |      | 39%       |     | 38%        |                        |               |
| Retail locations                               |      | 618        |      | 621       |     | 636        |                        | (3%)          |

MORGAN STANLEY
Quarterly Investment Management Income Statement Information
(unaudited, dollars in millions)

|   |            |      | Quarter Ended |      |          | Percentage ( | Change From:  |      | Six Mont | hs Ende | ed       | Percentage |
|---|------------|------|---------------|------|----------|--------------|---------------|------|----------|---------|----------|------------|
|   | June 30, 2 | 2015 | Mar 31, 2015  | June | 30, 2014 | Mar 31, 2015 | June 30, 2014 | June | 30, 2015 | June    | 30, 2014 | Change     |
| Revenues:   |            |      |               |      |          |              |               |      |          |         |          |            |
| Investment banking  | \$         | -    | \$ -          | \$   | 1        |              | *             | \$   | -        | \$      | 5        | *          |
| Trading   |            | (6)  | 3             |      | (6)      | *            |               |      | (3)      |         | (26)     | 88%        |
| Investments (1)   |            | 232  | 152           |      | 163      | 53%          | 42%           |      | 384      |         | 409      | (6%)       |
| Commissions and fees  |            | 0    | 0             |      | 0        |              |               |      | 0        |         | 0        |            |
| Asset management, distribution and admin. fees                  |            | 522  | 514           |      | 528      | 2%           | (1%)          |      | 1,036    |         | 1,014    | 2%         |
| Other   |            | 9    | 5             |      | 26       | 80%          | (65%)         |      | 14       |         | 66       | (79%)      |
| Total non-interest revenues                                     |            | 757  | 674           |      | 712      | 12%          | 6%            |      | 1,431    |         | 1,468    | (3%)       |
| Interest income   |            | 0    | 1             |      | 1        | *            | *             |      | 1        |         | 2        | (50%)      |
| Interest expense  |            | 6    | 6             |      | 8        |              | (25%)         |      | 12       |         | 13       | (8%)       |
| Net interest  |            | (6)  | (5)           |      | (7)      | (20%)        | 14%           |      | (11)     |         | (11)     |            |
| Net revenues  |            | 751  | 669           |      | 705      | 12%          | 7%            |      | 1,420    |         | 1,457    | (3%)       |
| Compensation and benefits                                       |            | 308  | 273           |      | 293      | 13%          | 5%            |      | 581      |         | 579      |            |
| Non-compensation expenses                                       |            | 223  | 209           |      | 203      | 7%           | 10%           |      | 432      |         | 401      | 8%         |
| Total non-interest expenses                                     |            | 531  | 482           |      | 496      | 10%          | 7%            |      | 1,013    |         | 980      | 3%         |
| Income (loss) from continuing operations before taxes           |            | 220  | 187           |      | 209      | 18%          | 5%            |      | 407      |         | 477      | (15%)      |
| Income tax provision / (benefit) from continuing operations     |            | 59   | 61            |      | 63       | (3%)         | (6%)          |      | 120      |         | 157      | (24%)      |
| Income (loss) from continuing operations                        |            | 161  | 126           |      | 146      | 28%          | 10%           |      | 287      |         | 320      | (10%)      |
| Gain (loss) from discontinued operations after tax              |            | 0    | 0             |      | 3        |              | *             |      | 0        |         | 4        | *          |
| Net income (loss)   |            | 161  | 126           |      | 149      | 28%          | 8%            | ·    | 287      |         | 324      | (11%)      |
| Net income applicable to nonredeemable noncontrolling interests |            | 2    | 17            |      | 7        | (88%)        | (71%)         |      | 19       |         | 61       | (69%)      |
| Net income (loss) applicable to Morgan Stanley                  | \$         | 159  | \$ 109        | \$   | 142      | 46%          | 12%           | \$   | 268      | \$      | 263      | 2%         |
| Pre-tax profit margin   |            | 29%  | 28%           |      | 30%      |              |               |      | 29%      |         | 33%      |            |
| Compensation and benefits as a % of net revenues                |            | 41%  | 41%           |      | 42%      |              |               |      | 41%      |         | 40%      |            |

## MORGAN STANLEY Quarterly Financial Information and Statistical Data Investment Management

(unaudited)

|   |      |          | Quart | ter Ended |      |          | Percentage   | Change From:  |      | Six Mont | hs End | ed       | Percentage |
|---|------|----------|-------|-----------|------|----------|--------------|---------------|------|----------|--------|----------|------------|
|   | June | 30, 2015 | Mar   | 31, 2015  | June | 30, 2014 | Mar 31, 2015 | June 30, 2014 | June | 30, 2015 | June   | 30, 2014 | Change     |
| Net Revenues (millions)                                   |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Traditional Asset Management                              | \$   | 431      | \$    | 439       | \$   | 449      | (2%)         | (4%)          | \$   | 870      | \$     | 898      | (3%)       |
| Merchant Banking and Real Estate Investing (1)            |      | 320      |       | 230       |      | 256      | 39%          | 25%           |      | 550      |        | 559      | (2%)       |
| Total Investment Management                               | \$   | 751      | \$    | 669       | \$   | 705      | 12%          | 7%            | \$   | 1,420    | \$     | 1,457    | (3%)       |
| Assets under management or supervision (billions)         |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Net flows by asset class (2)                              |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Traditional Asset Management                              |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Equity  | \$   | (4.4)    | \$    | (2.0)     | \$   | 1.1      | (120%)       | *             | \$   | (6.4)    | \$     | 3.9      | *          |
| Fixed Income  |      | (0.3)    |       | 1.1       |      | 0.0      | *            | *             |      | 0.8      |        | (0.7)    | *          |
| Liquidity   |      | 0.7      |       | 2.8       |      | 6.9      | (75%)        | (90%)         |      | 3.5      |        | 9.2      | (62%)      |
| Alternatives  |      | 0.6      |       | 0.1       |      | 0.8      | *            | (25%)         |      | 0.7      |        | 2.6      | (73%)      |
| Managed Futures   |      | 0.0      |       | (0.3)     |      | (0.3)    | *            | *             |      | (0.3)    |        | (0.5)    | 40%        |
| Total Traditional Asset Management                        |      | (3.4)    |       | 1.7       |      | 8.5      | *            | *             |      | (1.7)    |        | 14.5     | *          |
| Merchant Banking and Real Estate Investing                |      | (0.6)    |       | (0.4)     |      | (1.2)    | (50%)        | 50%           |      | (1.0)    |        | (1.4)    | 29%        |
| Total net flows   | \$   | (4.0)    | \$    | 1.3       | \$   | 7.3      | *            | *             | \$   | (2.7)    | \$     | 13.1     | *          |
| Assets under management or supervision by asset class (3) |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Traditional Asset Management                              |      |          |       |           |      |          |              |               |      |          |        |          |            |
| Equity  | \$   | 137      | \$    | 141       | \$   | 150      | (3%)         | (9%)          |      |          |        |          |            |
| Fixed Income  |      | 64       |       | 65        |      | 62       | (2%)         | 3%            |      |          |        |          |            |
| Liquidity   |      | 132      |       | 131       |      | 121      | 1%           | 9%            |      |          |        |          |            |
| Alternatives  |      | 37       |       | 36        |      | 35       | 3%           | 6%            |      |          |        |          |            |
| Managed Futures   |      | 3        |       | 3         |      | 3        |              |               |      |          |        |          |            |
| Total Traditional Asset Management                        |      | 373      |       | 376       |      | 371      | (1%)         | 1%            |      |          |        |          |            |
| Merchant Banking and Real Estate Investing                |      | 30       |       | 30        |      | 28       |              | 7%            |      |          |        |          |            |
| Total Assets Under Management or Supervision              | \$   | 403      | \$    | 406       | \$   | 399      | (1%)         | 1%            |      |          |        |          |            |
| Share of minority stake assets                            | \$   | 7        | \$    | 7         | \$   | 7        |              |               |      |          |        |          |            |

# MORGAN STANLEY Quarterly U.S. Bank Supplemental Financial Information (unaudited, dollars in billions)

|   | Quarter Ended |          |     |          |      |          | Percentage Change From: |               |  |  |
|---|---------------|----------|-----|----------|------|----------|-------------------------|---------------|--|--|
|   | June          | 30, 2015 | Mar | 31, 2015 | June | 30, 2014 | Mar 31, 2015            | June 30, 2014 |  |  |
| II.S. Donk access   | \$            | 156.2    | \$  | 153.6    | \$   | 132.1    | 2%                      | 18%           |  |  |
| U.S. Bank assets  | Φ             | 130.2    | Ф   | 133.0    | Ф    | 132.1    | 270                     | 1070          |  |  |
| U.S. Bank investment securities portfolio (1)                             | \$            | 52.9     | \$  | 58.3     | \$   | 56.5     | (9%)                    | (6%)          |  |  |
| Wealth Management U.S. Bank Data Securities-based lending and other loans | \$            | 25.3     | \$  | 22.8     | \$   | 18.4     | 11%                     | 37%           |  |  |
| Residential real estate loans   | *             | 18.4     | *   | 16.9     | *    | 12.7     | 9%                      | 45%           |  |  |
| Total Securities-based and residential loans                              | \$            | 43.7     | \$  | 39.7     | \$   | 31.1     | 10%                     | 40%           |  |  |
| Institutional Securities U.S. Bank Data                                   |               |          |     |          |      |          |                         |               |  |  |
| Corporate Lending Other Lending:  | \$            | 10.5     | \$  | 10.1     | \$   | 9.7      | 4%                      | 8%            |  |  |
| Corporate loans   |               | 10.8     |     | 9.4      |      | 5.9      | 15%                     | 83%           |  |  |
| Wholesale real estate loans   |               | 9.6      |     | 9.0      |      | 4.9      | 7%                      | 96%           |  |  |
| Total other funded loans  | \$            | 20.4     | \$  | 18.4     | \$   | 10.8     | 11%                     | 89%           |  |  |
| Total corporate and other funded loans                                    | \$            | 30.9     | \$  | 28.5     | \$   | 20.5     | 8%                      | 51%           |  |  |

MORGAN STANLEY

Quarterly Consolidated Return on Equity Financial Information

(unaudited, dollars in billions)

|   | Quarter Ended |               |    |              |    |            | Percentage C | Change From:  | Six Months Ended |      |               |      | Percentage |  |
|---|---------------|---------------|----|--------------|----|------------|--------------|---------------|------------------|------|---------------|------|------------|--|
|   |               | June 30, 2015 |    | Mar 31, 2015 |    | e 30, 2014 | Mar 31, 2015 | June 30, 2014 | June 30, 2015    |      | June 30, 2014 |      | Change     |  |
| Average Common Equity Tier 1 capital <sup>(1)</sup>           |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |
| Institutional Securities                                      | \$            | 33.3          | \$ | 35.1         | \$ | 32.5       | (5%)         | 2%            | \$               | 34.2 | \$            | 31.0 | 10%        |  |
| Wealth Management   |               | 4.9           |    | 3.9          |    | 5.5        | 26%          | (11%)         |                  | 4.5  |               | 5.3  | (15%)      |  |
| Investment Management   |               | 1.4           |    | 1.3          |    | 2.1        | 8%           | (33%)         |                  | 1.4  |               | 1.8  | (22%)      |  |
| Parent capital  |               | 18.5          |    | 16.4         |    | 16.8       | 13%          | 10%           |                  | 17.3 |               | 18.1 | (4%)       |  |
| Firm  | \$            | 58.1          | \$ | 56.7         | \$ | 56.9       | 2%           | 2%            | \$               | 57.4 | \$            | 56.2 | 2%         |  |
| (1)   |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |
| Average Common Equity (1)                                     | \$            | 35.3          | \$ | 37.0         | \$ | 33.3       | (5%)         | 6%            | \$               | 36.1 | \$            | 31.9 | 13%        |  |
| Institutional Securities                                      | Ψ             | 11.3          | Ψ  | 10.3         | Ψ  | 11.5       | 10%          | (2%)          | Ψ                | 10.9 | Ψ             | 11.4 | (4%)       |  |
| Wealth Management   |               | 2.3           |    | 2.3          |    | 3.1        |              | (26%)         |                  | 2.3  |               | 2.8  | (18%)      |  |
| Investment Management   |               | 18.3          |    | 16.0         |    | 16.7       | 14%          | 10%           |                  | 17.0 |               | 17.8 | (4%)       |  |
| Parent capital Firm   | \$            | 67.2          | \$ | 65.6         | \$ | 64.6       | 2%           | 4%            | \$               | 66.3 | \$            | 63.9 | 4%         |  |
| FIIII   | Ψ             | 01.2          | Ψ  | 03.0         | Ψ  | 04.0       | 270          | 470           | Ψ                | 00.5 | Ψ             | 03.9 | 470        |  |
|   |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |
| Return on average Common Equity Tier 1 capital <sup>(1)</sup> |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |
| Institutional Securities                                      |               | 12%           |    | 20%          |    | 15%        |              |               |                  | 16%  |               | 14%  |            |  |
| Wealth Management   |               | 42%           |    | 49%          |    | 32%        |              |               |                  | 44%  |               | 31%  |            |  |
| Investment Management   |               | 45%           |    | 34%          |    | 27%        |              |               |                  | 39%  |               | 29%  |            |  |
| Firm  |               | 11%           |    | 16%          |    | 13%        |              |               |                  | 14%  |               | 12%  |            |  |
| Return on average Common Equity (1)                           |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |
| Institutional Securities                                      |               | 11%           |    | 19%          |    | 15%        |              |               |                  | 15%  |               | 14%  |            |  |
| Wealth Management   |               | 18%           |    | 19%          |    | 15%        |              |               |                  | 18%  |               | 15%  |            |  |
| Investment Management   |               | 28%           |    | 19%          |    | 18%        |              |               |                  | 24%  |               | 19%  |            |  |
| Firm  |               | 10%           |    | 14%          |    | 11%        |              |               |                  | 12%  |               | 10%  |            |  |
|   |               |               |    |              |    |            |              |               |                  |      |               |      |            |  |

## MORGAN STANLEY Quarterly Earnings Per Share (unaudited, dollars in millions, except for per share data)

|  | Quarter Ended |       |              |          |               |       | Percentage Change From: |               |               | Six Mont | Percentage    |          |        |
|--|---------------|-------|--------------|----------|---------------|-------|-------------------------|---------------|---------------|----------|---------------|----------|--------|
|  | June 30, 2015 |       | Mar 31, 2015 |          | June 30, 2014 |       | Mar 31, 2015            | June 30, 2014 | June 30, 2015 |          | June 30, 2014 |          | Change |
| Income (loss) from continuing operations   | \$            | 1,833 | \$           | 2,468    | \$            | 1,917 | (26%)                   | (4%)          | \$            | 4,301    | \$            | 3,502    | 23%    |
| Net income applicable to nonredeemable noncontrolling interests  |               | 24    |              | 69       |               | 18    | (65%)                   | 33%           |               | 93       |               | 97       | (4%)   |
| Income (loss) from continuing operations applicable to Morgan Stanley  |               | 1,809 |              | 2,399    |               | 1,899 | (25%)                   | (5%)          |               | 4,208    |               | 3,405    | 24%    |
| Less: Preferred Dividends  |               | 141   |              | 78       |               | 76    | 81%                     | 86%           |               | 219      |               | 130      | 68%    |
| Income (loss) from continuing operations applicable to Morgan Stanley, prior to allocation of income to<br>Participating Restricted Stock Units      |               | 1,668 |              | 2,321    |               | 1,823 | (28%)                   | (9%)          |               | 3,989    |               | 3,275    | 22%    |
| Basic EPS Adjustments: Less: Allocation of earnings to Participating Restricted Stock Units  |               | 1     |              | 2        |               | 2     | (50%)                   | (67%)         |               | 2        |               | 5        | (40%)  |
| Earnings (loss) from continuing operations applicable to Morgan Stanley common shareholders  | \$            | 1,667 | \$           | 2,319    | \$            | 1,820 | (28%)                   | (8%)          | \$            | 3,986    | \$            | 3,270    | 22%    |
| Gain (loss) from discontinued operations after tax   |               | (2)   |              | (5)      |               | 0     | 60%                     | *             |               | (7)      |               | (1)      | *      |
| Less: Gain (loss) from discontinued operations after tax applicable to noncontrolling interests  |               | 0     |              | 0        |               | 0     |                         |               |               | 0        |               | 0        |        |
| Gain (loss) from discontinued operations after tax applicable to Morgan Stanley Less: Allocation of earnings to Participating Restricted Stock Units |               | (2)   |              | (5)<br>0 |               | 0     | 60%                     | *             |               | (7)<br>0 |               | (1)<br>0 | *      |
| Earnings (loss) from discontinued operations applicable to Morgan Stanley common shareholders  |               | (2)   |              | (5)      |               |       | 60%                     | *             |               | (7)      |               | (1)      | *      |
| ==:::::go (1909) ::::::: alloo::::::::::::::::::::::::::   |               | (-)   |              | (0)      |               | •     | 0070                    |               |               | (.,      |               | (.,      |        |
| Earnings (loss) applicable to Morgan Stanley common shareholders   | \$            | 1,665 | \$           | 2,314    | \$            | 1,820 | (28%)                   | (9%)          | \$            | 3,979    | \$            | 3,269    | 22%    |
| Average basic common shares outstanding (millions)   |               | 1,919 |              | 1,924    |               | 1,928 |                         |               |               | 1,922    |               | 1,926    |        |
| Earnings per basic share: Income from continuing operations  | \$            | 0.87  | \$           | 1.21     | \$            | 0.94  | (28%)                   | (7%)          | •             | 2.07     | \$            | 1.70     | 22%    |
| Discontinued operations  | э<br>\$       | 0.07  | э<br>\$      | (0.01)   | э<br>\$       | 0.94  | (20%)                   | (7%)          | \$<br>\$      | 2.07     | э<br>\$       | 1.70     | 22%    |
| Earnings per basic share   | \$            | 0.87  | \$           | 1.20     | \$            | 0.94  | (28%)                   | (7%)          | \$            | 2.07     | \$            | 1.70     | 22%    |
| Earnings (loss) from continuing operations applicable to Morgan Stanley common shareholders  | \$            | 1,667 | \$           | 2,319    | \$            | 1,820 | (28%)                   | (8%)          | \$            | 3,986    | \$            | 3,270    | 22%    |
| Earnings (loss) from discontinued operations applicable to Morgan Stanley common shareholders  |               | (2)   |              | (5)      |               | 0     | 60%                     | *             |               | (7)      |               | (1)      | *      |
| Earnings (loss) applicable to Morgan Stanley common shareholders   | \$            | 1,665 | \$           | 2,314    | \$            | 1,820 | (28%)                   | (9%)          | \$            | 3,979    | \$            | 3,269    | 22%    |
| Average diluted common shares outstanding and common stock equivalents (millions)  |               | 1,960 |              | 1,963    |               | 1,969 |                         |               |               | 1,962    |               | 1,969    |        |
| Earnings per diluted share:  |               |       | •            | 4.40     |               | 0.05  | (000)                   | (621)         |               | 0.05     |               | 4.00     | 0001   |
| Income from continuing operations Discontinued operations  | \$            | 0.85  | \$<br>¢      | 1.18     | \$<br>¢       | 0.92  | (28%)                   | (8%)          | \$<br>\$      | 2.03     | \$<br>\$      | 1.66     | 22%    |
| Earnings per diluted share   | \$            | 0.85  | \$           | 1.18     | \$            | 0.92  | (28%)                   | (8%)          | \$<br>\$      | 2.03     | \$<br>\$      | 1.66     | 22%    |

#### MORGAN STANLEY End Notes

#### Page 2:

(1) In the quarter ended March 31, 2015, income tax provision / (benefit) from continuing operations included a net discrete tax benefit of \$564 million primarily associated with the repatriation of non-U.S. earnings at a cost lower than originally estimated due to an internal restructuring to simplify the Firm's legal entity organization in the U.K., reported in the Institutional Securities business segment. In the quarter ended June 30, 2014, income tax provision / (benefit) from continuing operations included a net discrete tax benefit of \$609 million principally related to the remeasurement of reserves and related interest due to new information regarding the status of a multi-year tax authority examination.

#### Page 4:

- (1) For the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014 the percentage of Institutional Securities corporate funded loans by credit rating was as follows:
  - % investment grade: 45%, 43% and 40%
  - % non-investment grade: 55%, 57% and 60%
- (2) For the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014 the percentage of Institutional Securities corporate lending commitments by credit rating was as follows:
  - % investment grade: 70%, 72% and 74%
  - % non-investment grade: 30%, 28% and 26%
- (3) On June 30, 2015, March 31, 2015 and June 30, 2014, the "event-driven" portfolio of loans and lending commitments to non-investment grade borrowers were \$12.1 billion, \$13.2 billion and \$13.2 billion, respectively.
- (4) The Institutional Securities business segment engages in other lending activity. These activities include commercial and residential mortgage lending, asset-backed lending, corporate loans purchased in the secondary market, financing extended to equities and commodities customers, and loans to municipalities.
- (5) For the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014, Institutional Securities recorded a provision for credit losses (release) of \$2.2 million, \$26.0 million and \$13.1 million, respectively, related to funded loans and \$(28.7) million, \$36.5 million and \$11.1 million related to unfunded commitments, respectively.
- (6) For the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014, Wealth Management recorded a provision for credit losses of \$1.6 million, \$0.4 million and \$1.2 million, respectively, related to funded loans and there was no material provision recorded related to the unfunded commitments for each of the quarterly periods presented.

#### Page 5

(1) In the quarter ended March 31, 2015, income tax provision / (benefit) from continuing operations included a net discrete tax benefit of \$564 million primarily associated with the repatriation of non-U.S. earnings at a cost lower than originally estimated due to an internal restructuring to simplify the Firm's legal entity organization in the U.K. In the quarter ended June 30, 2014, income tax provision / (benefit) from continuing operations included a net discrete tax benefit of \$612 million principally related to the remeasurement of reserves and related interest due to new information regarding the status of a multi-year tax authority examination.

#### Page 8:

(1) For the quarters ended March 31, 2015 and June 30, 2014, approximately \$130 billion and \$109 billion, respectively, of the assets in the bank deposit program are attributable to Morgan Stanley.

#### Page 9

(1) The quarters ended June 30, 2015, March 31, 2015 and June 30, 2014 include investment gains (losses) for certain funds included in the Firm's consolidated financial statements. The limited partnership interests in these gains were reported in net income (loss) applicable to noncontrolling interests.

#### Page 10:

- (1) Real Estate Investing revenues within Merchant banking and Real Estate Investing includes gains or losses related to investments held by certain consolidated real estate funds. These gains or losses are offset in net income (loss) applicable to noncontrolling interests.
- (2) Net Flows by region [inflow / (outflow)] for the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014 were:

North America: \$(1.1) billion, \$(1.5) billion and \$2.8 billion

International: \$(2.9) billion, \$2.8 billion and \$4.5 billion

(3) Assets under management or supervision by region for the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014 were:

North America: \$252 billion, \$253 billion and \$246 billion International: \$151 billion, \$153 billion and \$153 billion

#### Page 11

(1) For the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014, the U.S. Bank investment securities portfolio included held to maturity investment securities of \$2.4 billion, \$1.6 billion and \$0 million, respectively.

#### Page 12:

(1) In the quarter ended March 31, 2015, the returns on average Common Equity and average Common Equity Tier 1 Capital for Institutional Securities reflect the impact of a net discrete tax benefit of \$564 million related to an internal restructuring to simplify the Firm's legal entity organization in the U.K. In the quarter ended June 30, 2014, the returns on average Common Equity and average Common Equity Tier 1 Capital for Institutional Securities reflect the impact of a net discrete tax benefit of \$609 million related to the remeasurement of reserves and related interest due to new information regarding the status of a multi-year tax authority examination.

#### MORGAN STANLEY Definition of Performance Metrics and GAAP to Non-GAAP Measures

#### **GAAP vs. Non-GAAP Measures**

- (a) From time to time, Morgan Stanley may disclose certain "non-GAAP financial measures" in the course of its earnings releases, earnings conference calls, financial presentations and otherwise. For these purposes, "GAAP" refers to generally accepted accounting principles in the United States. The Securities and Exchange Commission (SEC) defines a "non-GAAP financial measure" as a numerical measure of historical or future financial performance, financial positions, or cash flows that is subject to adjustments that effectively exclude, or include amounts from the most directly comparable measure calculated and presented in accordance with GAAP. Non-GAAP financial measures disclosed by Morgan Stanley are provided as additional information to investors in order to provide them with greater transparency about, or an alternative method for assessing, our financial condition and operating results. These measures are not in accordance with, or a substitute for GAAP, and may be different from or inconsistent with non-GAAP financial measures used by other companies. Whenever we refer to a non-GAAP financial measure, we will also generally define it or present the most directly comparable financial measure calculated and presented in accordance with GAAP, along with a reconciliation of the following notes, please also refer to the Firm's second quarter earnings release footnotes for such definitions and reconciliations.
- (b) The following are considered non-GAAP financial measures: return on average common equity metrics, return on average common equity excluding DVA metrics, return on average Common Equity Tier 1 capital, Tangible Common Equity, Tangible book value per common share and pre-tax margin. These measures are calculated as follows:
  - The return on average common equity and the return on average common equity from continuing operations equal income applicable to Morgan Stanley in each case less preferred dividends as a percentage of average common equity.
  - The return on average common equity and the return on average common equity from continuing operations excluding DVA are adjusted for DVA in each case in the numerator and denominator.
  - The return on average Common Equity Tier 1 capital from continuing operations equals income applicable to Morgan Stanley less preferred dividends as a percentage of average Common Equity Tier 1 capital.
  - Tangible common equity equals common equity less goodwill and intangible assets net of allowable mortgage servicing rights deduction.
  - Tangible book value per common share equals tangible common equity divided by period end common shares outstanding.
  - Pre-tax profit margin percentages represent income from continuing operations before income taxes as a percentage of net revenues.
- (c) Results for the quarters ended June 30, 2015, March 31, 2015 and June 30, 2014, include positive revenue of \$182 million, \$125 million, respectively, related to the change in the fair value of certain of the Firm's long-term and short-term borrowings resulting from the fluctuation in the Firm's credit spreads and other credit factors (Debt Valuation Adjustment, DVA).
- (d) The proforma fully phased-in Common Equity Tier 1 risk-based capital ratio and proforma fully phased-in Supplementary Leverage Ratio are non-GAAP financial measures that the Company considers to be useful measures for evaluating compliance with new regulatory capital requirements that have not yet become effective. Supplementary leverage ratio equals Tier 1 capital (calculated under U.S. Basel III transitional rules) divided by the total supplementary leverage exposure. For information on the calculation of regulatory capital and ratios for prior periods, please refer to Part 2, Item 7 "Regulatory Requirements" in Morgan Stanley's Annual Report on Form 10-K for the year ended December 31, 2014 and Part 1, item 2 "Regulatory Requirements" in Morgan Stanley's Quarterly Report on Form 10-Q for the quarter ended March 31, 2015.

#### Definitions and notes on financial performance metrics

- (a) Book value per common share equals common equity divided by period end common shares outstanding.
- (b) Firmwide regional revenues reflect the Firm's consolidated net revenues on a managed basis. Further discussion regarding the geographic methodology for net revenues is disclosed in Note 21 to the consolidated financial statements included in the Firm's Annual Report on Form 10-K for the year ended December 31, 2014.
- (c) As a U.S. Basel III Advanced Approach banking organization, the Firm is required to compute risk-based capital ratios using both (i) standardized approaches for calculating credit risk weighted assets ("RWAs") and market risk RWAs (the "Standardized Approach"); and (ii) an advanced internal ratings-based approach for calculating credit risk RWAs, an and an advanced approach for market risk RWAs (the "Standardized Approach"). To implement a provision of the Dodd-Frank Act, U.S. Basel III subjects Advanced Approach banking organizations that have been approved by their regulators to exit the parallel run, such as the Firm, to a permanent "capital floor." In calendar year 2014, the capital floor resulted in the Firm's capital ratios being the lower of the capital ratios computed under the Advanced Approach the U.S. Basel III, taking into consideration applicable transitional provisions. As of June 30, 2015, the lower ratio is represented by U.S. Basel III Advanced Approach. These computations are preliminary estimates as of July 20, 2015 (the date of this release) and could be subject to revision in Morgan Stanley's Quarterly Report on Form 10-Q for the quarter ended June 30, 2015. For information on the calculation of regulatory Requirements" in Morgan Stanley's Quarterly Report on Form 10-Q for the quarter ended March 31, 2014 and Part 1, item 2 "Regulatory Requirements" in Morgan Stanley's Quarterly Report on Form 10-Q for the quarter ended March 31, 2015.
- (d) The global liquidity reserve, which is held within the bank and non-bank operating subsidiaries, is comprised of highly liquid and diversified cash and cash equivalents and unencumbered securities. Eligible unencumbered securities include U.S. government securities, U.S. agency securities, U.S. agency mortgage-backed securities, non-U.S. government securities and other highly liquid investment grade securities.
- (e) The Firm's goodwill and intangible balances are net of allowable mortgage servicing rights deduction.
- (f) Institutional Securities net income applicable to noncontrolling interests primarily represents the allocation to Mitsubishi UFJ Financial Group, Inc. of Morgan Stanley MUFG Securities Co., Ltd, which the Firm consolidates.
- (g) VaR represents the loss amount that one would not expect to exceed, on average, more than five times every one hundred trading days in the Firm's trading positions if the portfolio were held constant for a one-day period. Further discussion of the calculation of VaR and the limitations of the Firm's VaR methodology, is disclosed in Part II, Item 7A "Quantitative and Qualitative Disclosures about Market Risk" included in the Firm's 2014 Form 10-K.
- (h) Annualized revenue per Wealth Management representative is defined as annualized revenue divided by average representative headcount.
- (i) Client assets per Wealth Management representative represents total client assets divided by period end representative headcount.
- (i) Wealth Management client liabilities reflect U.S. Bank lending and broker dealer margin activity.
- (k) Wealth Management fee-based client account assets represent the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
- (I) Wealth Management fee-based asset flows include net new fee-based assets, net account transfers, dividends, interest, and client fees and exclude cash management related activity.
- (m) The alternatives asset class within Traditional Asset Management includes a range of investment products such as funds of hedge funds, funds of private equity funds and funds of real estate funds.
- (n) Investment Management net flows include new commitments, investments or reinvestments, net of client redemptions, returns of capital post-fund investment period and dividends not reinvested; and excludes the impact of the transition of funds from their commitment period to the invested capital period.
- (o) The share of minority stake assets represents Investment Management's proportional share of assets managed by entities in which it owns a minority stake.
- (p) U.S. Bank refers to the Firm's U.S. Bank operating subsidiaries Morgan Stanley Bank, N.A. and Morgan Stanley Private Bank, National Association and excludes transactions with affiliated entities.
- (q) The Institutional Securities U.S. Bank other lending data includes activities related to commercial and residential mortgage lending, asset-backed lending, corporate loans purchased in the secondary market, financing extended to equities and commodities customers, and loans to municipalities.
- (r) The Firm's capital estimation and attribution to the business segments are based on the Required Capital framework, an internal capital adequacy measure which considers risk, leverage, potential losses from extreme stress events, and diversification under a going concern capital concept at a point in time. The framework also takes into consideration regulatory capital requirements as well as capital required for organic growth, acquisitions and other business needs. For further discussion of the framework, refer to Part I, Item 2 "Regulatory Requirements" in Morgan Stanley's Quarterly Report on Form 10-Q for the quarter ended March 31, 2015.
- (s) Preferred stock dividend / other includes allocation of earnings to Participating Restricted Stock Units (RSUs).
- (t) The Firm calculates earnings per share using the two-class method as described under the accounting guidance for earnings per share. For further discussion of the Firm's earnings per share calculations, see page 13 of the Financial Supplement and Note 14 to the consolidated financial statements in the Firm's Quarterly Report on Form 10-Q for the quarter ended March 31, 2015.

#### 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 Firm's second quarter earnings press release issued July 20, 2015.