Morgan Stanley 2Q15 Fixed Income Investor Update

August 19, 2015
The information provided herein may include certain non-GAAP financial measures. The reconciliation of such measures to the comparable GAAP figures are included in the Company’s Annual Report on Form 10-K, Definitive Proxy Statement, Quarterly Reports on Form 10-Q and the Company’s Current Reports on Form 8-K, as applicable, including any amendments thereto, which are available on www.morganstanley.com.

This presentation may contain forward-looking statements. You are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date on which they are made, which reflect management’s current estimates, projections, expectations or beliefs and which are subject to risks and uncertainties that may cause actual results to differ materially. For a discussion of risks and uncertainties that may affect the future results of the Company, please see the Company’s Annual Report on Form 10-K, the Company’s Quarterly Reports on Form 10-Q and the Company’s Current Reports on Form 8-K, as applicable, including any amendments thereto. This presentation is not an offer to buy or sell any security.

Please note this presentation is available at www.morganstanley.com.

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Agenda

A  Business Update
B  Prudent Liability Management
C  Regulatory Topics
D  Capital Management
E  Liquidity Management
Morgan Stanley: Looking Forward

- Multi-year transformation of business mix has led to earnings consistency and balance sheet strength
- Notable topics: Upside from U.S. Bank\(^{(1)}\); funding cost optimization; and return of capital subject to regulatory approval

**Full Year 2006 Net Revenues\(^{(2)}\)**

- Fixed Income and Commodities (ex-DVA)
- Investment Banking
- Wealth Management
- Equity Sales and Trading (ex-DVA)
- Other \(^{(4)}\)

**Full Year 2014 Net Revenues\(^{(2),(3)}\)**

- Fixed Income and Commodities (ex-DVA)
- Wealth Management
- Equity Sales and Trading (ex-DVA)
- Investment Banking
- Other \(^{(4)}\)

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\(^{(2)}\) Revenues for 2006 represent results for fiscal year ending November 30th. Revenues for 2014 represent results for fiscal year ending December 31st.

\(^{(3)}\) Full Year 2014 Net Revenues exclude the positive impact of $651 million from DVA. Net Revenue ex-DVA is a non-GAAP measure the Company considers useful for investors to allow comparability of period to period operating performance.

\(^{(4)}\) ‘Other’ includes Other Sales & Trading, Investments, Other Revenue and Intersegment eliminations.
2015 Roll-Forward: Realizing Benefit of Strategic Initiatives

1. Ongoing Wealth Management upside through additional margin improvement
2. Continued execution of U.S. Bank strategy in Wealth Management and Institutional Securities
3. Progress in Fixed Income and Commodities ROE
4. Tailwind from lower funding costs
5. Maintaining focus on expense management
6. Steadily increase capital return to shareholders

Achieve returns in excess of our cost of capital
Pre-tax margin is a non-GAAP financial measure that the Company considers useful for investors to assess operating performance. Pre-tax margin represents income (loss) from continuing operations before taxes, divided by net revenues.

The periods 2011-2013 have been recast to exclude the International Wealth Management business, currently reported in the Institutional Securities business segment, and the Managed Futures business, currently reported in the Investment Management business segment.

Pre-tax margin for 2012 excludes $193 million of non-recurring costs in 3Q12 associated with the Morgan Stanley Wealth Management integration and the purchase of an additional 14% stake in the joint venture.

The attainment of these margins in 2015 may be impacted by external factors that cannot be predicted at this time, including macroeconomic and market conditions and future regulations.

Includes:
• Revenue and operating leverage from deposit deployment
• Continued investments in leading technology platform

Upside Beyond Target:
• Higher interest rates
• Greater equity market levels
• Secular trend toward fee-based managed accounts

Wealth Management Pre-tax Margin

<table>
<thead>
<tr>
<th>Year/Quarter</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>1Q15</th>
<th>2Q15</th>
<th>4Q15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pre-tax Margin</td>
<td>10%</td>
<td>14%&lt;sup&gt;(3)&lt;/sup&gt;</td>
<td>18%</td>
<td>20%</td>
<td>22%</td>
<td>23%</td>
<td>22-25%&lt;sup&gt;(4)&lt;/sup&gt;</td>
</tr>
</tbody>
</table>

(1) Pre-tax margin is a non-GAAP financial measure that the Company considers useful for investors to assess operating performance. Pre-tax margin represents income (loss) from continuing operations before taxes, divided by net revenues.
(2) The periods 2011-2013 have been recast to exclude the International Wealth Management business, currently reported in the Institutional Securities business segment, and the Managed Futures business, currently reported in the Investment Management business segment.
(3) Pre-tax margin for 2012 excludes $193 million of non-recurring costs in 3Q12 associated with the Morgan Stanley Wealth Management integration and the purchase of an additional 14% stake in the joint venture.
(4) The attainment of these margins in 2015 may be impacted by external factors that cannot be predicted at this time, including macroeconomic and market conditions and future regulations.
**NII Upside Driven by Ongoing Execution of U.S. Bank Strategy in Wealth Management & Institutional Securities**

- Sizable, underpenetrated and embedded client base supports balanced loan growth
- Higher interest rates (eventually) will drive additional upside to net interest income

### Combined U.S. Bank Assets ($Bn) \(^{(1),(2)}\)

<table>
<thead>
<tr>
<th></th>
<th>YE 2013</th>
<th>YE 2014</th>
<th>Pro-forma YE 2015 (^{(4)})</th>
<th>Pro-forma YE 2016 (^{(4)})</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Yield</strong></td>
<td>$125</td>
<td>$151</td>
<td>~$170</td>
<td>~$180</td>
</tr>
<tr>
<td><strong>Future Yield Opportunity</strong></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>WM Lending</strong></td>
<td>26%</td>
<td>20%</td>
<td>30%</td>
<td>36%</td>
</tr>
<tr>
<td><strong>ISG Lending</strong></td>
<td>43%</td>
<td>38%</td>
<td>34%</td>
<td>31%</td>
</tr>
<tr>
<td><strong>Lending</strong></td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>AFS</strong></td>
<td>10%</td>
<td>17%</td>
<td>20%</td>
<td>22%</td>
</tr>
<tr>
<td><strong>Cash &amp; Short Term Investments</strong> (^{(5)})</td>
<td>~2.8%</td>
<td>~2.8%</td>
<td>~2.8%</td>
<td>~2.8%</td>
</tr>
<tr>
<td><strong>Other</strong></td>
<td>~1.6%</td>
<td>~2.1%</td>
<td>~3.9%</td>
<td>~4.1%</td>
</tr>
</tbody>
</table>

\(^{(1)}\) Combined bank assets represent assets in U.S. Bank.
\(^{(2)}\) Figures may not sum due to rounding.
\(^{(3)}\) “Future Yield Opportunities” are based off forward interest rate curves as of YE 2014.
\(^{(4)}\) The attainment of these pro-forma asset targets in 2015 and 2016 may be impacted by external factors that cannot be predicted at this time, including macroeconomic and market conditions and future regulations.
\(^{(5)}\) Short term investments represent reverse repurchase agreements.
3Q11 2Q15 Year End 2015 Target Additional Passive Roll-down Future State

- RWAs meaningfully down to $157Bn in 2Q15; retaining $180Bn year-end 2015 target

Fixed Income and Commodities Basel III Risk-Weighted Assets ($Bn)$1

- $370
- $157
- <$180
- ~$25
- ~$155+

(2) The attainment of the 2015 target and 2018 future state may be impacted by external factors that cannot be predicted at this time, including macroeconomic and market conditions and future regulations.

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- Improve Fixed Income and Commodities Returns on Lower Risk-Weighted Assets
Tailwind from Lower Funding Costs

• Meaningful reduction in funding costs due to:
  - Roll-off of older, more expensive debt
  - Spread tightening resulting in lower cost of new issuance

(1) Total issuance includes senior and subordinated unsecured debt issuance based on notional (USD). 2015YTD represents issuance through 6/30/15.
(2) Morgan Stanley New Issue Level is the weighted average spread to Treasuries on completed 5-Year benchmark USD fixed rate transactions.
Ongoing Focus on Expense Management, Resulting in Greater Efficiency

Compensation Expenses and Targets\(^{(3)}\)

- 4Q14 change in compensation structure enabled meaningful reduction in Institutional Securities compensation/net revenue ratio
  - Target: 39% or lower; achieved 38% in 2Q15 vs. 41% in 2Q14 (excluding DVA)
- Wealth Management target compensation ratio of \(\leq 55\%\) over time
  - 57% in 2Q15 vs. 59% in 2Q14
- Investment Management target compensation ratio of \(\leq 40\%\) over time

Non-Compensation Expenses

Non-Compensation Efficiency Ratio\(^{(1)}\)

- 2011: 34%
- 2012: 33%
- 2013\(^{(2)}\): 30%
- 2014\(^{(2)}\): 29%
- 1H15: 27%

2013 and 2014 exclude elevated legal expenses vs. 2012 baseline

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\(^{(1)}\) Non-compensation efficiency ratio is calculated as non-compensation expenses, or adjusted non-compensation expenses, divided by net revenues excluding DVA. Non-compensation efficiency ratio, adjusted non-compensation expenses and net revenues excluding DVA are all non-GAAP financial measures the Company considers useful for investors to allow comparability of period to period operating performance.

\(^{(2)}\) Adjusted non-compensation expenses are calculated as non-compensation expenses less certain legal and other expenses. For 2013, adjusted non-compensation expenses exclude $1.6Bn of elevated legal expenses versus 2012 levels and investments/impairments/write-offs of $313MM, and for 2014 adjusted non-compensation expenses exclude $3.0Bn of elevated legal expenses versus 2012 levels.

\(^{(3)}\) The attainment of these targets may be impacted by external factors that cannot be predicted at this time, including macroeconomic and market conditions and future regulations.
Returning Capital – Our Philosophy

• We intend to continue to increase our capital return to shareholders over time, subject to regulatory approval
• Qualitative process benefits from our Continuous Improvement Program (CIP)

Morgan Stanley's Capital Returns

In 2012 and 2013, the Firm acquired the remaining 14% and 35% interest of the Wealth Management JV, respectively

(1) In 2012, 2013, 2014, and 2015 the Firm received a “non-objection” from the Federal Reserve for each respective year’s CCAR submission.
(2) In 2013, the Firm received a non-objection to repurchase up to $500MM of common stock beginning in 3Q13 through 1Q14 under rules permitting annual capital distributions.
(3) In 2014, the Firm received a non-objection to repurchase up to $1Bn of common stock beginning in 2Q14 through 1Q15 and to increase the Firm’s quarterly common stock dividend to $0.10 per share from $0.05 per share beginning with the dividend declared in 2014.
(4) In 2015, the Firm received a non-objection to repurchase up to $3.1Bn of common stock beginning in 2015 through 2016 and to increase the Firm’s quarterly common stock dividend to $0.15 per share from $0.10 per share beginning with the dividend declared in 2015.
B Prudent Liability Management: Centralized Structure and Strict Governance

Liability management framework supported by centralized, strong governance ensuring funding durability, providing stability in all environments

<table>
<thead>
<tr>
<th>Durability of Funding Sources</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Liabilities should be considered across a range from most durable to least durable due to their nature and based on governance</td>
</tr>
<tr>
<td>- <strong>Long-Term Debt</strong></td>
</tr>
<tr>
<td>• Contractually durable and most appropriate to fund longer duration, less liquid assets</td>
</tr>
<tr>
<td>- <strong>Deposits</strong></td>
</tr>
<tr>
<td>• Durable when insured</td>
</tr>
<tr>
<td>- <strong>Wholesale (Secured) Funding</strong></td>
</tr>
<tr>
<td>• Durable when managed to match / exceed asset liquidity horizon</td>
</tr>
<tr>
<td>- <strong>Commercial Paper</strong></td>
</tr>
<tr>
<td>• Not sufficiently durable for banks</td>
</tr>
</tbody>
</table>

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Continue to Optimize Funding Stack

- We continue to enhance our funding profile by shifting to more durable sources

- **YE 2010 – YE 2013**
  - Significantly increased shareholders’ equity
  - Materially grew deposit base
  - Meaningfully extended the WAM of secured funding

- **YE 2013 – present**
  - Continue to increase WAM of secured funding
  - Extending WAM of unsecured funding
  - Shift in secured vs. unsecured mix benefits regulatory ratios

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*Funding Stack(1) (%)*

- **YE 2010**
  - Shareholders’ Equity: 38%
  - Deposits: 24%
  - Long-Term Debt: 13%
  - Secured Funding: 11%

- **YE 2013**
  - Shareholders’ Equity: 29%
  - Deposits: 21%
  - Long-Term Debt: 37%
  - Secured Funding: 21%

- **2Q15**
  - Shareholders’ Equity: 29%
  - Deposits: 16%
  - Long-Term Debt: 21%
  - Secured Funding: 45%

*Figures may not sum due to rounding.*
Prudent Liability Management: Extending Maturity Profile

Total Short-Term and Long-Term Maturities\(^{(1),(2),(3)}\)

(\$Bn)

2Q15 Weighted Average Maturity: 5.9 years

(1) As of June 30, 2015.
(2) Total short-term and long-term maturities include Plain Vanilla (Senior Unsecured Debt, Subordinated Debt, Trust Preferred Securities), Structured Notes and Commercial Paper. Structured Notes maturities are based on contractual maturities.
(3) Excludes assumptions for secondary buyback activity.
Four Pillars of Secured Funding Ensure Durability and Stability

1. Significant Weighted Average Maturity
   - Enhances durability

2. Maturity Limit Structure
   - Reduces roll-over risk

3. Investor Limit Structure
   - Minimizes concentration with any single investor, in aggregate and in any given month

4. Spare Capacity
   - Valuable additional funding for managing through both favorable and stressed markets
**Fundability Criteria**

- Eligible for financing through Open Market Operations (OMO) and/or 23A Exempt and Fed Discount Window eligible
- Central Counterparty Clearing (CCP) eligible
- Government securities or other securities with full faith and credit of the Government
- Market haircuts
- Investor depth (number of investors who accept the asset class)
- Capacity in secured financing market, consistent with term limits

**Fundability Definition**

<table>
<thead>
<tr>
<th>Fundability</th>
<th>OMO Eligible and / Or 23A Exempt and Fed DW Eligible</th>
<th>CCP Eligible</th>
<th>Govt. Sec / Govt. Full Faith and Credit</th>
<th>Market Haircut</th>
<th>Investor Depth</th>
<th>Secured Financing Capacity</th>
<th>% of Book (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Super Green</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>&lt; 10%</td>
<td>&gt; 50</td>
<td>100%</td>
<td>46%</td>
</tr>
<tr>
<td>Green</td>
<td></td>
<td></td>
<td>&lt;= 15%</td>
<td>&gt;= 15</td>
<td>&gt;= 95%</td>
<td></td>
<td>49%</td>
</tr>
<tr>
<td>Amber</td>
<td></td>
<td></td>
<td>&gt; 15%</td>
<td>&gt;= 10</td>
<td>&gt;= 60%</td>
<td></td>
<td>3%</td>
</tr>
<tr>
<td>Red</td>
<td></td>
<td></td>
<td>&gt; 20%</td>
<td>&lt; 10</td>
<td>&lt; 60%</td>
<td></td>
<td>2%</td>
</tr>
</tbody>
</table>

(1) As of June 30, 2015.
Secured Funding Pillar 1: Longer WAM Provides Appropriate Flexibility

...Fundability Category Determines Required Weighted Average Maturity: >120 Days

- Criteria-based model sources appropriate term funding consistent with liquidity profile of underlying assets
  - Assets tiered by fundability
  - Maturity limits set for each tier
  - Dynamic measurement of asset composition
  - Cost to fund assets allocated to corresponding desks

- Durability and transparency are at the core of Morgan Stanley’s secured funding model
  - In 2009, began WAM extension efforts by terming out the Firm’s secured funding profile for less-liquid assets (non-Super Green)
  - In 2011, a leader in disclosing WAM for less-liquid assets, with a target of >120 days

<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>Illiquid (Sub-IG ABS, Non-Rated Debt, Non Index Equities)</td>
<td>180</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Less Liquid (Convertible Bonds, EM Sovereigns)</td>
<td>180</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liquid (IG Bonds, Primary/Secondary Index Equities)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>90</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Highly Liquid (Governments, Agencies, OMO &amp; CCP Eligible Collateral)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(1) As of June 30, 2015, the weighted average maturity of secured financing, excluding Super Green assets, was greater than 120 days.
(2) Illustrative; not to scale.
Secured Funding Pillar 2: Monthly Maturity Target
Secured Funding Pillar 3: Investor Concentration Target

- **Monthly Maturity Target**: Target less than 15% of non-Super Green liabilities maturing in any given month
- **Investor Concentration Target**: Maximum total exposure per investor of 15% of non-Super Green book
  - Sub-Target: Maximum monthly investor concentration of 25% of the maturities allowed in any given month

**Illustrative Non-Super Green Maturity Profile**

<table>
<thead>
<tr>
<th>Target</th>
<th>O/N 30</th>
<th>O/N 60</th>
<th>O/N 90</th>
<th>O/N 120</th>
<th>O/N 150</th>
<th>O/N 180</th>
<th>O/N 210</th>
<th>O/N 240</th>
<th>O/N 270</th>
<th>O/N 300</th>
<th>O/N 330</th>
<th>O/N 360</th>
<th>&gt;O/N 360</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

Top Investor by Maturity Bucket as % of Monthly Maturity Target:

- 10%
- 6%
- 19%
- 19%
- 13%
- 22%
- 23%
- 1%
- 7%
- 10%
- 9%
- 8%

**Diversified Global Investor Base – Non-Super Green**

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2015(1)</th>
<th></th>
<th>2009</th>
<th>2015(1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>&lt;10</td>
<td>&gt;45</td>
<td>Europe</td>
<td>&lt;10</td>
<td>&gt;80</td>
</tr>
<tr>
<td>Asia</td>
<td>&lt;5</td>
<td>&gt;30</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

# of Term Investors >30 days

- 2009: 15
- 2015(1): 142

(1) As of June 30, 2015.
(2) Represents secured funding balance maturing in 30-day increments.
(3) Illustrative; not to scale.
(4) Represents unique investors; geographic breakdown includes some overlap across regions.
Secured Funding Pillar 4: Spare Capacity Provides Flexibility in Both Favorable and Stressed Markets

- Spare Capacity is equivalent to total non-Super Green liabilities in excess of non-Super Green inventory
- Spare Capacity has created excess contractual term-funding, which provides valuable flexibility to accommodate both favorable and stressed market environments
- Combined with the other pillars of our secured funding governance, Spare Capacity is the first line of defense during market stress events, prior to use of Global Liquidity Reserve
  - Eliminates need to access markets for first 30 days of stress event; reduces needs for 60 days thereafter
- In favorable markets, spare capacity serves as additional on-hand funding to support increased client demand

Non-Super Green Spare Capacity\(^{(1)(2)}\)

\[
\text{Funded Non-SG Assets} + \text{Spare Capacity} = \text{Non-SG Liabilities}
\]

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(1) Illustrative; not to scale.
(2) As of June 30, 2015
Discipline Around Central Clearing and Compression
Important Driver of Reaching SLR Target of 5%

Our Achievements
- Central clearing and compression of OTC derivatives were key levers to reaching our SLR target
- Since year-end 2013, we reduced our OTC derivative notionals outstanding by over 31%, which exceeded our initial expectations

What Are We Seeing Now?
- We have seen an increase in take-up among competitors and counterparties, which offers an opportunity to further increase balance sheet capacity for our businesses through additional compression

Additional Opportunities
- The next phase of clearing may be realized by the clearing of securities financing transactions (SFTs)
  - Morgan Stanley has taken a leadership position to reduce bilateral counterparty exposures, which will increase capacity for our clients and / or decrease balance sheet usage

Morgan Stanley Backloading & Compression:
OTC Derivative Notional$\text{d}(1)$

<table>
<thead>
<tr>
<th>Quarter</th>
<th>4Q13</th>
<th>1Q14</th>
<th>2Q14</th>
<th>3Q14</th>
<th>4Q14</th>
<th>1Q15</th>
<th>2Q15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Notional ($Tn)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Peer Average OTC Derivative Notional Reduction of ~10%(2)

(1) As of June 30, 2015.
(2) From YE2013 to YE2014. Source: FY Y-9C filings and annual reports.
### 2Q15 Basel III CET1 Ratios

<table>
<thead>
<tr>
<th></th>
<th>Advanced</th>
<th>Standardized</th>
</tr>
</thead>
<tbody>
<tr>
<td>Transitional</td>
<td>14.0%</td>
<td>14.3%</td>
</tr>
<tr>
<td>Pro-forma Fully Phased-in</td>
<td>12.5%</td>
<td>12.7%</td>
</tr>
</tbody>
</table>

**U.S. Supplementary Leverage Ratio**
- Pro-forma fully phased-in 2Q15: 5.3%

**Liquidity Coverage Ratio**
- Pro-forma 2Q15: > 100%

### 2015 CCAR Results
- Non-objection to:
  - $3.1Bn share repurchase program over a five quarter period
  - Increase in quarterly dividend to $0.15 per share from $0.10 per share, effective as of 2Q15

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**Table: RWAs**

<table>
<thead>
<tr>
<th></th>
<th>Advanced</th>
<th>Standardized</th>
</tr>
</thead>
<tbody>
<tr>
<td>RWAs:</td>
<td>$418Bn</td>
<td>$427Bn</td>
</tr>
<tr>
<td>RWAs:</td>
<td>$411Bn</td>
<td>$420Bn</td>
</tr>
</tbody>
</table>

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1. Pro-forma Basel III Common Equity Tier 1 Common ratios, pro-forma U.S. Supplementary Leverage Ratio, and pro-forma Liquidity Coverage Ratio are non-GAAP financial measures that the Company consider to be useful measures to the Company and investors to evaluate compliance with future regulatory capital requirements.
2. The Company estimates fully phased-in Basel III Common Equity Tier 1 Capital and risk-weighted assets based on the Company’s current assessment of the Basel III final rules and other factors, including the Company’s expectations and interpretations of the proposed requirements. These estimates may be subject to change as the Company receives additional clarification and guidance from the Federal Reserve.
3. Pro-forma fully phased-in U.S. Supplementary Leverage Ratio is based on preliminary analysis of the U.S. final rules from September 2014 and estimated as of June 30, 2015. These estimates are preliminary and are subject to change.
Capital Management: Efficient Capital Stack

Optimizing capital with issuance of non-common capital since 2013

Morgan Stanley Qualifying Capital

<table>
<thead>
<tr>
<th></th>
<th>4Q12</th>
<th>2Q15(1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tier 2 Qualifying Capital (e.g., Subordinated Debt)</td>
<td>83%</td>
<td>76%</td>
</tr>
<tr>
<td>Tier 1 Qualifying Capital (e.g., Preferred Stock)</td>
<td>13%</td>
<td>10%</td>
</tr>
<tr>
<td>Common Equity</td>
<td>4%</td>
<td>14%</td>
</tr>
</tbody>
</table>

- Issued $2Bn of Tier 2 subordinated debt in 2Q15 and ~$6.3Bn in 2013 and 2014
- Redeemed $2.0Bn of TruPS in 2Q15
- TruPS phase-out of capital over time(2)
- Issued $1.5Bn of preferred stock in 1Q15 and ~$4.5Bn in 2013 and 2014
- Reinstated share repurchase program in 2013 and have been increasing the common dividend

(1) Capital metrics as of 2015 are reported under a transitional advanced approach U.S. Basel III numerator.
(2) In 2015 25% of TruPS qualify for Tier 1 and the remaining 75% qualify for Tier 2. In 2016 TruPS no longer qualify for Tier 1 and 60% qualify for Tier 2. TruPS phase-out of Tier 2 through 2022.
## Significant Global Liquidity Position

### Highly Liquid and Unencumbered
- Changes in bank liquidity levels reflect execution of U.S. Bank strategy

<table>
<thead>
<tr>
<th>Type of Investment ($Bn)</th>
<th>4Q10</th>
<th>4Q11</th>
<th>4Q12</th>
<th>4Q13</th>
<th>4Q14</th>
<th>2Q15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash / Cash Equivalents</td>
<td>$171</td>
<td>$182</td>
<td>$182</td>
<td>$202</td>
<td>$193</td>
<td>$188</td>
</tr>
<tr>
<td>Unencumbered Liquid Securities</td>
<td>68</td>
<td>63</td>
<td>71</td>
<td>89</td>
<td>88</td>
<td>84</td>
</tr>
<tr>
<td>Total</td>
<td>103</td>
<td>119</td>
<td>111</td>
<td>113</td>
<td>105</td>
<td>104</td>
</tr>
</tbody>
</table>

### Composition of the Liquidity Reserve at 2Q15

<table>
<thead>
<tr>
<th>Type of Investment ($Bn)</th>
<th>4Q10</th>
<th>4Q11</th>
<th>4Q12</th>
<th>4Q13</th>
<th>4Q14</th>
<th>2Q15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash / Cash Equivalents</td>
<td>42</td>
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<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Unencumbered Liquid Securities</td>
<td>147</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>188</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Detailed Breakdown of Liquidity Reserve

1. **Period End Liquidity ($Bn)**
2. **Composition of the Liquidity Reserve at 2Q15**
3. **Type of Investment ($Bn)**
4. **Detailed Breakdown of Liquidity Reserve**
5. **Non-bank Liquidity**
6. **Bank Liquidity**

(1) Figures may not sum due to rounding.

(2) Primarily overnight reverse repurchase agreements that unwind to cash.
Agenda

A  Business Update
B  Prudent Liability Management
C  Regulatory Topics
D  Capital Management
E  Liquidity Management
Morgan Stanley 2Q15 Fixed Income Investor Update

August 19, 2015