

**MORGAN STANLEY & CO.**  
*Incorporated*

***CONSOLIDATED STATEMENT OF  
FINANCIAL CONDITION***

***November 30, 2000***  
***Audited***

## **Independent Auditors' Report**

To the Board of Directors  
Morgan Stanley & Co. Incorporated

We have audited the accompanying consolidated statement of financial condition of Morgan Stanley & Co. Incorporated and subsidiaries as of November 30, 2000. This consolidated financial statement is the responsibility of the Company's management. Our responsibility is to express an opinion on this consolidated financial statement based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statement is free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statement. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, such consolidated statement of financial condition presents fairly, in all material respects, the financial position of Morgan Stanley & Co. Incorporated and subsidiaries at November 30, 2000, in conformity with accounting principles generally accepted in the United States of America.

**DELOITTE & TOUCHE LLP**

**New York, New York**  
**January 12, 2001**

## Consolidated Statement of Financial Condition

### Assets

Cash and cash equivalents . . . . .	\$ 2,809,089
Cash and securities deposited with clearing organizations or segregated under federal and other regulations (securities at fair value of \$40,126,780) . . . . .	43,442,938
Financial instruments owned:	
U.S. government, federal agency and foreign sovereign obligations . . . . .	15,885,642
Corporate and other debt . . . . .	13,538,984
Equities . . . . .	6,567,342
Derivative contracts . . . . .	2,060,502
Securities purchased under agreements to resell . . . . .	29,078,160
Receivables for securities provided as collateral . . . . .	872,025
Securities borrowed . . . . .	107,179,223
Receivables:	
Customers . . . . .	8,696,672
Brokers, dealers and clearing organizations . . . . .	2,540,574
Interest and dividends . . . . .	768,926
Fees and other . . . . .	796,164
Property, equipment and leasehold improvements, at cost, net of accumulated depreciation and amortization of \$88,597 . . . . .	38,926
Other assets . . . . .	124,395
Total assets . . . . .	<u>\$234,399,562</u>

### Liabilities and Stockholder's Equity

Short-term borrowings:	
Affiliates . . . . .	\$ 13,680,485
Other . . . . .	406,513
Financial instruments sold, not yet purchased:	
U.S. government, federal agency and foreign sovereign obligations . . . . .	8,941,747
Corporate and other debt . . . . .	2,180,946
Equities . . . . .	2,062,324
Derivative contracts . . . . .	1,935,409
Securities sold under agreements to repurchase . . . . .	70,549,759
Obligation to return securities received as collateral . . . . .	1,514,826
Securities loaned . . . . .	41,943,724
Payables:	
Customers . . . . .	72,816,133
Brokers, dealers and clearing organizations . . . . .	5,215,987
Interest and dividends . . . . .	953,463
Accrued compensation and benefits . . . . .	2,632,042
Other liabilities and accrued expenses . . . . .	2,004,089
	<u>226,837,447</u>
Subordinated liabilities . . . . .	<u>3,615,250</u>
Stockholder's equity:	
Common stock (\$25 par value, 1,000 shares authorized, issued and outstanding) . . . . .	25
Paid-in capital . . . . .	260,922
Retained earnings . . . . .	3,685,918
Total stockholder's equity . . . . .	<u>3,946,865</u>
Total liabilities and stockholder's equity . . . . .	<u>\$234,399,562</u>

See Notes to Consolidated Statement of Financial Condition.

## Notes to Consolidated Statement of Financial Condition

### Note 1 – Introduction and Basis of Presentation

#### **The Company**

The consolidated statement of financial condition includes the accounts of Morgan Stanley & Co. Incorporated (“MS&Co.”) and its wholly owned subsidiaries (collectively the “Company”). MS&Co. and certain of its subsidiaries are registered with the Securities and Exchange Commission (“SEC”) as broker-dealers. MS&Co. is also registered as a futures commission merchant with the Commodity Futures Trading Commission (“CFTC”). The Company is a wholly owned subsidiary of Morgan Stanley Dean Witter & Co. (“MSDW”).

The Company provides a wide range of financial and securities services. Its businesses include securities underwriting, distribution and trading; merger, acquisition, restructuring, real estate, project finance and other corporate finance advisory activities; brokerage and research services; the trading of foreign exchange and commodities as well as derivatives; and securities lending. The Company's services are provided to a large and diversified group of clients and customers, including corporations, governments, financial institutions and individuals.

All material intercompany accounts and transactions have been eliminated in consolidation.

The consolidated statement of financial condition is prepared in accordance with accounting principles generally accepted in the United States of America, which require management to make estimates and assumptions regarding certain trading inventory valuations, the potential outcome of litigation and other matters that affect the financial statement and related disclosures. Management believes that the estimates utilized in the preparation of the consolidated statement of financial condition are prudent and reasonable. Actual results could differ materially from these estimates.

#### **Related Party Transactions**

The Company has transactions with MSDW and its affiliates, including leasing arrangements, the performance of administrative services and the execution of securities transactions with and on behalf of affiliates. At November 30, 2000, balances with affiliates included securities borrowed, securities purchased under agreements to resell (reverse repurchase agreements), receivables from

customers and receivables from brokers, dealers and clearing organizations of \$27,601,105, \$23,795,573, \$560,344 and \$1,117,783, respectively, and securities loaned, securities sold under agreements to repurchase (repurchase agreements), payables to customers and payables to brokers, dealers and clearing organizations of \$21,362,037, \$23,785,742, \$328,337 and \$3,208,242, respectively, and short-term borrowings. In addition, fees and other receivables include \$122,350 of related party amounts.

### Note 2 - Summary of Significant Accounting Policies

#### **Financial Instruments Used for Trading**

Financial instruments, including derivatives (futures, forwards and options), used in the Company's trading activities are recorded at fair value. The fair values of trading positions are generally based on listed market prices. If listed market prices are not available or if liquidating the Company's positions would reasonably be expected to impact market prices, fair value is determined based on other relevant factors, including dealer price quotations and price quotations for similar instruments traded in different markets. Fair values for certain derivative contracts are derived from pricing models which consider current market and contractual prices for the underlying financial instruments or commodities, as well as time value and yield curve or volatility factors underlying the positions. Purchases and sales of financial instruments are recorded in the accounts on trade date. Unrealized gains and losses arising from the Company's dealings in over-the-counter (“OTC”) financial instruments, including derivative contracts related to financial instruments and commodities, are presented in the accompanying consolidated statement of financial condition on a net-by-counterparty basis, when appropriate.

#### **Securities Transactions**

Clients' securities transactions are recorded on a settlement date basis with related commission revenues and expenses recorded on trade date. Reverse repurchase agreements and repurchase agreements, principally U.S. government and federal agency securities, are treated as financing transactions and are carried at the amounts at which the securities will subsequently be resold or reacquired as specified in the respective agreements; such amounts include accrued interest. Reverse repurchase and repurchase agreements are presented on a net-by-counterparty basis, when

appropriate. It is the Company's policy to take possession of securities purchased under agreements to resell. The Company monitors the fair value of the underlying securities as compared to the related receivable or payable, including accrued interest, and, as necessary, requests additional collateral. Where deemed appropriate, the Company's agreements with third parties specify its rights to request additional collateral.

Securities borrowed and securities loaned are carried at the amounts of cash collateral advanced and received in connection with the transactions. The Company measures the fair value of the securities borrowed and loaned against collateral on a daily basis. Additional collateral is obtained as necessary to ensure such transactions are adequately collateralized.

Collateral received under securities financing transactions, such as reverse repurchase agreements, is recognized, together with a corresponding obligation to return the collateral, if the collateral provider does not have the contractual right to substitute collateral or redeem collateral on short notice. Collateral transferred under securities financing transactions, such as repurchase agreements, is reclassified from financial instruments owned to receivable for securities provided as collateral if the Company does not have the contractual right to substitute collateral or redeem collateral on short notice.

### **Investment Banking**

Underwriting revenues and fees for mergers and acquisitions and advisory assignments are recorded when services for the transaction are substantially completed. Transaction-related expenses are deferred and later expensed to match revenue recognition.

### **Property, Equipment and Leasehold Improvements**

Property and equipment are depreciated on a straight-line basis over the estimated useful lives of the related assets, while leasehold improvements are amortized on a straight-line basis over the lesser of the economic useful life of the asset or, where applicable, the remaining term of the lease.

Certain costs incurred in connection with internal-use software projects are capitalized in accordance with Statement of Position 98-1, "Accounting for the Costs of Computer Software Developed or Obtained for Internal Use."

### **Income Taxes**

Income tax expense is provided using the asset and liability method, under which deferred tax assets and liabilities are determined based upon the temporary differences between the financial statement and income tax bases of assets and liabilities, using currently enacted tax rates.

### **Translation of Foreign Currencies**

Non-U.S. dollar denominated assets and liabilities are translated at year-end rates of exchange.

### **Accounting Pronouncements**

In June 1998, the Financial Accounting Standards Board ("FASB") issued Statement of Financial Accounting Standards ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities," which establishes accounting and reporting standards for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities. In June 1999, the FASB issued SFAS No. 137, "Accounting for Derivative Instruments and Hedging Activities – Deferral of the Effective Date of FASB Statement No. 133." SFAS No. 137 deferred the effective date of SFAS No. 133 for one year to fiscal years beginning after June 15, 2000. In June 2000, the FASB issued SFAS No. 138, "Accounting for Certain Derivative Instruments and Certain Hedging Activities – an amendment of FASB Statement No. 133." The Company adopted SFAS No. 133, as amended by SFAS No. 138, effective December 1, 2000. The adoption of SFAS No. 133 is not material to the Company's consolidated financial condition.

In September 2000, the FASB issued SFAS No. 140, "Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities – a replacement of FASB Statement No. 125." While SFAS No. 140 carries over most of the provisions of SFAS No. 125, it provides new standards for reporting financial assets transferred as collateral, and new standards for the derecognition of financial assets, in particular transactions involving the use of special purpose entities. SFAS No. 140 also prescribes additional disclosures for collateral transactions and for securitization transactions accounted for as sales. The new collateral standards and disclosure requirements are effective for fiscal years ending after December 15, 2000, while the new standards for the derecognition of financial assets are effective for transfers made after March 31, 2001. The Company is in the process of evaluating the impact of adopting SFAS No. 140.

### **Note 3 - Short-Term Borrowings**

Borrowings from affiliates are unsecured, bear interest at prevailing market rates and are payable on demand. Other short-term borrowings consist of loans which are unsecured, generally bear interest at rates based upon the federal funds rate and are payable on demand.

The Company maintains a master collateral facility that enables it to pledge certain collateral to secure loan arrangements, letters of credit and other financial accommodations. As part of this facility, the

Company also maintains a secured committed credit agreement with a group of banks that are parties to the master collateral facility under which such banks are committed to provide up to \$1,875,000 for up to 364 days. The credit agreement contains restrictive covenants which require, among other things, that the Company maintain specified levels of consolidated stockholder's equity and Net Capital, as defined. This facility was renewed on May 25, 2000. At November 30, 2000, no borrowings were outstanding under the agreement.

#### **Note 4 - Subordinated Liabilities**

Subordinated liabilities consist of a Cash Subordination Agreement and a Subordinated Revolving Credit Agreement with MSDW and a Subordinated Indenture ("Indenture") with Bank One Trust Company (formerly The First National Bank of Chicago), as trustee, dated September 12, 1994, and modified as of November 28, 1995 and April 24, 1997.

The Cash Subordination Agreement is for \$1,500,000, bears interest at 7.3% per annum and has a maturity date of April 30, 2002. Additionally, \$1,000,000 is payable under the Company's \$3,000,000 Subordinated Revolving Credit Agreement which has a commitment termination date and maturity date of April 30, 2001 and April 30, 2002, respectively. Interest on this borrowing is payable at rates based upon the federal funds rate or the London Interbank Offered Rate.

The Indenture is comprised of the following:

<b>Subordinated Notes</b>	<b>Maturity Date</b>	<b>Interest Rate</b>	<b>Amount</b>
Series A	March 1, 2002	8.22%	\$ 357,000
Series B	March 1, 2005	8.51%	243,000
Series C	June 1, 2001	6.81%	313,000
Series D	June 1, 2003	7.03%	95,750
Series E	June 1, 2006	7.28%	81,500
Series F	June 1, 2016	7.82%	<u>25,000</u>
Total			<u>\$1,115,250</u>

The estimated fair value of the Company's subordinated notes under the Indenture, based on rates available to the Company at November 30, 2000 for debt with similar terms and maturities, was approximately \$1,129,115.

The Indenture contains restrictive covenants which require, among other things, that the Company maintain specified levels of Consolidated Tangible Net Worth and Net Capital, each as defined. As of November 30, 2000, the Company was in compliance with all restrictive covenants.

On October 31, 2000, the Company exercised its option to redeem the Series C Subordinated Notes prior to the scheduled maturity. Accordingly, all the Series C Subordinated Notes were subsequently redeemed on December 1, 2000.

#### **Note 5 - Commitments and Contingencies**

##### **Leases and Related Commitments**

The Company has non-cancelable operating leases covering office space and equipment. At November 30, 2000, future minimum rental commitments under such leases were as follows:

<b>Fiscal Year</b>	<b>Amount</b>
2001	\$130,770
2002	101,905
2003	73,455
2004	51,180
2005	45,615
Thereafter	<u>262,794</u>
Total	<u>\$665,719</u>

Occupancy lease agreements, in addition to base rentals, generally provide for rent and operating expense escalations resulting from increased assessments for real estate taxes and other charges.

##### **Borrow Versus Pledge**

At November 30, 2000, securities with an approximate market value of \$13,557,534 had been pledged against borrowed securities with an approximate market value of \$13,339,276.

##### **Other Commitments and Contingencies**

In the normal course of business, the Company has been named as a defendant in various lawsuits and has been involved in certain investigations and proceedings. Some of these matters involve claims of substantial amounts. Although the ultimate outcome of these matters cannot be ascertained at this time, it is the opinion of management, after consultation with counsel, that the resolution of such matters will not have a material adverse effect on the consolidated financial condition of the Company.

The Company had approximately \$1,196,109 of letters of credit outstanding at November 30, 2000 to satisfy various collateral requirements.

Financial instruments sold, not yet purchased represent obligations of the Company to deliver specified financial instruments at contracted prices, thereby creating commitments to purchase the financial instruments in the market at prevailing prices. Consequently, the Company's ultimate obligation to satisfy the sale of financial

instruments sold, not yet purchased may exceed the amounts recognized in the consolidated statement of financial condition.

The Company has entered into reverse repurchase and repurchase agreements which begin subsequent to November 30, 2000 with principal amounts of approximately \$14,481,182 and \$7,003,696, respectively.

#### **Note 6 - Trading Activities**

##### **Trading Revenues**

The Company's trading activities include providing securities brokerage, derivatives dealing, and underwriting services to clients. While trading activities are generated by client order flow, the Company also takes proprietary positions based on expectations of future market movements and conditions. The Company's trading strategies rely on the integrated management of its client-driven and proprietary transactions, along with the hedging and financing of these positions.

The Company manages its trading businesses by product groupings and therefore has established distinct trading divisions having responsibility for equity, fixed income and foreign exchange products. Because of the integrated nature of the markets for such products, each product area trades cash instruments as well as related derivative products (i.e., options, futures and forwards with respect to such underlying instruments).

The Company's trading portfolios are managed with a view toward the risk and profitability of the portfolios to the Company. The nature of the equities, fixed income and foreign exchange activities conducted by the Company, including the use of derivative products in these businesses, and the market, credit and concentration risk management policies and procedures covering these activities are discussed below.

##### **Equities**

The Company makes markets and trades in the global secondary markets for equities and convertible debt and is a dealer in exchange traded and OTC equity options and index futures. The Company's activities as a dealer primarily are client-driven, with the objective of meeting clients' needs while earning a spread between the premiums paid or received on its contracts with clients and the cost of hedging such transactions in the cash or forward market or with other derivative transactions. The Company limits its market risk related to these contracts, which stems primarily from underlying equity/index price and volatility movements, by employing a variety of hedging strategies. The Company also takes proprietary positions in the global equity markets by using derivatives, most commonly

futures and options, in addition to cash positions, intending to profit from market price and volatility movements in the underlying equities or indices positioned.

The counterparties to the Company's equity transactions include commercial banks, investment banks, broker-dealers, investment funds and industrial companies.

##### **Fixed Income**

The Company is a market-maker for U.S. government securities, corporate bonds, money-market instruments, medium-term notes, high-yield securities, mortgage- and other asset-backed securities, preferred stock and tax-exempt securities. In addition, the Company is a dealer in listed options on U.S. government bonds. The Company also takes positions in futures and options.

The Company also is an underwriter of and a market-maker in mortgage-backed securities and asset-backed securities. The Company also uses mortgage-backed forward agreements ("TBAs") in its role as a dealer in mortgage-backed securities and facilitates customer trades by taking positions in the TBA market. Typically, these positions are hedged by offsetting TBA contracts or underlying cash positions.

The counterparties to the Company's fixed income transactions include investment advisors, commercial banks, insurance companies, broker-dealers, investment funds and industrial companies.

##### **Foreign Exchange**

The Company is a market-maker in a number of foreign currencies. In this business, it actively trades currencies in the spot and forward markets earning a dealer spread. The Company seeks to manage its market risk by entering into offsetting positions. The Company also takes proprietary positions in currencies to profit from market price and volatility movements in the currencies positioned.

The majority of the Company's foreign exchange business relates to major foreign currencies such as yen, euro, pound sterling, Swiss francs and Canadian dollars. The balance of the business covers a broad range of other currencies.

The counterparties to the Company's foreign exchange transactions include commercial banks, investment banks, broker-dealers, investment funds and industrial companies.

##### **Risk Management**

The Company's risk management policies and related procedures are integrated with those of MSDW and its other consolidated

subsidiaries. These policies and related procedures are administered on a coordinated global basis with consideration given to each subsidiary's, including the Company's, specific capital and regulatory requirements. For the discussion which follows, the term "Company" includes MSDW and its subsidiaries.

Risk management at the Company is a multi-faceted process with independent oversight that requires constant communication, judgment and knowledge of specialized products and markets. The Company's senior management takes an active role in the risk management process and has developed policies and procedures that require specific administrative and business functions to assist in the identification, assessment and control of various risks. In recognition of the increasingly varied and complex nature of the financial services business, the Company's risk management policies and procedures are evolutionary in nature and are subject to ongoing review and modification. Many of the Company's risk management and control practices are subject to periodic review by the Company's internal auditors as well as to interactions with various regulatory authorities.

The Management Committee, composed of the Company's most senior officers, establishes the overall risk management policies for the Company and reviews the Company's performance relative to these policies. The Management Committee has created several Risk Committees to assist it in monitoring and reviewing the Company's risk management practices. These Risk Committees, as well as other committees established to monitor specific risks, review the risk monitoring and risk management policies and procedures relating to the Company's market and credit risk profile, sales practices, legal enforceability, and operational and systems risks. The Controllers, Treasury, Law, Compliance and Firm Risk Management Departments, which are all independent of the Company's business units, assist senior management and the Risk Committees in monitoring and controlling the Company's risk profile. In addition,

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owned by the Company include U.S. government and agency securities and securities issued by other sovereign governments, which, in the aggregate, represented approximately 7% of the Company's total assets at November 30, 2000. In addition, substantially all of the collateral held by the Company for reverse repurchase agreements or bonds borrowed, which together represent approximately 29% of the Company's total assets at November 30, 2000, consists of securities issued by the U.S. government, federal agencies or other sovereign government obligations. Positions taken and commitments made by the Company, including underwritings, often involve substantial amounts and significant exposure to individual issuers and businesses, including non-investment grade issuers. The Company seeks to limit concentration risk through the use of the systems and procedures described in the preceding discussions of market and credit risk.

### **Customer Activities**

The Company's customer activities involve the execution, settlement and financing of various securities and commodities transactions on behalf of customers. Customer securities activities are transacted on either a cash or margin basis. Customer commodities activities, which include the execution of customer transactions in commodity futures (including options on futures), are transacted on a margin basis.

The Company's customer activities may expose it to off-balance sheet credit risk. The Company may have to purchase or sell financial instruments at prevailing market prices in the event of the failure of a customer to settle a trade on its original terms or in the event cash and securities in customer margin accounts are not sufficient to fully cover customer losses. The Company seeks to control the risks associated with customer activities by requiring customers to maintain margin collateral in compliance with various regulations and Company policies.

### **Notional/Contract Amounts and Fair Values of Derivatives**

The gross notional or contract amounts of derivative instruments and fair value (carrying amount) of the related assets and liabilities at November 30, 2000, as well as the average fair value of those assets and liabilities for the period ended November 30, 2000, are presented in the table which follows. Fair value represents the cost of replacing these instruments and is further described in Note 2. Future changes in interest rates, foreign currency exchange rates or the fair values of the financial instruments or indices underlying these contracts ultimately may result in cash settlements exceeding fair value amounts recognized in the consolidated statement of financial condition. Assets represent unrealized gains on purchased exchange traded and OTC options and other contracts (including foreign exchange and other forward contracts), net of any unrealized

losses owed to the counterparties on offsetting positions where netting is appropriate. Similarly, liabilities represent net amounts owed to the counterparties. These amounts will vary based on changes in the fair values of underlying financial instruments and/or the volatility of such underlying instruments:

<b>(Dollars in millions)</b>	<b>Gross notional/ contract amount (1)(2)</b>	<b>Year-end fair values (2)(3)</b>		<b>Average fair values (3)</b>	
		<b>Assets</b>	<b>Liabilities</b>	<b>Assets</b>	<b>Liabilities</b>
Fixed income securities contracts (including forward and futures contracts and options)	\$ 67,197	\$ 22	\$ 7	\$ 8	\$ 2
Foreign exchange forward and futures contracts	159,548	754	729	980	997
Equity securities contracts (including futures contracts, warrants and options)	29,309	1,285	1,199	1,652	1,718
<b>Totals</b>	<b>\$256,054</b>	<b>\$2,061</b>	<b>\$1,935</b>	<b>\$2,640</b>	<b>\$2,717</b>

(1) Notional amounts include purchased and written options of \$10,688 and \$10,056, respectively.

(2) Gross notional/contract amounts of \$34,939 and the related year-end fair values of assets and liabilities of \$20 and \$244, respectively, represent derivative transactions with affiliates.

(3) These amounts represent carrying value (exclusive of collateral) and do not include receivables or payables related to exchange traded futures contracts.

The gross notional or contract amounts of these instruments are indicative of the Company's degree of use of derivatives for trading purposes but do not represent the Company's exposure to market or credit risk. Credit risk arises from the failure of a counterparty to perform according to the terms of the contract. The Company's exposure to credit risk at any point in time is represented by the fair value of the contracts reported as assets. These amounts are presented on a net-by-counterparty basis when appropriate but are not reported net of collateral, which the Company obtains with respect to certain of these transactions to reduce its exposure to credit losses. The Company monitors the creditworthiness of counterparties to these transactions on an ongoing basis and requests additional collateral when deemed necessary. The Company believes that the ultimate settlement of the transactions outstanding at November 30, 2000 will not have a material effect on the Company's financial condition.

The remaining maturities of the Company's derivative products at November 30, 2000 are summarized in the following table, showing notional values by year of expected maturity:

<b>(Dollars in millions)</b>	<b>Less than 1 year</b>	<b>1 to 5 years</b>	<b>Greater than 5 years</b>	<b>Total</b>
Fixed income securities contracts (including forward and futures contracts and options)	\$ 42,529	\$ 23,007	\$ 1,661	\$ 67,197
Foreign exchange forward and futures contracts	157,956	1,526	66	159,548
Equity securities contracts (including futures contracts, warrants and options)	<u>27,942</u>	<u>1,109</u>	<u>258</u>	<u>29,309</u>
Totals	<u>\$228,427</u>	<u>\$25,642</u>	<u>\$1,985</u>	<u>\$256,054</u>
Percent of total	<u>89%</u>	<u>10%</u>	<u>1%</u>	<u>100%</u>

The credit quality of the Company's trading-related derivatives at November 30, 2000 is summarized in the table below, showing the fair value of the related assets by counterparty credit rating. The actual credit ratings are determined by external rating agencies or by equivalent ratings used by the Company's Credit Department:

<b>(Dollars in millions)</b>	<b>Collateralized Investment Grade</b>					<b>Other Non Investment Grade</b>		<b>Totals</b>
	AAA	AA (1)	A	BBB				
Fixed income securities contracts (including forward contracts and options)	\$ 8	\$ 8	\$ –	\$ –	\$ –	\$ 6	\$ 22	
Foreign exchange forward contracts	19	340	331	12	–	52	754	
Equity securities contracts (including warrants and options)	<u>977</u>	<u>273</u>	<u>–</u>	<u>–</u>	<u>35</u>	<u>–</u>	<u>1,285</u>	
Totals	<u>\$1,004</u>	<u>\$ 621</u>	<u>\$ 331</u>	<u>\$ 12</u>	<u>\$ 35</u>	<u>\$ 58</u>	<u>\$2,061</u>	
Percent of total	<u>48%</u>	<u>30%</u>	<u>16%</u>	<u>1%</u>	<u>2%</u>	<u>3%</u>	<u>100%</u>	

(1) Includes approximately \$243 of derivative transactions with affiliates. The Company also has obtained assets posted as collateral by affiliated investment grade counterparties amounting to \$273.

#### Note 7 - Employee Benefit and Compensation Plans

##### **Employee Benefit Plans**

The Company sponsors three pension plans for the majority of its employees and employees of its U.S. affiliates. The Company provides certain other postretirement benefits, primarily health care and life insurance, to eligible employees. The Company also provides certain benefits to former or inactive employees prior to retirement. The following summarizes these plans:

##### **Pension Plans**

Substantially all of the employees of the Company and its U.S. affiliates are covered by a non-contributory pension plan that is qualified under Section 401(a) of the Internal Revenue Code (the "Qualified Plan"). Unfunded supplemental plans (the "Supplemental Plans") cover certain executives. These pension plans generally provide pension benefits that are based on each employee's years of credited service and on compensation levels specified in the plans. For the Qualified Plan, the Company's policy is to fund at least the amounts sufficient to meet minimum funding requirements under applicable employee benefit and tax regulations. Liabilities for benefits payable under the Supplementary Plans are accrued by the Company and are funded when paid to the beneficiaries.

The weighted-average discount rate, the rate of increase in future compensation levels and the expected long-term rate of return on plan assets used in determining the projected benefit obligation were 8%, 5% and 9%, respectively.

The following table sets forth the funded status of the plans as of November 30, 2000:

	<b>Qualified Plan</b>	<b>Supplemental Plans</b>
<b>Reconciliation of benefit obligation:</b>		
Benefit obligation at beginning of year	\$229,213	\$114,462
Service cost	19,328	5,898
Interest cost	17,010	8,645
Actuarial gain	(17,397)	(6,618)
Benefits paid	<u>(4,619)</u>	<u>(2,724)</u>
Benefit obligation at end of year	<u>243,535</u>	<u>119,663</u>
<b>Reconciliation of plan assets:</b>		
Fair value of plan assets at beginning of year	267,623	–
Actual return on plan assets	33,627	–
Employer contributions	–	2,724
Benefits paid	<u>(4,619)</u>	<u>(2,724)</u>
Fair value of plan assets at end of year	<u>296,631</u>	<u>–</u>
<b>Funded status:</b>		
Funded status	53,095	(119,663)
Unrecognized net transition obligation	–	1,558
Unrecognized prior service cost	(557)	3,011
Unrecognized (gain) loss	(62,831)	13,540
Amount contributed	–	475
Net amount recognized	<u>\$ (10,293)</u>	<u>\$ (101,079)</u>

##### **Postretirement Benefits**

The Company has unfunded postretirement benefit plans that provide medical and life insurance for eligible retirees, employees and dependents. At November 30, 2000, the Company's accrued postretirement benefit cost was \$47,717.

## **Employee Compensation Plans**

Employees of the Company participate in compensation plans sponsored by MSDW. The following summarizes these plans:

### **Equity-Based Compensation Plans**

Certain employees of the Company participate in several MSDW equity-based stock compensation plans. MSDW applies the provisions of Accounting Principles Board Opinion No. 25, "Accounting for Stock Issued to Employees" and related interpretations in accounting for stock options and no expense has been recognized with respect to the granting of these stock options to the participating employees of the Company.

In addition, certain employees of the Company participate in the MSDW Equity Incentive Compensation Plan whereby stock units representing employees' rights to receive unrestricted common shares of MSDW are awarded annually.

### **Profit Sharing**

The Company sponsors a qualified non-contributory profit sharing plan covering substantially all U.S. employees. Contributions are made to eligible employees at the discretion of management based upon the financial performance of the Company.

### **Employee Stock Ownership Plan**

The Company participates in the MSDW and Subsidiaries Employee Stock Ownership Plan ("ESOP") covering substantially all employees. Contributions to the ESOP by the Company and allocation of ESOP shares to employees are made annually at the discretion of MSDW's Board of Directors.

## **Note 8 - Income Taxes**

The Company is included in the consolidated federal income tax return filed by MSDW. Federal income taxes have been provided on a separate entity basis. The Company is included in the combined state and local income tax returns with MSDW and certain other subsidiaries of MSDW. State and local income taxes have been provided on separate entity income at the effective tax rate of the Company's combined filing group.

In accordance with the terms of the Tax Allocation Agreement with MSDW, all current and deferred taxes are offset with all other intercompany balances with MSDW.

Deferred income taxes reflect the net tax effects of temporary differences between the financial reporting and tax bases of assets and liabilities. The Company's net deferred tax asset is \$1,007,100

at November 30, 2000 and is primarily attributable to employee benefit plan payables.

## **Note 9 - Regulatory Requirements**

The Company is a registered broker-dealer and futures commission merchant and, accordingly, is subject to the Net Capital rules of the SEC, the CFTC and the New York Stock Exchange ("NYSE"). Under these rules, the Company is required to maintain minimum Net Capital of not less than the greater of 2% of aggregate debit items arising from customer transactions, as defined, plus excess margin collateral on securities purchased under agreements to resell or 4% of funds required to be segregated for customers' regulated commodity accounts, as defined. The NYSE may require a member firm to reduce its business if net capital is less than 4% of such aggregate debit items and may prohibit a firm from expanding its business if net capital is less than 5% of such aggregate debit items. At November 30, 2000, the Company's Net Capital was \$4,510,064, which exceeded the minimum requirement by \$3,901,672 and included Net Capital of \$368,667 and excess Net Capital of \$368,417 of MS Securities Services Inc., a broker-dealer and a guaranteed subsidiary of MS&Co.

Advances to MSDW and its affiliates, repayment of subordinated liabilities, dividend payments and other equity withdrawals are subject to certain notification and other provisions of the Net Capital rules of the SEC.

During the fiscal year, the Company performed the computations for the assets in the proprietary accounts of its introducing brokers (commonly referred to as "PAIB") in accordance with the customer reserve computation set forth under SEC Rule 15c3-3 (the Customer Reserve Formula).

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A copy of our November 30, 2000 consolidated statement of financial condition filed pursuant to Rule 17a-5 of the Securities Exchange Act of 1934 is available for examination at the New York Office of the Securities and Exchange Commission or at our principal office at 1585 Broadway, New York, NY 10036.

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