



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

	QUARTER ENDED								Percentage Change From		Twelve Months Ended		Percentage Change
	Feb 29, 2000	May 31, 2000	Aug 31, 2000	Nov 30, 2000	Feb 28, 2001	May 31, 2001	Aug 31, 2001	Nov 30, 2001	4Q01 vs. 4Q00	4Q01 vs. 3Q01	Nov 30, 2000	Nov 30, 2001	
Investment banking	\$ 1,335	\$ 1,370	\$ 1,172	\$ 1,131	\$ 981	\$ 840	\$ 789	\$ 805	(29%)	2%	\$ 5,008	\$ 3,415	(32%)
Principal transactions:													
Trading	2,272	2,496	1,614	979	1,685	2,070	1,097	649	(34%)	(41%)	7,361	5,501	(25%)
Investments	431	(236)	68	(70)	(46)	(107)	(59)	(104)	(49%)	(76%)	193	(316)	*
Commissions	984	972	831	858	849	836	718	750	(13%)	4%	3,645	3,153	(13%)
Fees:													
Asset management, distribution and admin	984	1,094	1,107	1,101	1,074	1,040	1,020	944	(14%)	(7%)	4,286	4,078	(5%)
Merchant and cardmember	323	335	339	326	313	325	362	345	6%	(5%)	1,323	1,345	2%
Servicing	287	349	424	390	427	476	434	567	45%	31%	1,450	1,904	31%
Interest and dividends	4,749	5,123	5,897	5,465	7,236	6,950	5,825	4,116	(25%)	(29%)	21,234	24,127	14%
Other	92	91	147	155	125	139	110	146	(6%)	33%	485	520	7%
Total revenues	11,457	11,594	11,599	10,335	12,644	12,569	10,296	8,218	(20%)	(20%)	44,985	43,727	(3%)
Interest expense	3,932	4,420	5,242	4,582	6,179	6,413	4,883	3,304	(28%)	(32%)	18,176	20,779	14%
Provision for consumer loan losses	223	204	175	208	213	231	277	331	59%	19%	810	1,052	30%
Net revenues	7,302	6,970	6,182	5,545	6,252	5,925	5,136	4,583	(17%)	(11%)	25,999	21,896	(16%)
Compensation and benefits	3,408	3,097	2,656	1,775	2,851	2,742	2,380	1,424	(20%)	(40%)	10,936	9,397	(14%)
Occupancy and equipment	175	174	202	221	220	232	227	216	(2%)	(5%)	772	895	16%
Brokerage, clearing and exchange fees	139	149	147	151	160	170	165	169	12%	2%	586	664	13%
Information processing and communications	330	365	374	417	395	414	402	411	(1%)	2%	1,486	1,622	9%
Marketing and business development	345	383	380	452	366	331	274	287	(37%)	5%	1,560	1,258	(19%)
Professional services	200	233	293	384	292	296	249	311	(19%)	25%	1,110	1,148	3%
Other	273	274	255	256	275	275	281	397	55%	41%	1,058	1,228	16%
Total non-interest expenses	4,870	4,675	4,307	3,656	4,559	4,460	3,978	3,215	(12%)	(19%)	17,508	16,212	(7%)
Gain on sale of business	0	0	35	0	0	0	0	0	—	—	35	0	*
Income before taxes, extraordinary item and cumulative effect of accounting change	2,432	2,295	1,910	1,889	1,693	1,465	1,158	1,368	(28%)	18%	8,526	5,684	(33%)
Income tax expense	888	837	664	681	618	535	423	498	(27%)	18%	3,070	2,074	(32%)
Income before extraordinary item and cumulative effect of accounting change	1,544	1,458	1,246	1,208	1,075	930	735	870	(28%)	18%	5,456	3,610	(34%)
Extraordinary Item (1)	0	0	0	0	0	0	(30)	0	—	*	0	(30)	*
Cumulative effect of accounting change (2)	0	0	0	0	(59)	0	0	0	—	—	0	(59)	*
Net income	\$ 1,544	\$ 1,458	\$ 1,246	\$ 1,208	\$ 1,016	\$ 930	\$ 705	\$ 870	(28%)	23%	\$ 5,456	\$ 3,521	(35%)
Preferred stock dividend requirements	\$ 9	\$ 9	\$ 9	\$ 9	\$ 9	\$ 9	\$ 9	\$ 5	(44%)	(44%)	\$ 36	\$ 32	(11%)
Earnings applicable to common shares	\$ 1,535	\$ 1,449	\$ 1,237	\$ 1,199	\$ 1,007	\$ 921	\$ 696	\$ 865	(28%)	24%	\$ 5,420	\$ 3,489	(36%)
Compensation and benefits as a % of net revenues	47%	44%	43%	32%	46%	46%	46%	31%	—	—	42%	43%	—
Non-compensation expenses as a % of net revenues	20%	23%	27%	34%	27%	29%	31%	39%	—	—	25%	31%	—
Profit margin (3)	21%	21%	20%	22%	17%	16%	14%	19%	—	—	21%	16%	—

(1) Represents extraordinary loss on the early extinguishment of debt.

(2) Represents the effects of an accounting change adopted in the first quarter of fiscal 2001 with respect to the accounting for derivative instruments and hedging activities associated with SFAS 133.

(3) Net income as a % of net revenues.

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

Note: Refer to Legal Notice page 11.