

## UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

*For the quarterly period ended March 31, 2024*

Commission File Number 1-11758

**Morgan Stanley**

(Exact name of Registrant as specified in its charter)

<b>Delaware</b> (State or other jurisdiction of incorporation or organization)	<b>1585 Broadway</b> <b>New York, NY 10036</b> (Address of principal executive offices, including Zip Code)	<b>36-3145972</b> (I.R.S. Employer Identification No.)	<b>(212) 761-4000</b> (Registrant's telephone number, including area code)
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**Securities registered pursuant to Section 12(b) of the Act:**

Title of each class	Trading Symbol(s)	Name of exchange on which registered
Common Stock, \$0.01 par value	MS	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of Floating Rate Non-Cumulative Preferred Stock, Series A, \$0.01 par value	MS/PA	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series E, \$0.01 par value	MS/PE	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series F, \$0.01 par value	MS/PF	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series I, \$0.01 par value	MS/PI	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series K, \$0.01 par value	MS/PK	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of 4.875% Non-Cumulative Preferred Stock, Series L, \$0.01 par value	MS/PL	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of 4.250% Non-Cumulative Preferred Stock, Series O, \$0.01 par value	MS/PO	New York Stock Exchange
Depository Shares, each representing 1/1,000th interest in a share of 6.500% Non-Cumulative Preferred Stock, Series P, \$0.01 par value	MS/PP	New York Stock Exchange
Global Medium-Term Notes, Series A, Fixed Rate Step-Up Senior Notes Due 2026 of Morgan Stanley Finance LLC (and Registrant's guarantee with respect thereto)	MS/26C	New York Stock Exchange
Global Medium-Term Notes, Series A, Floating Rate Notes Due 2029 of Morgan Stanley Finance LLC (and Registrant's guarantee with respect thereto)	MS/29	New York Stock Exchange

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes ☒ No ☐

Indicate by check mark whether the Registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the Registrant was required to submit such files). Yes ☒ No ☐

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer ☒ Accelerated filer ☐ Non-accelerated filer ☐ Smaller reporting company ☐ Emerging growth company ☐

If an emerging growth company, indicate by check mark if the Registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes ☐ No ☒

As of April 30, 2024, there were 1,625,162,676 shares of the Registrant's Common Stock, par value \$0.01 per share, outstanding.

# QUARTERLY REPORT ON FORM 10-Q

For the quarter ended March 31, 2024

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### Available Information

We file annual, quarterly and current reports, proxy statements and other information with the Securities and Exchange Commission (“SEC”). The SEC maintains a website, [www.sec.gov](http://www.sec.gov), that contains annual, quarterly and current reports, proxy and information statements, and other information that issuers file electronically with the SEC. Our electronic SEC filings are available to the public at the SEC’s website.

Our website is [www.morganstanley.com](http://www.morganstanley.com). You can access our Investor Relations webpage at [www.morganstanley.com/about-us-ir](http://www.morganstanley.com/about-us-ir). We make available free of charge, on or through our Investor Relations webpage, our proxy statements, annual reports on Form 10-K, quarterly reports on Form 10-Q, current reports on Form 8-K and any amendments to those reports filed or furnished pursuant to the Securities Exchange Act of 1934, as amended (“Exchange Act”), as soon as reasonably practicable after such material is electronically filed with, or furnished to, the SEC. We also make available, through our Investor Relations webpage, via a link to the SEC’s website, statements of beneficial ownership of our equity securities filed by our directors, officers, 10% or greater shareholders and others under Section 16 of the Exchange Act.

You can access information about our corporate governance at [www.morganstanley.com/about-us-governance](http://www.morganstanley.com/about-us-governance), our sustainability initiatives at [www.morganstanley.com/about-us/sustainability-at-morgan-stanley](http://www.morganstanley.com/about-us/sustainability-at-morgan-stanley), and our commitment to diversity and inclusion at [www.morganstanley.com/about-us/diversity](http://www.morganstanley.com/about-us/diversity). Our webpages include:

- Amended and Restated Certificate of Incorporation;
- Amended and Restated Bylaws;
- Charters for our Audit Committee, Compensation, Management Development and Succession Committee, Governance and Sustainability Committee, Operations and Technology Committee, and Risk Committee;
- Corporate Governance Policies;
- Policy Regarding Corporate Political Activities;
- Policy Regarding Shareholder Rights Plan;
- Equity Ownership Commitment;
- Code of Ethics and Business Conduct;
- Code of Conduct;
- Integrity Hotline Information;
- Environmental and Social Policies; and
- 2022 ESG Report: Diversity & Inclusion, Climate, and Sustainability.

Our Code of Ethics and Business Conduct applies to all directors, officers and employees, including our Chief Executive Officer, Chief Financial Officer and Deputy Chief Financial Officer. We will post any amendments to the Code of Ethics and Business Conduct and any waivers that are required to be disclosed by the rules of either the SEC or the New York Stock Exchange LLC (“NYSE”) on our website. You can request a copy of these documents, excluding exhibits, at no cost, by contacting Investor Relations, 1585 Broadway, New York, NY 10036 (212-761-4000). The information on our website is not incorporated by reference into this report.

## Management's Discussion and Analysis of Financial Condition and Results of Operations

### Introduction

Morgan Stanley is a global financial services firm that maintains significant market positions in each of its business segments—Institutional Securities, Wealth Management and Investment Management. Morgan Stanley, through its subsidiaries and affiliates, provides a wide variety of products and services to a large and diversified group of clients and customers, including corporations, governments, financial institutions and individuals. Unless the context otherwise requires, the terms “Morgan Stanley,” “Firm,” “us,” “we” or “our” mean Morgan Stanley (the “Parent Company”) together with its consolidated subsidiaries. See the “Glossary of Common Terms and Acronyms” for the definition of certain terms and acronyms used throughout this Form 10-Q.

A description of the clients and principal products and services of each of our business segments is as follows:

Institutional Securities provides a variety of products and services to corporations, governments, financial institutions and ultra-high net worth clients. Investment Banking services consist of capital raising and financial advisory services, including the underwriting of debt, equity securities and other products, as well as advice on mergers and acquisitions, restructurings and project finance. Our Equity and Fixed Income businesses include sales, financing, prime brokerage, market-making, Asia wealth management services and certain business-related investments. Lending activities include originating corporate loans and commercial real estate loans, providing secured lending facilities, and extending securities-based and other financing to customers. Other activities include research.

Wealth Management provides a comprehensive array of financial services and solutions to individual investors and small to medium-sized businesses and institutions covering: financial advisor-led brokerage, custody, administrative and investment advisory services; self-directed brokerage services; financial and wealth planning services; workplace services, including stock plan administration; securities-based lending, residential real estate loans and other lending products; banking; and retirement plan services.

Investment Management provides a broad range of investment strategies and products that span geographies, asset classes, and public and private markets to a diverse group of clients across institutional and intermediary channels. Strategies and products, which are offered through a variety of investment vehicles, include equity, fixed income, alternatives and solutions, and liquidity and overlay services. Institutional clients include defined benefit/defined contribution plans, foundations, endowments, government entities, sovereign wealth funds, insurance companies, third-party fund sponsors and corporations. Individual clients are generally served through intermediaries, including affiliated and non-affiliated distributors.

Management's Discussion and Analysis includes certain metrics that we believe to be useful to us, investors, analysts and other stakeholders by providing further transparency about, or an additional means of assessing, our financial condition and operating results. Such metrics, when used, are defined and may be different from or inconsistent with metrics used by other companies.

The results of operations in the past have been, and in the future may continue to be, materially affected by: competition; risk factors; legislative, legal and regulatory developments; and other factors. These factors also may have an adverse impact on our ability to achieve our strategic objectives. Additionally, the discussion of our results of operations herein may contain forward-looking statements. These statements, which reflect management's beliefs and expectations, are subject to risks and uncertainties that may cause actual results to differ materially. For a discussion of the risks and uncertainties that may affect our future results, see “Forward-Looking Statements,” “Business—Competition,” “Business—Supervision and Regulation” and “Risk Factors” in the 2023 Form 10-K and “Liquidity and Capital Resources—Regulatory Requirements” herein.

# Management's Discussion and Analysis

Morgan Stanley

## Executive Summary

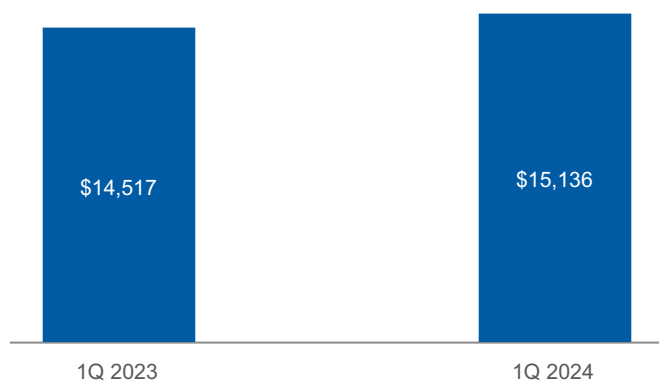
### Overview of Financial Results

#### Consolidated Results—Three Months Ended March 31, 2024

- The Firm reported net revenues of \$15.1 billion and net income of \$3.4 billion with strong contributions across each of our businesses.
- The Firm delivered ROE of 14.5% and ROTCE of 19.7% (see “Selected Non-GAAP Financial Information” herein).
- The Firm’s expense efficiency ratio was 71% demonstrating operating leverage in an improving market environment.
- At March 31, 2024, the Firm’s Standardized Common Equity Tier 1 capital ratio was 15.0%.
- Institutional Securities net revenues of \$7.0 billion reflect strong performance across the broad franchise, with particular strength in Equity as well as underwriting revenues, partially offset by lower results in Advisory.
- Wealth Management delivered a pre-tax margin of 26.3%. Net revenues were \$6.9 billion on higher asset management revenues driven by the positive market environment. Net new assets for the quarter were \$95 billion.
- Investment Management results reflect net revenues of \$1.4 billion on higher average AUM of \$1.5 trillion. The quarter included positive long-term net flows of \$7.6 billion.

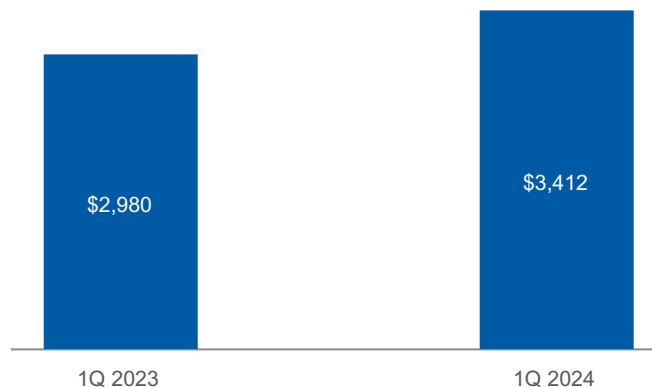
#### Net Revenues

(\$ in millions)

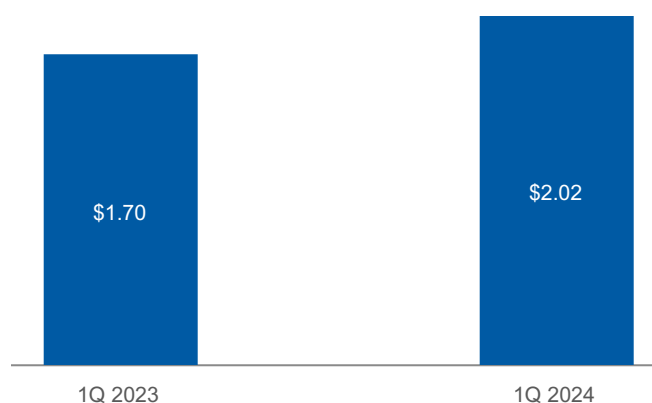


#### Net Income Applicable to Morgan Stanley

(\$ in millions)



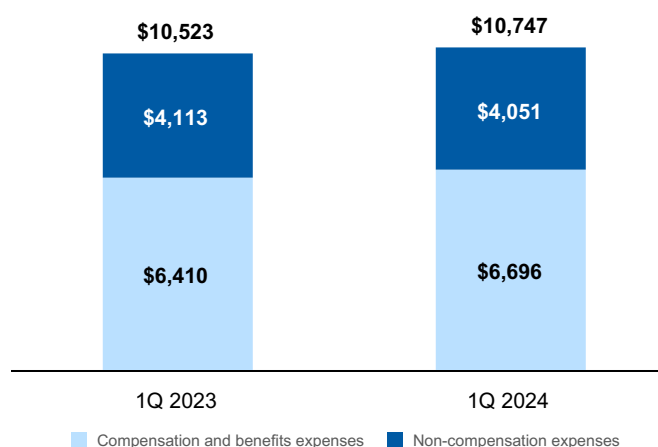
#### Earnings per Diluted Common Share



We reported net revenues of \$15.1 billion in the quarter ended March 31, 2024 (“current quarter,” or “1Q 2024”), which increased by 4% compared with \$14.5 billion in the quarter ended March 31, 2023 (“prior year quarter,” or “1Q 2023”). For the current quarter, net income applicable to Morgan Stanley was \$3.4 billion, or \$2.02 per diluted common share, which increased by 14%, or 19% compared with \$3.0 billion, or \$1.70 per diluted common share in the prior year quarter.

#### Non-interest Expenses

(\$ in millions)



## Management's Discussion and Analysis

- Compensation and benefits expenses of \$6,696 million in the current quarter increased 4% from the prior year quarter, primarily due to an increase in the formulaic payout to Wealth Management representatives driven by higher compensable revenues and higher discretionary incentive compensation, partially offset by lower stock-based compensation expense in the prior year quarter.
- Non-compensation expenses of \$4,051 million in the current quarter decreased 2% from the prior year quarter, primarily driven by lower legal and professional services expenses and lower marketing and business development costs, partially offset by an increased technology spend, an incremental FDIC special assessment cost of \$42 million and higher execution-related expenses.

### Provision for Credit Losses

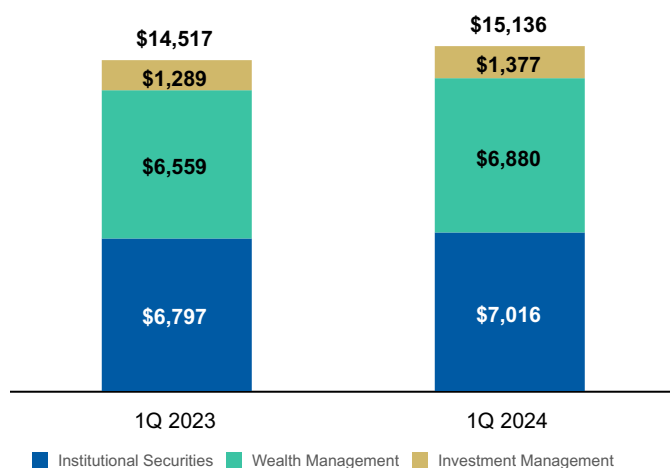
The Provision for credit losses on loans and lending commitments was a net release of \$6 million, primarily as a result of improvements in the macroeconomic outlook. This was partially offset by provisions for certain specific commercial real estate and corporate loans and modest growth in certain other loan portfolios. The Provision for credit losses on loans and lending commitments in the prior year quarter was \$234 million, primarily related to a deterioration in both the macroeconomic outlook and the commercial real estate portfolio.

For further information on the Provision for credit losses, see "Credit Risk" herein.

### Business Segment Results

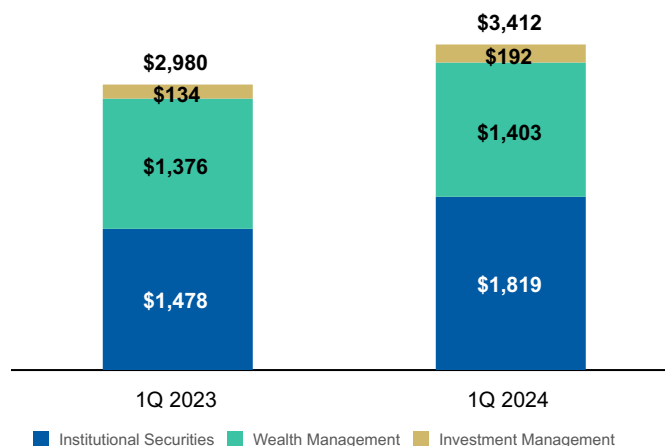
#### Net Revenues by Segment<sup>1</sup>

(\$ in millions)



#### Net Income Applicable to Morgan Stanley by Segment<sup>1</sup>

(\$ in millions)

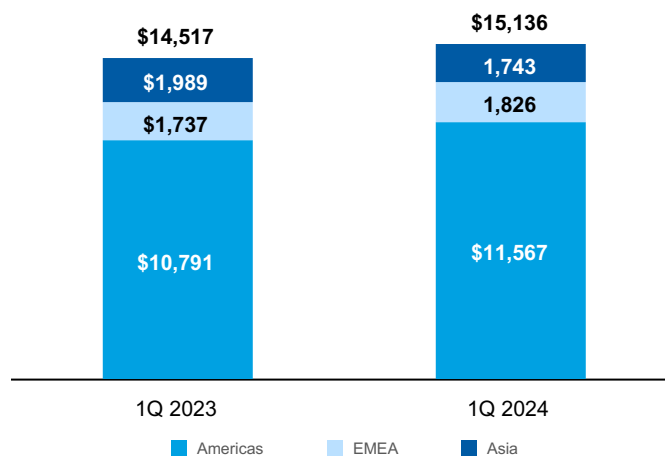


1. The amounts in the charts represent the contribution of each business segment to the total of the applicable financial category and may not sum to the total presented on top of the bars due to intersegment eliminations. See Note 19 to the financial statements for details of intersegment eliminations.

- Institutional Securities net revenues of \$7,016 million in the current quarter increased 3% from the prior year quarter, primarily reflecting higher underwriting revenues and higher Equity results, partially offset by lower Advisory and Fixed income results.
- Wealth Management net revenues of \$6,880 million in the current quarter increased 5% from the prior year quarter, primarily reflecting higher Asset management revenues and Transactional revenues, partially offset by lower Net interest revenues.
- Investment Management net revenues of \$1,377 million in the current quarter increased 7% from the prior year quarter, primarily reflecting an increase in Asset management and related fees.

#### Net Revenues by Region<sup>1</sup>

(\$ in millions)



1. For a discussion of how the geographic breakdown of net revenues is determined, see Note 22 to the financial statements in the 2023 Form 10-K.

- Americas net revenues in the current quarter increased 7% from the prior year quarter, driven by higher results across all business segments.

## Management's Discussion and Analysis

- EMEA net revenues in the current quarter increased 5% from the prior year quarter, primarily driven by higher results from Investment Banking and Equity, partially offset by lower results from Fixed income within the Institutional Securities business segment.
- Asia net revenues in the current quarter decreased 12% from the prior year quarter, primarily driven by lower results from Fixed income and Equity within the Institutional Securities business segment.

### Selected Financial Information and Other Statistical Data

\$ in millions, except per share data	Three Months Ended March 31,	
	2024	2023
<b>Consolidated results</b>		
Net revenues	\$ 15,136	\$ 14,517
Earnings applicable to Morgan Stanley common shareholders	\$ 3,266	\$ 2,836
Earnings per diluted common share	\$ 2.02	\$ 1.70
<b>Consolidated financial measures</b>		
Expense efficiency ratio <sup>1</sup>	71 %	72 %
ROE <sup>2</sup>	14.5 %	12.4 %
ROTCE <sup>2,3</sup>	19.7 %	16.9 %
Pre-tax margin <sup>4</sup>	29 %	26 %
Effective tax rate	21.2 %	19.3 %
<b>Pre-tax margin by segment<sup>4</sup></b>		
Institutional Securities	34 %	28 %
Wealth Management	26 %	26 %
Investment Management	18 %	13 %

\$ in millions, except per share data, worldwide employees and client assets	At	
	March 31, 2024	December 31, 2023
Average liquidity resources for three months ended <sup>5</sup>	\$ 318,664	\$ 314,504
Loans <sup>6</sup>	\$ 227,145	\$ 226,828
Total assets	\$ 1,228,503	\$ 1,193,693
Deposits	\$ 352,494	\$ 351,804
Borrowings	\$ 271,383	\$ 263,732
Common equity	\$ 90,448	\$ 90,288
Tangible common equity <sup>3</sup>	\$ 66,813	\$ 66,527
Common shares outstanding	1,627	1,627
Book value per common share <sup>7</sup>	\$ 55.60	\$ 55.50
Tangible book value per common share <sup>3,7</sup>	\$ 41.07	\$ 40.89
Worldwide employees (in thousands)	80	80
Client assets <sup>8</sup> (in billions)	\$ 7,000	\$ 6,588
<b>Capital Ratios<sup>9</sup></b>		
Common Equity Tier 1 capital—Standardized	15.0 %	15.2 %
Tier 1 capital—Standardized	16.9 %	17.1 %
Common Equity Tier 1 capital—Advanced	15.4 %	15.5 %
Tier 1 capital—Advanced	17.3 %	17.4 %
Tier 1 leverage	6.7 %	6.7 %
SLR	5.4 %	5.5 %

1. The expense efficiency ratio represents total non-interest expenses as a percentage of net revenues.
2. ROE and ROTCE represent annualized earnings applicable to Morgan Stanley common shareholders as a percentage of average common equity and average tangible common equity, respectively.
3. Represents a non-GAAP financial measure. See "Selected Non-GAAP Financial Information" herein.
4. Pre-tax margin represents income before provision for income taxes as a percentage of net revenues.
5. For a discussion of Liquidity resources, see "Liquidity and Capital Resources—Balance Sheet—Liquidity Risk Management Framework—Liquidity Resources" herein.

6. Includes loans held for investment, net of ACL, loans held for sale and also includes loans at fair value, which are included in Trading assets in the balance sheet.
7. Book value per common share and tangible book value per common share equal common equity and tangible common equity, respectively, divided by common shares outstanding.
8. Client assets represents Wealth Management client assets and Investment Management AUM. Certain Wealth Management client assets are invested in Investment Management products and are also included in Investment Management's AUM.
9. For a discussion of our capital ratios, see "Liquidity and Capital Resources—Regulatory Requirements" herein.

### Economic and Market Conditions

The market environment continued to improve in the first quarter of 2024, despite heightened geopolitical risks, continued inflationary concerns and uncertainty regarding the future path of interest rates, which have remained persistently high relative to recent years. The timing and pace of interest rate changes remain unknown and could impact capital markets in 2024. The market environment impacted our businesses, as discussed further in "Business Segments" herein, and, to the extent that it continues to remain uncertain, could adversely impact client confidence and related activity.

For more information on economic and market conditions, and the potential effects of geopolitical events and acts of war or aggression on our future results, refer to "Risk Factors" and "Forward-Looking Statements" in the 2023 Form 10-K.

### Selected Non-GAAP Financial Information

We prepare our financial statements using U.S. GAAP. From time to time, we may disclose certain "non-GAAP financial measures" in this document or in the course of our earnings releases, earnings and other conference calls, financial presentations, definitive proxy statements and other public disclosures. A "non-GAAP financial measure" excludes, or includes, amounts from the most directly comparable measure calculated and presented in accordance with U.S. GAAP. We consider the non-GAAP financial measures we disclose to be useful to us, investors, analysts and other stakeholders by providing further transparency about, or an alternate means of assessing or comparing our financial condition, operating results and capital adequacy.

These measures are not in accordance with, or a substitute for, U.S. 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 U.S. GAAP, along with a reconciliation of the differences between the U.S. GAAP financial measure and the non-GAAP financial measure.

We present certain non-GAAP financial measures that exclude the impact of mark-to-market gains and losses on DCP investments from net revenues and compensation expenses. The impact of DCP is primarily reflected in our Wealth Management business segment results. These measures allow for better comparability of period-to-period underlying operating performance and revenue trends,



## Management's Discussion and Analysis

especially in our Wealth Management business segment. By excluding the impact of these items, we are better able to describe the business drivers and resulting impact to net revenues and corresponding change to the associated compensation expenses. For more information, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Executive Summary" in the 2023 Form 10-K.

Tangible common equity is a non-GAAP financial measure that we believe analysts, investors and other stakeholders consider useful to allow for comparability to peers and of the period-to-period use of our equity. The calculation of tangible common equity represents common shareholders' equity less goodwill and intangible assets net of allowable mortgage servicing rights deduction. In addition, we believe that certain ratios that utilize tangible common equity, such as return on average tangible common equity ("ROTCE") and tangible book value per common share, also non-GAAP financial measures, are useful for evaluating the operating performance and capital adequacy of the business period-to-period, respectively. The calculation of ROTCE represents annualized earnings applicable to Morgan Stanley common shareholders as a percentage of average tangible common equity. The calculation of tangible book value per common share represents tangible common equity divided by common shares outstanding.

The principal non-GAAP financial measures presented in this document are set forth in the following tables.

### Reconciliations from U.S. GAAP to Non-GAAP Consolidated Financial Measures

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Net revenues</b>	<b>\$ 15,136</b>	<b>\$ 14,517</b>
Adjustment for mark-to-market losses (gains) on DCP <sup>1</sup>	(187)	(153)
<b>Adjusted Net revenues—non-GAAP</b>	<b>\$ 14,949</b>	<b>\$ 14,364</b>
<b>Compensation expense</b>	<b>\$ 6,696</b>	<b>\$ 6,410</b>
Adjustment for mark-to-market gains (losses) on DCP <sup>1</sup>	(249)	(193)
<b>Adjusted Compensation expense—non-GAAP</b>	<b>\$ 6,447</b>	<b>\$ 6,217</b>
<b>Wealth Management Net revenues</b>	<b>\$ 6,880</b>	<b>\$ 6,559</b>
Adjustment for mark-to-market losses (gains) on DCP <sup>1</sup>	(140)	(101)
<b>Adjusted Wealth Management Net revenues—non-GAAP</b>	<b>\$ 6,740</b>	<b>\$ 6,458</b>
<b>Wealth Management Compensation expense</b>	<b>\$ 3,788</b>	<b>\$ 3,477</b>
Adjustment for mark-to-market gains (losses) on DCP <sup>1</sup>	(156)	(119)
<b>Adjusted Wealth Management Compensation expense—non-GAAP</b>	<b>\$ 3,632</b>	<b>\$ 3,358</b>

\$ in millions	At March 31, 2024		At December 31, 2023	
<b>Tangible equity</b>				
Common equity	\$	90,448	\$	90,288
Less: Goodwill and net intangible assets		(23,635)		(23,761)
<b>Tangible common equity—non-GAAP</b>	<b>\$</b>	<b>66,813</b>	<b>\$</b>	<b>66,527</b>

## Morgan Stanley

\$ in millions	Average Monthly Balance	
	Three Months Ended March 31,	
	2024	2023
<b>Tangible equity</b>		
Common equity	\$ 89,913	\$ 91,382
Less: Goodwill and net intangible assets	(23,705)	(24,198)
<b>Tangible common equity—non-GAAP</b>	<b>\$ 66,208</b>	<b>\$ 67,184</b>

### Non-GAAP Financial Measures by Business Segment

\$ in billions	Three Months Ended March 31,	
	2024	2023
<b>Average common equity<sup>2</sup></b>		
Institutional Securities	\$ 45.0	\$ 45.6
Wealth Management	29.1	28.8
Investment Management	10.8	10.4
<b>ROE<sup>3</sup></b>		
Institutional Securities	15 %	12 %
Wealth Management	19 %	19 %
Investment Management	7 %	5 %
<b>Average tangible common equity<sup>2</sup></b>		
Institutional Securities	\$ 44.6	\$ 45.2
Wealth Management	15.5	14.8
Investment Management	1.1	0.7
<b>ROTCE<sup>3</sup></b>		
Institutional Securities	15 %	12 %
Wealth Management	35 %	36 %
Investment Management	68 %	73 %

1. Net revenues and compensation expense are adjusted for DCP for both Firm and Wealth Management business segment. See "Management's Discussion and Analysis of Financial Condition and Results of Operations—Other Matters" in the 2023 Form 10-K for more information.
2. Average common equity and average tangible common equity for each business segment is determined using our Required Capital framework (see "Liquidity and Capital Resources—Regulatory Requirements—Attribution of Average Common Equity According to the Required Capital Framework" herein). The sums of the segments' Average common equity and Average tangible common equity do not equal the Consolidated measures due to Parent Company equity.
3. The calculation of ROE and ROTCE by segment uses net income applicable to Morgan Stanley by segment less preferred dividends allocated to each segment, annualized as a percentage of average common equity and average tangible common equity, respectively, allocated to each segment.

### Return on Tangible Common Equity Goal

We have an ROTCE goal of 20%. Our ROTCE goal is a forward-looking statement that is based on a normal market environment and may be materially affected by many factors.

See "Risk Factors" and "Forward-Looking Statements" in the 2023 Form 10-K for further information on market and economic conditions and their potential effects on our future operating results.

ROTCE represents a non-GAAP financial measure. For further information on non-GAAP measures, see "Selected Non-GAAP Financial Information" herein.



## Management's Discussion and Analysis

### Business Segments

Substantially all of our operating revenues and operating expenses are directly attributable to our business segments. Certain revenues and expenses have been allocated to each business segment, generally in proportion to its respective net revenues, non-interest expenses or other relevant measures. See Note 19 to the financial statements for segment net revenues by income statement line item and information on intersegment transactions.

For an overview of the components of our business segments, net revenues, compensation expense and income taxes, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Business Segments" in the 2023 Form 10-K.

## Management's Discussion and Analysis

Morgan Stanley

### Institutional Securities

#### Income Statement Information

\$ in millions	Three Months Ended March 31,		% Change
	2024	2023	
<b>Revenues</b>			
Advisory	\$ 461	\$ 638	(28)%
Equity	430	202	113 %
Fixed income	556	407	37 %
Total Underwriting	986	609	62 %
Total Investment banking	1,447	1,247	16 %
Equity	2,842	2,729	4 %
Fixed income	2,485	2,576	(4)%
Other	242	245	(1)%
<b>Net revenues</b>	<b>\$ 7,016</b>	<b>\$ 6,797</b>	<b>3 %</b>
<b>Provision for credit losses</b>	<b>2</b>	<b>189</b>	<b>(99)%</b>
Compensation and benefits	2,343	2,365	(1)%
Non-compensation expenses	2,320	2,351	(1)%
<b>Total non-interest expenses</b>	<b>4,663</b>	<b>4,716</b>	<b>(1)%</b>
Income before provision for income taxes	2,351	1,892	24 %
Provision for income taxes	482	363	33 %
Net income	1,869	1,529	22 %
Net income applicable to noncontrolling interests	50	51	(2)%
<b>Net income applicable to Morgan Stanley</b>	<b>\$ 1,819</b>	<b>\$ 1,478</b>	<b>23 %</b>

### Investment Banking

#### Investment Banking Volumes

\$ in billions	Three Months Ended March 31,	
	2024	2023
Completed mergers and acquisitions <sup>1</sup>	\$ 115	\$ 128
Equity and equity-related offerings <sup>2,3</sup>	16	11
Fixed income offerings <sup>2,4</sup>	95	63

Source: Refinitiv data as of April 1, 2024. Transaction volumes may not be indicative of net revenues in a given period. In addition, transaction volumes for prior periods may vary from amounts previously reported due to the subsequent withdrawal, change in value or change in timing of certain transactions.

1. Includes transactions of \$100 million or more. Based on full credit to each of the advisors in a transaction.
2. Based on full credit for single book managers and equal credit for joint book managers.
3. Includes Rule 144A issuances and registered public offerings of common stock, convertible securities and rights offerings.
4. Includes Rule 144A and publicly registered issuances, non-convertible preferred stock, mortgage-backed and asset-backed securities, and taxable municipal debt. Excludes leveraged loans and self-led issuances.

#### Investment Banking Revenues

Revenues of \$1,447 million in the current quarter increased 16% from the prior year quarter, reflecting an increase in underwriting revenues, partially offset by lower Advisory revenues.

- Advisory revenues decreased primarily due to fewer completed M&A transactions.
- Equity underwriting revenues increased on higher volumes, primarily in initial public and follow-on offerings.

- Fixed income underwriting revenues increased primarily due to higher bond issuances, securitized products revenues and investment-grade loan issuances.

While Investment Banking results improved from recent quarters on higher underwriting revenues, we continue to operate in a market environment with lower completed M&A activity.

See "Investment Banking Volumes" herein.

### Equity, Fixed Income and Other Net Revenues

#### Equity and Fixed Income Net Revenues

\$ in millions	Three Months Ended March 31, 2024				
	Trading	Fees <sup>1</sup>	Net Interest <sup>2</sup>	All Other <sup>3</sup>	Total
Financing	\$ 2,022	\$ 136	\$ (891)	\$ 1	\$ 1,268
Execution services	972	609	(41)	34	1,574
<b>Total Equity</b>	<b>\$ 2,994</b>	<b>\$ 745</b>	<b>\$ (932)</b>	<b>\$ 35</b>	<b>\$ 2,842</b>
<b>Total Fixed Income</b>	<b>\$ 2,594</b>	<b>\$ 104</b>	<b>\$ (292)</b>	<b>\$ 79</b>	<b>\$ 2,485</b>

\$ in millions	Three Months Ended March 31, 2023				
	Trading	Fees <sup>1</sup>	Net Interest <sup>2</sup>	All Other <sup>3</sup>	Total
Financing	\$ 1,696	\$ 134	\$ (541)	\$ 32	\$ 1,321
Execution services	848	619	(59)	—	1,408
<b>Total Equity</b>	<b>\$ 2,544</b>	<b>\$ 753</b>	<b>\$ (600)</b>	<b>\$ 32</b>	<b>\$ 2,729</b>
<b>Total Fixed Income</b>	<b>\$ 2,478</b>	<b>\$ 109</b>	<b>\$ (89)</b>	<b>\$ 78</b>	<b>\$ 2,576</b>

1. Includes Commissions and fees and Asset management revenues.

2. Includes funding costs, which are allocated to the businesses based on funding usage.

3. Includes Investments and Other revenues.

### Equity

Net revenues of \$2,842 million in the current quarter increased 4% compared with the prior year quarter, reflecting an increase in Execution services, partially offset by a decrease in Financing.

- Financing revenues decreased primarily driven by lower gains on inventory held to facilitate client activity in Asia compared to elevated results in the prior year quarter, partially offset by the impact of higher average client balances.
- Execution services revenues increased primarily due to higher gains on inventory held to facilitate client activity in derivatives and cash equities and mark-to-market gains on business-related investments compared with losses in the prior year quarter.

## Management's Discussion and Analysis

### *Fixed Income*

Net revenues of \$2,485 million in the current quarter decreased 4% from the prior year quarter, primarily reflecting a decrease in client activity, partially offset by an increase in certain commodities products.

- Global macro products revenues decreased primarily due to decreased client activity in foreign exchange and rates products.
- Credit products revenues decreased primarily due to lower client activity, partially offset by higher gains on inventory held to facilitate client activity.
- Commodities products and other fixed income revenues increased primarily due to higher gains on inventory held to facilitate client activity.

### *Other Net Revenues*

Other net revenues of \$242 million in the current quarter were relatively unchanged from the prior year quarter.

### **Provision for Credit Losses**

The Provision for credit losses on loans and lending commitments of \$2 million in the current quarter was primarily related to modest growth in certain loan portfolios and provisions for certain specific commercial real estate and corporate loans, partially offset by improvements in the macroeconomic outlook. The Provision for credit losses on loans and lending commitments was \$189 million in the prior year quarter, primarily related to a deterioration in both the macroeconomic outlook and the commercial real estate portfolio.

For further information on the Provision for credit losses, see "Credit Risk" herein.

### **Non-interest Expenses**

Non-interest expenses of \$4,663 million in the current quarter decreased 1% compared with the prior year quarter, primarily due to lower Non-compensation expenses.

- Compensation and benefits expenses were relatively unchanged from the prior year quarter, reflecting lower stock-based compensation expense in the prior year quarter and the impact of lower headcount, offset by higher discretionary incentive compensation.
- Non-compensation expenses decreased primarily due to lower legal and professional services expenses, partially offset by higher execution-related expenses and an increased technology spend.

# Management's Discussion and Analysis

Morgan Stanley

## Wealth Management

### Income Statement Information

\$ in millions	Three Months Ended March 31,		% Change
	2024	2023	
<b>Revenues</b>			
Asset management	\$ 3,829	\$ 3,382	13 %
Transactional <sup>1</sup>	1,033	921	12 %
Net interest	1,856	2,158	(14)%
Other <sup>1</sup>	162	98	65 %
<b>Net revenues</b>	<b>6,880</b>	<b>6,559</b>	<b>5 %</b>
<b>Provision for credit losses</b>	<b>(8)</b>	<b>45</b>	<b>(118)%</b>
Compensation and benefits	3,788	3,477	9 %
Non-compensation expenses	1,294	1,325	(2)%
<b>Total non-interest expenses</b>	<b>5,082</b>	<b>4,802</b>	<b>6 %</b>
Income before provision for income taxes	\$ 1,806	\$ 1,712	5 %
Provision for income taxes	403	336	20 %
<b>Net income applicable to Morgan Stanley</b>	<b>\$ 1,403</b>	<b>\$ 1,376</b>	<b>2 %</b>

1. Transactional includes Investment banking, Trading, and Commissions and fees revenues. Other includes Investments and Other revenues.

### Wealth Management Metrics

\$ in billions	At March 31,		At December 31,
	2024	2023	2023
Total client assets <sup>1</sup>	\$ 5,495	\$ 5,129	
U.S. Bank Subsidiary loans	\$ 147	\$ 147	
Margin and other lending <sup>2</sup>	\$ 23	\$ 21	
Deposits <sup>3</sup>	\$ 347	\$ 346	
Annualized weighted average cost of deposits <sup>4</sup>			
Period end	2.96%	2.92%	
Period average for three months ended	2.92%	2.86%	
	Three Months Ended March 31,		
	2024	2023	
Net new assets	\$ 94.9	\$ 109.6	

1. Client assets represent those for which Wealth Management is providing services including financial advisor-led brokerage, custody, administrative and investment advisory services; self-directed brokerage and investment advisory services; financial and wealth planning services; workplace services, including stock plan administration, and retirement plan services. See "Advisor-Led Channel" and "Self-Directed Channel" herein for additional information.
2. Margin and other lending represents margin lending arrangements, which allow customers to borrow against the value of qualifying securities and other lending which includes non-purpose securities-based lending on non-bank entities.
3. Deposits reflect liabilities sourced from Wealth Management clients and other sources of funding on our U.S. Bank Subsidiaries. Deposits include sweep deposit programs, savings and other deposits, and time deposits.
4. Annualized weighted average represents the total annualized weighted average cost of the various deposit products, excluding the effect of related hedging derivatives. The period end cost of deposits is based upon balances and rates as of March 31, 2024 and December 31, 2023. The period average is based on daily balances and rates for the year.

### Net New Assets

NNA represent client asset inflows, inclusive of interest, dividends and asset acquisitions, less client asset outflows, and exclude the impact of business combinations/divestitures and the impact of fees and commissions. The level of NNA in a given period is influenced by a variety of factors, including macroeconomic factors that impact client investment and spending behaviors, our ability to attract and retain financial

advisors and clients, and timing of large idiosyncratic flows. Of the \$95 billion of NNA during the current quarter, a little more than half related to our family office offering. Macroeconomic factors have had an impact on our NNA in recent periods. Should these factors continue, the growth rate of our NNA may be impacted.

### Advisor-led Channel

\$ in billions	At March 31,		At December 31,
	2024	2023	2023
Advisor-led client assets <sup>1</sup>	\$ 4,302	\$ 3,979	
Fee-based client assets <sup>2</sup>	\$ 2,124	\$ 1,983	
Fee-based client assets as a percentage of advisor-led client assets	49%	50%	
	Three Months Ended March 31,		
	2024	2023	
Fee-based asset flows <sup>3</sup>	\$ 26.2	\$ 22.4	

1. Advisor-led client assets represent client assets in accounts that have a Wealth Management representative assigned.
2. Fee-based client assets represent the amount of assets in client accounts where the basis of payment for services is a fee calculated on those assets.
3. Fee-based asset flows include net new fee-based assets (including asset acquisitions), net account transfers, dividends, interest and client fees, and exclude institutional cash management related activity. For a description of the Inflows and Outflows included in Fee-based asset flows, see Fee-based client assets in the 2023 Form 10-K.

### Self-directed Channel

	At March 31,		At December 31,
	2024	2023	2023
Self-directed client assets <sup>1</sup> (in billions)	\$ 1,194	\$ 1,150	
Self-directed households <sup>2</sup> (in millions)	8.1	8.1	
	Three Months Ended March 31,		
	2024	2023	
Daily average revenue trades ("DARTs") <sup>3</sup> (in thousands)	841	831	

1. Self-directed client assets represent active accounts which are not advisor led. Active accounts are defined as having at least \$25 in assets.
2. Self-directed households represent the total number of households that include at least one active account with self-directed assets. Individual households or participants that are engaged in one or more of our Wealth Management channels are included in each of the respective channel counts.
3. DARTs represent the total self-directed trades in a period divided by the number of trading days during that period.

### Workplace Channel<sup>1</sup>

	At March 31,		At December 31,
	2024	2023	2023
Stock plan unvested assets <sup>2</sup> (in billions)	\$ 457	\$ 416	
Stock plan participants <sup>3</sup> (in millions)	6.6	6.6	

1. The workplace channel includes equity compensation solutions for companies, their executives and employees.
2. Stock plan unvested assets represent the market value of public company securities at the end of the period.
3. Stock plan participants represent total accounts with vested and/or unvested stock plan assets in the workplace channel. Individuals with accounts in multiple plans are counted as participants in each plan.

### Net Revenues

#### Asset Management

Asset management revenues of \$3,829 million in the current quarter increased 13% compared with the prior year quarter, primarily reflecting higher fee-based asset levels in the

## Management's Discussion and Analysis

current quarter due to higher market levels and the cumulative impact of positive fee-based flows.

See “Fee-Based Client Assets Rollforwards” herein.

### Transactional Revenues

Transactional revenues of \$1,033 million in the current quarter increased 12% compared with the prior year quarter, primarily due to higher revenues from the distribution of structured products commensurate with equity markets and higher gains on DCP investments.

For further information on the impact of DCP, see “Selected Non-GAAP Financial Information” herein.

### Net Interest

Net interest revenues of \$1,856 million in the current quarter decreased 14% when compared with the prior year quarter, primarily due to changes in deposit mix, partially offset by the net effect of higher interest rates.

The level and pace of interest rate changes and other macroeconomic factors continued to impact client preferences for cash allocation to higher-yielding products and the pace of reallocation of client balances, resulting in changes in the deposit mix and associated interest expense, as well as client demand for loans. If these trends persist, net interest income may be further impacted in future periods.

### Provision for Credit Losses

The Provision for credit losses on loans and lending commitments was a net release of \$8 million in the current quarter as a result of improvements in the macroeconomic outlook. This was partially offset by provisions for certain specific commercial real estate loans. The Provision for credit losses on loans and lending commitments was \$45 million in the prior year quarter, primarily driven by deterioration in the macroeconomic outlook.

### Non-interest Expenses

Non-interest expenses of \$5,082 million in the current quarter increased 6% compared with the prior year quarter, as a result of higher compensation and benefits expenses.

- Compensation and benefits expenses increased in the current quarter primarily due to an increase in the formulaic payout to Wealth Management representatives driven by higher compensable revenues and higher expenses related to amortization of deferred compensation.
- Non-compensation expenses were relatively unchanged from the prior year quarter, reflecting lower professional services and legal expenses, and lower marketing and business development costs offset by the incremental FDIC special assessment cost.

## Fee-Based Client Assets Rollforwards

\$ in billions	At December 31, 2023	Inflows <sup>1</sup>	Outflows <sup>2</sup>	Market Impact <sup>3</sup>	At March 31, 2024
Separately managed <sup>4</sup>	\$ 589	\$ 16	\$ (13)	\$ 39	\$ 631
Unified managed	501	31	(14)	27	545
Advisor	188	9	(11)	12	198
Portfolio manager	645	32	(24)	35	688
Subtotal	\$ 1,923	\$ 88	\$ (62)	\$ 113	\$ 2,062
Cash management	60	12	(10)	—	62
<b>Total fee-based client assets</b>	<b>\$ 1,983</b>	<b>\$ 100</b>	<b>\$ (72)</b>	<b>\$ 113</b>	<b>\$ 2,124</b>

\$ in billions	At December 31, 2022	Inflows <sup>1</sup>	Outflows <sup>2</sup>	Market Impact <sup>3</sup>	At March 31, 2023
Separately managed <sup>4</sup>	\$ 501	\$ 16	\$ (7)	\$ 18	\$ 528
Unified managed	408	21	(14)	17	432
Advisor	167	9	(9)	9	176
Portfolio manager	552	26	(20)	20	578
Subtotal	\$ 1,628	\$ 72	\$ (50)	\$ 64	\$ 1,714
Cash management	50	20	(15)	—	55
<b>Total fee-based client assets</b>	<b>\$ 1,678</b>	<b>\$ 92</b>	<b>\$ (65)</b>	<b>\$ 64</b>	<b>\$ 1,769</b>

1. Inflows include new accounts, account transfers, deposits, dividends and interest.
2. Outflows include closed or terminated accounts, account transfers, withdrawals and client fees.
3. Market impact includes realized and unrealized gains and losses on portfolio investments.
4. Includes non-custody account values based on asset values reported on a quarter lag by third-party custodians.

### Average Fee Rates<sup>1</sup>

Fee rate in bps	Three Months Ended March 31,	
	2024	2023
Separately managed	12	13
Unified managed	91	93
Advisor	79	80
Portfolio manager	90	91
Subtotal	65	66
Cash management	6	6
<b>Total fee-based client assets</b>	<b>63</b>	<b>65</b>

1. Based on Asset management revenues related to advisory services associated with fee-based assets.

For a description of fee-based client assets in the previous tables, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Business Segments—Wealth Management Fee-Based Client Assets” in the 2023 Form 10-K.

## Management's Discussion and Analysis

Morgan Stanley

### Investment Management

#### Income Statement Information

\$ in millions	Three Months Ended March 31,		% Change
	2024	2023	
<b>Revenues</b>			
Asset management and related fees	\$ 1,346	\$ 1,248	8 %
Performance-based income and other <sup>1</sup>	31	41	(24)%
<b>Net revenues</b>	<b>1,377</b>	<b>1,289</b>	<b>7 %</b>
Compensation and benefits	565	568	(1)%
Non-compensation expenses	571	555	3 %
<b>Total non-interest expenses</b>	<b>1,136</b>	<b>1,123</b>	<b>1 %</b>
Income before provision for income taxes	241	166	45 %
Provision for income taxes	49	30	63 %
Net income	192	136	41 %
Net income (loss) applicable to noncontrolling interests	—	2	(100)%
<b>Net income applicable to Morgan Stanley</b>	<b>\$ 192</b>	<b>\$ 134</b>	<b>43 %</b>

1. Includes Investments, Trading, Commissions and fees, Net interest, and Other revenues.

#### Net Revenues

##### Asset Management and Related Fees

Asset management and related fees of \$1,346 million in the current quarter increased 8% from the prior year quarter, primarily driven by higher average AUM on higher market levels. Additionally, there were positive long-term net flows during the current quarter.

Asset management revenues are influenced by the level, relative mix of AUM and related fee rates. While the market environment improved in the current quarter, client preferences in previous quarters have resulted in net outflows in the Equity asset class. To the extent these conditions continue, we would expect our Asset management revenue to continue to be impacted.

See “Assets under Management or Supervision” herein.

##### Performance-based Income and Other

Performance-based income and other revenues of \$31 million in the current quarter decreased from the prior year quarter, primarily due to lower accrued carried interest in certain private funds.

#### Non-interest Expenses

Non-interest expenses of \$1,136 million in the current quarter increased 1% from the prior year quarter, primarily due to higher Non-compensation expenses.

- Compensation and benefits expenses were relatively unchanged from the prior year quarter.

- Non-compensation expenses increased in the current quarter primarily due to higher distribution expenses on higher AUM.

#### Assets under Management or Supervision Rollforwards

<i>\$ in billions</i>	At Dec 31, 2023	Inflows <sup>1</sup>	Outflows <sup>2</sup>	Market Impact <sup>3</sup>	Other <sup>4</sup>	At Mar 31, 2024
Equity	\$ 295	\$ 11	\$ (16)	\$ 24	\$ (4)	\$ 310
Fixed Income	171	17	(13)	1	(2)	174
Alternatives and Solutions	508	35	(24)	26	(2)	543
Long-Term AUM	\$ 974	\$ 63	\$ (53)	\$ 51	\$ (8)	\$ 1,027
Liquidity and Overlay Services	485	522	(531)	6	(4)	478
<b>Total</b>	<b>\$ 1,459</b>	<b>\$ 585</b>	<b>\$ (584)</b>	<b>\$ 57</b>	<b>\$ (12)</b>	<b>\$ 1,505</b>

<i>\$ in billions</i>	At Dec 31, 2022	Inflows <sup>1</sup>	Outflows <sup>2</sup>	Market Impact <sup>3</sup>	Other <sup>4</sup>	At Mar 31, 2023
Equity	\$ 259	\$ 10	\$ (12)	\$ 21	\$ (1)	\$ 277
Fixed Income	173	16	(17)	4	(1)	175
Alternatives and Solutions	431	18	(16)	15	—	448
Long-Term AUM	\$ 863	\$ 44	\$ (45)	\$ 40	\$ (2)	\$ 900
Liquidity and Overlay Services	442	585	(568)	6	(3)	462
<b>Total</b>	<b>\$ 1,305</b>	<b>\$ 629</b>	<b>\$ (613)</b>	<b>\$ 46</b>	<b>\$ (5)</b>	<b>\$ 1,362</b>

1. Inflows represent investments or commitments from new and existing clients in new or existing investment products, including reinvestments of client dividends and increases in invested capital. Inflows exclude the impact of exchanges, whereby a client changes positions within the same asset class.
2. Outflows represent redemptions from clients' funds, transition of funds from the committed capital period to the invested capital period and decreases in invested capital. Outflows exclude the impact of exchanges, whereby a client changes positions within the same asset class.
3. Market impact includes realized and unrealized gains and losses on portfolio investments. This excludes any funds where market impact does not impact management fees.
4. Other contains both distributions and foreign currency impact for all periods. Distributions represent decreases in invested capital due to returns of capital after the investment period of a fund. It also includes fund dividends that the client has not reinvested. Foreign currency impact reflects foreign currency changes for non-U.S. dollar dominated funds.

#### Average AUM

\$ in billions	Three Months Ended March 31,	
	2024	2023
Equity	\$ 302	\$ 271
Fixed income	172	175
Alternatives and Solutions	523	441
Long-term AUM subtotal	997	887
Liquidity and Overlay Services	482	442
<b>Total AUM</b>	<b>\$ 1,479</b>	<b>\$ 1,329</b>



## Management's Discussion and Analysis

### Average Fee Rates<sup>1</sup>

<i>Fee rate in bps</i>	Three Months Ended March 31,	
	2024	2023
Equity	71	72
Fixed income	36	35
Alternatives and Solutions	29	33
Long-term AUM	43	45
Liquidity and Overlay Services	13	13
Total AUM	33	35

1. Based on Asset management revenues, net of waivers, excluding performance-based fees and other non-management fees. For certain non-U.S. funds, it includes the portion of advisory fees that the advisor collects on behalf of third-party distributors. The payment of those fees to the distributor is included in Non-compensation expenses in the income statement.

For a description of the asset classes in the previous tables, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Business Segments—Investment Management—Assets Under Management or Supervision” in the 2023 Form 10-K.

**Supplemental Financial Information**
**U.S. Bank Subsidiaries**

Our U.S. Bank Subsidiaries, Morgan Stanley Bank N.A. ("MSBNA") and Morgan Stanley Private Bank, National Association ("MSPBNA") (together, "U.S. Bank Subsidiaries"), accept deposits, provide loans to a variety of customers, including large corporate and institutional clients, as well as high to ultra-high net worth individuals, and invest in securities. Lending activity in our U.S. Bank Subsidiaries from the Institutional Securities business segment primarily includes Secured lending facilities, Commercial and Residential real estate and Corporate loans. Lending activity in our U.S. Bank Subsidiaries from the Wealth Management business segment primarily includes Securities-based lending, which allows clients to borrow money against the value of qualifying securities, and Residential real estate loans.

For a further discussion of our credit risks, see "Quantitative and Qualitative Disclosures about Risk—Credit Risk" herein. For a further discussion about loans and lending commitments, see Notes 9 and 13 to the financial statements.

**U.S. Bank Subsidiaries' Supplemental Financial Information<sup>1</sup>**

<i>\$ in billions</i>	At March 31, 2024	At December 31, 2023
<b>Investment securities:</b>		
Available-for-sale at fair value	\$ 65.3	\$ 66.6
Held-to-maturity	50.7	51.4
<b>Total Investment securities</b>	<b>\$ 116.0</b>	<b>\$ 118.0</b>
<b>Wealth Management Loans<sup>2</sup></b>		
Residential real estate	\$ 61.3	\$ 60.3
Securities-based lending and Other <sup>3</sup>	86.1	86.2
<b>Total, net of ACL</b>	<b>\$ 147.4</b>	<b>\$ 146.5</b>
<b>Institutional Securities Loans<sup>2</sup></b>		
Corporate	\$ 7.9	\$ 10.1
Secured lending facilities	40.5	40.8
Commercial and Residential real estate	11.1	10.7
Securities-based lending and Other	4.4	4.1
<b>Total, net of ACL</b>	<b>\$ 63.9</b>	<b>\$ 65.7</b>
<b>Total Assets</b>	<b>\$ 400.9</b>	<b>\$ 396.1</b>
<b>Deposits<sup>4</sup></b>	<b>\$ 346.6</b>	<b>\$ 346.1</b>

1. Amounts exclude transactions between the bank subsidiaries, as well as deposits from the Parent Company and affiliates.

2. For a further discussion of loans in the Wealth Management and Institutional Securities business segments, see "Quantitative and Qualitative Disclosures about Risk—Credit Risk" herein.

3. Other loans primarily include tailored lending. For a further discussion of Other loans, see "Quantitative and Qualitative Disclosures about Risk—Credit Risk" herein.

4. For further information on deposits, see "Liquidity and Capital Resources—Funding Management—Balance Sheet—Unsecured Financing" herein.

**Accounting Development Updates**

The Financial Accounting Standards Board has issued certain accounting updates that apply to us. Accounting updates not listed below were assessed and determined to be either not applicable or to not have a material impact on our financial condition or results of operations upon adoption.

We are currently evaluating the following accounting updates; however, we do not expect a material impact on our financial condition or results of operations upon adoption:

- *Income Tax Disclosures.* This accounting update requires disclosure of additional information in relation to income taxes, including additional disaggregation of the income tax rate reconciliation and income taxes paid. For the income tax rate reconciliation, this update requires (1) disclosure of specific categories of reconciling items; and (2) additional information for reconciling items that meet a quantitative threshold (if the effect of those reconciling items is equal to or greater than 5 percent of the amount computed by multiplying pretax income (or loss) by the applicable statutory income tax rate). For income taxes paid, this update requires disclosure of information, including (1) the amount of income taxes paid (net of refunds received) disaggregated by federal, state, and foreign taxes; and (2) the amount of income taxes paid (net of refunds received), disaggregated by individual jurisdictions in which income taxes paid (net of refunds received) is equal to or greater than 5 percent of total income taxes paid (net of refunds received). Additionally, the update requires disclosure of (1) income (or loss) before income taxes, disaggregated between domestic and foreign; and (2) income taxes disaggregated by federal, state and foreign. The accounting update is effective for annual periods beginning January 1, 2025, with early adoption permitted.
- *Segment Reporting.* This accounting update requires additional reportable segment disclosures on an annual and interim basis, primarily about significant segment expenses and other segment items that are regularly provided to the chief operating decision maker and included within the reported measure of segment profit or loss. This update does not change how operating segments are identified or aggregated, or how quantitative thresholds are applied to determine the reportable segments. The accounting update is effective for fiscal years beginning January 1, 2024, and interim periods within fiscal years beginning January 1, 2025, with early adoption permitted.

**Critical Accounting Estimates**

Our financial statements are prepared in accordance with U.S. GAAP, which requires us to make estimates and assumptions (see Note 1 to the financial statements). We believe that of our significant accounting policies (see Note 2 to the financial statements in the 2023 Form 10-K and Note 2 to the financial statements), the fair value of financial instruments, goodwill and intangible assets, legal and regulatory contingencies (see Note 14 to the financial statements in the 2023 Form 10-K and Note 13 to the financial statements) and income taxes policies involve a higher degree of judgment and complexity. For a further discussion about our critical accounting policies, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Critical Accounting Estimates" in the 2023 Form 10-K.

## Management's Discussion and Analysis

Morgan Stanley

### Liquidity and Capital Resources

Our liquidity and capital policies are established and maintained by senior management, with oversight by the Asset/Liability Management Committee and the Board. Through various risk and control committees, senior management reviews business performance relative to these policies, monitors the availability of alternative sources of financing, and oversees the liquidity, interest rate and currency sensitivity of our asset and liability position. Our Corporate Treasury department ("Treasury"), Firm Risk Committee, Asset/Liability Management Committee, and other committees and control groups assist in evaluating, monitoring and managing the impact that our business activities have on our balance sheet, liquidity and capital structure. Liquidity and capital matters are reported regularly to the Board and the Risk Committee of the Board.

### Balance Sheet

We monitor and evaluate the composition and size of our balance sheet on a regular basis. Our balance sheet management process includes quarterly planning, business-specific thresholds, monitoring of business-specific usage versus key performance metrics and new business impact assessments.

We establish balance sheet thresholds at the consolidated and business segment levels. We monitor balance sheet utilization and review variances resulting from business activity and market fluctuations. On a regular basis, we review current performance versus established thresholds and assess the need to re-allocate our balance sheet based on business segment needs. We also monitor key metrics, including asset and liability size and capital usage.

#### Total Assets by Business Segment

\$ in millions	At March 31, 2024			
	IS	WM	IM	Total
<b>Assets</b>				
Cash and cash equivalents	\$ 73,593	\$ 28,550	\$ 162	\$ 102,305
Trading assets at fair value	353,117	9,177	5,339	367,633
Investment securities	38,562	114,171	—	152,733
Securities purchased under agreements to resell	102,295	20,438	—	122,733
Securities borrowed	131,780	1,072	—	132,852
Customer and other receivables	47,665	32,489	1,485	81,639
Loans <sup>1</sup>	69,811	147,405	4	217,220
Goodwill	444	10,196	6,082	16,722
Intangible assets	35	3,306	3,573	6,914
Other assets <sup>2</sup>	15,391	11,120	1,241	27,752
<b>Total assets</b>	<b>\$ 832,693</b>	<b>\$ 377,924</b>	<b>\$17,886</b>	<b>\$ 1,228,503</b>

\$ in millions	At December 31, 2023			
	IS	WM	IM	Total
<b>Assets</b>				
Cash and cash equivalents	\$ 72,928	\$ 16,172	\$ 132	\$ 89,232
Trading assets at fair value	353,841	7,962	5,271	367,074
Investment securities	39,212	115,595	—	154,807
Securities purchased under agreements to resell	90,701	20,039	—	110,740
Securities borrowed	119,823	1,268	—	121,091
Customer and other receivables	47,333	31,237	1,535	80,105
Loans <sup>1</sup>	72,110	146,526	4	218,640
Goodwill	424	10,199	6,084	16,707
Intangible assets	26	3,427	3,602	7,055
Other assets <sup>2</sup>	14,108	12,743	1,391	28,242
<b>Total assets</b>	<b>\$ 810,506</b>	<b>\$ 365,168</b>	<b>\$18,019</b>	<b>\$ 1,193,693</b>

1. Amounts include loans held for investment, net of ACL, and loans held for sale but exclude loans at fair value, which are included in Trading assets in the balance sheet (see Note 9 to the financial statements).

2. Other assets primarily includes premises, equipment and software, ROU assets related to leases, other investments, and deferred tax assets.

A substantial portion of total assets consists of cash and cash equivalents, liquid marketable securities and short-term receivables. In the Institutional Securities business segment, these arise from market-making, financing and prime brokerage activities, and in the Wealth Management business segment, these arise from banking activities, including management of the investment portfolio. Total assets of \$1,229 billion at March 31, 2024 were relatively unchanged from \$1,194 billion at December 31, 2023.

### Liquidity Risk Management Framework

The core components of our Liquidity Risk Management Framework are the Required Liquidity Framework, Liquidity Stress Tests and Liquidity Resources, which support our target liquidity profile. For a further discussion about the Firm's Required Liquidity Framework and Liquidity Stress Tests, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Liquidity Risk Management Framework" in the 2023 Form 10-K.

At March 31, 2024 and December 31, 2023, we maintained sufficient liquidity to meet current and contingent funding obligations as modeled in our Liquidity Stress Tests.

### Liquidity Resources

We maintain sufficient liquidity resources, which consist of HQLA and cash deposits with banks ("Liquidity Resources"), to cover daily funding needs and to meet strategic liquidity targets sized by the Required Liquidity Framework and Liquidity Stress Tests. We actively manage the amount of our Liquidity Resources considering the following components: unsecured debt maturity profile; balance sheet size and composition; funding needs in a stressed environment, inclusive of contingent cash outflows; legal entity, regional and segment liquidity requirements; regulatory requirements; and collateral requirements.

## Management's Discussion and Analysis

The amount of Liquidity Resources we hold is based on our risk appetite and is calibrated to meet various internal and regulatory requirements and to fund prospective business activities. The Liquidity Resources are primarily held within the Parent Company and its major operating subsidiaries. The Total HQLA values in the tables immediately following are different from Eligible HQLA, which, in accordance with the LCR rule, also takes into account certain regulatory weightings and other operational considerations.

### Liquidity Resources by Type of Investment

\$ in millions	Average Daily Balance Three Months Ended	
	March 31, 2024	December 31, 2023
Cash deposits with central banks	\$ 63,913	\$ 64,205
Unencumbered HQLA Securities <sup>1</sup> :		
U.S. government obligations	140,628	137,635
U.S. agency and agency mortgage-backed securities	86,507	83,733
Non-U.S. sovereign obligations <sup>2</sup>	19,397	20,117
Other investment grade securities	969	678
Total HQLA <sup>1</sup>	\$ 311,414	\$ 306,368
Cash deposits with banks (non-HQLA)	7,250	8,136
<b>Total Liquidity Resources</b>	<b>\$ 318,664</b>	<b>\$ 314,504</b>

1. HQLA is presented prior to applying weightings and includes all HQLA held in subsidiaries.
2. Primarily composed of unencumbered French, U.K., Japanese, German, Italian and Spanish government obligations.

### Liquidity Resources by Bank and Non-Bank Legal Entities

\$ in millions	Average Daily Balance Three Months Ended	
	March 31, 2024	December 31, 2023
<b>Bank legal entities</b>		
U.S.	\$ 139,457	\$ 132,870
Non-U.S.	5,661	5,359
Total Bank legal entities	145,118	138,229
<b>Non-Bank legal entities</b>		
U.S.:		
Parent Company	59,420	58,494
Non-Parent Company	56,059	56,459
Total U.S.	115,479	114,953
Non-U.S.	58,067	61,322
Total Non-Bank legal entities	173,546	176,275
<b>Total Liquidity Resources</b>	<b>\$ 318,664</b>	<b>\$ 314,504</b>

Liquidity Resources may fluctuate from period to period based on the overall size and composition of our balance sheet, the maturity profile of our unsecured debt, and estimates of funding needs in a stressed environment, among other factors.

### Regulatory Liquidity Framework

#### Liquidity Coverage Ratio and Net Stable Funding Ratio

We and our U.S. Bank Subsidiaries are required to maintain a minimum LCR and NSFR of 100%.

The LCR rule requires large banking organizations to have sufficient Eligible HQLA to cover net cash outflows arising

from significant stress over 30 calendar days, thus promoting the short-term resilience of the liquidity risk profile of banking organizations. In determining Eligible HQLA for LCR purposes, weightings (or asset haircuts) are applied to HQLA, and certain HQLA held in subsidiaries is excluded.

The NSFR rule requires large banking organizations to maintain an amount of available stable funding, which is their regulatory capital and liabilities subject to standardized weightings, equal to or greater than their required stable funding, which is their projected minimum funding needs, over a one-year time horizon.

As of March 31, 2024, we and our U.S. Bank Subsidiaries are compliant with the minimum LCR and NSFR requirements of 100%.

### Liquidity Coverage Ratio

\$ in millions	Average Daily Balance Three Months Ended	
	March 31, 2024	December 31, 2023
<b>Eligible HQLA</b>		
Cash deposits with central banks	\$ 58,096	\$ 58,047
Securities <sup>1</sup>	192,944	194,970
<b>Total Eligible HQLA</b>	<b>\$ 251,040</b>	<b>\$ 253,017</b>
Net cash outflows	\$ 200,358	\$ 196,488
<b>LCR</b>	<b>125 %</b>	<b>129 %</b>

1. Primarily includes U.S. Treasuries, U.S. agency mortgage-backed securities, sovereign bonds and investment grade corporate bonds.

### Funding Management

We manage our funding in a manner that reduces the risk of disruption to our operations. We pursue a strategy of diversification of secured and unsecured funding sources (by product, investor and region) and attempt to ensure that the tenor of our liabilities equals or exceeds the expected holding period of the assets being financed. Our goal is to achieve an optimal mix of durable secured and unsecured financing.

We fund our balance sheet on a global basis through diverse sources. These sources include our equity capital, borrowings, bank notes, securities sold under agreements to repurchase, securities lending, deposits, letters of credit and lines of credit. We have active financing programs for both standard and structured products targeting global investors and currencies.

Treasury allocates interest expense to our businesses based on the tenor and interest rate profile of the assets being funded. Treasury similarly allocates interest income to businesses carrying deposit products and other liabilities across the businesses based on the characteristics of those deposits and other liabilities.

### Secured Financing

For a discussion of our secured financing activities, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital

## Management's Discussion and Analysis

Resources—Funding Management—Secured Financing” in the 2023 Form 10-K.

### Collateralized Financing Transactions

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Securities purchased under agreements to resell and Securities borrowed	\$ 255,585	\$ 231,831
Securities sold under agreements to repurchase and Securities loaned	\$ 98,349	\$ 77,708
Securities received as collateral <sup>1</sup>	\$ 3,357	\$ 6,219

<i>\$ in millions</i>	Average Daily Balance Three Months Ended	
	March 31, 2024	December 31, 2023
Securities purchased under agreements to resell and Securities borrowed	\$ 228,978	\$ 235,928
Securities sold under agreements to repurchase and Securities loaned	\$ 97,495	\$ 87,285

1. Included within Trading assets in the balance sheet.

See “Total Assets by Business Segment” herein for additional information on the assets shown in the previous table and Note 2 to the financial statements in the 2023 Form 10-K and Note 8 to the financial statements for additional information on collateralized financing transactions.

In addition to the collateralized financing transactions shown in the previous table, we engage in financing transactions collateralized by customer-owned securities, which are segregated in accordance with regulatory requirements. Receivables under these financing transactions, primarily margin loans, are included in Customer and other receivables in the balance sheet, and payables under these financing transactions, primarily to prime brokerage customers, are included in Customer and other payables in the balance sheet. Our risk exposure on these transactions is mitigated by collateral maintenance policies and the elements of our Liquidity Risk Management Framework.

### Unsecured Financing

For a discussion of our unsecured financing activities, see “Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Funding Management—Unsecured Financing” in the 2023 Form 10-K.

### Deposits

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Savings and demand deposits:		
Brokerage sweep deposits <sup>1</sup>	\$ 141,996	\$ 148,274
Savings and other	146,457	139,978
Total Savings and demand deposits	288,453	288,252
Time deposits <sup>2</sup>	64,041	63,552
<b>Total<sup>3</sup></b>	<b>\$ 352,494</b>	<b>\$ 351,804</b>

1. Amounts represent balances swept from client brokerage accounts.
2. Our Time deposits are predominantly brokered certificates of deposit.
3. Our deposits are primarily held in U.S. offices.

Deposits are primarily sourced from our Wealth Management clients and are considered to have stable, low-cost funding characteristics relative to other sources of funding. Each category of deposits presented above has a different cost profile and clients may respond differently to changes in interest rates and other macroeconomic conditions. Total deposits in the current quarter were relatively unchanged as a result of an increase in Savings and Time Deposits offset by the continued reduction in Brokerage sweep deposits, largely due to net outflows to alternative cash equivalent and other investment products.

### Borrowings by Maturity at March 31, 2024<sup>1</sup>

<i>\$ in millions</i>	Parent Company	Subsidiaries	Total
Original maturities of one year or less	\$ —	\$ 5,233	\$ 5,233
Original maturities greater than one year			
2024	\$ 6,433	\$ 6,755	\$ 13,188
2025	20,183	14,023	34,206
2026	24,314	11,429	35,743
2027	20,603	7,506	28,109
2028	11,245	10,366	21,611
Thereafter	98,284	35,009	133,293
Total greater than one year	\$ 181,062	\$ 85,088	\$ 266,150
<b>Total</b>	<b>\$ 181,062</b>	<b>\$ 90,321</b>	<b>\$ 271,383</b>
Maturities over next 12 months <sup>2</sup>			\$ 19,701

1. Original maturity in the table is generally based on contractual final maturity. For borrowings with put options, maturity represents the earliest put date.
2. Includes only borrowings with original maturities greater than one year.

Borrowings of \$271 billion as of March 31, 2024 increased when compared with \$264 billion at December 31, 2023 primarily due to issuances net of maturities and redemptions.

We believe that accessing debt investors through multiple distribution channels helps provide consistent access to the unsecured markets. In addition, the issuance of borrowings with original maturities greater than one year allows us to reduce reliance on short-term credit-sensitive instruments. Borrowings with original maturities greater than one year are generally managed to achieve staggered maturities, thereby mitigating refinancing risk, and to maximize investor diversification through sales to global institutional and retail clients across regions, currencies and product types.

The availability and cost of financing to us can vary depending on market conditions, the volume of certain trading and lending activities, our credit ratings and the overall



## Management's Discussion and Analysis

availability of credit. We also engage in, and may continue to engage in, repurchases of our borrowings as part of our market-making activities.

For further information on Borrowings, see Note 12 to the financial statements.

### Credit Ratings

We rely on external sources to finance a significant portion of our daily operations. Our credit ratings are one of the factors in the cost and availability of financing and can have an impact on certain trading revenues, particularly in those businesses where longer-term counterparty performance is a key consideration, such as certain OTC derivative transactions. When determining credit ratings, rating agencies consider both company-specific and industry-wide factors. See also "Risk Factors—Liquidity Risk" in the 2023 Form 10-K.

#### Parent Company and U.S. Bank Subsidiaries Issuer Ratings at April 30, 2024

	Parent Company		
	Short-Term Debt	Long-Term Debt	Rating Outlook
DBRS, Inc.	<b>R-1 (middle)</b>	<b>A (high)</b>	<b>Stable</b>
Fitch Ratings, Inc.	<b>F1</b>	<b>A+</b>	<b>Stable</b>
Moody's Investors Service, Inc.	<b>P-1</b>	<b>A1</b>	<b>Stable</b>
Rating and Investment Information, Inc.	<b>a-1</b>	<b>A+</b>	<b>Stable</b>
S&P Global Ratings	<b>A-2</b>	<b>A-</b>	<b>Stable</b>

	MSBNA		
	Short-Term Debt	Long-Term Debt	Rating Outlook
Fitch Ratings, Inc.	<b>F1+</b>	<b>AA-</b>	<b>Stable</b>
Moody's Investors Service, Inc.	<b>P-1</b>	<b>Aa3</b>	<b>Stable</b>
S&P Global Ratings	<b>A-1</b>	<b>A+</b>	<b>Stable</b>

	MSPBNA		
	Short-Term Debt	Long-Term Debt	Rating Outlook
Moody's Investors Service, Inc.	<b>P-1</b>	<b>Aa3</b>	<b>Stable</b>
S&P Global Ratings	<b>A-1</b>	<b>A+</b>	<b>Stable</b>

### Incremental Collateral or Terminating Payments

In connection with certain OTC derivatives and certain other agreements where we are a liquidity provider to certain financing vehicles associated with the Institutional Securities business segment, we may be required to provide additional collateral, immediately settle any outstanding liability balances with certain counterparties or pledge additional collateral to certain clearing organizations in the event of a future credit rating downgrade irrespective of whether we are in a net asset or net liability position. See Note 6 to the financial statements for additional information on OTC derivatives that contain such contingent features.

While certain aspects of a credit rating downgrade are quantifiable pursuant to contractual provisions, the impact it would have on our business and results of operations in future periods is inherently uncertain and would depend on a number

of interrelated factors, including, among other things, the magnitude of the downgrade, the rating relative to peers, the rating assigned by the relevant agency before the downgrade, individual client behavior and future mitigating actions we might take. The liquidity impact of additional collateral requirements is included in our Liquidity Stress Tests.

### Capital Management

We view capital as an important source of financial strength and actively manage our consolidated capital position based upon, among other things, business opportunities, risks, capital availability and rates of return together with internal capital policies, regulatory requirements and rating agency guidelines. In the future, we may expand or contract our capital base to address the changing needs of our businesses.

#### Common Stock Repurchases

<i>in millions, except for per share data</i>	Three Months Ended March 31,	
	2024	2023
Number of shares	<b>12</b>	16
Average price per share	<b>\$ 86.79</b>	\$ 95.16
Total	<b>\$ 1,000</b>	\$ 1,500

For additional information on our common stock repurchases, see "Liquidity and Capital Resources—Regulatory Requirements—Capital Plans, Stress Tests and the Stress Capital Buffer" herein and Note 16 to the financial statements.

For a description of our capital plan, see "Liquidity and Capital Resources—Regulatory Requirements—Capital Plans, Stress Tests and the Stress Capital Buffer" herein.

#### Common Stock Dividend Announcement

Announcement date	April 16, 2024
Amount per share	\$0.85
Date to be paid	May 15, 2024
Shareholders of record as of	April 30, 2024

For additional information on our common stock dividends, see "Liquidity and Capital Resources—Regulatory Requirements—Capital Plans, Stress Tests and the Stress Capital Buffer" herein.

For additional information on our common stock and information on our preferred stock, see Note 16 to the financial statements.

### Off-Balance Sheet Arrangements

We enter into various off-balance sheet arrangements, including through unconsolidated SPEs and lending-related financial instruments (e.g., guarantees and commitments), primarily in connection with the Institutional Securities and Investment Management business segments.

We utilize SPEs primarily in connection with securitization activities. For information on our securitization activities, see Note 15 to the financial statements in the 2023 Form 10-K.



## Management's Discussion and Analysis

For information on our commitments, obligations under certain guarantee arrangements and indemnities, see Note 13 to the financial statements. For a further discussion of our lending commitments, see "Quantitative and Qualitative Disclosures about Risk—Credit Risk—Loans and Lending Commitments" herein.

## Regulatory Requirements

### Regulatory Capital Framework

We are a financial holding company ("FHC") under the Bank Holding Company Act of 1956, as amended ("BHC Act") and are subject to the regulation and oversight of the Federal Reserve. The Federal Reserve establishes capital requirements for us, including "well-capitalized" standards, and evaluates our compliance with such capital requirements. The OCC establishes similar capital requirements and standards for our U.S. Bank Subsidiaries. The regulatory capital requirements are largely based on the Basel III capital standards established by the Basel Committee and also implement certain provisions of the Dodd-Frank Act. For us to remain an FHC, we must remain well-capitalized in accordance with standards established by the Federal Reserve, and our U.S. Bank Subsidiaries must remain well-capitalized in accordance with standards established by the OCC. In addition, many of our regulated subsidiaries are subject to regulatory capital requirements, including regulated subsidiaries registered as swap dealers with the CFTC or conditionally registered as security-based swap dealers with the SEC or registered as broker-dealers or futures commission merchants. For additional information on regulatory capital requirements for our U.S. Bank Subsidiaries, as well as our subsidiaries that are swap entities, see Note 15 to the financial statements.

### Regulatory Capital Requirements

We are required to maintain minimum risk-based and leverage-based capital and TLAC ratios. For more information, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Capital Requirements" in the 2023 Form 10-K. For additional information on TLAC, see "Total Loss-Absorbing Capacity, Long-Term Debt and Clean Holding Company Requirements" herein.

**Risk-Based Regulatory Capital.** Risk-based capital ratio requirements apply to Common Equity Tier 1 ("CET1") capital, Tier 1 capital and Total capital (which includes Tier 2 capital), each as a percentage of RWA, and consist of regulatory minimum required ratios plus our capital buffer requirement. Capital requirements require certain adjustments to, and deductions from, capital for purposes of determining these ratios.

### Risk-Based Regulatory Capital Ratio Requirements

	At March 31, 2024 and December 31, 2023	
	Standardized	Advanced
<b>Capital buffers</b>		
Capital conservation buffer	—	2.5%
SCB <sup>1</sup>	5.4%	N/A
G-SIB capital surcharge <sup>2</sup>	3.0%	3.0%
CCyB <sup>3</sup>	0%	0%
Capital buffer requirement	8.4%	5.5%

- For additional information on the SCB, see "Capital Plans, Stress Tests and the Stress Capital Buffer" herein and in the 2023 Form 10-K.
- For a further discussion of the G-SIB capital surcharge, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Requirements—G-SIB Capital Surcharge" in the 2023 Form 10-K.
- The CCyB can be set up to 2.5%, but is currently set by the Federal Reserve at zero.

The capital buffer requirement represents the amount of CET1 capital we must maintain above the minimum risk-based capital requirements in order to avoid restrictions on our ability to make capital distributions, including the payment of dividends and the repurchase of stock, and to pay discretionary bonuses to executive officers. Our capital buffer requirement computed under the standardized approaches for calculating credit risk and market RWAs ("Standardized Approach") is equal to the sum of our SCB, G-SIB capital surcharge and CCyB, and our capital buffer requirement computed under the applicable advanced approaches for calculating credit risk, market risk and operational risk RWAs ("Advanced Approach") is equal to our 2.5% capital conservation buffer, G-SIB capital surcharge and CCyB.

	Regulatory Minimum	At March 31, 2024 and December 31, 2023	
		Standardized	Advanced
<b>Required ratios<sup>1</sup></b>			
CET1 capital ratio	<b>4.5%</b>	<b>12.9%</b>	<b>10.0%</b>
Tier 1 capital ratio	<b>6.0%</b>	<b>14.4%</b>	<b>11.5%</b>
Total capital ratio	<b>8.0%</b>	<b>16.4%</b>	<b>13.5%</b>

- Required ratios represent the regulatory minimum plus the capital buffer requirement.

Our risk-based capital ratios are computed under each of (i) the Standardized Approach and (ii) the Advanced Approach. The credit risk RWA calculations between the two approaches differ in that the Standardized Approach requires calculation of RWA using prescribed risk weights and exposure methodologies, whereas the Advanced Approach utilizes models to calculate exposure amounts and risk weights. At March 31, 2024 and December 31, 2023, the differences between the actual and required ratios were lower under the Standardized Approach.

**Leverage-Based Regulatory Capital.** Leverage-based capital requirements include a minimum Tier 1 leverage ratio of 4%, a minimum SLR of 3% and an enhanced SLR capital buffer of at least 2%.

**CECL Deferral.** Beginning on January 1, 2020, we elected to defer the effect of the adoption of CECL on our risk-based and leverage-based capital amounts and ratios, as well as our

## Management's Discussion and Analysis

RWA, adjusted average assets and supplementary leverage exposure calculations, over a five-year transition period. The deferral impacts began to phase in at 25% per year from January 1, 2022 and are phased-in at 75% from January 1, 2024. The deferral impacts will become fully phased-in beginning on January 1, 2025.

### Regulatory Capital Ratios

#### Risk-based capital

\$ in millions	Standardized		Advanced	
	At March 31, 2024	At Dec 31, 2023	At March 31, 2024	At Dec 31, 2023
<b>Risk-based capital</b>				
CET1 capital	\$ 70,298	\$ 69,448	\$ 70,298	\$ 69,448
Tier 1 capital	79,046	78,183	79,046	78,183
Total capital	91,007	88,874	90,239	88,190
Total RWA	467,763	456,053	456,511	448,154
<b>Risk-based capital ratios</b>				
CET1 capital	15.0%	15.2%	15.4%	15.5%
Tier 1 capital	16.9%	17.1%	17.3%	17.4%
Total capital	19.5%	19.5%	19.8%	19.7%
<b>Required ratios<sup>1</sup></b>				
CET1 capital	12.9%	12.9%	10.0%	10.0%
Tier 1 capital	14.4%	14.4%	11.5%	11.5%
Total capital	16.4%	16.4%	13.5%	13.5%

1. Required ratios are inclusive of any buffers applicable as of the date presented.

#### Leveraged-based capital

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Leveraged-based capital</b>		
Adjusted average assets <sup>1</sup>	\$ 1,178,369	\$ 1,159,626
Supplementary leverage exposure <sup>2</sup>	1,464,030	1,429,552
<b>Leveraged-based capital ratios</b>		
Tier 1 leverage	6.7%	6.7%
SLR	5.4%	5.5%
<b>Required ratios<sup>3</sup></b>		
Tier 1 leverage	4.0%	4.0%
SLR	5.0%	5.0%

1. Adjusted average assets represents the denominator of the Tier 1 leverage ratio and is composed of the average daily balance of consolidated on-balance sheet assets for the quarters ending on the respective balance sheet dates, reduced by disallowed goodwill, intangible assets, investments in covered funds, defined benefit pension plan assets, after-tax gain on sale from assets sold into securitizations, investments in our own capital instruments, certain deferred tax assets and other capital deductions.

2. Supplementary leverage exposure is the sum of Adjusted average assets used in the Tier 1 leverage ratio and other adjustments, primarily: (i) for derivatives, potential future exposure and the effective notional principal amount of sold credit protection offset by qualifying purchased credit protection; (ii) the counterparty credit risk for repo-style transactions; and (iii) the credit equivalent amount for off-balance sheet exposures.

3. Required ratios are inclusive of any buffers applicable as of the date presented.

### Regulatory Capital

\$ in millions	At March 31, 2024	At December 31, 2023	Change
<b>CET1 capital</b>			
Common shareholders' equity	\$ 90,448	\$ 90,288	\$ 160
Regulatory adjustments and deductions			
Net goodwill	(16,392)	(16,394)	2
Net intangible assets	(5,394)	(5,509)	115
Impact of CECL transition	62	124	(62)
Other adjustments and deductions <sup>1</sup>	1,574	939	635
<b>Total CET1 capital</b>	<b>\$ 70,298</b>	<b>\$ 69,448</b>	<b>\$ 850</b>
<b>Additional Tier 1 capital</b>			
Preferred stock	\$ 8,750	\$ 8,750	\$ —
Noncontrolling interests	756	758	(2)
Additional Tier 1 capital	\$ 9,506	\$ 9,508	\$ (2)
Deduction for investments in covered funds	(758)	(773)	15
<b>Total Tier 1 capital</b>	<b>\$ 79,046</b>	<b>\$ 78,183</b>	<b>\$ 863</b>
<b>Standardized Tier 2 capital</b>			
Subordinated debt	\$ 10,032	\$ 8,760	\$ 1,272
Eligible ACL	2,090	2,051	39
Other adjustments and deductions	(161)	(120)	(41)
<b>Total Standardized Tier 2 capital</b>	<b>\$ 11,961</b>	<b>\$ 10,691</b>	<b>\$ 1,270</b>
<b>Total Standardized capital</b>	<b>\$ 91,007</b>	<b>\$ 88,874</b>	<b>\$ 2,133</b>
<b>Advanced Tier 2 capital</b>			
Subordinated debt	\$ 10,032	\$ 8,760	\$ 1,272
Eligible credit reserves	1,322	1,367	(45)
Other adjustments and deductions	(161)	(120)	(41)
<b>Total Advanced Tier 2 capital</b>	<b>\$ 11,193</b>	<b>\$ 10,007</b>	<b>\$ 1,186</b>
<b>Total Advanced capital</b>	<b>\$ 90,239</b>	<b>\$ 88,190</b>	<b>\$ 2,049</b>

1. Other adjustments and deductions used in the calculation of Common Equity Tier 1 capital primarily includes net after-tax DVA, the credit spread premium over risk-free rate for derivative liabilities, defined benefit pension plan assets, after-tax gain on sale from assets sold into securitizations, investments in our own capital instruments and certain deferred tax assets.

## Management's Discussion and Analysis

Morgan Stanley

### RWA Rollforward

\$ in millions	Three Months Ended March 31, 2024	
	Standardized	Advanced
<b>Credit risk RWA</b>		
Balance at December 31, 2023	\$ 407,731	\$ 297,858
Change related to the following items:		
Derivatives	1,072	(4,757)
Securities financing transactions	4,273	288
Investment securities	(578)	(1,307)
Commitments, guarantees and loans	373	7,051
Equity investments	(22)	(241)
Other credit risk	3,205	3,508
Total change in credit risk RWA	\$ 8,323	\$ 4,542
<b>Balance at March 31, 2024</b>	<b>\$ 416,054</b>	<b>\$ 302,400</b>
<b>Market risk RWA</b>		
Balance at December 31, 2023	\$ 48,322	\$ 48,201
Change related to the following items:		
Regulatory VaR	1,336	1,336
Regulatory stressed VaR	(738)	(738)
Incremental risk charge	1,047	1,047
Comprehensive risk measure	81	202
Specific risk	1,661	1,661
Total change in market risk RWA	\$ 3,387	\$ 3,508
<b>Balance at March 31, 2024</b>	<b>\$ 51,709</b>	<b>\$ 51,709</b>
<b>Operational risk RWA</b>		
Balance at December 31, 2023	N/A	\$ 102,095
Change in operational risk RWA	N/A	307
<b>Balance at March 31, 2024</b>	<b>N/A</b>	<b>\$ 102,402</b>
<b>Total RWA</b>	<b>\$ 467,763</b>	<b>\$ 456,511</b>

Regulatory VaR—VaR for regulatory capital requirements

In the current quarter, Credit risk RWA increased under both the Standardized and Advanced Approaches. Under the Standardized Approach, the increase was primarily due to higher securities financing transactions, increase in Other credit risk driven by higher securitizations, and increased exposure in equity derivatives. Under the Advanced Approach, the increase was primarily due to growth in Corporate lending and increase in Other credit risk driven by securitizations, partially offset by decreased exposure in foreign exchange derivatives.

Market risk RWA increased in the current quarter under both the Standardized and Advanced Approaches, primarily driven by higher Specific risk charges on non-securitization standardized charges, higher Regulatory VaR, and increase in Incremental risk charges.

Operational risk RWA in the current quarter remained relatively unchanged.

### Total Loss-Absorbing Capacity, Long-Term Debt and Clean Holding Company Requirements

The Federal Reserve has established external TLAC, long-term debt ("LTD") and clean holding company requirements for top-tier BHCs of U.S. G-SIBs ("covered BHCs"), including the Parent Company. These requirements are designed to ensure that covered BHCs will have enough loss-absorbing resources at the point of failure to be recapitalized

through the conversion of eligible LTD to equity or otherwise by imposing losses on eligible LTD or other forms of TLAC where an SPOE resolution strategy is used.

### Required and Actual TLAC and Eligible LTD Ratios

\$ in millions	Regulatory Minimum	Required Ratio <sup>1</sup>	Actual Amount/Ratio	
			At March 31, 2024	At December 31, 2023
External TLAC <sup>2</sup>			\$ 257,108	\$ 250,914
External TLAC as a % of RWA	18.0%	21.5%	55.0%	55.0%
External TLAC as a % of leverage exposure	7.5%	9.5%	17.6%	17.6%
Eligible LTD <sup>3</sup>			\$ 167,788	\$ 162,547
Eligible LTD as a % of RWA	9.0%	9.0%	35.9%	35.6%
Eligible LTD as a % of leverage exposure	4.5%	4.5%	11.5%	11.4%

1. Required ratios are inclusive of applicable buffers.
2. External TLAC consists of Common Equity Tier 1 capital and Additional Tier 1 capital (each excluding any noncontrolling minority interests), as well as eligible LTD.
3. Consists of TLAC-eligible LTD reduced by 50% for amounts of unpaid principal due to be paid in more than one year but less than two years from each respective balance sheet date.

We are in compliance with all TLAC requirements as of March 31, 2024 and December 31, 2023.

For a further discussion of TLAC and related requirements, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Requirements—Total Loss-Absorbing Capacity, Long-Term Debt and Clean Holding Company Requirements" in the 2023 Form 10-K.

### Capital Plans, Stress Tests and the Stress Capital Buffer

The Federal Reserve has capital planning and stress test requirements for large BHCs, which form part of the Federal Reserve's annual CCAR framework.

We must submit, on at least an annual basis, a capital plan to the Federal Reserve, taking into account the results of separate annual stress tests designed by us and the Federal Reserve, so that the Federal Reserve may assess our systems and processes that incorporate forward-looking projections of revenues and losses to monitor and maintain our internal capital adequacy. As banks with less than \$250 billion of total assets, our U.S. Bank Subsidiaries are not subject to company-run stress test regulatory requirements.

As part of its annual capital supervisory stress testing process, the Federal Reserve determines an SCB for each large BHC, including us.

Our SCB will remain at 5.4% through September 30, 2024. Together with other features of the regulatory capital framework, this SCB results in an aggregate Standardized Approach Common Equity Tier 1 required ratio of 12.9%.

For the 2024 capital planning and stress test cycle, we submitted our capital plan and company-run stress test results to the Federal Reserve on April 5, 2024. The Federal Reserve

## Management's Discussion and Analysis

Morgan Stanley

is expected to publish summary results of the CCAR and Dodd-Frank Act supervisory stress tests of each large BHC, including us, by June 30, 2024. We are required to disclose a summary of the results of our company-run stress tests within 15 days of the date the Federal Reserve discloses the results of the supervisory stress tests.

For additional information, see “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Requirements—Capital Plans, Stress Tests and the Stress Capital Buffer” in the 2023 Form 10-K.

### Attribution of Average Common Equity According to the Required Capital Framework

Our required capital (“Required Capital”) estimation is based on the Required Capital framework, an internal capital adequacy measure. Common equity attribution to the business segments is based on capital usage calculated under the Required Capital framework, as well as each business segment’s relative contribution to our total Required Capital.

The Required Capital framework is a risk-based and leverage-based capital measure, which is compared with our regulatory capital to ensure that we maintain an amount of going concern capital after absorbing potential losses from stress events, where applicable, at a point in time. The amount of capital allocated to the business segments is generally set at the beginning of each year and remains fixed throughout the year until the next annual reset unless a significant business change occurs (e.g., acquisition or disposition). We define the difference between our total average common equity and the sum of the average common equity amounts allocated to our business segments as Parent Company common equity. We generally hold Parent Company common equity for prospective regulatory requirements, organic growth, potential future acquisitions and other capital needs.

### Average Common Equity Attribution under the Required Capital Framework<sup>1</sup>

\$ in billions	Three Months Ended March 31,	
	2024	2023
Institutional Securities	\$ 45.0	\$ 45.6
Wealth Management	29.1	28.8
Investment Management	10.8	10.4
Parent Company	5.0	6.6
<b>Total</b>	<b>\$ 89.9</b>	<b>\$ 91.4</b>

1. The attribution of average common equity to the business segments is a non-GAAP financial measure. See “Selected Non-GAAP Financial Information” herein.

We continue to evaluate our Required Capital framework with respect to the impact of evolving regulatory requirements, as appropriate.

### Resolution and Recovery Planning

We are required to submit once every two years to the Federal Reserve and the FDIC (“Agencies”) a resolution plan that

describes our strategy for a rapid and orderly resolution under the U.S. Bankruptcy Code in the event of our material financial distress or failure. We submitted our 2023 full resolution plan on June 30, 2023.

As described in our most recent resolution plan, our preferred resolution strategy is an SPOE strategy. In line with our SPOE strategy, the Parent Company has transferred, and has agreed to transfer on an ongoing basis, certain assets to its wholly owned, direct subsidiary Morgan Stanley Holdings LLC (the “Funding IHC”). In addition, the Parent Company has entered into an amended and restated support agreement with its material entities (including the Funding IHC) and certain other subsidiaries. In the event of a resolution scenario, the Parent Company would be obligated to contribute all of its contributable assets to our supported entities and/or the Funding IHC. The Funding IHC would be obligated to provide capital and liquidity, as applicable, to our supported entities. The combined implication of the SPOE resolution strategy and the requirement to maintain certain levels of TLAC is that losses in resolution would be imposed on the holders of eligible LTD and other forms of eligible TLAC issued by the Parent Company before any losses are imposed on creditors of our supported entities and without requiring taxpayer or government financial support.

For more information about resolution and recovery planning requirements and our activities in these areas, including the implications of such activities in a resolution scenario, see “Business—Supervision and Regulation—Financial Holding Company—Resolution and Recovery Planning,” “Risk Factors—Legal, Regulatory and Compliance Risk” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Requirements—Resolution and Recovery Planning” in the 2023 Form 10-K.

## Management's Discussion and Analysis

### Regulatory Developments and Other Matters

#### *FDIC Final Rulemaking on Special Assessment*

Following the failures of certain banks and resulting losses to the FDIC's Deposit Insurance Fund in the first half of 2023, the FDIC adopted a final rule on November 16, 2023 to implement a special assessment to recover the cost associated with protecting uninsured depositors. Under the final rule, the assessment base for the special assessment is equal to an IDI's estimated uninsured deposits reported as of December 31, 2022, adjusted to exclude the first \$5 billion of uninsured deposits. The \$5 billion exclusion is applied once to the aggregate uninsured deposits of our U.S. Bank Subsidiaries. The final rule provides that, starting in 2024, the FDIC will collect the special assessment at a quarterly rate of 3.36 basis points over eight quarterly assessment periods, subject to change depending on any adjustments to the loss estimate, mergers, failures, or amendments to reported estimates of uninsured deposits. We recorded the cost of the special assessment of \$286 million in Non-interest expenses when the final rule was published in the Federal Register, in the fourth quarter of 2023. We recorded the incremental estimated cost of \$42 million during the first quarter based on the February notification received from the FDIC which contained the revised estimated losses as well as the estimated recoveries from its receivership residual interests from those bank failures.

#### *Basel III Endgame and G-SIB Surcharge Proposals*

On July 27, 2023, U.S. banking agencies proposed revisions to risk-based capital and related standards applicable to us and our U.S. Bank Subsidiaries ("Basel III Endgame Proposal"). For more information on the Basel III Endgame Proposal, as well as the proposed revisions to the G-SIB capital surcharge framework, see "Management's Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources—Regulatory Developments and Other Matters" in the 2023 Form 10-K.



## Quantitative and Qualitative Disclosures about Risk

Management believes effective risk management is vital to the success of our business activities. For a discussion of our Enterprise Risk Management framework and risk management functions, see “Quantitative and Qualitative Disclosures about Risk—Risk Management” in the 2023 Form 10-K.

### Market Risk

Market risk refers to the risk that a change in the level of one or more market prices, rates, spreads, indices, volatilities, correlations or other market factors, such as market liquidity, will result in losses for a position or portfolio. Generally, we incur market risk as a result of trading, investing and client facilitation activities, principally within the Institutional Securities business segment where the substantial majority of our VaR for market risk exposures is generated. In addition, we incur non-trading market risk, principally within the Wealth Management and Investment Management business segments. The Wealth Management business segment primarily incurs non-trading market risk (including interest rate risk) from lending and deposit-taking activities. The Investment Management business segment primarily incurs non-trading market risk from capital investments in its funds. For a further discussion of market risk, see “Quantitative and Qualitative Disclosures about Risk—Market Risk” in the 2023 Form 10-K.

### Trading Risks

We have exposures to a wide range of risks related to interest rates and credit spreads, equity prices, foreign exchange rates and commodity prices as well as the associated implied volatilities, correlations and spreads of the global markets in which we conduct our trading activities.

The statistical technique known as VaR is one of the tools we use to measure, monitor and review the market risk exposures of our trading portfolios.

For information regarding our primary risk exposures and market risk management, VaR methodology, assumptions and limitations, see “Quantitative and Qualitative Disclosures about Risk—Market Risk—Trading Risks” in the 2023 Form 10-K.

### 95%/One-Day Management VaR for the Trading Portfolio

\$ in millions	Three Months Ended March 31, 2024			
	Period End	Average	High <sup>1</sup>	Low <sup>1</sup>
Interest rate and credit spread	\$ 40	\$ 40	\$ 52	\$ 27
Equity price	23	21	24	17
Foreign exchange rate	8	9	15	6
Commodity price	18	13	18	10
Less: Diversification benefit <sup>2</sup>	(36)	(35)	N/A	N/A
Primary Risk Categories	\$ 53	\$ 48	\$ 58	\$ 38
Credit Portfolio	25	24	25	22
Less: Diversification benefit <sup>2</sup>	(18)	(18)	N/A	N/A
Total Management VaR	\$ 60	\$ 54	\$ 62	\$ 43

\$ in millions	Three Months Ended December 31, 2023			
	Period End	Average	High <sup>1</sup>	Low <sup>1</sup>
Interest rate and credit spread	\$ 29	\$ 31	\$ 39	\$ 27
Equity price	19	22	38	15
Foreign exchange rate	6	7	14	5
Commodity price	11	13	20	10
Less: Diversification benefit <sup>2</sup>	(27)	(35)	N/A	N/A
Primary Risk Categories	\$ 38	\$ 38	\$ 45	\$ 33
Credit Portfolio	25	22	25	19
Less: Diversification benefit <sup>2</sup>	(22)	(14)	N/A	N/A
Total Management VaR	\$ 41	\$ 46	\$ 54	\$ 41

1. The high and low VaR values for the Total Management VaR and each of the component VaRs might have occurred on different days during the quarter, and, therefore, the diversification benefit is not an applicable measure.
2. Diversification benefit equals the difference between the total VaR and the sum of the component VaRs. This benefit arises because the simulated one-day losses for each of the components occur on different days. Similar diversification benefits are also taken into account within each component.

Average Total Management VaR and average Management VaR for the Primary Risk Categories increased from the three months ended December 31, 2023, primarily driven by increased exposure in the interest rate and credit spread risk category.

### Distribution of VaR Statistics and Net Revenues

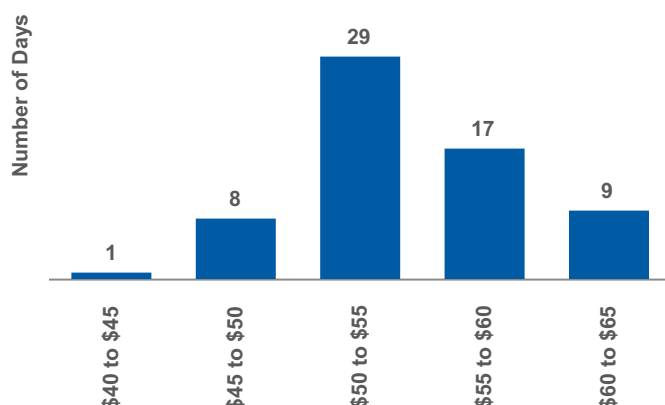
We evaluate the reasonableness of our VaR model by comparing the potential declines in portfolio values generated by the model with corresponding actual trading results for the Firm, as well as individual business units. For days where losses exceed the VaR statistic, we examine the drivers of trading losses to evaluate the VaR model’s accuracy. There were 2 trading loss days in the current quarter, none of which exceeded 95% Total Management VaR.



## Risk Disclosures

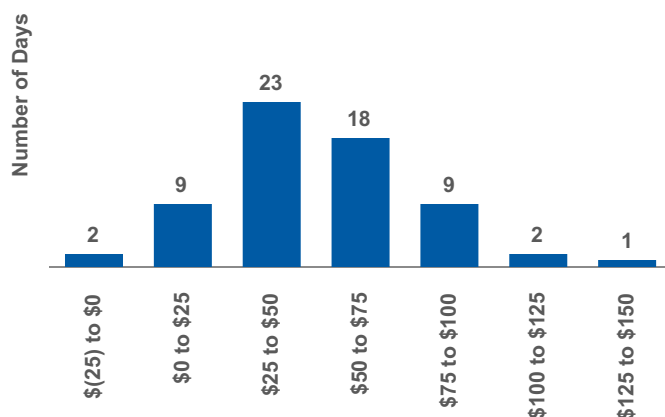
### Daily 95%/One-Day Total Management VaR for the Current Quarter

(\$ in millions)



### Daily Net Trading Revenues for the Current Quarter

(\$ in millions)



Daily net trading revenues include profits and losses from Interest rate and credit spread, Equity price, Foreign exchange rate, Commodity price, and Credit Portfolio positions and intraday trading activities for our trading businesses. Certain items such as fees, commissions, net interest income and counterparty default risk are excluded from daily net trading revenues and the VaR model. Revenues required for Regulatory VaR backtesting further exclude intraday trading.

## Non-Trading Risks

We believe that sensitivity analysis is an appropriate representation of our non-trading risks. The following sensitivity analyses cover substantially all of the non-trading risk in our portfolio.

### Credit Spread Risk Sensitivity<sup>1</sup>

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Derivatives	\$ 5	\$ 6
Borrowings carried at fair value	49	48

1. Amounts represent the potential gain for each 1 bps widening of our credit spread.

The Wealth Management business segment reflects a substantial portion of our non-trading interest rate risk. Net interest income in the Wealth Management business segment primarily consists of interest income earned on non-trading assets held, including loans and investment securities, as well as margin and other lending on non-bank entities and interest expense incurred on non-trading liabilities, primarily deposits.

### Wealth Management Net Interest Income Sensitivity Analysis

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
<b>Basis point change</b>		
+100	\$ 561	\$ 585
-100	(590)	(609)

The previous table presents an analysis of selected instantaneous upward and downward parallel interest rate shocks (subject to a floor of zero percent in the downward scenario) on net interest income over the next 12 months for our Wealth Management business segment. These shocks are applied to our 12-month forecast for our Wealth Management business segment, which incorporates market expectations of interest rates, our forecasted business activity and deposit forecasts, which include assumptions around client behavior.

We do not manage to any single rate scenario but rather manage net interest income in our Wealth Management business segment across a range of possible outcomes, including non-parallel rate change scenarios. The sensitivity analysis assumes that we take no action in response to these scenarios, assumes there are no changes in other macroeconomic variables normally correlated with changes in interest rates and includes subjective assumptions regarding customer and market re-pricing behavior and other factors.

Our Wealth Management business segment balance sheet is asset sensitive, given assets reprice faster than liabilities, resulting in higher net interest income in increasing interest rate scenarios. The level of interest rates may impact the amount of deposits held at the Firm, given competition for deposits from other institutions and alternative cash-equivalent products available to depositors. Further, the level of interest rates could also impact client demand for loans.

## Risk Disclosures

Net interest income sensitivity to interest rates at March 31, 2024 was relatively unchanged from December 31, 2023.

### Investments Sensitivity, Including Related Carried Interest

\$ in millions	Loss from 10% Decline	
	At March 31, 2024	At December 31, 2023
Investments related to Investment Management activities	\$ 528	\$ 481
Other investments:		
MUMSS	129	134
Other Firm investments	408	399

We have exposure to public and private companies through direct investments, as well as through funds that invest in these assets. These investments are predominantly equity positions with long investment horizons, a portion of which is for business facilitation purposes. The market risk related to these investments is measured by estimating the potential reduction in net revenues associated with a reasonably possible 10% decline in investment values and related impact on performance-based income, as applicable.

Investments sensitivity changed between March 31, 2024 and December 31, 2023. Investment sensitivity increased due to new investments in public funds within the Investment Management segment.

### Asset Management Revenue Sensitivity

Certain asset management revenues in the Wealth Management and Investment Management business segments are derived from management fees, which are based on fee-based client assets in Wealth Management or AUM in Investment Management (together, “client holdings”). The assets underlying client holdings are primarily composed of equity, fixed income and alternative investments and are sensitive to changes in related markets. These revenues depend on multiple factors including, but not limited to, the level and duration of a market increase or decline, price volatility, the geographic and industry mix of client assets, and client behavior such as the rate and magnitude of client investments and redemptions. Therefore, overall revenues may not correlate completely with changes in the related markets.

## Credit Risk

Credit risk refers to the risk of loss arising when a borrower, counterparty or issuer does not meet its financial obligations to us. We are primarily exposed to credit risk from institutions and individuals through our Institutional Securities and Wealth Management business segments. For a further discussion of our credit risks, see “Quantitative and Qualitative Disclosures about Risk—Credit Risk” in the 2023 Form 10-K.

### Loans and Lending Commitments

\$ in millions	At March 31, 2024			
	HFI	HFS	FVO <sup>1</sup>	Total
Institutional Securities:				
Corporate	\$ 7,171	\$ 9,655	\$ —	\$ 16,826
Secured lending facilities	38,692	3,564	—	42,256
Commercial and Residential real estate	8,689	205	4,479	13,373
Securities-based lending and Other	2,687	—	4,985	7,672
<b>Total Institutional Securities</b>	<b>57,239</b>	<b>13,424</b>	<b>9,464</b>	<b>80,127</b>
Wealth Management:				
Residential real estate	61,339	2	—	61,341
Securities-based lending and Other	86,353	—	—	86,353
<b>Total Wealth Management</b>	<b>147,692</b>	<b>2</b>	<b>—</b>	<b>147,694</b>
<b>Total Investment Management<sup>2</sup></b>	<b>4</b>	<b>—</b>	<b>461</b>	<b>465</b>
<b>Total loans</b>	<b>204,935</b>	<b>13,426</b>	<b>9,925</b>	<b>228,286</b>
<b>ACL</b>	<b>(1,141)</b>			<b>(1,141)</b>
<b>Total loans, net of ACL</b>	<b>\$203,794</b>	<b>\$ 13,426</b>	<b>\$ 9,925</b>	<b>\$227,145</b>
<b>Lending commitments<sup>3</sup></b>	<b>\$134,938</b>	<b>\$ 22,148</b>	<b>\$ 600</b>	<b>\$157,686</b>
<b>Total exposure</b>	<b>\$338,732</b>	<b>\$ 35,574</b>	<b>\$10,525</b>	<b>\$384,831</b>

\$ in millions	At December 31, 2023			
	HFI	HFS	FVO <sup>1</sup>	Total
Institutional Securities:				
Corporate	\$ 6,758	\$ 11,862	\$ —	\$ 18,620
Secured lending facilities	39,498	3,161	—	42,659
Commercial and Residential real estate	8,678	209	3,331	12,218
Securities-based lending and Other	2,818	—	4,402	7,220
<b>Total Institutional Securities</b>	<b>57,752</b>	<b>15,232</b>	<b>7,733</b>	<b>80,717</b>
Wealth Management:				
Residential real estate	60,375	22	—	60,397
Securities-based lending and Other	86,423	1	—	86,424
<b>Total Wealth Management</b>	<b>146,798</b>	<b>23</b>	<b>—</b>	<b>146,821</b>
<b>Total Investment Management<sup>2</sup></b>	<b>4</b>	<b>—</b>	<b>455</b>	<b>459</b>
<b>Total loans</b>	<b>204,554</b>	<b>15,255</b>	<b>8,188</b>	<b>227,997</b>
<b>ACL</b>	<b>(1,169)</b>			<b>(1,169)</b>
<b>Total loans, net of ACL</b>	<b>\$203,385</b>	<b>\$ 15,255</b>	<b>\$ 8,188</b>	<b>\$226,828</b>
<b>Lending commitments<sup>3</sup></b>	<b>\$128,134</b>	<b>\$ 21,329</b>	<b>\$ 510</b>	<b>\$149,973</b>
<b>Total exposure</b>	<b>\$331,519</b>	<b>\$ 36,584</b>	<b>\$ 8,698</b>	<b>\$376,801</b>

Total exposure—consists of Total loans, net of ACL, and Lending commitments

1. FVO includes the fair value of certain unfunded lending commitments.
2. Investment Management business segment loans are related to certain of our activities as an investment adviser and manager. Loans held at fair value are the result of the consolidation of investment vehicles (including CLOs) managed by Investment Management, composed primarily of senior secured loans to corporations.
3. Lending commitments represent the notional amount of legally binding obligations to provide funding to clients for lending transactions. Since commitments associated with these business activities may expire unused or may not be utilized to full capacity, they do not necessarily reflect the actual future cash funding requirements.

## Risk Disclosures

We provide loans and lending commitments to a variety of customers, including large corporate and institutional clients, as well as high to ultra-high net worth individuals. In addition, we purchase loans in the secondary market. Loans and lending commitments are either held for investment, held for sale or carried at fair value. For more information on these loan classifications, see Note 2 to the financial statements in the 2023 Form 10-K.

Total loans and lending commitments increased by approximately \$8 billion since December 31, 2023, primarily due to an increase in Secured lending facilities and Corporate lending within the Institutional Securities business segment.

See Notes 4, 5, 9 and 13 to the financial statements for further information.

### Allowance for Credit Losses—Loans and Lending Commitments

<i>\$ in millions</i>	Three Months Ended March 31, 2024	
<b>ACL—Loans</b>		
Beginning balance	\$	1,169
Provision for credit losses		(22)
Other		(6)
<b>Ending balance</b>	<b>\$</b>	<b>1,141</b>
<b>ACL—Lending commitments</b>		
Beginning balance	\$	551
Provision for credit losses		16
Other		(2)
<b>Ending balance</b>	<b>\$</b>	<b>565</b>
<b>Total ending balance</b>	<b>\$</b>	<b>1,706</b>

### Provision for Credit Losses by Business Segment

\$ in millions	Three Months Ended March 31, 2024			
	IS	WM	Total	
Loans	\$ (16)	\$ (6)	\$	(22)
Lending commitments	18	(2)		16
<b>Total</b>	<b>\$ 2</b>	<b>\$ (8)</b>	<b>\$</b>	<b>(6)</b>

Credit exposure arising from our loans and lending commitments is measured in accordance with our internal risk management standards. Risk factors considered in determining the allowance for credit losses for loans and lending commitments include the borrower's financial strength, industry, facility structure, LTV ratio, debt service ratio, collateral and covenants. Qualitative and environmental factors such as economic and business conditions, nature and volume of the portfolio and lending terms, and volume and severity of past due loans may also be considered.

The allowance for credit losses for loans and lending commitments decreased in the current quarter, primarily related to improvements in the macroeconomic outlook. This was partially offset by provisions for certain specific commercial real estate and corporate loans and modest growth in certain other loan portfolios. There were no material charge-offs during the three months ended March 31, 2024. During the three months ended March 31, 2023, our net charge-off ratio was 0.04%.

The base scenario used in our ACL models as of March 31, 2024 was generated using a combination of consensus economic forecasts, forward rates, and internally developed and validated models. This scenario assumes slow economic growth in 2024, followed by a gradual improvement in 2025, as well as lower credit spreads and interest rates relative to the prior forecast. Given the nature of our lending portfolio, the most sensitive model input is U.S. gross domestic product ("GDP").

### Forecasted U.S. Real GDP Growth Rates in Base Scenario

	4Q 2024	4Q 2025
Year-over-year growth rate	1.0 %	2.0 %

See Note 2 to the financial statements in the 2023 Form 10-K for a discussion of the Firm's ACL methodology under CECL.

### Status of Loans Held for Investment

	At March 31, 2024		At December 31, 2023	
	IS	WM	IS	WM
Accrual	99.0%	99.7%	98.9%	99.8%
Nonaccrual <sup>1</sup>	1.0%	0.3%	1.1%	0.2%

1. Nonaccrual loans are loans where principal or interest is not expected when contractually due or are past due 90 days or more.

### Institutional Securities Loans and Lending Commitments<sup>1</sup>

\$ in millions	At March 31, 2024				
	Contractual Years to Maturity				Total
	<1	1-5	5-15	>15	
Loans					
AA	\$ 1	\$ 11	\$ 68	\$ —	\$ 80
A	1,316	1,068	176	—	2,560
BBB	5,455	9,821	389	—	15,665
BB	10,925	18,090	2,525	315	31,855
Other NIG	9,356	11,661	2,851	171	24,039
Unrated <sup>2</sup>	271	1,509	94	3,202	5,076
Total loans, net of ACL	27,324	42,160	6,103	3,688	79,275
Lending commitments					
AAA	—	50	—	—	50
AA	2,531	3,164	586	—	6,281
A	6,627	21,372	970	—	28,969
BBB	9,623	47,594	890	—	58,107
BB	3,238	18,980	3,809	465	26,492
Other NIG	1,497	14,817	2,296	3	18,613
Unrated <sup>2</sup>	4	24	222	—	250
Total lending commitments	23,520	106,001	8,773	468	138,762
Total exposure	\$50,844	\$148,161	\$14,876	\$4,156	\$218,037

## Risk Disclosures

\$ in millions	At December 31, 2023				
	Contractual Years to Maturity				Total
	<1	1-5	5-15	>15	
<b>Loans</b>					
AA	\$ 3	\$ 11	\$ 216	\$ —	\$ 230
A	1,054	950	182	—	2,186
BBB	7,117	10,076	346	—	17,539
BB	11,723	16,367	1,775	277	30,142
Other NIG	9,586	12,961	2,924	156	25,627
Unrated <sup>2</sup>	111	1,036	62	2,910	4,119
<b>Total loans, net of ACL</b>	<b>29,594</b>	<b>41,401</b>	<b>5,505</b>	<b>3,343</b>	<b>79,843</b>
<b>Lending commitments</b>					
AAA	—	50	—	—	50
AA	2,610	3,064	154	—	5,828
A	7,704	21,256	593	—	29,553
BBB	9,161	46,304	106	—	55,571
BB	4,069	16,431	1,594	414	22,508
Other NIG	1,916	13,842	1,077	3	16,838
Unrated <sup>2</sup>	6	7	—	—	13
<b>Total lending commitments</b>	<b>25,466</b>	<b>100,954</b>	<b>3,524</b>	<b>417</b>	<b>130,361</b>
<b>Total exposure</b>	<b>\$55,060</b>	<b>\$142,355</b>	<b>\$ 9,029</b>	<b>\$3,760</b>	<b>\$210,204</b>

NIG—Non-investment grade

1. Counterparty credit ratings are internally determined by the CRM.

2. Unrated loans and lending commitments are primarily trading positions that are measured at fair value and risk-managed as a component of market risk. For a further discussion of our market risk, see “Quantitative and Qualitative Disclosures about Risk—Market Risk” herein.

### Institutional Securities Loans and Lending Commitments by Industry

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Industry</b>		
Financials	\$ 61,171	\$ 57,804
Real estate	35,543	35,342
Industrials	17,780	18,056
Communications services	15,348	15,301
Consumer discretionary	14,653	12,190
Information technology	14,501	12,430
Healthcare	13,251	14,274
Utilities	11,102	11,522
Consumer staples	9,588	9,305
Energy	9,468	9,156
Materials	6,671	6,503
Insurance	6,329	6,486
Other	2,632	1,835
<b>Total exposure</b>	<b>\$ 218,037</b>	<b>\$ 210,204</b>

### Institutional Securities Lending Activities

The Institutional Securities business segment lending activities include Corporate, Secured lending facilities, Commercial and Residential real estate, and Securities-based lending and Other. As of March 31, 2024 and December 31, 2023, over 90% of our total lending exposure, which consists of loans and lending commitments, is investment grade and/or secured by collateral. For a description of Institutional Securities’ lending activities, see “Quantitative and Qualitative Disclosures about Risk—Credit Risk” in the 2023 Form 10-K.

### Institutional Securities Event-Driven Loans and Lending Commitments

\$ in millions	At March 31, 2024			
	Contractual Years to Maturity			Total
	<1	1-5	5-15	
Loans, net of ACL	\$ 2,096	\$ 693	\$ 2,562	\$ 5,351
Lending commitments	1,537	1,069	1,552	4,158
<b>Total exposure</b>	<b>\$ 3,633</b>	<b>\$ 1,762</b>	<b>\$ 4,114</b>	<b>\$ 9,509</b>

\$ in millions	At December 31, 2023			
	Contractual Years to Maturity			Total
	<1	1-5	5-15	
Loans, net of ACL	\$ 1,974	\$ 2,564	\$ 2,580	\$ 7,118
Lending commitments	3,564	685	549	4,798
<b>Total exposure</b>	<b>\$ 5,538</b>	<b>\$ 3,249</b>	<b>\$ 3,129</b>	<b>\$ 11,916</b>

Event-driven loans and lending commitments are associated with certain underwritings and/or syndications to finance a specific transaction, such as merger, acquisition, recapitalization or project finance activities. Balances may fluctuate as such lending is related to transactions that vary in timing and size from period to period.

### Institutional Securities Loans and Lending Commitments Held for Investment

\$ in millions	At March 31, 2024		
	Loans	Lending Commitments	Total
Corporate	\$ 7,171	\$ 96,771	\$ 103,942
Secured lending facilities	38,692	18,045	56,737
Commercial real estate	8,689	351	9,040
Securities-based lending and Other	2,687	847	3,534
<b>Total, before ACL</b>	<b>\$ 57,239</b>	<b>\$ 116,014</b>	<b>\$ 173,253</b>
ACL	\$ (852)	\$ (548)	\$ (1,400)

\$ in millions	At December 31, 2023		
	Loans	Lending Commitments	Total
Corporate	\$ 6,758	\$ 91,752	\$ 98,510
Secured lending facilities	39,498	15,589	55,087
Commercial real estate	8,678	266	8,944
Securities-based lending and Other	2,818	915	3,733
<b>Total, before ACL</b>	<b>\$ 57,752</b>	<b>\$ 108,522</b>	<b>\$ 166,274</b>
ACL	\$ (874)	\$ (533)	\$ (1,407)

## Risk Disclosures

### Institutional Securities Commercial Real Estate Loans and Lending Commitments

#### By Region

\$ in millions	At March 31, 2024			At December 31, 2023		
	Loans <sup>1</sup>	LC <sup>1</sup>	Total	Loans <sup>1</sup>	LC <sup>1</sup>	Total
Americas	\$ 6,066	\$ 286	\$ 6,352	\$ 5,410	\$ 289	\$ 5,699
EMEA	3,223	158	3,381	3,127	56	3,183
Asia	545	2	547	485	—	485
<b>Total</b>	<b>\$ 9,834</b>	<b>\$ 446</b>	<b>\$ 10,280</b>	<b>\$ 9,022</b>	<b>\$ 345</b>	<b>\$ 9,367</b>

#### By Property Type

\$ in millions	At March 31, 2024			At December 31, 2023		
	Loans <sup>1</sup>	LC <sup>1</sup>	Total	Loans <sup>1</sup>	LC <sup>1</sup>	Total
Office	\$ 3,143	\$ 167	\$ 3,310	\$ 3,310	\$ 186	\$ 3,496
Industrial	2,898	111	3,009	2,435	5	2,440
Multifamily	1,802	93	1,895	1,715	74	1,789
Hotel	1,013	69	1,082	718	73	791
Retail	978	6	984	842	7	849
Other	—	—	—	2	—	2
<b>Total</b>	<b>\$ 9,834</b>	<b>\$ 446</b>	<b>\$ 10,280</b>	<b>\$ 9,022</b>	<b>\$ 345</b>	<b>\$ 9,367</b>

LC—Lending Commitments

1. Amounts include HFI, HFS and FVO loans and lending commitments. HFI loans are presented net of ACL.

The current economic environment and changes in business and consumer behavior have adversely impacted commercial real estate borrowers due to pressure from higher interest rates, tenant lease renewals, and elevated refinancing risks for loans with near-term maturities, among other issues. While we continue to actively monitor all our loan portfolios, the commercial real estate sector remains under heightened focus given the sector's sensitivity to economic and secular factors, credit conditions, and difficulties specific to certain property types, most notably office.

As of March 31, 2024 and December 31, 2023, our lending against commercial real estate ("CRE") properties totaled \$10.3 billion and \$9.4 billion within the Institutional Securities business segment, which represents 4.7% and 4.5% of total exposure reflected in the Institutional Securities Loans and Lending Commitments table above. Those CRE loans are originated for experienced sponsors and are generally secured by specific institutional CRE properties. In many cases, loans are subsequently syndicated or securitized on a full or partial basis, reducing our ongoing exposure.

In addition to the amounts included in the table above, we provide certain secured lending facilities which are typically collateralized by pooled CRE mortgage loans and are included in Secured lending facilities in the Institutional Securities Loans and Lending Commitments Held for Investment table above. These secured lending facilities benefit from structural protections including cross-collateralization and diversification across property types.

### Institutional Securities Allowance for Credit Losses—Loans and Lending Commitments

\$ in millions	Three Months Ended March 31, 2024				
	Corporate	Secured Lending Facilities	CRE	Other	Total
<b>ACL—Loans</b>					
Beginning balance	\$ 241	\$ 153	\$ 463	\$ 17	\$ 874
Provision (release)	1	(17)	1	(1)	(16)
Other	(1)	(1)	(3)	(1)	(6)
<b>Ending balance</b>	<b>\$ 241</b>	<b>\$ 135</b>	<b>\$ 461</b>	<b>\$ 15</b>	<b>\$ 852</b>
<b>ACL—Lending commitments</b>					
Beginning balance	\$ 431	\$ 70	\$ 26	\$ 6	\$ 533
Provision (release)	(2)	25	(3)	(2)	18
Other	(3)	(1)	—	1	(3)
<b>Ending balance</b>	<b>\$ 426</b>	<b>\$ 94</b>	<b>\$ 23</b>	<b>\$ 5</b>	<b>\$ 548</b>
<b>Total ending balance</b>	<b>\$ 667</b>	<b>\$ 229</b>	<b>\$ 484</b>	<b>\$ 20</b>	<b>\$ 1,400</b>

### Institutional Securities HFI Loans—Ratios of Allowance for Credit Losses to Balance Before Allowance

	At March 31, 2024	At December 31, 2023
Corporate	3.4%	3.6%
Secured lending facilities	0.3%	0.4%
Commercial real estate	5.3%	5.3%
Securities-based lending and Other	0.6%	0.6%
<b>Total Institutional Securities loans</b>	<b>1.5%</b>	<b>1.5%</b>

### Wealth Management Loans and Lending Commitments

\$ in millions	At March 31, 2024				
	Contractual Years to Maturity				Total
	<1	1-5	5-15	>15	
Securities-based lending and Other	\$ 76,968	\$ 7,751	\$ 1,302	\$ 132	\$ 86,153
Residential real estate	1	101	1,214	59,936	61,252
<b>Total loans, net of ACL</b>	<b>\$ 76,969</b>	<b>\$ 7,852</b>	<b>\$ 2,516</b>	<b>\$ 60,068</b>	<b>\$ 147,405</b>
Lending commitments	15,966	2,582	16	360	18,924
<b>Total exposure</b>	<b>\$ 92,935</b>	<b>\$ 10,434</b>	<b>\$ 2,532</b>	<b>\$ 60,428</b>	<b>\$ 166,329</b>

\$ in millions	At December 31, 2023				
	Contractual Years to Maturity				Total
	<1	1-5	5-15	>15	
Securities-based lending and Other	\$ 76,923	\$ 7,679	\$ 1,494	\$ 133	\$ 86,229
Residential real estate	1	91	1,255	58,950	60,297
<b>Total loans, net of ACL</b>	<b>\$ 76,924</b>	<b>\$ 7,770</b>	<b>\$ 2,749</b>	<b>\$ 59,083</b>	<b>\$ 146,526</b>
Lending commitments	16,312	2,937	19	344	19,612
<b>Total exposure</b>	<b>\$ 93,236</b>	<b>\$ 10,707</b>	<b>\$ 2,768</b>	<b>\$ 59,427</b>	<b>\$ 166,138</b>

The principal Wealth Management business segment lending activities include Securities-based lending and Residential real estate loans.

Securities-based lending allows clients to borrow money against the value of qualifying securities, generally for any purpose other than purchasing, trading or carrying securities or refinancing margin debt. Other loans primarily include tailored lending, which typically consist of bespoke lending arrangements provided to ultra-high net worth clients. Securities-based lending and Other loans are generally secured by various types of eligible collateral, including



## Risk Disclosures

marketable securities, private investments, commercial real estate and other financial assets. For more information about our Securities-based lending and Residential real estate loans, see “Quantitative and Qualitative Disclosures about Risk—Credit Risk” in the 2023 Form 10-K.

### Wealth Management Commercial Real Estate Loans and Lending Commitments by Property Type

\$ in millions	At March 31, 2024			At December 31, 2023		
	Loans <sup>1</sup>	LC <sup>1</sup>	Total	Loans <sup>1</sup>	LC <sup>1</sup>	Total
Retail	\$ 2,297	\$ —	\$ 2,297	\$ 2,180	\$ 3	\$ 2,183
Multifamily	1,965	187	2,152	1,891	159	2,050
Office	1,734	16	1,750	1,736	16	1,752
Industrial	452	—	452	454	—	454
Hotel	387	—	387	400	—	400
Other	249	—	249	253	—	253
<b>Total</b>	<b>\$ 7,084</b>	<b>\$ 203</b>	<b>\$ 7,287</b>	<b>\$ 6,914</b>	<b>\$ 178</b>	<b>\$ 7,092</b>

LC—Lending Commitments

1. Amounts include HFI loans and lending commitments. HFI loans are presented net of ACL.

As of March 31, 2024 and December 31, 2023, our direct lending against CRE totaled \$7.3 billion and \$7.1 billion within the Wealth Management business segment, which represents 4.4% and 4.3% of total exposure reflected in the Wealth Management Loans and Lending Commitments table above, primarily included within Securities-based lending and Other loans. Such loans are originated through our private banking platform, are both secured and generally benefiting from full or partial guarantees from high or ultra-high net worth clients, which partially reduce associated credit risk. At both March 31, 2024 and December 31, 2023, greater than 95% of the CRE loans balance in the Wealth Management business segment received guarantees. All of our lending against CRE properties within Wealth Management are in the Americas region.

### Wealth Management Allowance for Credit Losses—Loans and Lending Commitments

\$ in millions	Three Months Ended March 31, 2024		
	Residential Real Estate	SBL and Other	Total
<b>ACL—Loans</b>			
Beginning balance	\$ 100	\$ 195	\$ 295
Provision (release)	(11)	5	(6)
<b>Ending balance</b>	<b>\$ 89</b>	<b>\$ 200</b>	<b>\$ 289</b>
<b>ACL—Lending commitments</b>			
Beginning balance	\$ 4	\$ 14	\$ 18
Provision (release)	—	(2)	(2)
Other	—	1	1
<b>Ending balance</b>	<b>\$ 4</b>	<b>\$ 13</b>	<b>\$ 17</b>
<b>Total ending balance</b>	<b>\$ 93</b>	<b>\$ 213</b>	<b>\$ 306</b>

As of March 31, 2024 and December 31, 2023, more than 75% of Wealth Management residential real estate loans were to borrowers with “Exceptional” or “Very Good” FICO scores (*i.e.*, exceeding 740). Additionally, Wealth Management’s securities-based lending portfolio remains well-collateralized and subject to daily client margining, which includes requiring customers to deposit additional collateral or reduce debt positions, when necessary.

## Customer and Other Receivables

### Margin Loans and Other Lending

\$ in millions	At March 31, 2024	At December 31, 2023
Institutional Securities	\$ 24,071	\$ 24,208
Wealth Management	23,393	21,436
<b>Total</b>	<b>\$ 47,464</b>	<b>\$ 45,644</b>

The Institutional Securities and Wealth Management business segments provide margin lending arrangements that allow customers to borrow against the value of qualifying securities, primarily for the purpose of purchasing additional securities, as well as to collateralize short positions. Institutional Securities primarily includes margin loans in the Equity Financing business. Wealth Management includes margin loans as well as non-purpose securities-based lending on non-bank entities. Amounts may fluctuate from period to period as overall client balances change as a result of market levels, client positioning and leverage.

Credit exposures arising from margin lending activities are generally mitigated by their short-term nature, the value of collateral held and our right to call for additional margin when collateral values decline. However, we could incur losses in the event that the customer fails to meet margin calls and collateral values decline below the loan amount. This risk is elevated in loans backed by collateral pools with significant concentrations in individual issuers or securities with similar risk characteristics. For a further discussion, see “Risk Factors—Credit Risk” in the 2023 Form 10-K.

### Employee Loans

For information on employee loans and related ACL, see Note 9 to the financial statements.



## Risk Disclosures

### Derivatives

#### Fair Value of OTC Derivative Assets

	Counterparty Credit Rating <sup>1</sup>					
<i>\$ in millions</i>	AAA	AA	A	BBB	NIG	Total
At March 31, 2024						
Less than 1 year	\$ 1,161	\$ 10,878	\$ 33,637	\$ 19,901	\$ 8,625	\$ 74,202
1-3 years	1,124	6,575	17,723	10,978	6,582	42,982
3-5 years	1,107	7,777	8,493	5,249	3,914	26,540
Over 5 years	3,119	28,963	48,383	27,306	7,059	114,830
Total, gross	\$ 6,511	\$ 54,193	\$ 108,236	\$ 63,434	\$ 26,180	\$ 258,554
Counterparty netting	(3,099)	(41,773)	(80,599)	(44,702)	(14,299)	(184,472)
Cash and securities collateral	(2,475)	(10,237)	(24,557)	(13,362)	(6,101)	(56,732)
Total, net	\$ 937	\$ 2,183	\$ 3,080	\$ 5,370	\$ 5,780	\$ 17,350

	Counterparty Credit Rating <sup>1</sup>					
<i>\$ in millions</i>	AAA	AA	A	BBB	NIG	Total
At December 31, 2023						
Less than 1 year	\$ 2,013	\$ 16,885	\$ 37,517	\$ 25,529	\$ 10,084	\$ 92,028
1-3 years	1,013	7,274	18,451	12,757	7,360	46,855
3-5 years	504	8,897	8,814	5,989	3,825	28,029
Over 5 years	3,955	29,511	50,512	28,003	6,597	118,578
Total, gross	\$ 7,485	\$ 62,567	\$ 115,294	\$ 72,278	\$ 27,866	\$285,490
Counterparty netting	(3,691)	(48,821)	(86,826)	(53,178)	(15,888)	(208,404)
Cash and securities collateral	(2,709)	(10,704)	(25,921)	(13,025)	(5,554)	(57,913)
<b>Total, net</b>	<b>\$ 1,085</b>	<b>\$ 3,042</b>	<b>\$ 2,547</b>	<b>\$ 6,075</b>	<b>\$ 6,424</b>	<b>\$ 19,173</b>

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Industry</b>		
Financials	\$ 5,511	\$ 7,215
Utilities	4,606	4,267
Regional governments	1,181	1,319
Industrials	940	937
Communications services	802	841
Energy	643	533
Consumer discretionary	590	684
Information technology	521	677
Healthcare	481	468
Consumer staples	477	515
Materials	358	383
Sovereign governments	247	262
Insurance	160	156
Real estate	136	167
Not-for-profit organizations	135	166
Other	562	583
<b>Total</b>	<b>\$ 17,350</b>	<b>\$ 19,173</b>

1. Counterparty credit ratings are determined internally by the CRM.

We are exposed to credit risk as a dealer in OTC derivatives. Credit risk with respect to derivative instruments arises from the possibility that a counterparty may fail to perform according to the terms of the contract. For more information on derivatives, see “Quantitative and Qualitative Disclosures about Risk—Credit Risk—Derivatives” in the 2023 Form 10-K and Note 6 to the financial statements.

### Country Risk

Country risk exposure is the risk that events in, or that affect, a foreign country (any country other than the U.S.) might adversely affect us. We actively manage country risk exposure through a comprehensive risk management framework that combines credit and other market fundamentals and allows us to effectively identify, monitor and limit country risk. For a further discussion of our country risk exposure see “Quantitative and Qualitative Disclosures about Risk—Country and Other Risks” in the 2023 Form 10-K.

#### Top 10 Non-U.S. Country Exposures

\$ in millions	At March 31, 2024				
	United Kingdom	France	Germany	Brazil	China
<b>Sovereign</b>					
Net inventory <sup>1</sup>	\$ 122	\$ 2,407	\$ (713)	\$ 5,064	\$ 2,161
Net counterparty exposure <sup>2</sup>	14	—	120	3	334
Exposure before hedges	136	2,407	(593)	5,067	2,495
Hedges <sup>3</sup>	(55)	(6)	(253)	(154)	—
Net exposure	\$ 81	\$ 2,401	\$ (846)	\$ 4,913	\$ 2,495
<b>Non-sovereign</b>					
Net inventory <sup>1</sup>	\$ 1,476	\$ 1,113	\$ 852	\$ 129	\$ 2,293
Net counterparty exposure <sup>2</sup>	6,737	2,977	2,920	329	171
Loans	7,192	721	1,404	381	344
Lending commitments	9,736	3,091	5,500	456	666
Exposure before hedges	25,141	7,902	10,676	1,295	3,474
Hedges <sup>3</sup>	(1,963)	(2,112)	(2,031)	(14)	(1)
Net exposure	\$ 23,178	\$ 5,790	\$ 8,645	\$ 1,281	\$ 3,473
<b>Total net exposure</b>	<b>\$ 23,259</b>	<b>\$ 8,191</b>	<b>\$ 7,799</b>	<b>\$ 6,194</b>	<b>\$ 5,968</b>

\$ in millions	Japan	India	Korea	Canada	Australia
<b>Sovereign</b>					
Net inventory <sup>1</sup>	\$ (42)	\$ 2,450	\$ 3,054	\$ 838	\$ 117
Net counterparty exposure <sup>2</sup>	17	—	387	15	91
Exposure before hedges	(25)	2,450	3,441	853	208
Hedges <sup>3</sup>	—	—	—	—	—
Net exposure	\$ (25)	\$ 2,450	\$ 3,441	\$ 853	\$ 208
<b>Non-sovereign</b>					
Net inventory <sup>1</sup>	\$ 1,426	\$ 979	\$ 37	\$ 259	\$ 208
Net counterparty exposure <sup>2</sup>	4,766	1,317	822	1,002	722
Loans	23	116	—	316	1,719
Lending commitments	—	—	—	1,703	936
Exposure before hedges	6,215	2,412	859	3,280	3,585
Hedges <sup>3</sup>	(234)	—	—	(106)	(14)
Net exposure	\$ 5,981	\$ 2,412	\$ 859	\$ 3,174	\$ 3,571
<b>Total net exposure</b>	<b>\$ 5,956</b>	<b>\$ 4,862</b>	<b>\$ 4,300</b>	<b>\$ 4,027</b>	<b>\$ 3,779</b>

1. Net inventory represents exposure to both long and short single-name and index positions (i.e., bonds and equities at fair value and CDS based on a notional amount assuming zero recovery adjusted for the fair value of any receivable or payable).
2. Net counterparty exposure (e.g., repurchase transactions, securities lending and OTC derivatives) is net of the benefit of collateral received and also is net by counterparty when legally enforceable master netting agreements are in place. For more information, see “Additional Information—Top 10 Non-U.S. Country Exposures” herein.
3. Amounts represent net CDS hedges (purchased and sold) on net counterparty exposure and lending executed by trading desks responsible for hedging counterparty and lending credit risk exposures. Amounts are based on the CDS notional amount assuming zero recovery adjusted for the fair value of any receivable or payable. For further description of the contractual terms for purchased credit protection and whether they may limit the effectiveness of our hedges, see “Quantitative and Qualitative Disclosures about Risk—Credit Risk—Derivatives” in the 2023 Form 10-K.

## Risk Disclosures

### Additional Information—Top 10 Non-U.S. Country Exposures

#### Collateral Held Against Net Counterparty Exposure<sup>1</sup>

\$ in millions		At March 31, 2024	
Country of Risk	Collateral <sup>2</sup>		
United Kingdom	U.K., U.S., and France	\$	8,039
Japan	Japan and U.S.		5,831
Other	U.S., Italy and France		15,119

1. The benefit of collateral received is reflected in the Top 10 Non-U.S. Country Exposures at March 31, 2024.

2. Primarily consists of cash and government obligations of the countries listed.

## Operational Risk

Operational risk refers to the risk of loss, or of damage to our reputation, resulting from inadequate or failed processes or systems, from human factors or from external events (e.g., cyberattacks or third-party vulnerabilities) that may manifest as, for example, loss of information, business disruption, theft and fraud, legal and compliance risks, or damage to physical assets. We may incur operational risk across the full scope of our business activities, including revenue-generating activities and support and control groups (e.g., information technology and trade processing). For a further discussion about our operational risk, see “Quantitative and Qualitative Disclosures about Risk—Operational Risk” in the 2023 Form 10-K.

## Model Risk

Model risk refers to the potential for adverse consequences from decisions based on incorrect or misused model outputs. Model risk can lead to financial loss, poor business and strategic decision-making or damage to our reputation. The risk inherent in a model is a function of the materiality, complexity and uncertainty around inputs and assumptions. Model risk is generated from the use of models impacting financial statements, regulatory filings, capital adequacy assessments and the formulation of strategy. For a further discussion about our model risk, see “Quantitative and Qualitative Disclosures about Risk—Model Risk” in the 2023 Form 10-K.

## Liquidity Risk

Liquidity risk refers to the risk that we will be unable to finance our operations due to a loss of access to the capital markets or difficulty in liquidating our assets. Liquidity risk also encompasses our ability (or perceived ability) to meet our financial obligations without experiencing significant business disruption or reputational damage that may threaten our viability as a going concern. For a further discussion about our liquidity risk, see “Quantitative and Qualitative Disclosures about Risk—Liquidity Risk” in the 2023 Form 10-K and “Management’s Discussion and Analysis of Financial Condition and Results of Operations—Liquidity and Capital Resources” herein.

## Legal, Regulatory and Compliance Risk

Legal, regulatory and compliance risk includes the risk of legal or regulatory sanctions, material financial loss, including fines, penalties, judgments, damages and/or settlements, limitations on our business, or loss of reputation that we may suffer as a result of failure to comply with laws, regulations, rules, related self-regulatory organization standards and codes of conduct applicable to our business activities. This risk also includes contractual and commercial risk, such as the risk that a counterparty’s performance obligations will be unenforceable. It also includes compliance with AML, terrorist financing, and anti-corruption rules and regulations. For a further discussion about our legal and compliance risk, see “Quantitative and Qualitative Disclosures about Risk—Legal, Regulatory and Compliance Risk” in the 2023 Form 10-K.

## Climate Risk

Climate change manifests as physical and transition risks. The physical risks of climate change include harm to people and property arising from acute climate-related events, such as floods, hurricanes, heatwaves, droughts and wildfires, and chronic, longer-term shifts in climate patterns, such as higher global average temperatures, rising sea levels and long-term droughts. The transition risk of climate change include policy, legal, technology and market changes. Examples of these transition risks include changes in consumer behavior and business sentiment, related technologies, shareholder preferences and any additional regulatory and legislative requirements, including increased disclosure or carbon taxes. Climate risk, which is not expected to have a significant effect on our consolidated results of operations or financial condition in the near term, is an overarching risk that can impact other categories of risk. For a further discussion about our climate risk, see “Quantitative and Qualitative Disclosures about Risk—Climate Risk” in the 2023 Form 10-K.

## Report of Independent Registered Public Accounting Firm

To the Shareholders and the Board of Directors of Morgan Stanley:

### Results of Review of Interim Financial Information

We have reviewed the accompanying condensed consolidated balance sheet of Morgan Stanley and subsidiaries (the “Firm”) as of March 31, 2024, and the related condensed consolidated income statements, comprehensive income statements, cash flow statements and statements of changes in total equity for the three-month periods ended March 31, 2024 and 2023, and the related notes (collectively referred to as the “interim financial information”). Based on our reviews, we are not aware of any material modifications that should be made to the accompanying interim financial information for it to be in conformity with accounting principles generally accepted in the United States of America.

We have previously audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) (PCAOB), the consolidated balance sheet of the Firm as of December 31, 2023, and the related consolidated income statement, comprehensive income statement, cash flow statement and statement of changes in total equity for the year then ended (not presented herein) included in the Firm’s Annual Report on Form 10-K; and in our report dated February 22, 2024, we expressed an unqualified opinion on those consolidated financial statements. In our opinion, the information set forth in the accompanying condensed consolidated balance sheet as of December 31, 2023, is fairly stated, in all material respects, in relation to the consolidated balance sheet from which it has been derived.

### Basis for Review Results

This interim financial information is the responsibility of the Firm’s management. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Firm in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our reviews in accordance with the standards of the PCAOB. A review of interim financial information consists principally of applying analytical procedures and making inquiries of persons responsible for financial and accounting matters. It is substantially less in scope than an audit conducted in accordance with the standards of the PCAOB, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

/s/ Deloitte & Touche LLP

New York, New York

May 3, 2024

# Consolidated Income Statement (Unaudited)

Morgan Stanley

	Three Months Ended March 31,	
	2024	2023
<i>in millions, except per share data</i>		
Revenues		
Investment banking	\$ 1,589	\$ 1,330
Trading	4,852	4,477
Investments	137	145
Commissions and fees	1,227	1,239
Asset management	5,269	4,728
Other	266	252
Total non-interest revenues	13,340	12,171
Interest income <sup>1</sup>	12,930	9,980
Interest expense <sup>1</sup>	11,134	7,634
Net interest	1,796	2,346
<b>Net revenues</b>	<b>15,136</b>	<b>14,517</b>
<b>Provision for credit losses</b>	<b>(6)</b>	<b>234</b>
<b>Non-interest expenses</b>		
Compensation and benefits	6,696	6,410
Brokerage, clearing and exchange fees	921	881
Information processing and communications	976	915
Professional services	639	710
Occupancy and equipment	441	440
Marketing and business development	217	247
Other	857	920
<b>Total non-interest expenses</b>	<b>10,747</b>	<b>10,523</b>
Income before provision for income taxes	4,395	3,760
Provision for income taxes	933	727
Net income	\$ 3,462	\$ 3,033
Net income applicable to noncontrolling interests	50	53
Net income applicable to Morgan Stanley	\$ 3,412	\$ 2,980
Preferred stock dividends	146	144
<b>Earnings applicable to Morgan Stanley common shareholders</b>	<b>\$ 3,266</b>	<b>\$ 2,836</b>
<b>Earnings per common share</b>		
Basic	\$ 2.04	\$ 1.72
Diluted	\$ 2.02	\$ 1.70
<b>Average common shares outstanding</b>		
Basic	1,601	1,645
Diluted	1,616	1,663

1. Prior period amounts have been adjusted to conform with the current period presentation. See Note 2 for additional information.

# Consolidated Comprehensive Income Statement (Unaudited)

	Three Months Ended March 31,	
	2024	2023
<i>\$ in millions</i>		
Net income	\$ 3,462	\$ 3,033
Other comprehensive income (loss), net of tax:		
Foreign currency translation adjustments	(173)	20
Change in net unrealized gains (losses) on available-for-sale securities	68	512
Pension and other	4	(1)
Change in net debt valuation adjustment	(563)	(15)
Net change in cash flow hedges	(28)	7
Total other comprehensive income (loss)	\$ (692)	\$ 523
Comprehensive income	\$ 2,770	\$ 3,556
Net income applicable to noncontrolling interests	50	53
Other comprehensive income (loss) applicable to noncontrolling interests	(56)	(19)
<b>Comprehensive income applicable to Morgan Stanley</b>	<b>\$ 2,776</b>	<b>\$ 3,522</b>

# Consolidated Balance Sheet

Morgan Stanley

	(Unaudited) At March 31, 2024	At December 31, 2023
<i>\$ in millions, except share data</i>		
<b>Assets</b>		
Cash and cash equivalents	\$ 102,305	\$ 89,232
Trading assets at fair value (\$148,191 and \$162,698 were pledged to various parties)	367,633	367,074
Investment securities:		
Available-for-sale at fair value (amortized cost of \$91,260 and \$92,149)	87,313	88,113
Held-to-maturity (fair value of \$55,283 and \$57,453)	65,420	66,694
Securities purchased under agreements to resell (includes \$— and \$7 at fair value)	122,733	110,740
Securities borrowed	132,852	121,091
Customer and other receivables	81,639	80,105
Loans:		
Held for investment (net of allowance for credit losses of \$1,141 and \$1,169)	203,794	203,385
Held for sale	13,426	15,255
Goodwill	16,722	16,707
Intangible assets (net of accumulated amortization of \$4,997 and \$4,847)	6,914	7,055
Other assets	27,752	28,242
<b>Total assets</b>	<b>\$ 1,228,503</b>	<b>\$ 1,193,693</b>
<b>Liabilities</b>		
Deposits (includes \$6,429 and \$6,472 at fair value)	\$ 352,494	\$ 351,804
Trading liabilities at fair value	152,843	151,513
Securities sold under agreements to repurchase (includes \$827 and \$1,020 at fair value)	82,404	62,651
Securities loaned	15,945	15,057
Other secured financings (includes \$11,077 and \$9,899 at fair value)	15,091	12,655
Customer and other payables	214,370	208,148
Other liabilities and accrued expenses	23,833	28,151
Borrowings (includes \$95,104 and \$93,900 at fair value)	271,383	263,732
<b>Total liabilities</b>	<b>1,128,363</b>	<b>1,093,711</b>
<b>Commitments and contingent liabilities (see Note 13)</b>		
<b>Equity</b>		
Morgan Stanley shareholders' equity:		
Preferred stock	8,750	8,750
Common stock, \$0.01 par value:		
Shares authorized: 3,500,000,000; Shares issued: 2,038,893,979; Shares outstanding: 1,626,657,461 and 1,626,828,437	20	20
Additional paid-in capital	29,046	29,832
Retained earnings	99,811	97,996
Employee stock trusts	5,250	5,314
Accumulated other comprehensive income (loss)	(7,057)	(6,421)
Common stock held in treasury at cost, \$0.01 par value (412,236,518 and 412,065,542 shares)	(31,372)	(31,139)
Common stock issued to employee stock trusts	(5,250)	(5,314)
<b>Total Morgan Stanley shareholders' equity</b>	<b>99,198</b>	<b>99,038</b>
Noncontrolling interests	942	944
<b>Total equity</b>	<b>100,140</b>	<b>99,982</b>
<b>Total liabilities and equity</b>	<b>\$ 1,228,503</b>	<b>\$ 1,193,693</b>



# Consolidated Statement of Changes in Total Equity (Unaudited)

Morgan Stanley

	Three Months Ended March 31,	
	2024	2023
\$ in millions		
<b>Preferred Stock</b>		
Beginning and ending balance	8,750	8,750
<b>Common Stock</b>		
Beginning and ending balance	20	20
<b>Additional Paid-in Capital</b>		
Beginning balance	29,832	29,339
Share-based award activity	(786)	(483)
Ending balance	29,046	28,856
<b>Retained Earnings</b>		
Beginning balance	97,996	94,862
Cumulative adjustment related to the adoption of an accounting standard update <sup>1</sup>	(60)	—
Net income applicable to Morgan Stanley	3,412	2,980
Preferred stock dividends <sup>2</sup>	(146)	(144)
Common stock dividends <sup>2</sup>	(1,390)	(1,305)
Other net increases (decreases)	(1)	(1)
Ending balance	99,811	96,392
<b>Employee Stock Trusts</b>		
Beginning balance	5,314	4,881
Share-based award activity	(64)	462
Ending balance	5,250	5,343
<b>Accumulated Other Comprehensive Income (Loss)</b>		
Beginning balance	(6,421)	(6,253)
Net change in Accumulated other comprehensive income (loss)	(636)	542
Ending balance	(7,057)	(5,711)
<b>Common Stock Held in Treasury at Cost</b>		
Beginning balance	(31,139)	(26,577)
Share-based award activity	1,485	1,304
Repurchases of common stock and employee tax withholdings	(1,718)	(2,208)
Ending balance	(31,372)	(27,481)
<b>Common Stock Issued to Employee Stock Trusts</b>		
Beginning balance	(5,314)	(4,881)
Share-based award activity	64	(462)
Ending balance	(5,250)	(5,343)
<b>Noncontrolling Interests</b>		
Beginning balance	944	1,090
Net income applicable to noncontrolling interests	50	53
Net change in Accumulated other comprehensive income (loss) applicable to noncontrolling interests	(56)	(19)
Other net increases (decreases)	4	4
Ending balance	942	1,128
<b>Total Equity</b>	<b>\$ 100,140</b>	<b>\$ 101,954</b>

1. The Firm adopted the *Investments - Tax Credit Structures* accounting standard update on January 1, 2024. Refer to Note 2 for further information.

2. See Note 16 for information regarding dividends per share for each class of stock.

# Consolidated Cash Flow Statement (Unaudited)

Morgan Stanley

	Three Months Ended March 31,	
	2024	2023
<i>\$ in millions</i>		
<b>Cash flows from operating activities</b>		
Net income	\$ 3,462	\$ 3,033
Adjustments to reconcile net income to net cash provided by (used for) operating activities:		
Stock-based compensation expense	442	558
Depreciation and amortization	975	940
Provision for credit losses	(6)	234
Other operating adjustments	(12)	66
Changes in assets and liabilities:		
Trading assets, net of Trading liabilities	(1,395)	2,582
Securities borrowed	(11,761)	(12,842)
Securities loaned	888	(91)
Customer and other receivables and other assets	272	4,899
Customer and other payables and other liabilities	3,735	777
Securities purchased under agreements to resell	(11,993)	(7,978)
Securities sold under agreements to repurchase	19,753	(2,043)
<b>Net cash provided by (used for) operating activities</b>	<b>4,360</b>	<b>(9,865)</b>
<b>Cash flows from investing activities</b>		
Proceeds from (payments for):		
Other assets—Premises, equipment and software	(816)	(719)
Changes in loans, net	(355)	(822)
AFS securities:		
Purchases	(9,019)	(3,475)
Proceeds from sales	4,548	1,466
Proceeds from paydowns and maturities	5,308	3,460
HTM securities:		
Purchases	(1,453)	—
Proceeds from paydowns and maturities	3,112	1,617
Other investing activities	(271)	(2,568)
<b>Net cash provided by (used for) investing activities</b>	<b>1,054</b>	<b>(1,041)</b>
<b>Cash flows from financing activities</b>		
Net proceeds from (payments for):		
Other secured financings	1,225	356
Deposits	534	(9,084)
Proceeds from issuance of Borrowings	28,079	21,219
Payments for:		
Borrowings	(17,721)	(15,201)
Repurchases of common stock and employee tax withholdings	(1,718)	(2,205)
Cash dividends	(1,496)	(1,406)
Other financing activities	(46)	33
<b>Net cash provided by (used for) financing activities</b>	<b>8,857</b>	<b>(6,288)</b>
Effect of exchange rate changes on cash and cash equivalents	(1,198)	325
Net increase (decrease) in cash and cash equivalents	13,073	(16,869)
Cash and cash equivalents, at beginning of period	89,232	128,127
<b>Cash and cash equivalents, at end of period</b>	<b>\$ 102,305</b>	<b>\$ 111,258</b>
<b>Supplemental Disclosure of Cash Flow Information</b>		
Cash payments for:		
Interest	\$ 11,878	\$ 8,912
Income taxes, net of refunds	233	307

## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

### 1. Introduction and Basis of Presentation

#### The Firm

Morgan Stanley is a global financial services firm that maintains significant market positions in each of its business segments—Institutional Securities, Wealth Management and Investment Management. Morgan Stanley, through its subsidiaries and affiliates, provides a wide variety of products and services to a large and diversified group of clients and customers, including corporations, governments, financial institutions and individuals. Unless the context otherwise requires, the terms “Morgan Stanley” or the “Firm” mean Morgan Stanley (the “Parent Company”) together with its consolidated subsidiaries. See the “Glossary of Common Terms and Acronyms” for the definition of certain terms and acronyms used throughout this Form 10-Q.

A description of the clients and principal products and services of each of the Firm’s business segments is as follows:

Institutional Securities provides a variety of products and services to corporations, governments, financial institutions and ultra-high net worth clients. Investment Banking services consist of capital raising and financial advisory services, including the underwriting of debt, equity securities and other products, as well as advice on mergers and acquisitions, restructurings and project finance. Our Equity and Fixed Income businesses include sales, financing, prime brokerage, market-making, Asia wealth management services and certain business-related investments. Lending activities include originating corporate loans and commercial real estate loans, providing secured lending facilities, and extending securities-based and other financing to customers. Other activities include research.

Wealth Management provides a comprehensive array of financial services and solutions to individual investors and small to medium-sized businesses and institutions covering: financial advisor-led brokerage, custody, administrative and investment advisory services; self-directed brokerage services; financial and wealth planning services; workplace services, including stock plan administration; securities-based lending, residential real estate loans and other lending products; banking; and retirement plan services.

Investment Management provides a broad range of investment strategies and products that span geographies, asset classes, and public and private markets to a diverse group of clients across institutional and intermediary channels. Strategies and products, which are offered through a variety of investment vehicles, include equity, fixed income, alternatives and solutions, and liquidity and overlay services. Institutional clients include defined benefit/defined contribution plans, foundations, endowments, government entities, sovereign wealth funds, insurance companies, third-party fund sponsors and corporations. Individual clients are

generally served through intermediaries, including affiliated and non-affiliated distributors.

#### Basis of Financial Information

The financial statements are prepared in accordance with U.S. GAAP, which requires the Firm to make estimates and assumptions regarding the valuations of certain financial instruments, the valuations of goodwill and intangible assets, the outcome of legal and tax matters, deferred tax assets, ACL, and other matters that affect its financial statements and related disclosures. The Firm believes that the estimates utilized in the preparation of its financial statements are prudent and reasonable. Actual results could differ materially from these estimates.

The Notes are an integral part of the Firm’s financial statements. The Firm has evaluated subsequent events for adjustment to or disclosure in these financial statements through the date of this report and has not identified any recordable or disclosable events not otherwise reported in these financial statements or the notes thereto.

The accompanying financial statements should be read in conjunction with the Firm’s financial statements and notes thereto included in the 2023 Form 10-K. Certain footnote disclosures included in the 2023 Form 10-K have been condensed or omitted from these financial statements as they are not required for interim reporting under U.S. GAAP. The financial statements reflect all adjustments of a normal, recurring nature that are, in the opinion of management, necessary for the fair presentation of the results for the interim period. The results of operations for interim periods are not necessarily indicative of results for the entire year.

#### Consolidation

The financial statements include the accounts of the Firm, its wholly owned subsidiaries and other entities in which the Firm has a controlling financial interest, including certain VIEs (see Note 14). Intercompany balances and transactions have been eliminated. For consolidated subsidiaries that are not wholly owned, the third-party holdings of equity interests are referred to as Noncontrolling interests. The net income attributable to Noncontrolling interests for such subsidiaries is presented as Net income applicable to noncontrolling interests in the income statement. The portion of shareholders’ equity that is attributable to Noncontrolling interests for such subsidiaries is presented as Noncontrolling interests, a component of Total equity, in the balance sheet.

For a discussion of the Firm’s significant regulated U.S. and international subsidiaries and its involvement with VIEs, see Note 1 to the financial statements in the 2023 Form 10-K.

## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

### 2. Significant Accounting Policies

For a detailed discussion about the Firm's significant accounting policies and for further information on accounting updates adopted in the prior year, see Note 2 to the financial statements in the 2023 Form 10-K.

In the first quarter of 2024, the Firm implemented certain presentation changes that impacted interest income and interest expense but had no effect on net interest income. These changes were made to align the accounting treatment between the balance sheet and the related interest income or expense, primarily by offsetting interest income and expense for certain prime brokerage-related customer receivables and payables that are currently accounted for as a single unit of account on the balance sheet. The current and previous presentation of these interest income and interest expense amounts are acceptable and the change does not represent a change in accounting principle. These changes were applied retrospectively to the income statement in 2023 and accordingly, prior period amounts were adjusted to conform with the current presentation.

During the three months ended March 31, 2024 there were no significant updates to the Firm's significant accounting policies, other than for the accounting updates adopted.

#### Accounting Updates Adopted in 2024

##### *Investments - Tax Credit Structures*

The Firm adopted the *Investments - Equity Method and Joint Ventures - Tax Credit Structures* accounting update on January 1, 2024 using the modified retrospective method. This accounting update permits an election to account for tax equity investments using the proportional amortization method if certain conditions are met. Under the proportional amortization method, the initial cost of the investment is amortized in proportion to the income tax credits and other income tax benefits received and recognized net in the income statement as a component of provision for income taxes. The update requires a separate accounting policy election to be made for each tax credit program. Additional disclosures are required regarding (i) the nature of our tax equity investments and (ii) the effect of our tax equity investments and related income tax credits on the financial condition and results of operations (see Note 10).

The adoption resulted in a decrease to Retained earnings of \$60 million as of January 1, 2024, net of tax, and a corresponding reduction to Other assets.

### 3. Cash and Cash Equivalents

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Cash and due from banks	\$ 8,356	\$ 7,323
Interest bearing deposits with banks	93,949	81,909
<b>Total Cash and cash equivalents</b>	<b>\$ 102,305</b>	<b>\$ 89,232</b>
Restricted cash	\$ 32,492	\$ 30,571

For additional information on cash and cash equivalents, including restricted cash, see Note 2 to the financial statements in the 2023 Form 10-K.

### 4. Fair Values

#### Recurring Fair Value Measurements

##### Assets and Liabilities Measured at Fair Value on a Recurring Basis

<i>\$ in millions</i>	At March 31, 2024				
	Level 1	Level 2	Level 3	Netting <sup>1</sup>	Total
<b>Assets at fair value</b>					
Trading assets:					
U.S. Treasury and agency securities	\$ 64,272	\$ 44,638	\$ —	\$ —	\$ 108,910
Other sovereign government obligations	27,671	11,170	64	—	38,905
State and municipal securities	—	1,927	102	—	2,029
MABS	—	1,689	457	—	2,146
Loans and lending commitments <sup>2</sup>	—	8,030	1,895	—	9,925
Corporate and other debt	—	37,304	2,042	—	39,346
Corporate equities <sup>3,5</sup>	118,398	715	268	—	119,381
Derivative and other contracts:					
Interest rate	2,067	133,957	843	—	136,867
Credit	1	10,049	401	—	10,451
Foreign exchange	34	72,069	249	—	72,352
Equity	1,831	74,034	595	—	76,460
Commodity and other	1,763	12,108	2,894	—	16,765
Netting <sup>1</sup>	(4,301)	(230,318)	(1,002)	(39,842)	(275,463)
Total derivative and other contracts	1,395	71,899	3,980	(39,842)	37,432
Investments <sup>4,5</sup>	1,049	879	970	—	2,898
Physical commodities	—	1,322	—	—	1,322
Total trading assets <sup>4</sup>	212,785	179,573	9,778	(39,842)	362,294
Investment securities—AFS	58,224	29,089	—	—	87,313
<b>Total assets at fair value</b>	<b>\$271,009</b>	<b>\$208,662</b>	<b>\$ 9,778</b>	<b>\$(39,842)</b>	<b>\$449,607</b>

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	At March 31, 2024				
	Level 1	Level 2	Level 3	Netting <sup>1</sup>	Total
<b>Liabilities at fair value</b>					
Deposits	\$ —	\$ 6,378	\$ 51	\$ —	\$ 6,429
Trading liabilities:					
U.S. Treasury and agency securities	24,479	25	—	—	24,504
Other sovereign government obligations	30,427	3,624	—	—	34,051
Corporate and other debt	—	12,654	39	—	12,693
Corporate equities <sup>3</sup>	49,284	267	34	—	49,585
Derivative and other contracts:					
Interest rate	1,823	124,827	795	—	127,445
Credit	—	10,623	274	—	10,897
Foreign exchange	151	66,542	229	—	66,922
Equity	1,975	87,270	1,584	—	90,829
Commodity and other	1,874	10,851	1,684	—	14,409
Netting <sup>1</sup>	(4,301)	(230,318)	(1,002)	(42,871)	(278,492)
Total derivative and other contracts	1,522	69,795	3,564	(42,871)	32,010
Total trading liabilities	105,712	86,365	3,637	(42,871)	152,843
Securities sold under agreements to repurchase	—	367	460	—	827
Other secured financings	—	11,003	74	—	11,077
Borrowings	—	93,077	2,027	—	95,104
<b>Total liabilities at fair value</b>	<b>\$105,712</b>	<b>\$197,190</b>	<b>\$ 6,249</b>	<b>\$(42,871)</b>	<b>\$266,280</b>

\$ in millions	At December 31, 2023				
	Level 1	Level 2	Level 3	Netting <sup>1</sup>	Total
<b>Assets at fair value</b>					
Trading assets:					
U.S. Treasury and agency securities	\$ 56,459	\$ 53,741	\$ —	\$ —	\$110,200
Other sovereign government obligations	22,580	9,946	94	—	32,620
State and municipal securities	—	2,148	34	—	2,182
MABS	—	1,540	489	—	2,029
Loans and lending commitments <sup>2</sup>	—	6,122	2,066	—	8,188
Corporate and other debt	—	35,833	1,983	—	37,816
Corporate equities <sup>3</sup>	126,772	929	199	—	127,900
Derivative and other contracts:					
Interest rate	7,284	140,139	784	—	148,207
Credit	—	10,244	393	—	10,637
Foreign exchange	12	93,218	20	—	93,250
Equity	2,169	55,319	587	—	58,075
Commodity and other	1,608	11,862	2,811	—	16,281
Netting <sup>1</sup>	(7,643)	(237,497)	(1,082)	(42,915)	(289,137)
Total derivative and other contracts	3,430	73,285	3,513	(42,915)	37,313
Investments <sup>4</sup>	781	836	949	—	2,566
Physical commodities	—	736	—	—	736
Total trading assets <sup>4</sup>	210,022	185,116	9,327	(42,915)	361,550
Investment securities—AFS	57,405	30,708	—	—	88,113
Securities purchased under agreements to resell	—	7	—	—	7
<b>Total assets at fair value</b>	<b>\$267,427</b>	<b>\$215,831</b>	<b>\$ 9,327</b>	<b>\$(42,915)</b>	<b>\$449,670</b>

\$ in millions	At December 31, 2023				
	Level 1	Level 2	Level 3	Netting <sup>1</sup>	Total
<b>Liabilities at fair value</b>					
Deposits	\$ —	\$ 6,439	\$ 33	\$ —	\$ 6,472
Trading liabilities:					
U.S. Treasury and agency securities	27,708	16	—	—	27,724
Other sovereign government obligations	26,829	3,955	6	—	30,790
Corporate and other debt	—	10,560	9	—	10,569
Corporate equities <sup>3</sup>	46,809	300	45	—	47,154
Derivative and other contracts:					
Interest rate	8,000	129,983	857	—	138,840
Credit	—	10,795	297	—	11,092
Foreign exchange	96	89,880	385	—	90,361
Equity	2,411	64,794	1,689	—	68,894
Commodity and other	1,642	11,904	1,521	—	15,067
Netting <sup>1</sup>	(7,643)	(237,497)	(1,082)	(42,757)	(288,979)
Total derivative and other contracts	4,506	69,859	3,667	(42,757)	35,275
Total trading liabilities	105,852	84,690	3,727	(42,757)	151,512
Securities sold under agreements to repurchase	—	571	449	—	1,020
Other secured financings	—	9,807	92	—	9,899
Borrowings	—	92,022	1,878	—	93,900
<b>Total liabilities at fair value</b>	<b>\$105,852</b>	<b>\$193,529</b>	<b>\$ 6,179</b>	<b>\$(42,757)</b>	<b>\$262,803</b>

MABS—Mortgage- and asset-backed securities

- For positions with the same counterparty that cross over the levels of the fair value hierarchy, both counterparty netting and cash collateral netting are included in the column titled "Netting." Positions classified within the same level that are with the same counterparty are netted within that level. For further information on derivative instruments and hedging activities, see Note 6.
- For a further breakdown by type, see the following Detail of Loans and Lending Commitments at Fair Value table.
- For trading purposes, the Firm holds or sells short equity securities issued by entities in diverse industries and of varying sizes.
- Amounts exclude certain investments that are measured based on NAV per share, which are not classified in the fair value hierarchy. For additional disclosure about such investments, see "Net Asset Value Measurements" herein.
- At March 31, 2024 and December 31, 2023, the Firm's Trading assets included an insignificant amount of equity securities subject to contractual sale restrictions that generally prohibit the Firm from selling the security for a period of time as of the measurement date.

## Detail of Loans and Lending Commitments at Fair Value

\$ in millions	At March 31, 2024	At December 31, 2023
Commercial Real Estate	\$ 1,141	\$ 422
Residential Real Estate	3,338	2,909
Securities-based lending and Other loans	5,446	4,857
<b>Total</b>	<b>\$ 9,925</b>	<b>\$ 8,188</b>

## Unsettled Fair Value of Futures Contracts<sup>1</sup>

\$ in millions	At March 31, 2024	At December 31, 2023
Customer and other receivables (payables), net	\$ 1,524	\$ 1,062

- These contracts are primarily Level 1, actively traded, valued based on quoted prices from the exchange and are excluded from the previous recurring fair value tables.

For a description of the valuation techniques applied to the Firm's major categories of assets and liabilities measured at fair value on a recurring basis, see Note 4 to the financial statements in the 2023 Form 10-K. During the current quarter,



## Notes to Consolidated Financial Statements (Unaudited)

there were no significant revisions made to the Firm's valuation techniques.

### Rollforward of Level 3 Assets and Liabilities Measured at Fair Value on a Recurring Basis

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>U.S. Treasury and agency securities</b>		
Beginning balance	\$ —	\$ 17
Purchases	—	(9)
Sales	—	(7)
Ending balance	\$ —	\$ 1
Unrealized gains (losses)	\$ —	\$ —
<b>Other sovereign government obligations</b>		
Beginning balance	\$ 94	\$ 169
Realized and unrealized gains (losses)	(2)	4
Purchases	3	78
Sales	(8)	(54)
Net transfers	(23)	(1)
Ending balance	\$ 64	\$ 196
Unrealized gains (losses)	\$ 1	\$ 4
<b>State and municipal securities</b>		
Beginning balance	\$ 34	\$ 145
Purchases	2	—
Sales	(32)	(40)
Net transfers	98	(102)
Ending balance	\$ 102	\$ 3
Unrealized gains (losses)	\$ —	\$ —
<b>MABS</b>		
Beginning balance	\$ 489	\$ 416
Realized and unrealized gains (losses)	6	2
Purchases	48	57
Sales	(84)	(45)
Net transfers	(2)	24
Ending balance	\$ 457	\$ 454
Unrealized gains (losses)	\$ (8)	\$ 1
<b>Loans and lending commitments</b>		
Beginning balance	\$ 2,066	\$ 2,017
Realized and unrealized gains (losses)	(10)	(26)
Purchases and originations	483	535
Sales	(410)	(193)
Settlements	(122)	(235)
Net transfers	(112)	(41)
Ending balance	\$ 1,895	\$ 2,057
Unrealized gains (losses)	\$ (10)	\$ (25)

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Corporate and other debt</b>		
Beginning balance	\$ 1,983	\$ 2,096
Realized and unrealized gains (losses)	50	34
Purchases and originations	196	508
Sales	(122)	(446)
Settlements	(2)	—
Net transfers	(63)	51
Ending balance	\$ 2,042	\$ 2,243
Unrealized gains (losses)	\$ 108	\$ 64
<b>Corporate equities</b>		
Beginning balance	\$ 199	\$ 116
Realized and unrealized gains (losses)	(64)	(8)
Purchases	10	19
Sales	(12)	(25)
Net transfers	135	42
Ending balance	\$ 268	\$ 144
Unrealized gains (losses)	\$ (2)	\$ (2)
<b>Investments</b>		
Beginning balance	\$ 949	\$ 923
Realized and unrealized gains (losses)	20	14
Purchases	3	47
Sales	(2)	(24)
Net transfers	—	(5)
Ending balance	\$ 970	\$ 955
Unrealized gains (losses)	\$ (5)	\$ 10
<b>Investment securities—AFS</b>		
Beginning balance	\$ —	\$ 35
Realized and unrealized gains (losses)	—	1
Net transfers	—	(36)
Ending balance	\$ —	\$ —
Unrealized gains (losses)	\$ —	\$ 1
<b>Net derivatives: Interest rate</b>		
Beginning balance	\$ (73)	\$ (151)
Realized and unrealized gains (losses)	113	(149)
Purchases	31	10
Issuances	(16)	(8)
Settlements	(112)	189
Net transfers	105	(108)
Ending balance	\$ 48	\$ (217)
Unrealized gains (losses)	\$ 119	\$ 29

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Net derivatives: Credit</b>		
Beginning balance	\$ 96	\$ 110
Realized and unrealized gains (losses)	(11)	(27)
Settlements	48	(31)
Net transfers	(6)	(4)
Ending balance	\$ 127	\$ 48
Unrealized gains (losses)	\$ (9)	\$ (28)
<b>Net derivatives: Foreign exchange</b>		
Beginning balance	\$ (365)	\$ 66
Realized and unrealized gains (losses)	301	(11)
Purchases	9	—
Issuances	—	(3)
Settlements	(28)	40
Net transfers	103	(26)
Ending balance	\$ 20	\$ 66
Unrealized gains (losses)	\$ 348	\$ (10)
<b>Net derivatives: Equity</b>		
Beginning balance	\$ (1,102)	\$ (736)
Realized and unrealized gains (losses)	171	16
Purchases	47	39
Issuances	(49)	(161)
Settlements	77	(30)
Net transfers	(133)	95
Ending balance	\$ (989)	\$ (777)
Unrealized gains (losses)	\$ 192	\$ (30)
<b>Net derivatives: Commodity and other</b>		
Beginning balance	\$ 1,290	\$ 1,083
Realized and unrealized gains (losses)	44	446
Purchases	87	16
Issuances	(44)	(3)
Settlements	(153)	(103)
Net transfers	(14)	160
Ending balance	\$ 1,210	\$ 1,599
Unrealized gains (losses)	\$ (132)	\$ 211
<b>Deposits</b>		
Beginning balance	\$ 33	\$ 20
Realized and unrealized losses (gains)	1	—
Issuances	2	6
Settlements	(1)	—
Net transfers	16	3
Ending balance	\$ 51	\$ 29
Unrealized losses (gains)	\$ 1	\$ —
<b>Nonderivative trading liabilities</b>		
Beginning balance	\$ 60	\$ 74
Realized and unrealized losses (gains)	4	(7)
Purchases	(38)	(44)
Sales	27	113
Net transfers	20	24
Ending balance	\$ 73	\$ 160
Unrealized losses (gains)	\$ 4	\$ (5)

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Securities sold under agreements to repurchase</b>		
Beginning balance	\$ 449	\$ 512
Realized and unrealized losses (gains)	11	11
Settlements	—	(9)
Ending balance	\$ 460	\$ 514
Unrealized losses (gains)	\$ 11	\$ 11
<b>Other secured financings</b>		
Beginning balance	\$ 92	\$ 91
Realized and unrealized losses (gains)	(4)	2
Issuances	7	41
Settlements	(21)	(19)
Ending balance	\$ 74	\$ 115
Unrealized losses (gains)	\$ (4)	\$ 2
<b>Borrowings</b>		
Beginning balance	\$ 1,878	\$ 1,587
Realized and unrealized losses (gains)	51	48
Issuances	217	239
Settlements	(109)	(82)
Net transfers	(10)	(143)
Ending balance	\$ 2,027	\$ 1,649
Unrealized losses (gains)	\$ 50	\$ 45
Portion of Unrealized losses (gains) recorded in OCI —Change in net DVA	22	9

Level 3 instruments may be hedged with instruments classified in Level 1 and Level 2. The realized and unrealized gains or losses for assets and liabilities within the Level 3 category presented in the previous tables do not reflect the related realized and unrealized gains or losses on hedging instruments that have been classified by the Firm within the Level 1 and/or Level 2 categories.

The unrealized gains (losses) during the period for assets and liabilities within the Level 3 category may include changes in fair value during the period that were attributable to both observable and unobservable inputs. Total realized and unrealized gains (losses) are primarily included in Trading revenues in the income statement.

Additionally, in the previous tables, consolidations of VIEs are included in Purchases, and deconsolidations of VIEs are included in Settlements.

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

## Significant Unobservable Inputs Used in Recurring and Nonrecurring Level 3 Fair Value Measurements

### Valuation Techniques and Unobservable Inputs

\$ in millions, except inputs	Balance / Range (Average <sup>1</sup> )	
	At March 31, 2024	At December 31, 2023
<b>Assets at Fair Value on a Recurring Basis</b>		
<b>Other sovereign government obligations</b>		
	\$ 64	\$ 94
Comparable pricing:		
Bond price	62 to 116 points (87 points)	61 to 110 points (87 points)
<b>State and municipal securities</b>		
	\$ 102	\$ 34
Comparable pricing:		
Bond price	99 to 100 points (100 points)	N/M
<b>MABS</b>		
	\$ 457	\$ 489
Comparable pricing:		
Bond price	0 to 88 points (60 points)	0 to 88 points (61 points)
<b>Loans and lending commitments</b>		
	\$ 1,895	\$ 2,066
Margin loan model:		
Margin loan rate	2% to 4% (3%)	2% to 4% (3%)
Comparable pricing:		
Loan price	84 to 101 points (97 points)	85 to 102 points (98 points)
<b>Corporate and other debt</b>		
	\$ 2,042	\$ 1,983
Comparable pricing:		
Bond price	28 to 130 points (85 points)	28 to 135 points (82 points)
Discounted cash flow:		
Loss given default	54% to 84% (62% / 54%)	54% to 84% (62% / 54%)
<b>Corporate equities</b>		
	\$ 268	\$ 199
Comparable pricing:		
Equity price	100%	100%
<b>Investments</b>		
	\$ 970	\$ 949
Discounted cash flow:		
WACC	9% to 17% (12%)	16% to 18% (17%)
Exit multiple	9 to 10 times (10 times)	9 to 17 times (15 times)
Market approach:		
EBITDA multiple	21 times	22 times
Comparable pricing:		
Equity price	24% to 100% (85%)	24% to 100% (86%)
<b>Net derivative and other contracts:</b>		
<b>Interest rate</b>		
	\$ 48	\$ (73)
Option model:		
IR volatility skew	69% to 87% (75% / 70%)	70% to 100% (81% / 93%)
IR curve correlation	70% to 87% (83% / 85%)	49% to 99% (77% / 79%)
Bond volatility	100% to 110% (106% / 110%)	79% to 85% (82% / 85%)
Inflation volatility	29% to 70% (43% / 39%)	27% to 70% (43% / 39%)
<b>Credit</b>		
	\$ 127	\$ 96
Credit default swap model:		
Cash-synthetic basis	7 points	7 points
Bond price	0 to 92 points (47 points)	0 to 92 points (46 points)
Credit spread	10 to 365 bps (96 bps)	10 to 404 bps (94 bps)
Funding spread	18 to 590 bps (71 bps)	18 to 590 bps (67 bps)

\$ in millions, except inputs	Balance / Range (Average <sup>1</sup> )	
	At March 31, 2024	At December 31, 2023
<b>Foreign exchange<sup>2</sup></b>		
	\$ 20	\$ (365)
Option model:		
IR curve	-1% to 14% (5% / 4%)	-4% to 26% (7% / 5%)
Foreign exchange volatility skew	N/M	-3% to 12% (2% / 0%)
Contingency probability	70% to 95% (90% / 95%)	95%
<b>Equity<sup>2</sup></b>		
	\$ (989)	\$ (1,102)
Option model:		
Equity volatility	6% to 92% (19%)	6% to 97% (23%)
Equity volatility skew	-1% to 0% (-1%)	-1% to 0% (0%)
Equity correlation	25% to 99% (59%)	25% to 97% (49%)
FX correlation	-74% to 50% (-19%)	-79% to 40% (-28%)
IR correlation	13% to 30% (14%)	10% to 30% (15%)
<b>Commodity and other</b>		
	\$ 1,210	\$ 1,290
Option model:		
Forward power price	\$0 to \$186 (\$48) per MWh	\$0 to \$220 (\$49) per MWh
Commodity volatility	10% to 115% (31%)	8% to 123% (31%)
Cross-commodity correlation	54% to 100% (94%)	54% to 100% (94%)
<b>Liabilities Measured at Fair Value on a Recurring Basis</b>		
<b>Deposits</b>		
	\$ 51	N/M
Option model:		
Equity volatility	7% to 13% (7%)	N/M
<b>Securities sold under agreements to repurchase</b>		
	\$ 460	\$ 449
Discounted cash flow:		
Funding spread	6 to 134 bps (42 / 30 bps)	28 to 135 bps (79 bps)
<b>Other secured financings</b>		
	\$ 74	\$ 92
Comparable pricing:		
Loan price	22 to 101 points (73 points)	22 to 101 points (76 points)
<b>Borrowings</b>		
	\$ 2,027	\$ 1,878
Option model:		
Equity volatility	4% to 70% (14%)	6% to 69% (13%)
Equity volatility skew	-1% to 0% (0%)	-2% to 0% (0%)
Equity correlation	25% to 98% (61%)	41% to 97% (79%)
Equity - FX correlation	-60% to 40% (-33%)	-65% to 40% (-30%)
IR curve correlation	60% to 99% (88% / 92%)	50% to 89% (71% / 70%)
Credit default swap model:		
Credit spread	328 to 480 bps (404 bps)	N/M
Discounted cash flow:		
Loss given default	54% to 84% (62% / 54%)	54% to 84% (62% / 54%)
<b>Nonrecurring Fair Value Measurement</b>		
<b>Loans</b>		
	\$ 5,119	\$ 4,532
Corporate loan model:		
Credit spread	110 to 1890 bps (1053 bps)	99 to 1467 bps (1015 bps)
Comparable pricing:		
Loan price	42 to 100 points (86 points)	25 to 93 points (70 points)
Warehouse model:		
Credit spread	110 to 275 bps (162 bps)	115 to 268 bps (185 bps)

Points—Percentage of par  
IR—Interest rate

## Notes to Consolidated Financial Statements (Unaudited)

FX—Foreign exchange

1. A single amount is disclosed for range and average when there is no significant difference between the minimum, maximum and average. Amounts represent weighted averages except where simple averages and the median of the inputs are more relevant.
2. Includes derivative contracts with multiple risks (*i.e.*, hybrid products).

The previous table provides information on the valuation techniques, significant unobservable inputs, and the ranges and averages for each major category of assets and liabilities measured at fair value on a recurring and nonrecurring basis with a significant Level 3 balance. The level of aggregation and breadth of products cause the range of inputs to be wide and not evenly distributed across the inventory of financial instruments. Further, the range of unobservable inputs may differ across firms in the financial services industry because of diversity in the types of products included in each firm's inventory. Generally, there are no predictable relationships between multiple significant unobservable inputs attributable to a given valuation technique.

For a description of the Firm's significant unobservable inputs and qualitative information about the effect of hypothetical changes in the values of those inputs, see Note 4 to the financial statements in the 2023 Form 10-K. During the current quarter, there were no significant revisions made to the descriptions of the Firm's significant unobservable inputs.

### Net Asset Value Measurements

#### Fund Interests

\$ in millions	At March 31, 2024		At December 31, 2023	
	Carrying Value	Commitment	Carrying Value	Commitment
Private equity	\$ 2,460	\$ 693	\$ 2,685	\$ 720
Real estate	2,803	235	2,765	240
Hedge	77	3	74	3
<b>Total</b>	<b>\$ 5,340</b>	<b>\$ 931</b>	<b>\$ 5,524</b>	<b>\$ 963</b>

Amounts in the previous table represent the Firm's carrying value of general and limited partnership interests in fund investments, as well as any related performance-based income in the form of carried interest. The carrying amounts are measured based on the NAV of the fund taking into account the distribution terms applicable to the interest held. This same measurement applies whether the fund investments are accounted for under the equity method or fair value.

For a description of the Firm's investments in private equity funds, real estate funds and hedge funds, which are measured based on NAV, see Note 4 to the financial statements in the 2023 Form 10-K.

See Note 13 for information regarding general partner guarantees, which include potential obligations to return performance fee distributions previously received. See Note 19 for information regarding unrealized carried interest at risk of reversal.

### Nonredeemable Funds by Contractual Maturity

\$ in millions	Carrying Value at March 31, 2024	
	Private Equity	Real Estate
Less than 5 years	\$ 1,122	\$ 947
5-10 years	1,242	1,816
Over 10 years	96	40
<b>Total</b>	<b>\$ 2,460</b>	<b>\$ 2,803</b>

### Nonrecurring Fair Value Measurements

#### Assets and Liabilities Measured at Fair Value on a Nonrecurring Basis

\$ in millions	At March 31, 2024		
	Level 2	Level 3 <sup>1</sup>	Total
<b>Assets</b>			
Loans	2,460	5,119	7,579
<b>Total</b>	<b>\$ 2,460</b>	<b>\$ 5,119</b>	<b>\$ 7,579</b>
<b>Liabilities</b>			
Other liabilities and accrued expenses—Lending commitments	\$ 70	\$ 58	\$ 128
<b>Total</b>	<b>\$ 70</b>	<b>\$ 58</b>	<b>\$ 128</b>

\$ in millions	At December 31, 2023		
	Level 2	Level 3 <sup>1</sup>	Total
<b>Assets</b>			
Loans	\$ 4,215	\$ 4,532	\$ 8,747
Other assets—Other investments	—	4	4
Other assets—ROU assets	23	—	23
<b>Total</b>	<b>\$ 4,238</b>	<b>\$ 4,536</b>	<b>\$ 8,774</b>
<b>Liabilities</b>			
Other liabilities and accrued expenses—Lending commitments	\$ 110	\$ 60	\$ 170
<b>Total</b>	<b>\$ 110</b>	<b>\$ 60</b>	<b>\$ 170</b>

1. For significant Level 3 balances, refer to "Significant Unobservable Inputs Used in Recurring and Nonrecurring Level 3 Fair Value Measurements" section herein for details of the significant unobservable inputs used for nonrecurring fair value measurement.

### Gains (Losses) from Nonrecurring Fair Value Remeasurements<sup>1</sup>

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Assets</b>		
Loans <sup>2</sup>	\$ (22)	\$ 19
Other assets—Premises, equipment and software <sup>3</sup>	—	(3)
<b>Total</b>	<b>\$ (22)</b>	<b>\$ 16</b>
<b>Liabilities</b>		
Other liabilities and accrued expenses—Lending commitments <sup>2</sup>	\$ 1	\$ 34
<b>Total</b>	<b>\$ 1</b>	<b>\$ 34</b>

1. Gains and losses for Loans and Other assets—Other investments are classified in Other revenues. For other items, gains and losses are recorded in Other revenues if the item is held for sale; otherwise, they are recorded in Other expenses.
2. Nonrecurring changes in the fair value of loans and lending commitments, which exclude the impact of related economic hedges, are calculated as follows: for the held-for-investment category, based on the value of the underlying collateral; and for the held-for-sale category, based on recently executed transactions, market price quotations, valuation models that incorporate market observable inputs where possible, such as comparable loan or debt prices and CDS spread levels adjusted for any basis difference between cash and derivative instruments, or default recovery analysis where such transactions and quotations are unobservable.
3. Losses related to Other assets—Premises, equipment and software generally include impairments as well as write-offs related to the disposal of certain assets.

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

## Financial Instruments Not Measured at Fair Value

Financial Instruments Not Measured at Fair Value						
\$ in millions	At March 31, 2024					
	Carrying Value	Fair Value				Total
		Level 1	Level 2	Level 3		
Financial assets						
Cash and cash equivalents	\$ 102,305	\$102,305	\$ —	\$ —		\$102,305
Investment securities—HTM	65,420	19,768	34,355	1,160		55,283
Securities purchased under agreements to resell	122,733	—	120,543	2,200		122,743
Securities borrowed	132,852	—	132,852	—		132,852
Customer and other receivables	75,427	—	71,198	4,010		75,208
Loans <sup>1,2</sup>						
Held for investment	203,794	—	15,513	181,932		197,445
Held for sale	13,426	—	6,002	7,511		13,513
Other assets	704	—	704	—		704
Financial liabilities						
Deposits	\$ 346,065	\$ —	\$346,166	\$ —		\$346,166
Securities sold under agreements to repurchase	81,577	—	81,560	—		81,560
Securities loaned	15,945	—	15,945	—		15,945
Other secured financings	4,014	—	4,013	—		4,013
Customer and other payables	214,263	—	214,263	—		214,263
Borrowings	176,279	—	178,960	55		179,015
	Commitment Amount					
Lending commitments <sup>3</sup>	\$ 157,086	\$ —	\$ 1,108	\$ 833		\$ 1,941

	At December 31, 2023					
	Carrying Value	Fair Value				
\$ in millions		Level 1	Level 2	Level 3	Total	
<b>Financial assets</b>						
Cash and cash equivalents	\$ 89,232	\$ 89,232	\$ —	\$ —	\$ 89,232	
Investment securities—HTM	66,694	21,937	34,411	1,105	57,453	
Securities purchased under agreements to resell	110,733	—	108,099	2,674	110,773	
Securities borrowed	121,091	—	121,091	—	121,091	
Customer and other receivables	74,337	—	70,110	4,031	74,141	
Loans <sup>1,2</sup>						
Held for investment	203,385	—	20,125	176,291	196,416	
Held for sale	15,255	—	8,652	6,672	15,324	
Other assets	704	—	704	—	704	
<b>Financial liabilities</b>						
Deposits	\$ 345,332	\$ —	\$345,391	\$ —	\$345,391	
Securities sold under agreements to repurchase	61,631	—	61,621	—	61,621	
Securities loaned	15,057	—	15,055	—	15,055	
Other secured financings	2,756	—	2,756	—	2,756	
Customer and other payables	208,015	—	208,015	—	208,015	
Borrowings	169,832	—	171,009	4	171,013	
	Commitment Amount					
Lending commitments <sup>3</sup>	\$ 149,464	\$ —	\$ 1,338	\$ 749	\$ 2,087	

1. Amounts include loans measured at fair value on a nonrecurring basis.
2. Loans amounts have been disaggregated into HFI and HFS for the first time in the fourth quarter of 2023. Prior period amounts have been revised to match the current period presentation.
3. Represents Lending commitments accounted for as Held for Investment and Held for Sale. For a further discussion on lending commitments, see Note 13.

The previous tables exclude all non-financial assets and liabilities, such as Goodwill and Intangible assets, and certain financial instruments, such as equity method investments and certain receivables.

## 5. Fair Value Option

The Firm has elected the fair value option for certain eligible instruments that are risk managed on a fair value basis to mitigate income statement volatility caused by measurement basis differences between the elected instruments and their associated risk management transactions or to eliminate complexities of applying certain accounting models.

### Borrowings Measured at Fair Value on a Recurring Basis

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Business Unit Responsible for Risk Management</b>		
Equity	\$ 47,086	\$ 46,073
Interest rates	30,553	31,055
Commodities	13,480	12,798
Credit	2,384	2,400
Foreign exchange	1,601	1,574
<b>Total</b>	<b>\$ 95,104</b>	<b>\$ 93,900</b>



## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

### Net Revenues from Borrowings under the Fair Value Option

\$ in millions	Three Months Ended March 31,	
	2024	2023
Trading revenues	\$ (114)	\$ (4,378)
Interest expense	144	108
<b>Net revenues<sup>1</sup></b>	<b>\$ (258)</b>	<b>\$ (4,486)</b>

1. Amounts do not reflect any gains or losses from related economic hedges.

Gains (losses) from changes in fair value are recorded in Trading revenues and are mainly attributable to movements in the reference price or index, interest rates or foreign exchange rates.

### Gains (Losses) Due to Changes in Instrument-Specific Credit Risk

\$ in millions	Three Months Ended March 31,			
	2024		2023	
	Trading Revenues	OCI	Trading Revenues	OCI
Loans and other receivables <sup>1</sup>	\$ 26	\$ —	\$ (43)	\$ —
Lending commitments	(3)	—	11	—
Deposits	—	(4)	—	93
Borrowings	(10)	(737)	(6)	(117)

\$ in millions	At March 31, 2024	At December 31, 2023
Cumulative pre-tax DVA gain (loss) recognized in AOCI	\$ (2,907)	\$ (2,166)

1. Loans and other receivables-specific credit gains (losses) were determined by excluding the non-credit components of gains and losses.

### Difference Between Contractual Principal and Fair Value<sup>1</sup>

\$ in millions	At March 31, 2024	At December 31, 2023
Loans and other receivables <sup>2</sup>	\$ 10,667	\$ 11,086
Nonaccrual loans <sup>2</sup>	8,101	8,566
Borrowings <sup>3</sup>	3,085	3,030

- Amounts indicate contractual principal greater than or (less than) fair value.
- The majority of the difference between principal and fair value amounts for loans and other receivables relates to distressed debt positions purchased at amounts well below par.
- Excludes borrowings where the repayment of the initial principal amount fluctuates based on changes in a reference price or index.

The previous tables exclude non-recourse debt from consolidated VIEs, liabilities related to transfers of financial assets treated as collateralized financings, pledged commodities and other liabilities that have specified assets attributable to them.

### Fair Value Loans on Nonaccrual Status

\$ in millions	At March 31, 2024	At December 31, 2023
Nonaccrual loans	\$ 568	\$ 440
Nonaccrual loans 90 or more days past due	176	75

## 6. Derivative Instruments and Hedging Activities

### Fair Values of Derivative Contracts

\$ in millions	Assets at March 31, 2024			
	Bilateral OTC	Cleared OTC	Exchange-Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 4	\$ —	\$ —	\$ 4
Foreign exchange	83	20	—	103
<b>Total</b>	<b>87</b>	<b>20</b>	<b>—</b>	<b>107</b>
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	3	30	—	33
<b>Other derivatives</b>				
Interest rate	120,182	16,370	311	136,863
Credit	5,522	4,896	—	10,418
Foreign exchange	70,243	1,968	38	72,249
Equity	24,722	—	51,738	76,460
Commodity and other	14,511	—	2,254	16,765
<b>Total</b>	<b>235,183</b>	<b>23,264</b>	<b>54,341</b>	<b>312,788</b>
<b>Total gross derivatives</b>	<b>\$ 235,270</b>	<b>\$ 23,284</b>	<b>\$ 54,341</b>	<b>\$ 312,895</b>
<b>Amounts offset</b>				
Counterparty netting	(163,903)	(20,569)	(51,634)	(236,106)
Cash collateral netting	(37,516)	(1,841)	—	(39,357)
<b>Total in Trading assets</b>	<b>\$ 33,851</b>	<b>\$ 874</b>	<b>\$ 2,707</b>	<b>\$ 37,432</b>
<b>Amounts not offset<sup>1</sup></b>				
Financial instruments collateral	(17,375)	—	—	(17,375)
<b>Net amounts</b>	<b>\$ 16,476</b>	<b>\$ 874</b>	<b>\$ 2,707</b>	<b>\$ 20,057</b>
Net amounts for which master netting or collateral agreements are not in place or may not be legally enforceable				\$ 2,798

\$ in millions	Liabilities at March 31, 2024			
	Bilateral OTC	Cleared OTC	Exchange-Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 482	\$ —	\$ —	\$ 482
Foreign exchange	16	12	—	28
<b>Total</b>	<b>498</b>	<b>12</b>	<b>—</b>	<b>510</b>
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	44	779	—	823
<b>Other derivatives</b>				
Interest rate	112,206	14,460	297	126,963
Credit	5,550	4,524	—	10,074
Foreign exchange	64,588	2,149	157	66,894
Equity	38,982	—	51,847	90,829
Commodity and other	11,770	—	2,639	14,409
<b>Total</b>	<b>233,140</b>	<b>21,912</b>	<b>54,940</b>	<b>309,992</b>
<b>Total gross derivatives</b>	<b>\$ 233,638</b>	<b>\$ 21,924</b>	<b>\$ 54,940</b>	<b>\$ 310,502</b>
<b>Amounts offset</b>				
Counterparty netting	(163,903)	(20,569)	(51,634)	(236,106)
Cash collateral netting	(41,077)	(1,309)	—	(42,386)
<b>Total in Trading liabilities</b>	<b>\$ 28,658</b>	<b>\$ 46</b>	<b>\$ 3,306</b>	<b>\$ 32,010</b>
<b>Amounts not offset<sup>1</sup></b>				
Financial instruments collateral	(4,092)	—	(341)	(4,433)
<b>Net amounts</b>	<b>\$ 24,566</b>	<b>\$ 46</b>	<b>\$ 2,965</b>	<b>\$ 27,577</b>
Net amounts for which master netting or collateral agreements are not in place or may not be legally enforceable				4,950

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Morgan Stanley

Assets at December 31, 2023				
<i>\$ in millions</i>	Bilateral OTC	Cleared OTC	Exchange- Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 25	\$ —	\$ —	\$ 25
Foreign exchange	5	5	—	10
Total	30	5	—	35
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	2	27	—	29
<b>Other derivatives</b>				
Interest rate	127,414	19,914	854	148,182
Credit	5,712	4,896	—	10,608
Foreign exchange	90,654	2,570	16	93,240
Equity	20,338	—	37,737	58,075
Commodity and other	13,928	—	2,353	16,281
Total	258,048	27,407	40,960	326,415
<b>Total gross derivatives</b>	<b>\$ 258,078</b>	<b>\$ 27,412</b>	<b>\$ 40,960</b>	<b>\$ 326,450</b>
<b>Amounts offset</b>				
Counterparty netting	(184,553)	(23,851)	(38,510)	(246,914)
Cash collateral netting	(39,493)	(2,730)	—	(42,223)
<b>Total in Trading assets</b>	<b>\$ 34,032</b>	<b>\$ 831</b>	<b>\$ 2,450</b>	<b>\$ 37,313</b>
<b>Amounts not offset<sup>1</sup></b>				
Financial instruments collateral	(15,690)	—	—	(15,690)
<b>Net amounts</b>	<b>\$ 18,342</b>	<b>\$ 831</b>	<b>\$ 2,450</b>	<b>\$ 21,623</b>
Net amounts for which master netting or collateral agreements are not in place or may not be legally enforceable				
				\$ 2,641

Liabilities at December 31, 2023				
<i>\$ in millions</i>	Bilateral OTC	Cleared OTC	Exchange- Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 467	\$ —	\$ —	\$ 467
Foreign exchange	414	43	—	457
Total	881	43	—	924
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	43	702	—	745
<b>Other derivatives</b>				
Interest rate	120,604	17,179	590	138,373
Credit	5,920	4,427	—	10,347
Foreign exchange	87,104	2,694	106	89,904
Equity	31,545	—	37,349	68,894
Commodity and other	12,237	—	2,830	15,067
Total	257,453	25,002	40,875	323,330
<b>Total gross derivatives</b>	<b>\$ 258,334</b>	<b>\$ 25,045</b>	<b>\$ 40,875</b>	<b>\$ 324,254</b>
<b>Amounts offset</b>				
Counterparty netting	(184,553)	(23,851)	(38,510)	(246,914)
Cash collateral netting	(41,082)	(983)	—	(42,065)
<b>Total in Trading liabilities</b>	<b>\$ 32,699</b>	<b>\$ 211</b>	<b>\$ 2,365</b>	<b>\$ 35,275</b>
<b>Amounts not offset<sup>1</sup></b>				
Financial instruments collateral	(6,864)	(8)	(37)	(6,909)
<b>Net amounts</b>	<b>\$ 25,835</b>	<b>\$ 203</b>	<b>\$ 2,328</b>	<b>\$ 28,366</b>
Net amounts for which master netting or collateral agreements are not in place or may not be legally enforceable				
				\$ 5,911

1. Amounts relate to master netting agreements and collateral agreements that have been determined by the Firm to be legally enforceable in the event of default but where certain other netting criteria are not met in accordance with applicable offsetting accounting guidance.

See Note 4 for information related to the unsettled fair value of futures contracts not designated as accounting hedges, which are excluded from the previous tables.

## Notionals of Derivative Contracts

Assets at March 31, 2024				
<i>\$ in billions</i>	Bilateral OTC	Cleared OTC	Exchange- Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ —	\$ 88	\$ —	\$ 88
Foreign exchange	14	2	—	16
Total	14	90	—	104
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	—	—	—	—
<b>Other derivatives</b>				
Interest rate	4,324	7,845	570	12,739
Credit	203	161	—	364
Foreign exchange	3,692	193	14	3,899
Equity	583	—	509	1,092
Commodity and other	137	—	70	207
Total	8,939	8,199	1,163	18,301
<b>Total gross derivatives</b>	<b>\$ 8,953</b>	<b>\$ 8,289</b>	<b>\$ 1,163</b>	<b>\$ 18,405</b>

Liabilities at March 31, 2024				
<i>\$ in billions</i>	Bilateral OTC	Cleared OTC	Exchange- Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 2	\$ 195	\$ —	\$ 197
Foreign exchange	1	2	—	3
Total	3	197	—	200
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	2	21	—	23
<b>Other derivatives</b>				
Interest rate	4,639	7,457	427	12,523
Credit	217	143	—	360
Foreign exchange	3,742	196	43	3,981
Equity	666	—	788	1,454
Commodity and other	103	—	83	186
Total	9,369	7,817	1,341	18,527
<b>Total gross derivatives</b>	<b>\$ 9,372</b>	<b>\$ 8,014</b>	<b>\$ 1,341</b>	<b>\$ 18,727</b>

Assets at December 31, 2023				
<i>\$ in billions</i>	Bilateral OTC	Cleared OTC	Exchange- Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ —	\$ 92	\$ —	\$ 92
Foreign exchange	1	1	—	2
Total	1	93	—	94
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	—	1	—	1
<b>Other derivatives</b>				
Interest rate	4,153	8,357	560	13,070
Credit	214	176	—	390
Foreign exchange	3,378	165	7	3,550
Equity	528	—	440	968
Commodity and other	142	—	65	207
Total	8,415	8,699	1,072	18,186
<b>Total gross derivatives</b>	<b>\$ 8,416</b>	<b>\$ 8,792</b>	<b>\$ 1,072</b>	<b>\$ 18,280</b>

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in billions	Liabilities at December 31, 2023			
	Bilateral OTC	Cleared OTC	Exchange-Traded	Total
<b>Designated as accounting hedges</b>				
Interest rate	\$ 3	\$ 183	\$ —	\$ 186
Foreign exchange	14	3	—	17
Total	17	186	—	203
<b>Not designated as accounting hedges</b>				
<b>Economic hedges of loans</b>				
Credit	2	22	—	24
<b>Other derivatives</b>				
Interest rate	4,631	8,197	455	13,283
Credit	229	155	—	384
Foreign exchange	3,496	167	33	3,696
Equity	587	—	712	1,299
Commodity and other	101	—	79	180
Total	9,046	8,541	1,279	18,866
<b>Total gross derivatives</b>	<b>\$ 9,063</b>	<b>\$ 8,727</b>	<b>\$ 1,279</b>	<b>\$ 19,069</b>

The notional amounts of derivative contracts generally overstate the Firm's exposure. In most circumstances, notional amounts are used only as a reference point from which to calculate amounts owed between the parties to the contract. Furthermore, notional amounts do not reflect the benefit of legally enforceable netting arrangements or risk mitigating transactions.

For a discussion of the Firm's derivative instruments and hedging activities, see Note 6 to the financial statements in the 2023 Form 10-K.

## Gains (Losses) on Accounting Hedges

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Fair value hedges—Recognized in Interest income</b>		
Interest rate contracts	\$ 572	\$ (372)
Investment Securities—AFS	(552)	381
<b>Fair value hedges—Recognized in Interest expense</b>		
Interest rate contracts	\$ (2,127)	\$ 2,284
Deposits	10	(54)
Borrowings	2,109	(2,240)
<b>Net investment hedges—Foreign exchange contracts</b>		
Recognized in OCI	\$ 371	\$ (89)
Forward points excluded from hedge effectiveness testing—Recognized in Interest income	48	43
<b>Cash flow hedges—Interest rate contracts<sup>1</sup></b>		
Recognized in OCI	\$ (47)	\$ 7
Less: Realized gains (losses) (pre-tax) reclassified from AOCI to interest income	(11)	(1)
Net change in cash flow hedges included within AOCI	(36)	8

1. For the current quarter ended March 31, 2024, there were no forecasted transactions that failed to occur. The net gains (losses) associated with cash flow hedges expected to be reclassified from AOCI within 12 months as of March 31, 2024, is approximately \$(46) million. The maximum length of time over which forecasted cash flows are hedged is 15 months.

## Fair Value Hedges—Hedged Items

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Investment Securities—AFS</b>		
Amortized cost basis currently or previously hedged	\$ 46,737	\$ 47,179
Basis adjustments included in amortized cost <sup>1</sup>	\$ (1,120)	\$ (732)
<b>Deposits</b>		
Carrying amount currently or previously hedged	\$ 12,216	\$ 10,569
Basis adjustments included in carrying amount <sup>1</sup>	\$ (41)	\$ (31)
<b>Borrowings</b>		
Carrying amount currently or previously hedged	\$ 163,127	\$ 158,659
Basis adjustments included in carrying amount—Outstanding hedges	\$ (11,305)	\$ (9,219)
Basis adjustments included in carrying amount—Terminated hedges	\$ (666)	\$ (671)

1. Hedge accounting basis adjustments are primarily related to outstanding hedges.

## Gains (Losses) on Economic Hedges of Loans

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Recognized in Other revenues</b>		
Credit contracts <sup>1</sup>	\$ (123)	\$ (161)

1. Amounts related to hedges of certain held-for-investment and held-for-sale loans.

## Net Derivative Liabilities and Collateral Posted

\$ in millions	At March 31, 2024	At December 31, 2023
Net derivative liabilities with credit risk-related contingent features	\$ 18,862	\$ 21,957
Collateral posted	12,746	16,389

The previous table presents the aggregate fair value of certain derivative contracts that contain credit risk-related contingent features that are in a net liability position for which the Firm has posted collateral in the normal course of business.

## Incremental Collateral and Termination Payments upon Potential Future Ratings Downgrade

\$ in millions	At March 31, 2024
One-notch downgrade	\$ 359
Two-notch downgrade	411
Bilateral <sup>1</sup> downgrade agreements included in the amounts above	\$ 624

1. Amount represents arrangements between the Firm and other parties where upon the downgrade of one party, the downgraded party must deliver collateral to the other party. These bilateral downgrade arrangements are used by the Firm to manage the risk of counterparty downgrades.

The additional collateral or termination payments that may be called in the event of a future credit rating downgrade vary by contract and can be based on ratings by Moody's Investors Service, Inc., S&P Global Ratings and/or other rating agencies. The previous table shows the future potential collateral amounts and termination payments that could be called or required by counterparties or exchange and clearing organizations in the event of one-notch or two-notch

## Notes to Consolidated Financial Statements (Unaudited)

downgrade scenarios based on the relevant contractual downgrade triggers.

### Maximum Potential Payout/Notional of Credit Protection Sold<sup>1</sup>

\$ in billions	Years to Maturity at March 31, 2024				
	< 1	1-3	3-5	Over 5	Total
<b>Single-name CDS</b>					
Investment grade	\$ 19	\$ 29	\$ 40	\$ 14	\$ 102
Non-investment grade	7	14	17	4	42
<b>Total</b>	<b>\$ 26</b>	<b>\$ 43</b>	<b>\$ 57</b>	<b>\$ 18</b>	<b>\$ 144</b>
<b>Index and basket CDS</b>					
Investment grade	\$ 8	\$ 19	\$ 46	\$ 7	\$ 80
Non-investment grade	9	14	77	34	134
<b>Total</b>	<b>\$ 17</b>	<b>\$ 33</b>	<b>\$ 123</b>	<b>\$ 41</b>	<b>\$ 214</b>
<b>Total CDS sold</b>	<b>\$ 43</b>	<b>\$ 76</b>	<b>\$ 180</b>	<b>\$ 59</b>	<b>\$ 358</b>
Other credit contracts	—	—	—	3	3
<b>Total credit protection sold</b>	<b>\$ 43</b>	<b>\$ 76</b>	<b>\$ 180</b>	<b>\$ 62</b>	<b>\$ 361</b>
CDS protection sold with identical protection purchased					\$ 306

\$ in billions	Years to Maturity at December 31, 2023				
	< 1	1-3	3-5	Over 5	Total
<b>Single-name CDS</b>					
Investment grade	\$ 19	\$ 29	\$ 39	\$ 10	\$ 97
Non-investment grade	7	14	17	1	39
<b>Total</b>	<b>\$ 26</b>	<b>\$ 43</b>	<b>\$ 56</b>	<b>\$ 11</b>	<b>\$ 136</b>
<b>Index and basket CDS</b>					
Investment grade	\$ 8	\$ 19	\$ 85	\$ 4	\$ 116
Non-investment grade	8	14	95	17	134
<b>Total</b>	<b>\$ 16</b>	<b>\$ 33</b>	<b>\$ 180</b>	<b>\$ 21</b>	<b>\$ 250</b>
<b>Total CDS sold</b>	<b>\$ 42</b>	<b>\$ 76</b>	<b>\$ 236</b>	<b>\$ 32</b>	<b>\$ 386</b>
Other credit contracts	—	—	—	3	3
<b>Total credit protection sold</b>	<b>\$ 42</b>	<b>\$ 76</b>	<b>\$ 236</b>	<b>\$ 35</b>	<b>\$ 389</b>
CDS protection sold with identical protection purchased					\$ 330

### Fair Value Asset (Liability) of Credit Protection Sold<sup>1</sup>

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Single-name CDS</b>		
Investment grade	\$ 2,167	\$ 1,904
Non-investment grade	444	399
<b>Total</b>	<b>\$ 2,611</b>	<b>\$ 2,303</b>
<b>Index and basket CDS</b>		
Investment grade	\$ 1,829	\$ 1,929
Non-investment grade	464	45
<b>Total</b>	<b>\$ 2,293</b>	<b>\$ 1,974</b>
<b>Total CDS sold</b>	<b>\$ 4,904</b>	<b>\$ 4,277</b>
Other credit contracts	276	314
<b>Total credit protection sold</b>	<b>\$ 5,180</b>	<b>\$ 4,591</b>

1. Investment grade/non-investment grade determination is based on the internal credit rating of the reference obligation. Internal credit ratings serve as the CRM's assessment of credit risk and the basis for a comprehensive credit limits framework used to control credit risk. The Firm uses quantitative models and judgment to estimate the various risk parameters related to each obligor.

### Protection Purchased with CDS

\$ in billions	Notional	
	At March 31, 2024	At December 31, 2023
Single name	\$ 174	\$ 166
Index and basket	182	213
Tranched index and basket	32	30
<b>Total</b>	<b>\$ 388</b>	<b>\$ 409</b>

\$ in millions	Fair Value Asset (Liability)	
	At March 31, 2024	At December 31, 2023
Single name	\$ (3,114)	\$ (2,799)
Index and basket	(1,249)	(1,208)
Tranched index and basket	(1,256)	(1,012)
<b>Total</b>	<b>\$ (5,619)</b>	<b>\$ (5,019)</b>

The Firm enters into credit derivatives, principally CDS, under which it receives or provides protection against the risk of default on a set of debt obligations issued by a specified reference entity or entities. A majority of the Firm's counterparties for these derivatives are banks, broker-dealers, and insurance and other financial institutions.

The fair value amounts as shown in the previous tables are prior to cash collateral or counterparty netting. For further information on credit derivatives and other credit contracts, see Note 6 to the financial statements in the 2023 Form 10-K.

## 7. Investment Securities

### AFS and HTM Securities

\$ in millions	At March 31, 2024			
	Amortized Cost <sup>1</sup>	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<b>AFS securities</b>				
U.S. Treasury securities	\$ 59,035	\$ 49	\$ 860	\$ 58,224
U.S. agency securities <sup>2</sup>	25,232	4	2,726	22,510
Agency CMBS	5,762	—	420	5,342
State and municipal securities	476	18	2	492
FFELP student loan ABS <sup>3</sup>	755	1	11	745
<b>Total AFS securities</b>	<b>91,260</b>	<b>72</b>	<b>4,019</b>	<b>87,313</b>
<b>HTM securities</b>				
U.S. Treasury securities	21,138	—	1,370	19,768
U.S. agency securities <sup>2</sup>	41,698	6	8,524	33,180
Agency CMBS	1,297	—	122	1,175
Non-agency CMBS	1,287	1	128	1,160
<b>Total HTM securities</b>	<b>65,420</b>	<b>7</b>	<b>10,144</b>	<b>55,283</b>
<b>Total investment securities</b>	<b>\$ 156,680</b>	<b>\$ 79</b>	<b>\$ 14,163</b>	<b>\$ 142,596</b>

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	At December 31, 2023			
	Amortized Cost <sup>1</sup>	Gross Unrealized Gains	Gross Unrealized Losses	Fair Value
<b>AFS securities</b>				
U.S. Treasury securities	\$ 58,484	\$ 24	\$ 1,103	\$ 57,405
U.S. agency securities <sup>2</sup>	25,852	4	2,528	23,328
Agency CMBS	5,871	—	456	5,415
State and municipal securities	1,132	46	5	1,173
FFELP student loan ABS <sup>3</sup>	810	—	18	792
<b>Total AFS securities</b>	<b>92,149</b>	<b>74</b>	<b>4,110</b>	<b>88,113</b>
<b>HTM securities</b>				
U.S. Treasury securities	23,222	—	1,285	21,937
U.S. agency securities <sup>2</sup>	40,894	—	7,699	33,195
Agency CMBS	1,337	—	121	1,216
Non-agency CMBS	1,241	2	138	1,105
<b>Total HTM securities</b>	<b>66,694</b>	<b>2</b>	<b>9,243</b>	<b>57,453</b>
<b>Total investment securities</b>	<b>\$ 158,843</b>	<b>\$ 76</b>	<b>\$ 13,353</b>	<b>\$ 145,566</b>

1. Amounts are net of any ACL.

2. U.S. agency securities consist mainly of agency mortgage pass-through pool securities, CMOs and agency-issued debt.

3. Underlying loans are backed by a guarantee, ultimately from the U.S. Department of Education, of at least 95% of the principal balance and interest outstanding.

## AFS Securities in an Unrealized Loss Position

\$ in millions	At March 31, 2024		At December 31, 2023	
	Fair Value	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses
<b>U.S. Treasury securities</b>				
Less than 12 months	\$ 4,377	\$ 17	\$ 14,295	\$ 22
12 months or longer	30,024	843	33,458	1,081
<b>Total</b>	<b>34,401</b>	<b>860</b>	<b>47,753</b>	<b>1,103</b>
<b>U.S. agency securities</b>				
Less than 12 months	2,332	9	4,297	43
12 months or longer	19,050	2,717	18,459	2,485
<b>Total</b>	<b>21,382</b>	<b>2,726</b>	<b>22,756</b>	<b>2,528</b>
<b>Agency CMBS</b>				
Less than 12 months	—	—	—	—
12 months or longer	5,102	420	5,415	456
<b>Total</b>	<b>5,102</b>	<b>420</b>	<b>5,415</b>	<b>456</b>
<b>State and municipal securities</b>				
Less than 12 months	180	1	524	3
12 months or longer	34	1	35	2
<b>Total</b>	<b>214</b>	<b>2</b>	<b>559</b>	<b>5</b>
<b>FFELP student loan ABS</b>				
Less than 12 months	40	1	56	1
12 months or longer	558	10	616	17
<b>Total</b>	<b>598</b>	<b>11</b>	<b>672</b>	<b>18</b>
<b>Total AFS securities in an unrealized loss position</b>				
Less than 12 months	6,929	28	19,172	69
12 months or longer	54,768	3,991	57,983	4,041
<b>Total</b>	<b>\$ 61,697</b>	<b>\$ 4,019</b>	<b>\$ 77,155</b>	<b>\$ 4,110</b>

For AFS securities, the Firm believes there are no securities in an unrealized loss position that have credit losses after performing the analysis described in Note 2 in the 2023 Form 10-K and the Firm expects to recover the amortized cost basis of these securities. Additionally, the Firm does not intend to sell these securities and is not likely to be required to sell these securities prior to recovery of the amortized cost basis.

As of March 31, 2024 and December 31, 2023, the securities in an unrealized loss position are predominantly investment grade.

The HTM securities net carrying amounts at March 31, 2024 and December 31, 2023 reflect an ACL of \$41 million and \$44 million, respectively, predominantly related to Non-agency CMBS. See Note 2 in the 2023 Form 10-K for a description of the ACL methodology used for HTM Securities. As of March 31, 2024 and December 31, 2023, Non-Agency CMBS HTM securities were predominantly on accrual status and investment grade.

See Note 14 for additional information on securities issued by VIEs, including U.S. agency mortgage-backed securities, non-agency CMBS, and FFELP student loan ABS.

## Investment Securities by Contractual Maturity

\$ in millions	At March 31, 2024		
	Amortized Cost <sup>1</sup>	Fair Value	Annualized Average Yield <sup>2,3</sup>
<b>AFS securities</b>			
<b>U.S. Treasury securities:</b>			
Due within 1 year	\$ 16,765	\$ 16,508	1.4 %
After 1 year through 5 years	37,649	37,087	2.9 %
After 5 years through 10 years	4,621	4,629	4.0 %
<b>Total</b>	<b>59,035</b>	<b>58,224</b>	
<b>U.S. agency securities:</b>			
Due within 1 year	10	9	(0.5) %
After 1 year through 5 years	349	327	1.6 %
After 5 years through 10 years	509	464	1.8 %
After 10 years	24,364	21,710	3.7 %
<b>Total</b>	<b>25,232</b>	<b>22,510</b>	
<b>Agency CMBS:</b>			
Due within 1 year	1	1	(2.2) %
After 1 year through 5 years	2,969	2,861	2.0 %
After 5 years through 10 years	1,615	1,531	1.9 %
After 10 years	1,177	949	1.4 %
<b>Total</b>	<b>5,762</b>	<b>5,342</b>	
<b>State and municipal securities:</b>			
Due within 1 year	27	27	5.1 %
After 1 year through 5 years	178	179	4.8 %
After 5 years through 10 years	3	5	4.7 %
After 10 years	268	281	4.5 %
<b>Total</b>	<b>476</b>	<b>492</b>	
<b>FFELP student loan ABS:</b>			
Due within 1 year	15	14	6.0 %
After 1 year through 5 years	135	131	6.1 %
After 5 years through 10 years	31	31	5.9 %
After 10 years	574	569	6.3 %
<b>Total</b>	<b>755</b>	<b>745</b>	
<b>Total AFS securities</b>	<b>91,260</b>	<b>87,313</b>	<b>2.9 %</b>



# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	At March 31, 2024		
	Amortized Cost <sup>1</sup>	Fair Value	Annualized Average Yield <sup>2</sup>
<b>HTM securities</b>			
U.S. Treasury securities:			
Due within 1 year	5,252	5,179	2.1 %
After 1 year through 5 years	13,826	13,063	2.0 %
After 5 years through 10 years	503	412	1.1 %
After 10 years	1,557	1,114	2.3 %
Total	21,138	19,768	
U.S. agency securities:			
After 1 year through 5 years	5	5	1.8 %
After 5 years through 10 years	277	258	2.1 %
After 10 years	41,416	32,917	1.9 %
Total	41,698	33,180	
Agency CMBS:			
Due within 1 year	113	110	1.9 %
After 1 year through 5 years	942	867	1.3 %
After 5 years through 10 years	116	97	1.4 %
After 10 years	126	101	1.6 %
Total	1,297	1,175	
Non-agency CMBS:			
Due within 1 year	194	175	4.1 %
After 1 year through 5 years	391	369	4.7 %
After 5 years through 10 years	621	538	3.7 %
After 10 years	81	78	6.4 %
Total	1,287	1,160	
Total HTM securities	65,420	55,283	2.0 %
<b>Total investment securities</b>	<b>156,680</b>	<b>142,596</b>	<b>2.5 %</b>

1. Amounts are net of any ACL.
2. Annualized average yield is computed using the effective yield, weighted based on the amortized cost of each security. The effective yield is shown pre-tax and excludes the effect of related hedging derivatives.
3. At March 31, 2024, the annualized average yield, including the interest rate swap accrual of related hedges, was 2.1% for AFS securities contractually maturing within 1 year and 3.8% for all AFS securities.

## Gross Realized Gains (Losses) on Sales of AFS Securities

\$ in millions	Three Months Ended March 31,	
	2024	2023
Gross realized gains	\$ 43	\$ 44
Gross realized (losses)	—	(3)
<b>Total<sup>1</sup></b>	<b>\$ 43</b>	<b>\$ 41</b>

1. Realized gains and losses are recognized in Other revenues in the income statement.

## 8. Collateralized Transactions

### Offsetting of Certain Collateralized Transactions

\$ in millions	At March 31, 2024				
	Gross Amounts	Amounts Offset	Balance Sheet Net Amounts	Amounts Not Offset <sup>1</sup>	Net Amounts
<b>Assets</b>					
Securities purchased under agreements to resell	\$293,414	\$(170,681)	\$ 122,733	\$(118,405)	\$ 4,328
Securities borrowed	163,755	(30,903)	132,852	(128,658)	4,194
<b>Liabilities</b>					
Securities sold under agreements to repurchase	\$253,085	\$(170,681)	\$ 82,404	\$ (74,081)	\$ 8,323
Securities loaned	46,848	(30,903)	15,945	(15,935)	10
<b>Net amounts for which master netting agreements are not in place or may not be legally enforceable</b>					
Securities purchased under agreements to resell					\$ 4,175
Securities borrowed					447
Securities sold under agreements to repurchase					6,312
Securities loaned					2

\$ in millions	At December 31, 2023				
	Gross Amounts	Amounts Offset	Balance Sheet Net Amounts	Amounts Not Offset <sup>1</sup>	Net Amounts
<b>Assets</b>					
Securities purchased under agreements to resell	\$300,242	\$(189,502)	\$ 110,740	\$(108,893)	\$ 1,847
Securities borrowed	142,453	(21,362)	121,091	(115,969)	5,122
<b>Liabilities</b>					
Securities sold under agreements to repurchase	\$252,153	\$(189,502)	\$ 62,651	\$ (58,357)	\$ 4,294
Securities loaned	36,419	(21,362)	15,057	(15,046)	11
<b>Net amounts for which master netting agreements are not in place or may not be legally enforceable</b>					
Securities purchased under agreements to resell					\$ 1,741
Securities borrowed					607
Securities sold under agreements to repurchase					3,014
Securities loaned					2

1. Amounts relate to master netting agreements that have been determined by the Firm to be legally enforceable in the event of default but where certain other criteria are not met in accordance with applicable offsetting accounting guidance.

For further discussion of the Firm's collateralized transactions, see Notes 2 and 8 to the financial statements in the 2023 Form 10-K. For information related to offsetting of derivatives, see Note 6.

### Gross Secured Financing Balances by Remaining Contractual Maturity

\$ in millions	At March 31, 2024				
	Overnight and Open	Less than 30 Days	30-90 Days	Over 90 Days	Total
Securities sold under agreements to repurchase	\$ 70,487	\$ 113,219	\$ 31,956	\$ 37,423	\$ 253,085
Securities loaned	31,934	—	381	14,533	46,848
Total included in the offsetting disclosure	\$ 102,421	\$ 113,219	\$ 32,337	\$ 51,956	\$ 299,933
Trading liabilities—Obligation to return securities received as collateral	8,658	—	—	—	8,658
<b>Total</b>	<b>\$ 111,079</b>	<b>\$ 113,219</b>	<b>\$ 32,337</b>	<b>\$ 51,956</b>	<b>\$ 308,591</b>

## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	At December 31, 2023				
	Overnight and Open	Less than 30 Days	30-90 Days	Over 90 Days	Total
Securities sold under agreements to repurchase	\$ 80,376	\$ 114,826	\$ 25,510	\$ 31,441	\$ 252,153
Securities loaned	21,508	1,345	709	12,857	36,419
Total included in the offsetting disclosure	\$ 101,884	\$ 116,171	\$ 26,219	\$ 44,298	\$ 288,572
Trading liabilities—Obligation to return securities received as collateral	13,528	—	—	—	13,528
<b>Total</b>	<b>\$ 115,412</b>	<b>\$ 116,171</b>	<b>\$ 26,219</b>	<b>\$ 44,298</b>	<b>\$ 302,100</b>

### Gross Secured Financing Balances by Class of Collateral Pledged

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Securities sold under agreements to repurchase</b>		
U.S. Treasury and agency securities	\$ 84,185	\$ 98,377
Other sovereign government obligations	131,489	122,342
Corporate equities	23,791	18,144
Other	13,620	13,290
<b>Total</b>	<b>\$ 253,085</b>	<b>\$ 252,153</b>
<b>Securities loaned</b>		
Other sovereign government obligations	\$ 1,793	\$ 1,379
Corporate equities	44,245	34,434
Other	810	606
<b>Total</b>	<b>\$ 46,848</b>	<b>\$ 36,419</b>
Total included in the offsetting disclosure	\$ 299,933	\$ 288,572
<b>Trading liabilities—Obligation to return securities received as collateral</b>		
Corporate equities	\$ 8,564	\$ 13,502
Other	94	26
<b>Total</b>	<b>\$ 8,658</b>	<b>\$ 13,528</b>
<b>Total</b>	<b>\$ 308,591</b>	<b>\$ 302,100</b>

### Carrying Value of Assets Loaned or Pledged without Counterparty Right to Sell or Repledge

\$ in millions	At March 31, 2024	At December 31, 2023
Trading assets	\$ 36,461	\$ 37,522

The Firm pledges certain of its trading assets to collateralize securities sold under agreements to repurchase, securities loaned, other secured financings and derivatives and to cover customer short sales. Counterparties may or may not have the right to sell or repledge the collateral.

Pledged financial instruments that can be sold or repledged by the secured party are identified as Trading assets (pledged to various parties) in the balance sheet.

### Fair Value of Collateral Received with Right to Sell or Repledge

\$ in millions	At March 31, 2024	At December 31, 2023
Collateral received with right to sell or repledge	\$ 798,885	\$ 735,830
Collateral that was sold or repledged <sup>1</sup>	610,901	553,386

1. Does not include securities used to meet federal regulations for the Firm's U.S. broker-dealers.

The Firm receives collateral in the form of securities in connection with securities purchased under agreements to resell, securities borrowed, securities-for-securities transactions, derivative transactions, customer margin loans and securities-based lending. In many cases, the Firm is permitted to sell or repledge this collateral to secure securities sold under agreements to repurchase, to enter into securities lending and derivative transactions or to deliver to counterparties to cover short positions.

### Securities Segregated for Regulatory Purposes

\$ in millions	At March 31, 2024	At December 31, 2023
Segregated securities <sup>1</sup>	\$ 24,393	\$ 20,670

1. Securities segregated under federal regulations for the Firm's U.S. broker-dealers are sourced from Securities purchased under agreements to resell and Trading assets in the balance sheet.

### Customer Margin and Other Lending

\$ in millions	At March 31, 2024	At December 31, 2023
Margin and other lending	\$ 47,464	\$ 45,644

The Firm provides margin lending arrangements that allow customers to borrow against the value of qualifying securities. Receivables from these arrangements are included within Customer and other receivables in the balance sheet. Under these arrangements, the Firm receives collateral, which includes U.S. government and agency securities, other sovereign government obligations, corporate and other debt, and corporate equities. Margin loans are collateralized by customer-owned securities held by the Firm. The Firm monitors required margin levels and established credit terms daily and, pursuant to such guidelines, requires customers to deposit additional collateral, or reduce positions, when necessary.

For a further discussion of the Firm's margin lending activities, see Note 8 to the financial statements in the 2023 Form 10-K.

Also included in the amounts in the previous table is non-purpose securities-based lending on entities in the Wealth Management business segment.

### Other Secured Financings

The Firm has additional secured liabilities. For a further discussion of other secured financings, see Note 12. Additionally, for certain secured financing transactions that meet applicable netting criteria, the Firm offset Other secured financing liabilities against financing receivables recorded within Trading assets in the amount of \$1,798 million at March 31, 2024 and \$3,472 million at December 31, 2023.

# Notes to Consolidated Financial Statements (Unaudited)

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## 9. Loans, Lending Commitments and Related Allowance for Credit Losses

### Loans by Type

At March 31, 2024			
<i>\$ in millions</i>	HFI Loans	HFS Loans	Total Loans
Corporate	\$ 7,171	\$ 9,655	\$ 16,826
Secured lending facilities	38,692	3,564	42,256
Commercial real estate	8,689	205	8,894
Residential real estate	61,339	2	61,341
Securities-based lending and Other	89,044	—	89,044
Total loans	204,935	13,426	218,361
ACL	(1,141)		(1,141)
<b>Total loans, net</b>	<b>\$ 203,794</b>	<b>\$ 13,426</b>	<b>\$ 217,220</b>
Loans to non-U.S. borrowers, net	\$ 21,591	\$ 4,945	\$ 26,536

At December 31, 2023			
<i>\$ in millions</i>	HFI Loans	HFS Loans	Total Loans
Corporate	\$ 6,758	\$ 11,862	\$ 18,620
Secured lending facilities	39,498	3,161	42,659
Commercial real estate	8,678	209	8,887
Residential real estate	60,375	22	60,397
Securities-based lending and Other	89,245	1	89,246
Total loans	204,554	15,255	219,809
ACL	(1,169)		(1,169)
<b>Total loans, net</b>	<b>\$ 203,385</b>	<b>\$ 15,255</b>	<b>\$ 218,640</b>
Loans to non-U.S. borrowers, net	\$ 21,152	\$ 5,043	\$ 26,195

For additional information on the Firm's held-for-investment and held-for-sale loan portfolios, see Note 9 to the financial statements in the 2023 Form 10-K.

### Loans by Interest Rate Type

At March 31, 2024		At December 31, 2023	
<i>\$ in millions</i>	Fixed Rate	Floating or Adjustable Rate	Floating or Adjustable Rate
Corporate	\$ —	\$ 16,826	\$ 18,620
Secured lending facilities	—	42,256	42,659
Commercial real estate	142	8,752	141
Residential real estate	29,335	32,006	28,934
Securities-based lending and Other	24,024	65,020	23,922
<b>Total loans, before ACL</b>	<b>\$ 53,501</b>	<b>\$ 164,860</b>	<b>\$ 166,812</b>

See Note 4 for further information regarding Loans and lending commitments held at fair value. See Note 13 for details of current commitments to lend in the future.

## Loans Held for Investment before Allowance by Credit Quality and Origination Year

	At March 31, 2024			At December 31, 2023		
	Corporate					
<i>\$ in millions</i>	IG	NIG	Total	IG	NIG	Total
Revolving	\$ 2,319	\$ 4,373	\$ 6,692	\$ 2,350	\$ 3,863	\$ 6,213
2024	—	—	—			
2023	—	50	50	—	88	88
2022	—	156	156	—	166	166
2021	15	75	90	15	89	104
2020	28	25	53	29	25	54
Prior	—	130	130	—	133	133
<b>Total</b>	<b>\$ 2,362</b>	<b>\$ 4,809</b>	<b>\$ 7,171</b>	<b>\$ 2,394</b>	<b>\$ 4,364</b>	<b>\$ 6,758</b>

	At March 31, 2024			At December 31, 2023		
	Secured Lending Facilities					
<i>\$ in millions</i>	IG	NIG	Total	IG	NIG	Total
Revolving	\$ 8,867	\$ 22,085	\$ 30,952	\$ 9,494	\$ 22,240	\$ 31,734
2024	—	374	374			
2023	1,512	1,392	2,904	1,535	1,459	2,994
2022	385	2,247	2,632	392	2,390	2,782
2021	—	359	359	—	365	365
2020	—	76	76	—	80	80
Prior	355	1,040	1,395	356	1,187	1,543
<b>Total</b>	<b>\$ 11,119</b>	<b>\$ 27,573</b>	<b>\$ 38,692</b>	<b>\$ 11,777</b>	<b>\$ 27,721</b>	<b>\$ 39,498</b>

	At March 31, 2024			At December 31, 2023		
	Commercial Real Estate					
<i>\$ in millions</i>	IG	NIG	Total	IG	NIG	Total
Revolving	\$ —	\$ 170	\$ 170	\$ —	\$ 170	\$ 170
2024	—	753	753			
2023	365	947	1,312	261	1,067	1,328
2022	282	1,883	2,165	284	1,900	2,184
2021	295	1,554	1,849	370	1,494	1,864
2020	—	755	755	—	756	756
Prior	57	1,628	1,685	195	2,181	2,376
<b>Total</b>	<b>\$ 999</b>	<b>\$ 7,690</b>	<b>\$ 8,689</b>	<b>\$ 1,110</b>	<b>\$ 7,568</b>	<b>\$ 8,678</b>

At March 31, 2024						
Residential Real Estate						
by FICO Scores			by LTV Ratio			Total
<i>\$ in millions</i>	≥ 740	680-739	≤ 679	≤ 80%	> 80%	
Revolving	\$ 113	\$ 32	\$ 7	\$ 151	\$ 1	\$ 152
2024	1,590	271	30	1,709	182	1,891
2023	7,248	1,502	225	8,023	952	8,975
2022	10,776	2,409	383	12,490	1,078	13,568
2021	10,948	2,344	236	12,608	920	13,528
2020	6,815	1,409	103	7,901	426	8,327
Prior	11,383	3,091	424	13,813	1,085	14,898
<b>Total</b>	<b>\$ 48,873</b>	<b>\$ 11,058</b>	<b>\$ 1,408</b>	<b>\$ 56,695</b>	<b>\$ 4,644</b>	<b>\$ 61,339</b>

At December 31, 2023						
Residential Real Estate						
by FICO Scores			by LTV Ratio			Total
<i>\$ in millions</i>	≥ 740	680-739	≤ 679	≤ 80%	> 80%	
Revolving	\$ 108	\$ 33	\$ 8	\$ 149	\$ —	\$ 149
2023	7,390	1,517	230	8,168	969	9,137
2022	10,927	2,424	389	12,650	1,090	13,740
2021	11,075	2,376	239	12,763	927	13,690
2020	6,916	1,430	104	8,017	433	8,450
Prior	11,642	3,131	436	14,106	1,103	15,209
<b>Total</b>	<b>\$ 48,058</b>	<b>\$ 10,911</b>	<b>\$ 1,406</b>	<b>\$ 55,853</b>	<b>\$ 4,522</b>	<b>\$ 60,375</b>

# Notes to Consolidated Financial Statements (Unaudited)

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\$ in millions	At March 31, 2024			
	Securities-based Lending <sup>1</sup>	Other <sup>2</sup>		Total
		IG	NIG	
Revolving	\$ 70,959	\$ 5,304	\$ 1,486	\$ 77,749
2024	231	17	184	432
2023	1,502	621	364	2,487
2022	1,056	526	1,091	2,673
2021	104	251	437	792
2020	39	285	507	831
Prior	222	1,617	2,241	4,080
<b>Total</b>	<b>\$ 74,113</b>	<b>\$ 8,621</b>	<b>\$ 6,310</b>	<b>\$ 89,044</b>

\$ in millions	December 31, 2023			
	Securities-based Lending <sup>1</sup>	Other <sup>2</sup>		Total
		IG	NIG	
Revolving	\$ 71,474	\$ 5,230	\$ 1,362	\$ 78,066
2023	1,612	627	346	2,585
2022	1,128	816	804	2,748
2021	165	330	377	872
2020	—	435	414	849
Prior	215	2,096	1,814	4,125
<b>Total</b>	<b>\$ 74,594</b>	<b>\$ 9,534</b>	<b>\$ 5,117</b>	<b>\$ 89,245</b>

IG—Investment Grade

NIG—Non-investment Grade

- Securities-based loans are subject to collateral maintenance provisions, and at March 31, 2024 and December 31, 2023, these loans are predominantly over-collateralized. For more information on the ACL methodology related to securities-based loans, see Note 2 to the financial statements in the 2023 Form 10-K.
- Other loans primarily include certain loans originated in the tailored lending business within the Wealth Management business segment, which typically consist of bespoke lending arrangements provided to ultra-high worth net clients. These facilities are generally secured by eligible collateral.

## Past Due Loans Held for Investment before Allowance<sup>1</sup>

\$ in millions	At March 31, 2024	At December 31, 2023
Corporate	\$ 46	\$ 47
Commercial real estate	291	185
Residential real estate	138	160
Securities-based lending and Other	16	1
<b>Total</b>	<b>\$ 491</b>	<b>\$ 393</b>

- As of March 31, 2024, the majority of the amounts are 90 days or more past due. As of December 31, 2023, the majority of the amounts are past due for a period of less than 90 days.

## Nonaccrual Loans Held for Investment before Allowance<sup>1</sup>

\$ in millions	At March 31, 2024	At December 31, 2023
Corporate	\$ 82	\$ 95
Secured lending facilities	83	87
Commercial real estate	432	426
Residential real estate	100	95
Securities-based lending and Other	294	174
<b>Total</b>	<b>\$ 991</b>	<b>\$ 877</b>
Nonaccrual loans without an ACL	\$ 88	\$ 86

- There were no loans held for investment that were 90 days or more past due and still accruing as of March 31, 2024 and December 31, 2023. For further information on the Firm's nonaccrual policy, see Note 2 to the financial statements in the 2023 Form 10-K.

See Note 2 to the financial statements in the 2023 Form 10-K for a description of the ACL calculated under the CECL methodology, including credit quality indicators, used for HFI loans.

## Loan Modifications to Borrowers Experiencing Financial Difficulty

The Firm may modify the terms of certain loans for economic or legal reasons related to a borrower's financial difficulties, and these modifications include interest rate reductions, principal forgiveness, term extensions and other-than-insignificant payment delays or a combination of these aforementioned modifications. Modified loans are typically evaluated individually for allowance for credit losses. There were no loans held for investment that had been modified in the 12 months prior and subsequently defaulted during the three months ended March 31, 2024.

## Modified Loans Held for Investment

Period-end loans held for investment modified during the following periods<sup>1</sup>:

\$ in millions	Three Months Ended March 31,			
	2024		2023	
	Amortized Cost	% of Total Loans <sup>2</sup>	Amortized Cost	% of Total Loans <sup>2</sup>
<b>Term Extension</b>				
Corporate	\$ 52	0.7 %	\$ 17	0.2 %
Commercial real estate	127	1.5 %	62	0.7 %
Residential real estate	—	— %	1	— %
Securities-based lending and Other	41	— %	—	— %
<b>Total</b>	<b>\$ 220</b>	<b>0.2 %</b>	<b>\$ 80</b>	<b>0.1 %</b>
<b>Other-than-insignificant Payment Delay</b>				
Commercial real estate	\$ —	— %	\$ 67	0.8 %
<b>Total</b>	<b>\$ —</b>	<b>— %</b>	<b>\$ 67</b>	<b>0.8 %</b>
<b>Multiple Modifications - Term Extension and Other-than-insignificant Payment Delay</b>				
Commercial real estate	\$ 40	0.5 %	\$ —	— %
<b>Total</b>	<b>\$ 40</b>	<b>0.5 %</b>	<b>\$ —</b>	<b>— %</b>
<b>Total Modifications</b>	<b>\$ 260</b>	<b>0.2 %</b>	<b>\$ 147</b>	<b>0.2 %</b>

- Lending commitments to borrowers for which the Firm has modified terms of the receivable are \$301 million and \$607 million as of March 31, 2024 and March 31, 2023, respectively.
- Percentage of total loans represents the percentage of modified loans to total loans held for investment by loan type.

# Notes to Consolidated Financial Statements (Unaudited)

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## Financial Effect of Modifications on Loans Held for Investment

Three Months Ended March 31, 2024 <sup>1</sup>					
	Term Extension (Months)	Other-than-insignificant Payment Delay (Months)	Principal Forgiveness (\$ millions)	Interest Rate Reduction (%)	
<b>Single Modifications</b>					
Corporate	30	0	\$ —	—	%
Commercial real estate	5	0	—	—	%
Securities-based lending and Other	36	0	—	—	%
<b>Multiple Modifications - Term Extension and Other-than-insignificant Payment Delay</b>					
Commercial real estate	16	16	\$ —	—	%

Three Months Ended March 31, 2023 <sup>1</sup>					
	Term Extension (Months)	Other-than-insignificant Payment Delay (Months)	Principal Forgiveness (\$ millions)	Interest Rate Reduction (%)	
<b>Single Modifications</b>					
Corporate	8	0	\$ —	—	%
Commercial real estate	2	8	—	—	%
Residential real estate	4	0	—	—	%

1. In instances where more than one loan was modified, modification impact is presented on a weighted-average basis.

## Past Due Status for Loans Held for Investment Modified in the Last 12 months

At March 31, 2024			
\$ in millions	30-89 Days Past Due	90+ Days Past Due	Total
Commercial real estate	\$ —	\$ 45	\$ 45
<b>Total</b>	\$ —	\$ 45	\$ 45

As of March 31, 2023, there were no past due loans held for investment modified during the 12 months prior.

## Allowance for Credit Losses Rollforward and Allocation—Loans and Lending Commitments

Three Months Ended March 31, 2024							
\$ in millions	Corporate	Secured Lending Facilities	CRE	Residential Real Estate	SBL and Other	Total	
<b>ACL—Loans</b>							
Beginning balance	\$ 241	\$ 153	\$ 463	\$ 100	\$ 212	\$ 1,169	
Provision (release)	1	(17)	1	(11)	4	(22)	
Other	(1)	(1)	(3)	—	(1)	(6)	
<b>Ending balance</b>	<b>\$ 241</b>	<b>\$ 135</b>	<b>\$ 461</b>	<b>\$ 89</b>	<b>\$ 215</b>	<b>\$ 1,141</b>	
Percent of loans to total loans <sup>1</sup>	4 %	19 %	4 %	30 %	43 %	100 %	
<b>ACL—Lending commitments</b>							
Beginning balance	\$ 431	\$ 70	\$ 26	\$ 4	\$ 20	\$ 551	
Provision (release)	(2)	25	(3)	—	(4)	16	
Other	(3)	(1)	—	—	2	(2)	
<b>Ending balance</b>	<b>\$ 426</b>	<b>\$ 94</b>	<b>\$ 23</b>	<b>\$ 4</b>	<b>\$ 18</b>	<b>\$ 565</b>	
<b>Total ending balance</b>	<b>\$ 667</b>	<b>\$ 229</b>	<b>\$ 484</b>	<b>\$ 93</b>	<b>\$ 233</b>	<b>\$ 1,706</b>	

Three Months Ended March 31, 2023							
\$ in millions	Corporate	Secured Lending Facilities	CRE	Residential Real Estate	SBL and Other	Total	
<b>ACL—Loans</b>							
Beginning balance	\$ 235	\$ 153	\$ 275	\$ 87	\$ 89	\$ 839	
Gross charge-offs	(1)	—	(69)	—	(1)	(71)	
Provision (release)	31	—	129	26	15	201	
Other	—	(1)	—	—	2	1	
<b>Ending balance</b>	<b>\$ 265</b>	<b>\$ 152</b>	<b>\$ 335</b>	<b>\$ 113</b>	<b>\$ 105</b>	<b>\$ 970</b>	
Percent of loans to total loans <sup>1</sup>	4 %	18 %	4 %	28 %	46 %	100 %	
<b>ACL—Lending commitments</b>							
Beginning balance	\$ 411	\$ 51	\$ 15	\$ 4	\$ 23	\$ 504	
Provision (release)	22	—	7	1	3	33	
Other	2	—	—	—	—	2	
<b>Ending balance</b>	<b>\$ 435</b>	<b>\$ 51</b>	<b>\$ 22</b>	<b>\$ 5</b>	<b>\$ 26</b>	<b>\$ 539</b>	
<b>Total ending balance</b>	<b>\$ 700</b>	<b>\$ 203</b>	<b>\$ 357</b>	<b>\$ 118</b>	<b>\$ 131</b>	<b>\$ 1,509</b>	

CRE—Commercial real estate

SBL—Securities-based lending

1. Percent of loans to total loans represents loans held for investment by loan type to total loans held for investment.

The allowance for credit losses for loans and lending commitments decreased for the three months ended March 31, 2024, reflecting improvements in the macroeconomic outlook. This was partially offset by provisions for certain specific commercial real estate and corporate loans and modest growth in certain other loan portfolios. There were no charge-offs during the three months ended March 31, 2024. During the three months ended March 31, 2023, charge-offs were \$71 million, primarily related to commercial real estate loans. The base scenario used in our ACL models as of March 31, 2024 was generated using a combination of consensus economic forecasts, forward rates, and internally developed and validated models. This scenario assumes slow economic growth in 2024, followed by a gradual improvement in 2025, as well as lower credit spreads and interest rates relative to the prior forecast. Given the nature of our lending portfolio, the most sensitive model input is U.S. gross domestic product (“GDP”). For a further discussion of the Firm’s loans as well as the Firm’s allowance methodology, refer to Notes 2 and 9 to the financial statements in the 2023 Form 10-K.

## Selected Credit Ratios

	At March 31, 2024	At December 31, 2023
ACL for loans to total HFI loans	0.6 %	0.6 %
Nonaccrual HFI loans to total HFI loans	0.5 %	0.4 %
ACL for loans to nonaccrual HFI loans	115.1 %	133.3 %



## Notes to Consolidated Financial Statements (Unaudited)

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### Employee Loans

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Currently employed by the Firm <sup>1</sup>	\$ 4,263	\$ 4,257
No longer employed by the Firm <sup>2</sup>	90	92
Employee loans	\$ 4,353	\$ 4,349
ACL	(121)	(121)
Employee loans, net of ACL	\$ 4,232	\$ 4,228
Remaining repayment term, weighted average in years	5.7	5.8

1. These loans are predominantly current.

2. These loans are predominantly past due for a period of 90 days or more.

Employee loans are granted in conjunction with a program established primarily to recruit certain Wealth Management financial advisors, are full recourse and generally require periodic repayments, and are due in full upon termination of employment with the Firm. These loans are recorded in Customer and other receivables in the balance sheet. See Note 2 to the financial statements in the 2023 Form 10-K for a description of the CECL allowance methodology, including credit quality indicators, for employee loans.

## 10. Other Assets

### Equity Method Investments

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Investments	\$ 1,811	\$ 1,915
	Three Months Ended March 31,	
	2024	2023
Income (loss)	\$ 56	\$ 25

Equity method investments, other than investments in certain fund interests, are summarized above and are included in Other assets in the balance sheet with related income or loss included in Other revenues in the income statement. See “Net Asset Value Measurements—Fund Interests” in Note 4 for the carrying value of certain of the Firm’s fund interests, which are composed of general and limited partnership interests, as well as any related carried interest.

### Japanese Securities Joint Venture

<i>\$ in millions</i>	Three Months Ended March 31,	
	2024	2023
Income (loss) from investment in MUMSS	\$ 40	\$ 29

For more information on MUMSS and other relationships with MUFG, see Note 11 to the financial statements in the 2023 Form 10-K.

### Tax Equity Investments

The Firm invests in tax equity investment interests which entitle the Firm to a share of tax credits and other income tax benefits generated by the projects underlying the investments.

Effective January 1, 2024, the Firm made an election to account for certain renewable energy and other tax equity investments programs using the proportional amortization method under newly adopted accounting guidance.

### Tax Equity Investments under the Proportional Amortization Method

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Low-income housing	\$ 1,764	\$ 1,699
Renewable energy and other <sup>1</sup>	39	—
<b>Total<sup>2</sup></b>	<b>\$ 1,803</b>	<b>\$ 1,699</b>

1. Prior to adoption of the *Investments - Tax Credit Structures* accounting update on January 1, 2024, Renewable energy and other investments were accounted for under the equity method.

2. At March 31, 2024, this amount excludes \$46 million of tax equity investments within programs for which the Firm elected the proportional amortization method that do not meet the conditions to apply the proportional amortization method, which are accounted for as equity method investments.

Income tax credits and other income tax benefits recognized as well as proportional amortization are included in the Provision for income taxes line in the consolidated income statement and in the Depreciation and amortization line in the consolidated cash flow statement.

### Net Benefits Attributable to Tax Equity Investments under the Proportional Amortization Method

<i>\$ in millions</i>	Three Months Ended March 31,	
	2024	2023
Income tax credits and other income tax benefits	\$ 75	\$ 71
Proportional amortization	(60)	(49)
<b>Net benefits</b>	<b>\$ 15</b>	<b>\$ 22</b>

## 11. Deposits

### Deposits

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Savings and demand deposits	\$ 288,453	\$ 288,252
Time deposits	64,041	63,552
<b>Total</b>	<b>\$ 352,494</b>	<b>\$ 351,804</b>
Deposits subject to FDIC insurance	\$ 276,557	\$ 276,598
Deposits not subject to FDIC insurance	\$ 75,937	\$ 75,206

### Time Deposit Maturities

<i>\$ in millions</i>	At March 31, 2024
2024	\$ 27,808
2025	19,452
2026	7,091
2027	4,604
2028	3,982
Thereafter	1,104
<b>Total</b>	<b>\$ 64,041</b>

# Notes to Consolidated Financial Statements (Unaudited)

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## 12. Borrowings and Other Secured Financings

### Borrowings

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Original maturities of one year or less	\$ 5,233	\$ 3,188
<b>Original maturities greater than one year</b>		
Senior	\$ 252,547	\$ 248,174
Subordinated	13,603	12,370
<b>Total greater than one year</b>	<b>\$ 266,150</b>	<b>\$ 260,544</b>
<b>Total</b>	<b>\$ 271,383</b>	<b>\$ 263,732</b>
Weighted average stated maturity, in years <sup>1</sup>	6.6	6.6

1. Only includes borrowings with original maturities greater than one year.

### Other Secured Financings

<i>\$ in millions</i>	At March 31, 2024	At December 31, 2023
Original maturities:		
One year or less	\$ 8,914	\$ 5,732
Greater than one year	6,177	6,923
<b>Total</b>	<b>\$ 15,091</b>	<b>\$ 12,655</b>
Transfers of assets accounted for as secured financings	\$ 7,053	\$ 5,848

Other secured financings include the liabilities related to collateralized notes, transfers of financial assets that are accounted for as financings rather than sales and consolidated VIEs where the Firm is deemed to be the primary beneficiary. These liabilities are generally payable from the cash flows of the related assets accounted for as Trading assets. See Note 14 for further information on other secured financings related to VIEs and securitization activities.

For transfers of assets that fail to meet accounting criteria for a sale, the Firm continues to record the assets and recognizes the associated liabilities in the balance sheet.

## 13. Commitments, Guarantees and Contingencies

### Commitments

<i>\$ in millions</i>	Years to Maturity at March 31, 2024				Total
	Less than 1	1-3	3-5	Over 5	
Lending:					
Corporate	\$ 15,091	\$ 35,055	\$ 58,740	\$ 4,230	\$ 113,116
Secured lending facilities	8,167	6,891	4,319	4,465	23,842
Commercial and Residential real estate	214	21	14	481	730
Securities-based lending and Other	16,013	3,165	377	443	19,998
Forward-starting secured financing receivables	88,826	—	—	—	88,826
Central counterparty	300	—	—	12,861	13,161
Investment activities	1,709	120	73	524	2,426
Letters of credit and other financial guarantees	68	15	—	7	90
<b>Total</b>	<b>\$130,388</b>	<b>\$45,267</b>	<b>\$63,523</b>	<b>\$23,011</b>	<b>\$262,189</b>
Lending commitments participated to third parties					\$ 8,348

1. Forward-starting secured financing receivables are generally settled within three business days.

Since commitments associated with these instruments may expire unused, the amounts shown do not necessarily reflect the actual future cash funding requirements.

For a further description of these commitments, refer to Note 14 to the financial statements in the 2023 Form 10-K.

### Guarantees

<i>\$ in millions</i>	At March 31, 2024				Carrying Amount Asset (Liability)
	Maximum Potential Payout/Notional of Obligations by Years to Maturity				
	Less than 1	1-3	3-5	Over 5	
Non-credit derivatives <sup>1</sup>	\$1,576,169	\$ 748,245	\$155,224	\$458,033	\$ (33,732)
Standby letters of credit and other financial guarantees issued <sup>2,3</sup>	1,726	1,152	1,236	2,561	2
Liquidity facilities	2,193	—	—	—	(1)
Whole loan sales guarantees	2	85	—	23,074	—
Securitization representations and warranties <sup>4</sup>	—	—	—	82,349	(3)
General partner guarantees	412	32	133	28	(87)
Client clearing guarantees	208	—	—	—	—

1. The carrying amounts of derivative contracts that meet the accounting definition of a guarantee are shown on a gross basis. For further information on derivatives contracts, see Note 6.

2. These amounts include certain issued standby letters of credit participated to third parties, totaling \$0.7 billion of notional and collateral/recourse, due to the nature of the Firm's obligations under these arrangements.

3. As of March 31, 2024, the carrying amount of standby letters of credit and other financial guarantees issued includes an allowance for credit losses of \$72 million.

4. Related to commercial and residential mortgage securitizations.

The Firm has obligations under certain guarantee arrangements, including contracts and indemnification agreements, that contingently require the Firm to make payments to the guaranteed party based on changes in an underlying measure (such as an interest or foreign exchange rate, security or commodity price, an index, or the occurrence or non-occurrence of a specified event) related to an asset, liability or equity security of a guaranteed party. Also included as guarantees are contracts that contingently require the Firm to make payments to the guaranteed party based on another entity's failure to perform under an agreement, as well as indirect guarantees of the indebtedness of others.

For more information on the nature of the obligations and related business activities for our guarantees, see Note 14 to the financial statements in the 2023 Form 10-K.

### Other Guarantees and Indemnities

In the normal course of business, the Firm provides guarantees and indemnifications in a variety of transactions. These provisions generally are standard contractual terms. Certain of these guarantees and indemnifications related to indemnities, exchange and clearinghouse member guarantees and merger and acquisition guarantees are described in Note 14 to the financial statements in the 2023 Form 10-K.

## Notes to Consolidated Financial Statements (Unaudited)

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In addition, in the ordinary course of business, the Firm guarantees the debt and/or certain trading obligations (including obligations associated with derivatives, foreign exchange contracts and the settlement of physical commodities) of certain subsidiaries. These guarantees generally are entity or product specific and are required by investors or trading counterparties. The activities of the Firm's subsidiaries covered by these guarantees (including any related debt or trading obligations) are included in the financial statements.

### Finance Subsidiary

The Parent Company fully and unconditionally guarantees the securities issued by Morgan Stanley Finance LLC, a wholly owned finance subsidiary. No other subsidiary of the Parent Company guarantees these securities.

### Contingencies

#### Legal

In addition to the matters described below, in the normal course of business, the Firm has been named, from time to time, as a defendant in various legal actions, including arbitrations, class actions and other litigation, arising in connection with its activities as a global diversified financial services institution. Certain of the actual or threatened legal actions include claims for substantial compensatory and/or punitive damages or claims for indeterminate amounts of damages. In some cases, the third-party entities that are, or would otherwise be, the primary defendants in such cases are bankrupt, in financial distress, or may not honor applicable indemnification obligations. These actions have included, but are not limited to, antitrust claims, claims under various false claims act statutes, and matters arising from our sales and trading businesses and our activities in the capital markets.

The Firm is also involved, from time to time, in other reviews, investigations and proceedings (both formal and informal) by governmental or other regulatory agencies regarding the Firm's business, and involving, among other matters, sales, trading, financing, prime brokerage, market-making activities, investment banking advisory services, capital markets activities, financial products or offerings sponsored, underwritten or sold by the Firm, wealth and investment management services, and accounting and operational matters, certain of which may result in adverse judgments, settlements, fines, penalties, disgorgement, restitution, forfeiture, injunctions, limitations on our ability to conduct certain business, or other relief.

The Firm contests liability and/or the amount of damages as appropriate in each pending matter. Where available information indicates that it is probable a liability had been incurred at the date of the financial statements and the Firm can reasonably estimate the amount of that loss or the range of loss, the Firm accrues an estimated loss by a charge to

income, including with respect to certain of the individual proceedings or investigations described below.

\$ in millions	Three Months Ended March 31,	
	2024	2023
Legal expenses	\$ (26)	\$ 151

The Firm's legal expenses can, and may in the future, fluctuate from period to period, given the current environment regarding government or regulatory agency investigations and private litigation affecting global financial services firms, including the Firm.

In many legal proceedings and investigations, it is inherently difficult to determine whether any loss is probable or reasonably possible, or to estimate the amount of any loss. In addition, even where the Firm has determined that a loss is probable or reasonably possible or an exposure to loss or range of loss exists in excess of the liability already accrued with respect to a previously recognized loss contingency, the Firm may be unable to reasonably estimate the amount of the loss or range of loss. It is particularly difficult to determine if a loss is probable or reasonably possible, or to estimate the amount of loss, where the factual record is being developed or contested or where plaintiffs or government entities seek substantial or indeterminate damages, restitution, forfeiture, disgorgement or penalties. Numerous issues may need to be resolved in an investigation or proceeding before a determination can be made that a loss or additional loss (or range of loss or range of additional loss) is probable or reasonably possible, or to estimate the amount of loss, including through potentially lengthy discovery or determination of important factual matters, determination of issues related to class certification, the calculation of damages or other relief, and consideration of novel or unsettled legal questions relevant to the proceedings or investigations in question.

The Firm has identified below any individual proceedings or investigations where the Firm believes a material loss to be reasonably possible. In certain legal proceedings in which the Firm has determined that a material loss is reasonably possible, the Firm is unable to reasonably estimate the loss or range of loss. There are other matters in which the Firm has determined a loss or range of loss to be reasonably possible, but the Firm does not believe, based on current knowledge and after consultation with counsel, that such losses could have a material adverse effect on the Firm's financial statements as a whole, although the outcome of such proceedings or investigations may significantly impact the Firm's business or results of operations for any particular reporting period, or cause significant reputational harm.

While the Firm has identified below certain proceedings or investigations that the Firm believes to be material, individually or collectively, there can be no assurance that material losses will not be incurred from claims that have not

## Notes to Consolidated Financial Statements (Unaudited)

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yet been asserted or those where potential losses have not yet been determined to be probable or reasonably possible.

### Antitrust Related Matters

The Firm and other financial institutions are responding to a number of governmental investigations and civil litigation matters related to allegations of anticompetitive conduct in various aspects of the financial services industry, including the matters described below.

Beginning in February of 2016, the Firm was named as a defendant in multiple purported antitrust class actions now consolidated into a single proceeding in the United States District Court for the Southern District of New York (“SDNY”) styled *In Re: Interest Rate Swaps Antitrust Litigation*. Plaintiffs allege, inter alia, that the Firm, together with a number of other financial institution defendants, violated U.S. and New York state antitrust laws from 2008 through December of 2016 in connection with their alleged efforts to prevent the development of electronic exchange-based platforms for interest rate swaps trading. Complaints were filed both on behalf of a purported class of investors who purchased interest rate swaps from defendants, as well as on behalf of three operators of swap execution facilities that allegedly were thwarted by the defendants in their efforts to develop such platforms. The consolidated complaints seek, among other relief, certification of the investor class of plaintiffs and treble damages. On July 28, 2017, the court granted in part and denied in part the defendants’ motion to dismiss the complaints. On December 15, 2023, the court denied the class plaintiffs’ motion for class certification. On December 29, 2023, the class plaintiffs petitioned the United States Court of Appeals for the Second Circuit for leave to appeal that decision. On February 28, 2024, the parties reached an agreement in principle to settle the class claims.

In August of 2017, the Firm was named as a defendant in a purported antitrust class action in the United States District Court for the SDNY styled *Iowa Public Employees’ Retirement System et al. v. Bank of America Corporation et al.* Plaintiffs allege, inter alia, that the Firm, together with a number of other financial institution defendants, violated U.S. antitrust laws and New York state law in connection with their alleged efforts to prevent the development of electronic exchange-based platforms for securities lending. The class action complaint was filed on behalf of a purported class of borrowers and lenders who entered into stock loan transactions with the defendants. The class action complaint seeks, among other relief, certification of the class of plaintiffs and treble damages. On September 27, 2018, the court denied the defendants’ motion to dismiss the class action complaint. Plaintiffs’ motion for class certification was referred by the District Court to a magistrate judge who, on June 30, 2022, issued a report and recommendation that the District Court certify a class. On May 20, 2023, the Firm reached an agreement in principle to settle the litigation. On

September 1, 2023, the court granted preliminary approval of the settlement.

The Firm is a defendant in three antitrust class action complaints which have been consolidated into one proceeding in the United States District Court for the SDNY under the caption *City of Philadelphia, et al. v. Bank of America Corporation, et al.* Plaintiffs allege, inter alia, that the Firm, along with a number of other financial institution defendants, violated U.S. antitrust laws and relevant state laws in connection with alleged efforts to artificially inflate interest rates for Variable Rate Demand Obligations (“VRDO”). Plaintiffs seek, among other relief, treble damages. The class action complaint was filed on behalf of a class of municipal issuers of VRDO for which defendants served as remarketing agent. On November 2, 2020, the court granted in part and denied in part the defendants’ motion to dismiss the consolidated complaint, dismissing state law claims, but denying dismissal of the U.S. antitrust claims. On September 21, 2023, the court granted plaintiffs’ motion for class certification. On October 5, 2023, defendants petitioned the United States Court of Appeals for the Second Circuit for leave to appeal that decision, which was granted on February 5, 2024.

### Qui Tam Matters

The Firm and other financial institutions are defending against qui tam litigations brought under various state false claims statutes, including the matter described below. Such matters may involve the same types of claims pursued in multiple jurisdictions and may include claims for treble damages.

On August 18, 2009, Relators Roger Hayes and C. Talbot Heppenstall, Jr., filed a qui tam action in New Jersey state court styled *State of New Jersey ex. rel. Hayes v. Bank of America Corp., et al.* The complaint, filed under seal pursuant to the New Jersey False Claims Act, alleged that the Firm and several other underwriters of municipal bonds had defrauded New Jersey issuers by misrepresenting that they would achieve the best price or lowest cost of capital in connection with certain municipal bond issuances. On March 17, 2016, the court entered an order unsealing the complaint. On November 17, 2017, Relators filed an amended complaint to allege the Firm mispriced certain bonds issued in twenty-three bond offerings between 2008 and 2017, having a total par amount of \$6.9 billion. The complaint seeks, among other relief, treble damages. On February 22, 2018, the Firm moved to dismiss the amended complaint, and on July 17, 2018, the court denied the Firm’s motion. On October 13, 2021, following a series of voluntary and involuntary dismissals, Relators limited their claims to certain bonds issued in five offerings the Firm underwrote between 2008 and 2011, having a total par amount of \$3.9 billion. On August 22, 2023, the Firm reached an agreement in principle to settle the litigation. The final agreement became effective on January 30, 2024.



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### European Matters

#### Tax

In matters styled *Case number 15/3637* and *Case number 15/4353*, the Dutch Tax Authority (“Dutch Authority”) is challenging in the Dutch courts the prior set-off by the Firm of approximately €124 million (approximately \$134 million) plus accrued interest of withholding tax credits against the Firm’s corporation tax liabilities for the tax years 2007 to 2012. The Dutch Authority alleges that the Firm was not entitled to receive the withholding tax credits on the basis, inter alia, that a Firm subsidiary did not hold legal title to certain securities subject to withholding tax on the relevant dates. The Dutch Authority has also alleged that the Firm failed to provide certain information to the Dutch Authority and to keep adequate books and records. On April 26, 2018, the District Court in Amsterdam issued a decision dismissing the Dutch Authority’s claims with respect to certain of the tax years in dispute. On May 12, 2020, the Court of Appeal in Amsterdam granted the Dutch Authority’s appeal in matters re-styled *Case number 18/00318* and *Case number 18/00319*. On January 19, 2024, the Dutch High Court granted the Firm’s appeal in matters re-styled *Case number 20/01884* and referred the case to the Court of Appeal in The Hague.

On June 22, 2021, Dutch criminal authorities sought various documents in connection with an investigation of the Firm related to the civil claims asserted by the Dutch Authority concerning the accuracy of the Firm subsidiary’s tax returns and the maintenance of its books and records for 2007 to 2012. The Dutch criminal authorities have requested additional information, and the Firm is continuing to respond to them in connection with their ongoing investigation.

#### Danish Underwriting Matter

On October 5, 2017, various institutional investors filed a claim against the Firm and another bank in a matter now styled *Case number B-803-18* (previously *BS 99-6998/2017*), in the City Court of Copenhagen, Denmark concerning their roles as underwriters of the initial public offering (“IPO”) in March 2014 of the Danish company OW Bunker A/S. The claim seeks damages of approximately DKK529 million (approximately \$77 million) plus interest in respect of alleged losses arising from investing in shares in OW Bunker, which entered into bankruptcy in November 2014. Separately, on November 29, 2017, another group of institutional investors joined the Firm and another bank as defendants to pending proceedings in the High Court of Eastern Denmark against various other parties involved in the IPO in a matter styled *Case number B-2073-16*. The claim brought against the Firm and the other bank has been given its own *Case number B-2564-17*. The investors claim damages of approximately DKK767 million (approximately \$111 million) plus interest from the Firm and the other bank on a joint and several basis with the Defendants to these proceedings. Both claims are based on alleged prospectus liability; the second claim also

alleges professional liability of banks acting as financial intermediaries. On June 8, 2018, the City Court of Copenhagen, Denmark ordered that the matters now styled *Case number B-803-18*, *Case number B-2073-16*, and *Case number B-2564-17* be heard together before the High Court of Eastern Denmark. On June 29, 2018, the Firm filed its defense to the matter now styled *Case number B-2564-17*. On February 4, 2019, the Firm filed its defense to the matter now styled *Case number B-803-18*.

#### U.K. Government Bond Matter

The Firm is engaging with the UK Competition and Markets Authority in connection with its investigation of suspected anti-competitive arrangements in the financial services sector, specifically regarding the Firm’s activities concerning certain liquid fixed income products between 2009 and 2012. On May 24, 2023, the U.K. Competition and Markets Authority issued a Statement of Objections setting out its provisional findings that the Firm had breached U.K. competition law by sharing competitively sensitive information in connection with gilts and gilt asset swaps between 2009 and 2012. The Firm is contesting the provisional findings. Separately, on June 16, 2023, the Firm was named as a defendant in a purported antitrust class action in the United States District Court for the SDNY styled *Oklahoma Firefighters Pension and Retirement System v. Deutsche Bank Aktiengesellschaft, et al.*, alleging, inter alia, that the Firm, together with a number of other financial institution defendants, violated U.S. antitrust laws in connection with their alleged effort to fix prices of gilts traded in the United States between 2009 and 2013. On September 28, 2023, the defendants filed a joint motion to dismiss the complaint, which has been fully briefed.

#### Other

On August 13, 2021, the plaintiff in *Camelot Event Driven Fund, a Series of Frank Funds Trust v. Morgan Stanley & Co. LLC, et al.* filed in the Supreme Court of the State of New York, New York County (“Supreme Court of NY”) a purported class action complaint alleging violations of the federal securities laws against ViacomCBS (“Viacom”), certain of its officers and directors, and the underwriters, including the Firm, of two March 2021 Viacom offerings: a \$1.7 billion Viacom Class B Common Stock offering and a \$1 billion offering of 5.75% Series A Mandatory Convertible Preferred Stock (collectively, the “Offerings”). The complaint alleges, inter alia, that the Viacom offering documents for both issuances contained material omissions because they did not disclose that certain of the underwriters, including the Firm, had prime brokerage relationships and/or served as counterparties to certain derivative transactions with Archegos Capital Management LP, (“Archegos”), a fund with significant exposure to Viacom securities across multiple prime brokers. The complaint, which seeks, among other things, unspecified compensatory damages, alleges that the offering documents did not adequately disclose the risks associated with Archegos’s concentrated Viacom positions at

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the various prime brokers, including that the unwind of those positions could have a deleterious impact on the stock price of Viacom. On November 5, 2021, the complaint was amended to add allegations that defendants failed to disclose that certain underwriters, including the Firm, had intended to unwind Archegos's Viacom positions while simultaneously distributing the Offerings. On February 6, 2023, the court issued a decision denying the motions to dismiss as to the Firm and the other underwriters, but granted the motion to dismiss as to Viacom and the Viacom individual defendants. On February 15, 2023, the underwriters, including the Firm, filed their notices of appeal of the denial of their motions to dismiss. On March 10, 2023, the plaintiff appealed the dismissal of Viacom and the individual Viacom defendants. On April 4, 2024, the Appellate Division upheld the lower court's decision as to the Firm and other underwriter defendants that had prime brokerage relationships and/or served as counterparties to certain derivative transactions with Archegos, dismissed the remaining underwriters, and upheld the dismissal of Viacom and its officers and directors. On January 4, 2024, the court granted the plaintiff's motion for class certification. On February 14, 2024, the defendants filed their notice of appeal of the court's grant of class certification.

On May 17, 2013, the plaintiff in *IKB International S.A. in Liquidation, et al. v. Morgan Stanley, et al.* filed a complaint against the Firm and certain affiliates in the Supreme Court of NY. The complaint alleges that defendants made material misrepresentations and omissions in the sale to plaintiff of certain mortgage pass-through certificates backed by securitization trusts containing residential mortgage loans. The total amount of certificates allegedly sponsored, underwritten and/or sold by the Firm to plaintiffs was approximately \$133 million. The complaint alleges causes of action against the Firm for common law fraud, fraudulent concealment, aiding and abetting fraud, and negligent misrepresentation, and seeks, among other things, compensatory and punitive damages. On October 29, 2014, the court granted in part and denied in part the Firm's motion to dismiss. All claims regarding four certificates were dismissed. After these dismissals, the remaining amount of certificates allegedly issued by the Firm or sold to plaintiffs by the Firm was approximately \$116 million. On August 11, 2016, the Appellate Division affirmed the trial court's order denying in part the Firm's motion to dismiss the complaint. On July 15, 2022, the Firm filed a motion for summary judgment on all remaining claims. On March 1, 2023, the court granted in part and denied in part the Firm's motion for summary judgment, narrowing the alleged misrepresentations at issue in the case. On March 26, 2024, the Appellate Division affirmed the trial court's summary judgment order.

## 14. Variable Interest Entities and Securitization Activities

### Consolidated VIE Assets and Liabilities by Type of Activity

\$ in millions	At March 31, 2024		At December 31, 2023	
	VIE Assets	VIE Liabilities	VIE Assets	VIE Liabilities
MABS <sup>1</sup>	\$ 741	\$ 258	\$ 597	\$ 256
Investment vehicles <sup>2</sup>	807	508	753	502
MTOB	525	483	582	520
Other	442	124	378	97
<b>Total</b>	<b>\$ 2,515</b>	<b>\$ 1,373</b>	<b>\$ 2,310</b>	<b>\$ 1,375</b>

MTOB—Municipal tender option bonds

1. Amounts include transactions backed by residential mortgage loans, commercial mortgage loans and other types of assets, including consumer or commercial assets and may be in loan or security form. The value of assets is determined based on the fair value of the liabilities and the interests owned by the Firm in such VIEs as the fair values for the liabilities and interests owned are more observable.
2. Amounts include investment funds and CLOs.

### Consolidated VIE Assets and Liabilities by Balance Sheet Caption

\$ in millions	At March 31, 2024	At December 31, 2023
<b>Assets</b>		
Cash and cash equivalents	\$ 181	\$ 164
Trading assets at fair value	1,998	1,557
Investment securities	237	492
Securities purchased under agreements to resell	67	67
Customer and other receivables	29	26
Other assets	3	4
<b>Total</b>	<b>\$ 2,515</b>	<b>\$ 2,310</b>
<b>Liabilities</b>		
Other secured financings	\$ 1,184	\$ 1,222
Other liabilities and accrued expenses	131	121
Borrowings	58	32
<b>Total</b>	<b>\$ 1,373</b>	<b>\$ 1,375</b>
Noncontrolling interests	\$ 60	\$ 54

Consolidated VIE assets and liabilities are presented in the previous tables after intercompany eliminations. Generally, most assets owned by consolidated VIEs cannot be removed unilaterally by the Firm and are not available to the Firm while the related liabilities issued by consolidated VIEs are non-recourse to the Firm. However, in certain consolidated VIEs, the Firm either has the unilateral right to remove assets or provides additional recourse through derivatives such as total return swaps, guarantees or other forms of involvement.

In general, the Firm's exposure to loss in consolidated VIEs is limited to losses that would be absorbed on the VIE net assets recognized in its financial statements, net of amounts absorbed by third-party variable interest holders.



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## Non-consolidated VIEs

\$ in millions	At March 31, 2024				
	MABS <sup>1</sup>	CDO	MTOB	OSF	Other <sup>2</sup>
VIE assets (UPB)	\$151,575	\$1,877	\$3,311	\$2,919	\$56,401
<b>Maximum exposure to loss<sup>3</sup></b>					
Debt and equity interests	\$ 22,367	\$ 104	\$ —	\$ 2,131	\$ 9,192
Derivative and other contracts	—	—	2,193	—	4,076
Commitments, guarantees and other	3,887	—	—	—	160
<b>Total</b>	<b>\$ 26,254</b>	<b>\$ 104</b>	<b>\$ 2,193</b>	<b>\$ 2,131</b>	<b>\$ 13,428</b>
<b>Carrying value of variable interests—Assets</b>					
Debt and equity interests	\$ 22,368	\$ 104	\$ —	\$ 1,713	\$ 9,192
Derivative and other contracts	—	—	2	—	1,394
<b>Total</b>	<b>\$ 22,368</b>	<b>\$ 104</b>	<b>\$ 2</b>	<b>\$ 1,713</b>	<b>\$ 10,586</b>
Additional VIE assets owned <sup>4</sup>					\$14,797
<b>Carrying value of variable interests—Liabilities</b>					
Derivative and other contracts	\$ —	\$ —	\$ 4	\$ —	\$ 367
<b>Total</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 4</b>	<b>\$ —</b>	<b>\$ 367</b>

\$ in millions	At December 31, 2023				
	MABS <sup>1</sup>	CDO	MTOB	OSF	Other <sup>2</sup>
VIE assets (UPB)	\$144,906	\$1,526	\$3,152	\$3,102	\$50,052
<b>Maximum exposure to loss<sup>3</sup></b>					
Debt and equity interests	\$ 21,203	\$ 52	\$ —	\$ 2,049	\$ 9,076
Derivative and other contracts	—	—	2,092	—	4,452
Commitments, guarantees and other	3,439	—	—	—	55
<b>Total</b>	<b>\$ 24,642</b>	<b>\$ 52</b>	<b>\$ 2,092</b>	<b>\$ 2,049</b>	<b>\$ 13,583</b>
<b>Carrying value of variable interests—Assets</b>					
Debt and equity interests	\$ 21,203	\$ 52	\$ —	\$ 1,682	\$ 9,075
Derivative and other contracts	—	—	2	—	1,330
<b>Total</b>	<b>\$ 21,203</b>	<b>\$ 52</b>	<b>\$ 2</b>	<b>\$ 1,682</b>	<b>\$ 10,405</b>
Additional VIE assets owned <sup>4</sup>					\$15,002
<b>Carrying value of variable interests—Liabilities</b>					
Derivative and other contracts	\$ —	\$ —	\$ 3	\$ —	\$ 452

1. Amounts include transactions backed by residential mortgage loans, commercial mortgage loans and other types of assets, including consumer or commercial assets, and may be in loan or security form.
2. Other primarily includes exposures to commercial real estate property and investment funds.
3. Where notional amounts are utilized in quantifying the maximum exposure related to derivatives, such amounts do not reflect changes in fair value recorded by the Firm.
4. Additional VIE assets owned represents the carrying value of total exposure to non-consolidated VIEs for which the maximum exposure to loss is less than specific thresholds, primarily interests issued by securitization SPEs. The Firm's maximum exposure to loss generally equals the fair value of the assets owned. These assets are primarily included in Trading assets and Investment securities and are measured at fair value (see Note 4). The Firm does not provide additional support in these transactions through contractual facilities, guarantees or similar derivatives.

The previous tables include VIEs sponsored by unrelated parties, as well as VIEs sponsored by the Firm; examples of the Firm's involvement with these VIEs include its secondary market-making activities and the securities held in its Investment securities portfolio (see Note 7).

The Firm's maximum exposure to loss is dependent on the nature of the Firm's variable interest in the VIE and is limited to the notional amounts of certain liquidity facilities and other credit support, total return swaps and written put options, as well as the fair value of certain other derivatives and investments the Firm has made in the VIE.

The Firm's maximum exposure to loss in the previous tables does not include the offsetting benefit of hedges or any

reductions associated with the amount of collateral held as part of a transaction with the VIE or any party to the VIE directly against a specific exposure to loss.

Liabilities issued by VIEs generally are non-recourse to the Firm.

## Detail of Mortgage- and Asset-Backed Securitization Assets

\$ in millions	At March 31, 2024		At December 31, 2023	
	UPB	Debt and Equity Interests	UPB	Debt and Equity Interests
Residential mortgages	\$ 17,323	\$ 3,067	\$ 17,346	\$ 3,355
Commercial mortgages	79,998	8,805	74,590	8,342
U.S. agency collateralized mortgage obligations	43,012	6,442	42,917	6,675
Other consumer or commercial loans	11,242	4,053	10,053	2,831
<b>Total</b>	<b>\$ 151,575</b>	<b>\$ 22,367</b>	<b>\$ 144,906</b>	<b>\$ 21,203</b>

## Transferred Assets with Continuing Involvement

\$ in millions	At March 31, 2024			
	RML	CML	U.S. Agency CMO	CLN and Other <sup>1</sup>
SPE assets (UPB) <sup>2,3</sup>	\$ 4,887	\$ 72,446	\$ 14,659	\$ 13,094
<b>Retained interests</b>				
Investment grade	\$ 161	\$ 652	\$ 556	\$ —
Non-investment grade	95	743	—	65
<b>Total</b>	<b>\$ 256</b>	<b>\$ 1,395</b>	<b>\$ 556</b>	<b>\$ 65</b>
<b>Interests purchased in the secondary market<sup>3</sup></b>				
Investment grade	\$ 18	\$ 37	\$ 48	\$ —
Non-investment grade	—	13	—	—
<b>Total</b>	<b>\$ 18</b>	<b>\$ 50</b>	<b>\$ 48</b>	<b>\$ —</b>
Derivative assets	\$ —	\$ —	\$ —	\$ 1,159
Derivative liabilities	—	—	—	378

\$ in millions	At December 31, 2023			
	RML	CML	U.S. Agency CMO	CLN and Other <sup>1</sup>
SPE assets (UPB) <sup>2,3</sup>	\$ 4,333	\$ 73,818	\$ 12,083	\$ 12,438
<b>Retained interests</b>				
Investment grade	\$ 149	\$ 653	\$ 460	\$ —
Non-investment grade	83	788	—	69
<b>Total</b>	<b>\$ 232</b>	<b>\$ 1,441</b>	<b>\$ 460</b>	<b>\$ 69</b>
<b>Interests purchased in the secondary market<sup>3</sup></b>				
Investment grade	\$ 20	\$ 22	\$ 42	\$ —
Non-investment grade	—	16	—	—
<b>Total</b>	<b>\$ 20</b>	<b>\$ 38</b>	<b>\$ 42</b>	<b>\$ —</b>
Derivative assets	\$ —	\$ —	\$ —	\$ 1,073
Derivative liabilities	—	—	—	426

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\$ in millions	Fair Value At March 31, 2024		
	Level 2	Level 3	Total
<b>Retained interests</b>			
Investment grade	\$ 667	\$ —	\$ 667
Non-investment grade	15	67	82
<b>Total</b>	<b>\$ 682</b>	<b>\$ 67</b>	<b>\$ 749</b>
<b>Interests purchased in the secondary market<sup>3</sup></b>			
Investment grade	\$ 103	\$ —	\$ 103
Non-investment grade	10	3	13
<b>Total</b>	<b>\$ 113</b>	<b>\$ 3</b>	<b>\$ 116</b>
Derivative assets	\$ 1,159	\$ —	\$ 1,159
Derivative liabilities	378	—	378

\$ in millions	Fair Value at December 31, 2023		
	Level 2	Level 3	Total
<b>Retained interests</b>			
Investment grade	\$ 576	\$ —	\$ 576
Non-investment grade	10	56	66
<b>Total</b>	<b>\$ 586</b>	<b>\$ 56</b>	<b>\$ 642</b>
<b>Interests purchased in the secondary market<sup>3</sup></b>			
Investment grade	\$ 77	\$ 7	\$ 84
Non-investment grade	12	4	16
<b>Total</b>	<b>\$ 89</b>	<b>\$ 11</b>	<b>\$ 100</b>
Derivative assets	\$ 1,073	\$ —	\$ 1,073
Derivative liabilities	426	—	426

RML—Residential mortgage loans  
CML—Commercial mortgage loans

1. Amounts include CLO transactions managed by unrelated third parties.
2. Amounts include assets transferred by unrelated transferors.
3. Amounts include transactions where the Firm also holds retained interests as part of the transfer.

The previous tables include transactions with SPEs in which the Firm, acting as principal, transferred financial assets with continuing involvement and received sales treatment. The transferred assets are carried at fair value prior to securitization, and any changes in fair value are recognized in the income statement. The Firm may act as underwriter of the beneficial interests issued by these securitization vehicles, for which Investment banking revenues are recognized. The Firm may retain interests in the securitized financial assets as one or more tranches of the securitization. Certain retained interests are carried at fair value in the balance sheet with changes in fair value recognized in the income statement. Fair value for these interests is measured using techniques that are consistent with the valuation techniques applied to the Firm's major categories of assets and liabilities as described in Note 2 in the 2023 Form 10-K and Note 4 herein. Further, as permitted by applicable guidance, certain transfers of assets where the Firm's only continuing involvement is a derivative are only reported in the following Assets Sold with Retained Exposure table.

### Proceeds from New Securitization Transactions and Sales of Loans

\$ in millions	Three Months Ended March 31,	
	2024	2023
New transactions <sup>1</sup>	\$ 6,550	\$ 2,521
Retained interests	2,099	1,575

1. Net gains on new transactions and sales of corporate loans to CLO entities at the time of the sale were not material for all periods presented.
2. Sponsored by non-affiliates.

The Firm has provided, or otherwise agreed to be responsible for, representations and warranties regarding certain assets transferred in securitization transactions sponsored by the Firm (see Note 13).

### Assets Sold with Retained Exposure

\$ in millions	At March 31, 2024	At December 31, 2023
Gross cash proceeds from sale of assets <sup>1</sup>	\$ 68,566	\$ 60,766
<b>Fair value</b>		
Assets sold	\$ 70,956	\$ 62,221
Derivative assets recognized in the balance sheet	2,527	1,546
Derivative liabilities recognized in the balance sheet	140	93

1. The carrying value of assets derecognized at the time of sale approximates gross cash proceeds.

The Firm enters into transactions in which it sells securities, primarily equities, and contemporaneously enters into bilateral OTC derivatives with the purchasers of the securities, through which it retains exposure to the sold securities.

For a discussion of the Firm's VIEs, the determination and structure of VIEs and securitization activities, see Note 15 to the financial statements in the 2023 Form 10-K.

## 15. Regulatory Requirements

### Regulatory Capital Framework and Requirements

For a discussion of the Firm's regulatory capital framework, see Note 16 to the financial statements in the 2023 Form 10-K.

The Firm is required to maintain minimum risk-based and leverage-based capital ratios under regulatory capital requirements. A summary of the calculations of regulatory capital and RWA follows.

**Risk-Based Regulatory Capital.** Risk-based capital ratio requirements apply to Common Equity Tier 1 ("CET1") capital, Tier 1 capital and Total capital (which includes Tier 2 capital), each as a percentage of RWA, and consist of regulatory minimum required ratios plus the Firm's capital buffer requirement. Capital requirements require certain adjustments to, and deductions from, capital for purposes of determining these ratios. At March 31, 2024 and December 31, 2023, the differences between the actual and required ratios were lower under the Standardized Approach.

**CECL Deferral.** Beginning on January 1, 2020, the Firm elected to defer the effect of the adoption of CECL on its risk-based and leverage-based capital amounts and ratios, as well as RWA, adjusted average assets and supplementary leverage exposure calculations, over a five-year transition period. The deferral impacts began to phase in at 25% per year from January 1, 2022 and are phased-in at 75% from January 1,

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2024. The deferral impacts will become fully phased-in beginning on January 1, 2025.

### Capital Buffer Requirements

	At March 31, 2024 and December 31, 2023	
	Standardized	Advanced
<b>Capital buffers</b>		
Capital conservation buffer	—	2.5%
SCB	5.4%	N/A
G-SIB capital surcharge	3.0%	3.0%
CCyB <sup>1</sup>	0%	0%
Capital buffer requirement	8.4%	5.5%

1. The CCyB can be set up to 2.5%, but is currently set by the Federal Reserve at zero.

The capital buffer requirement represents the amount of Common Equity Tier 1 capital the Firm must maintain above the minimum risk-based capital requirements in order to avoid restrictions on the Firm's ability to make capital distributions, including the payment of dividends and the repurchase of stock, and to pay discretionary bonuses to executive officers. The Firm's capital buffer requirement computed under the standardized approaches for calculating credit risk and market risk RWA ("Standardized Approach") is equal to the sum of the SCB, G-SIB capital surcharge and CCyB, and the capital buffer requirement computed under the applicable advanced approaches for calculating credit risk, market risk and operational risk RWA ("Advanced Approach") is equal to the sum of the 2.5% capital conservation buffer, G-SIB capital surcharge and CCyB.

### Risk-Based Regulatory Capital Ratio Requirements

	Regulatory Minimum	At March 31, 2024 and December 31, 2023	
		Standardized	Advanced
<b>Required ratios<sup>1</sup></b>			
CET1 capital ratio	4.5%	12.9%	10.0%
Tier 1 capital ratio	6.0%	14.4%	11.5%
Total capital ratio	8.0%	16.4%	13.5%

1. Required ratios represent the regulatory minimum plus the capital buffer requirement.

### The Firm's Regulatory Capital and Capital Ratios

#### Risk-based capital

\$ in millions	Standardized	
	At March 31, 2024	At December 31, 2023
<b>Risk-based capital</b>		
CET1 capital	\$ 70,298	\$ 69,448
Tier 1 capital	79,046	78,183
Total capital	91,007	88,874
Total RWA	467,763	456,053
<b>Risk-based capital ratio</b>		
CET1 capital	15.0%	15.2%
Tier 1 capital	16.9%	17.1%
Total capital	19.5%	19.5%
<b>Required ratio<sup>1</sup></b>		
CET1 capital	12.9%	12.9%
Tier 1 capital	14.4%	14.4%
Total capital	16.4%	16.4%

1. Required ratios are inclusive of any buffers applicable as of the date presented.

#### Leveraged-based capital

\$ in millions	At March 31, 2024		At December 31, 2023	
<b>Leveraged-based capital</b>				
Adjusted average assets <sup>1</sup>	\$ 1,178,369	\$ 1,159,626		
Supplementary leverage exposure <sup>2</sup>	1,464,030	1,429,552		
<b>Leveraged-based capital ratio</b>				
Tier 1 leverage	6.7%	6.7%		
SLR	5.4%	5.5%		
<b>Required ratio<sup>3</sup></b>				
Tier 1 leverage	4.0%	4.0%		
SLR	5.0%	5.0%		

1. Adjusted average assets represents the denominator of the Tier 1 leverage ratio and is composed of the average daily balance of consolidated on-balance sheet assets for the quarters ending on the respective balance sheet dates, reduced by disallowed goodwill, intangible assets, investments in covered funds, defined benefit pension plan assets, after-tax gain on sale from assets sold into securitizations, investments in our own capital instruments, certain deferred tax assets and other capital deductions.

2. Supplementary leverage exposure is the sum of Adjusted average assets used in the Tier 1 leverage ratio and other adjustments, primarily: (i) for derivatives, potential future exposure and the effective notional principal amount of sold credit protection offset by qualifying purchased credit protection; (ii) the counterparty credit risk for repo-style transactions; and (iii) the credit equivalent amount for off-balance sheet exposures.

3. Required ratios are inclusive of any buffers applicable as of the date presented.

### U.S. Bank Subsidiaries' Regulatory Capital and Capital Ratios

The OCC establishes capital requirements for the U.S. Bank Subsidiaries, and evaluates their compliance with such capital requirements. Regulatory capital requirements for the U.S. Bank Subsidiaries are calculated in a similar manner to the Firm's regulatory capital requirements, although G-SIB capital surcharge and SCB requirements do not apply to the U.S. Bank Subsidiaries.

The OCC's regulatory capital framework includes Prompt Corrective Action ("PCA") standards, including "well-capitalized" PCA standards that are based on specified regulatory capital ratio minimums. For the Firm to remain an FHC, its U.S. Bank Subsidiaries must remain well-capitalized in accordance with the OCC's PCA standards. In addition,

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failure by the U.S. Bank Subsidiaries to meet minimum capital requirements may result in certain mandatory and discretionary actions by regulators that, if undertaken, could have a direct material effect on the U.S. Bank Subsidiaries' and the Firm's financial statements.

At March 31, 2024 and December 31, 2023, MSBNA and MSPBNA risk-based capital ratios are based on the Standardized Approach rules. Beginning on January 1, 2020, MSBNA and MSPBNA elected to defer the effect of the adoption of CECL on risk-based capital amounts and ratios, as well as RWA, adjusted average assets and supplementary leverage exposure calculations, over a five-year transition period. The deferral impacts began to phase in at 25% per year from January 1, 2022 and are phased-in at 75% from January 1, 2024. The deferral impacts will become fully phased-in beginning on January 1, 2025.

### MSBNA's Regulatory Capital

\$ in millions	Well-Capitalized Requirement	Required Ratio <sup>1</sup>	At March 31, 2024		At December 31, 2023	
			Amount	Ratio	Amount	Ratio
Risk-based capital						
CET1 capital	6.5 %	7.0 %	\$ 23,127	22.5 %	\$ 21,925	21.7 %
Tier 1 capital	8.0 %	8.5 %	23,127	22.5 %	21,925	21.7 %
Total capital	10.0 %	10.5 %	24,033	23.3 %	22,833	22.6 %
Leverage-based capital						
Tier 1 leverage	5.0 %	4.0 %	\$ 23,127	10.9 %	\$ 21,925	10.6 %
SLR	6.0 %	3.0 %	23,127	8.4 %	21,925	8.2 %

### MSPBNA's Regulatory Capital

\$ in millions	Well-Capitalized Requirement	Required Ratio <sup>1</sup>	At March 31, 2024		At December 31, 2023	
			Amount	Ratio	Amount	Ratio
Risk-based capital						
CET1 capital	6.5 %	7.0 %	\$ 15,978	26.4 %	\$ 15,388	25.8 %
Tier 1 capital	8.0 %	8.5 %	15,978	26.4 %	15,388	25.8 %
Total capital	10.0 %	10.5 %	16,266	26.9 %	15,675	26.3 %
Leverage-based capital						
Tier 1 leverage	5.0 %	4.0 %	\$ 15,978	7.7 %	\$ 15,388	7.5 %
SLR	6.0 %	3.0 %	15,978	7.5 %	15,388	7.2 %

1. Required ratios are inclusive of any buffers applicable as of the date presented. Failure to maintain the buffers would result in restrictions on the ability to make capital distributions, including the payment of dividends.

Additionally, MSBNA is conditionally registered with the SEC as a security-based swap dealer and is registered with the CFTC as a swap dealer. However, as MSBNA is prudentially regulated as a bank, its capital requirements continue to be determined by the OCC.

### Other Regulatory Capital Requirements

#### MS&Co. Regulatory Capital

\$ in millions	At March 31, 2024	At December 31, 2023
Net capital	\$ 18,628	\$ 18,121
Excess net capital	14,145	13,676

MS&Co. is registered as a broker-dealer and a futures commission merchant with the SEC and the CFTC, respectively, and is registered as a swap dealer with the CFTC.

As an Alternative Net Capital broker-dealer, and in accordance with Securities Exchange Act of 1934 ("Exchange Act") Rule 15c3-1, Appendix E, MS&Co. is subject to minimum net capital and tentative net capital requirements and operates with capital in excess of its regulatory capital requirements. As a futures commission merchant and registered swap dealer, MS&Co. is subject to CFTC capital requirements. In addition, MS&Co. must notify the SEC if its tentative net capital falls below certain levels. At March 31, 2024 and December 31, 2023, MS&Co. exceeded its net capital requirement and had tentative net capital in excess of the minimum and notification requirements.

### Other Regulated Subsidiaries

Certain other subsidiaries are also subject to various regulatory capital requirements. Such subsidiaries include the following, each of which operated with capital in excess of their respective regulatory capital requirements as of March 31, 2024 and December 31, 2023, as applicable:

- MSSB,
- MSIP,
- MSESE,
- MSMS,
- MSCS, and
- MSCG

See Note 16 to the financial statements in the 2023 Form 10-K for further information.

## 16. Total Equity

### Preferred Stock

\$ in millions, except per share data	Shares Outstanding	Liquidation Preference per Share	Carrying Value	
	At March 31, 2024		At March 31, 2024	At December 31, 2023
Series				
A	44,000	\$ 25,000	\$ 1,100	\$ 1,100
C <sup>1</sup>	519,882	1,000	408	408
E	34,500	25,000	862	862
F	34,000	25,000	850	850
I	40,000	25,000	1,000	1,000
K	40,000	25,000	1,000	1,000
L	20,000	25,000	500	500
M	400,000	1,000	430	430
N	3,000	100,000	300	300
O	52,000	25,000	1,300	1,300
P	40,000	25,000	1,000	1,000
Total			\$ 8,750	\$ 8,750
Shares authorized				30,000,000

1. Series C preferred stock is held by MUFG.

## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

For a description of Series A through Series P preferred stock, see Note 17 to the financial statements in the 2023 Form 10-K. The Firm's preferred stock has a preference over its common stock upon liquidation. The Firm's preferred stock qualifies as and is included in Tier 1 capital in accordance with regulatory capital requirements (see Note 15).

### Share Repurchases

\$ in millions	Three Months Ended March 31,	
	2024	2023
Repurchases of common stock under the Firm's Share Repurchase Authorization	\$ 1,000	\$ 1,500

On June 30, 2023, the Firm announced that its Board of Directors reauthorized a multi-year repurchase program of up to \$20 billion of outstanding common stock, without a set expiration date, beginning in the third quarter of 2023, which will be exercised from time to time as conditions warrant. For more information on share repurchases, see Note 17 to the financial statements in the 2023 Form 10-K.

### Common Shares Outstanding for Basic and Diluted EPS

in millions	Three Months Ended March 31,	
	2024	2023
Weighted average common shares outstanding, basic	1,601	1,645
Effect of dilutive RSUs and PSUs	15	18
Weighted average common shares outstanding and common stock equivalents, diluted	1,616	1,663
Weighted average antidilutive common stock equivalents (excluded from the computation of diluted EPS)	—	4

### Dividends

\$ in millions, except per share data	Three Months Ended March 31, 2024		Three Months Ended March 31, 2023	
	Per Share <sup>1</sup>	Total	Per Share <sup>1</sup>	Total
<b>Preferred stock series</b>				
A	\$ 392	\$ 17	\$ 343	\$ 15
C	25	13	25	13
E	445	15	445	15
F	434	15	430	14
I	398	16	398	16
K	366	15	366	15
L	305	6	305	6
M <sup>2</sup>	29	12	29	12
N	2,226	7	2,650	8
O	266	14	266	14
P	406	16	406	16
<b>Total Preferred stock</b>	<b>\$ 146</b>	<b>\$ 144</b>		
<b>Common stock</b>	<b>\$ 0.85</b>	<b>\$ 1,390</b>	<b>\$ 0.775</b>	<b>\$ 1,305</b>

- Common and Preferred Stock dividends are payable quarterly unless otherwise noted.
- Series M is payable semiannually until September 15, 2026 and thereafter will be payable quarterly.

### Accumulated Other Comprehensive Income (Loss)<sup>1</sup>

\$ in millions	CTA	AFS Securities	Pension and Other	DVA	Cash Flow Hedges	Total
December 31, 2023	\$(1,153)	\$(3,094)	\$(595)	\$(1,595)	\$ 16	\$(6,421)
OCI during the period	(112)	68	4	(568)	(28)	(636)
<b>March 31, 2024</b>	<b>\$(1,265)</b>	<b>\$(3,026)</b>	<b>\$(591)</b>	<b>\$(2,163)</b>	<b>\$ (12)</b>	<b>\$(7,057)</b>
December 31, 2022	\$(1,204)	\$(4,192)	\$(508)	\$(345)	\$(4)	\$(6,253)
OCI during the period	32	512	(1)	(8)	7	542
<b>March 31, 2023</b>	<b>\$(1,172)</b>	<b>\$(3,680)</b>	<b>\$(509)</b>	<b>\$(353)</b>	<b>\$ 3</b>	<b>\$(5,711)</b>

1. Amounts are net of tax and noncontrolling interests.

### Components of Period Changes in OCI

\$ in millions	Three Months Ended March 31, 2024				
	Pre-tax Gain (Loss)	Income Tax Benefit (Provision)	After-tax Gain (Loss)	Non-controlling Interests	Net
<b>CTA</b>					
OCI activity	\$ (70)	\$ (103)	\$ (173)	\$ (61)	\$(112)
Reclassified to earnings	—	—	—	—	—
<b>Net OCI</b>	<b>\$ (70)</b>	<b>\$(103)</b>	<b>\$(173)</b>	<b>\$(61)</b>	<b>\$(112)</b>
<b>Change in net unrealized gains (losses) on AFS securities</b>					
OCI activity	\$ 132	\$(32)	\$ 100	—	\$ 100
Reclassified to earnings	(43)	11	(32)	—	(32)
<b>Net OCI</b>	<b>\$ 89</b>	<b>\$(21)</b>	<b>\$ 68</b>	<b>—</b>	<b>\$ 68</b>
<b>Pension and other</b>					
OCI activity	\$ —	\$ —	\$ —	\$ —	—
Reclassified to earnings	5	(1)	4	—	4
<b>Net OCI</b>	<b>\$ 5</b>	<b>\$(1)</b>	<b>\$ 4</b>	<b>—</b>	<b>\$ 4</b>
<b>Change in net DVA</b>					
OCI activity	\$ (751)	\$ 180	\$(571)	\$ 5	\$(576)
Reclassified to earnings	10	(2)	8	—	8
<b>Net OCI</b>	<b>\$(741)</b>	<b>\$ 178</b>	<b>\$(563)</b>	<b>\$ 5</b>	<b>\$(568)</b>
<b>Change in fair value of cash flow hedge derivatives</b>					
OCI activity	\$ (47)	\$ 11	\$(36)	—	\$(36)
Reclassified to earnings	11	(3)	8	—	8
<b>Net OCI</b>	<b>\$(36)</b>	<b>\$ 8</b>	<b>\$(28)</b>	<b>—</b>	<b>\$(28)</b>
\$ in millions	Three Months Ended March 31, 2023				
	Pre-tax Gain (Loss)	Income Tax Benefit (Provision)	After-tax Gain (Loss)	Non-controlling Interests	Net
<b>CTA</b>					
OCI activity	\$ (10)	\$ 30	\$ 20	\$(12)	\$ 32
Reclassified to earnings	—	—	—	—	—
<b>Net OCI</b>	<b>\$ (10)</b>	<b>\$ 30</b>	<b>\$ 20</b>	<b>\$(12)</b>	<b>\$ 32</b>
<b>Change in net unrealized gains (losses) on AFS securities</b>					
OCI activity	\$ 710	\$(167)	\$ 543	—	\$ 543
Reclassified to earnings	(41)	10	(31)	—	(31)
<b>Net OCI</b>	<b>\$ 669</b>	<b>\$(157)</b>	<b>\$ 512</b>	<b>—</b>	<b>\$ 512</b>
<b>Pension and other</b>					
OCI activity	\$ —	\$ —	\$ —	\$ —	—
Reclassified to earnings	(1)	—	(1)	—	(1)
<b>Net OCI</b>	<b>\$ (1)</b>	<b>—</b>	<b>\$(1)</b>	<b>—</b>	<b>\$(1)</b>
<b>Change in net DVA</b>					
OCI activity	\$ (30)	\$ 10	\$(20)	\$(7)	\$(13)
Reclassified to earnings	6	(1)	5	—	5
<b>Net OCI</b>	<b>\$(24)</b>	<b>\$ 9</b>	<b>\$(15)</b>	<b>\$(7)</b>	<b>\$(8)</b>
<b>Change in fair value of cash flow hedge derivatives</b>					
OCI activity	\$ 7	\$(1)	\$ 6	—	\$ 6
Reclassified to earnings	1	—	1	—	1
<b>Net OCI</b>	<b>\$ 8</b>	<b>\$(1)</b>	<b>\$ 7</b>	<b>—</b>	<b>\$ 7</b>



## Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

### 17. Interest Income and Interest Expense

\$ in millions	Three Months Ended March 31,	
	2024	2023
<b>Interest income</b>		
Cash and cash equivalents <sup>1</sup>	\$ 903	743
Investment securities	1,197	1,018
Loans	3,305	2,815
Securities purchased under agreements to resell <sup>2</sup>	2,530	1,477
Securities borrowed <sup>3</sup>	1,376	1,172
Trading assets, net of Trading liabilities	1,382	913
Customer receivables and Other <sup>1,4</sup>	2,237	1,842
<b>Total interest income</b>	<b>\$ 12,930</b>	<b>\$ 9,980</b>
<b>Interest expense</b>		
Deposits	\$ 2,476	1,575
Borrowings	3,223	2,506
Securities sold under agreements to repurchase <sup>5</sup>	2,402	1,218
Securities loaned <sup>6</sup>	224	164
Customer payables and Other <sup>4,7</sup>	2,809	2,171
<b>Total interest expense</b>	<b>\$ 11,134</b>	<b>\$ 7,634</b>
<b>Net interest</b>	<b>\$ 1,796</b>	<b>\$ 2,346</b>

1. In the fourth quarter of 2023, interest bearing Cash and cash equivalents and related interest were presented separately for the first time. The prior period amounts for Customer receivables and Other have been disaggregated to exclude Cash and cash equivalents to align with the current presentation.
2. Includes interest paid on Securities purchased under agreements to resell.
3. Includes fees paid on Securities borrowed.
4. Certain prior period amounts have been adjusted to conform with the current period presentation. This adjustment resulted in a decrease to both interest income and interest expense of \$890 million and no change to net interest income for the first quarter of 2023 for the Institutional Securities segment. See Note 2 for additional information.
5. Includes interest received on Securities sold under agreements to repurchase.
6. Includes fees received on Securities loaned.
7. Includes fees received from Equity Financing customers related to their short transactions, which can be under either margin or securities lending arrangements.

Interest income and Interest expense are classified in the income statement based on the nature of the instrument and related market conventions. When included as a component of the instrument's fair value, interest is included within Trading revenues or Investments revenues. Otherwise, it is included within Interest income or Interest expense.

#### Accrued Interest

\$ in millions	At March 31, 2024	At December 31, 2023
Customer and other receivables	\$ 5,149	\$ 4,206
Customer and other payables	4,942	4,360

### 18. Income Taxes

The Firm is routinely under examination by the IRS and other tax authorities in certain countries, such as Japan and the U.K., and in states and localities in which it has significant business operations, such as New York.

The Firm believes that the resolution of these tax examinations will not have a material effect on the annual financial statements, although a resolution could have a material impact in the income statement and on the effective tax rate for any period in which such resolutions occur.

It is reasonably possible that significant changes in the balance of unrecognized tax benefits may occur within the next 12 months. At this time, however, it is not possible to reasonably estimate the expected change to the total amount of unrecognized tax benefits and the impact on the Firm's effective tax rate over the next 12 months.

### 19. Segment, Geographic and Revenue Information

#### Selected Financial Information by Business Segment

\$ in millions	Three Months Ended March 31, 2024				
	IS	WM	IM	I/E	Total
Investment banking	\$ 1,447	\$ 166	\$ —	\$ (24)	\$ 1,589
Trading	4,583	262	(7)	14	4,852
Investments	49	19	69	—	137
Commissions and fees <sup>1</sup>	691	605	—	(69)	1,227
Asset management <sup>1,2</sup>	157	3,829	1,346	(63)	5,269
Other	124	143	3	(4)	266
<b>Total non-interest revenues</b>	<b>7,051</b>	<b>5,024</b>	<b>1,411</b>	<b>(146)</b>	<b>13,340</b>
Interest income	9,308	3,973	26	(377)	12,930
Interest expense	9,343	2,117	60	(386)	11,134
Net interest	(35)	1,856	(34)	9	1,796
<b>Net revenues</b>	<b>\$ 7,016</b>	<b>\$ 6,880</b>	<b>\$ 1,377</b>	<b>\$ (137)</b>	<b>\$ 15,136</b>
<b>Provision for credit losses</b>	<b>\$ 2</b>	<b>\$ (8)</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ (6)</b>
Compensation and benefits	2,343	3,788	565	—	6,696
Non-compensation expenses	2,320	1,294	571	(134)	4,051
<b>Total non-interest expenses</b>	<b>\$ 4,663</b>	<b>\$ 5,082</b>	<b>\$ 1,136</b>	<b>\$ (134)</b>	<b>\$ 10,747</b>
Income before provision for income taxes	\$ 2,351	\$ 1,806	\$ 241	\$ (3)	\$ 4,395
Provision for income taxes	482	403	49	(1)	933
Net income	1,869	1,403	192	(2)	3,462
Net income applicable to noncontrolling interests	50	—	—	—	50
<b>Net income applicable to Morgan Stanley</b>	<b>\$ 1,819</b>	<b>\$ 1,403</b>	<b>\$ 192</b>	<b>\$ (2)</b>	<b>\$ 3,412</b>



# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

\$ in millions	Three Months Ended March 31, 2023				
	IS	WM	IM	I/E	Total
Investment banking	\$ 1,247	\$ 104	\$ —	\$ (21)	\$ 1,330
Trading	4,257	227	(16)	9	4,477
Investments	28	16	101	—	145
Commissions and fees <sup>1</sup>	714	590	—	(65)	1,239
Asset management <sup>1,2</sup>	148	3,382	1,248	(50)	4,728
Other	180	82	(6)	(4)	252
Total non-interest revenues	6,574	4,401	1,327	(131)	12,171
Interest income <sup>3</sup>	6,868	3,627	29	(544)	9,980
Interest expense <sup>3</sup>	6,645	1,469	67	(547)	7,634
Net interest	223	2,158	(38)	3	2,346
<b>Net revenues</b>	<b>\$ 6,797</b>	<b>\$ 6,559</b>	<b>\$ 1,289</b>	<b>\$ (128)</b>	<b>\$ 14,517</b>
<b>Provision for credit losses</b>	<b>\$ 189</b>	<b>\$ 45</b>	<b>\$ —</b>	<b>\$ —</b>	<b>\$ 234</b>
Compensation and benefits	2,365	3,477	568	—	6,410
Non-compensation expenses	2,351	1,325	555	(118)	4,113
<b>Total non-interest expenses</b>	<b>\$ 4,716</b>	<b>\$ 4,802</b>	<b>\$ 1,123</b>	<b>\$ (118)</b>	<b>\$ 10,523</b>
Income before provision for income taxes	\$ 1,892	\$ 1,712	\$ 166	\$ (10)	\$ 3,760
Provision for income taxes	363	336	30	(2)	727
Net income	1,529	1,376	136	(8)	3,033
Net income applicable to noncontrolling interests	51	—	2	—	53
<b>Net income applicable to Morgan Stanley</b>	<b>\$ 1,478</b>	<b>\$ 1,376</b>	<b>\$ 134</b>	<b>\$ (8)</b>	<b>\$ 2,980</b>

1. Substantially all revenues are from contracts with customers.
2. Includes certain fees that may relate to services performed in prior periods.
3. Certain prior period amounts have been adjusted to conform with the current period presentation. This adjustment resulted in a decrease to both interest income and interest expense of \$890 million and no change to net interest income for the first quarter of 2023 for the Institutional Securities segment. See Note 2 for additional information.

For a discussion about the Firm's business segments, see Note 22 to the financial statements in the 2023 Form 10-K.

## Detail of Investment Banking Revenues

\$ in millions	Three Months Ended March 31,	
	2024	2023
Institutional Securities Advisory	\$ 461	\$ 638
Institutional Securities Underwriting	986	609
Firm investment banking revenues from contracts with customers	90 %	89 %

## Trading Revenues by Product Type

\$ in millions	Three Months Ended March 31,	
	2024	2023
Interest rate	\$ 1,826	\$ 1,368
Foreign exchange	272	262
Equity <sup>1</sup>	2,304	2,212
Commodity and other	595	539
Credit	(145)	96
<b>Total</b>	<b>\$ 4,852</b>	<b>\$ 4,477</b>

1. Dividend income is included within equity contracts.

The previous table summarizes realized and unrealized gains and losses primarily related to the Firm's Trading assets and liabilities, from derivative and non-derivative financial instruments, included in Trading revenues in the income

statement. The Firm generally utilizes financial instruments across a variety of product types in connection with its market-making and related risk management strategies. The trading revenues presented in the table are not representative of the manner in which the Firm manages its business activities and are prepared in a manner similar to the presentation of trading revenues for regulatory reporting purposes.

## Investment Management Investments Revenues—Net Cumulative Unrealized Carried Interest

\$ in millions	At March 31, 2024	At December 31, 2023
Net cumulative unrealized performance-based fees at risk of reversing	\$ 770	\$ 787

The Firm's portion of net cumulative performance-based fees in the form of unrealized carried interest, for which the Firm is not obligated to pay compensation, is at risk of reversing when the return in certain funds fall below specified performance targets. See Note 13 for information regarding general partner guarantees, which include potential obligations to return performance fee distributions previously received.

## Investment Management Asset Management Revenues—Reduction of Fees Due to Fee Waivers

\$ in millions	Three Months Ended March 31,	
	2024	2023
Fee waivers	\$ 24	\$ 18

The Firm waives a portion of its fees in the Investment Management business segment from certain registered money market funds that comply with the requirements of Rule 2a-7 of the Investment Company Act of 1940.

## Certain Other Fee Waivers

Separately, the Firm's employees, including its senior officers, may participate on the same terms and conditions as other investors in certain funds that the Firm sponsors primarily for client investment, and the Firm may waive or lower applicable fees and charges for its employees.

## Other Expenses—Transaction Taxes

\$ in millions	Three Months Ended March 31,	
	2024	2023
Transaction taxes	\$ 206	\$ 214

Transaction taxes are composed of securities transaction taxes and stamp duties, which are levied on the sale or purchase of securities listed on recognized stock exchanges in certain markets. These taxes are imposed mainly on trades of equity securities in Asia and EMEA. Similar transaction taxes are levied on trades of listed derivative instruments in certain countries.

# Notes to Consolidated Financial Statements (Unaudited)

Morgan Stanley

## Net Revenues by Region

\$ in millions	Three Months Ended March 31,	
	2024	2023
Americas	\$ 11,567	\$ 10,791
EMEA	1,826	1,737
Asia	1,743	1,989
<b>Total</b>	<b>\$ 15,136</b>	<b>\$ 14,517</b>

For a discussion about the Firm's geographic net revenues, see Note 22 to the financial statements in the 2023 Form 10-K.

## Revenues Recognized from Prior Services

\$ in millions	Three Months Ended March 31,	
	2024	2023
Non-interest revenues	\$ 476	\$ 704

The previous table includes revenues from contracts with customers recognized where some or all services were performed in prior periods. These revenues primarily include investment banking advisory fees.

## Receivables from Contracts with Customers

\$ in millions	At March 31, 2024	At December 31, 2023
Customer and other receivables	\$ 2,570	\$ 2,339

Receivables from contracts with customers, which are included within Customer and other receivables in the balance sheet, arise when the Firm has both recorded revenues and the right per the contract to bill the customer.

## Assets by Business Segment

\$ in millions	At March 31, 2024	At December 31, 2023
Institutional Securities	\$ 832,693	\$ 810,506
Wealth Management	377,924	365,168
Investment Management	17,886	18,019
<b>Total<sup>1</sup></b>	<b>\$ 1,228,503</b>	<b>\$ 1,193,693</b>

1. Parent assets have been fully allocated to the business segments.

# Financial Data Supplement (Unaudited)

## Average Balances and Interest Rates and Net Interest Income

\$ in millions	Three Months Ended March 31,					
	2024			2023		
	Average Daily Balance	Interest	Annualized Average Rate	Average Daily Balance	Interest	Annualized Average Rate
<b>Interest earning assets</b>						
Cash and Cash Equivalents <sup>1</sup> :						
U.S.	\$ 52,696	\$ 633	4.8 %	\$ 61,795	\$ 531	3.5 %
Non-U.S.	43,661	270	2.5 %	53,663	212	1.6 %
Investment securities <sup>2</sup>	153,866	1,197	3.1 %	159,061	1,018	2.6 %
Loans <sup>2</sup>	217,921	3,305	6.1 %	214,185	2,815	5.3 %
Securities purchased under agreements to resell <sup>3</sup> :						
U.S.	52,260	1,496	11.5 %	46,847	932	8.1 %
Non-U.S.	49,595	1,034	8.4 %	65,713	545	3.4 %
Securities borrowed <sup>4</sup> :						
U.S.	108,288	1,257	4.7 %	123,206	1,095	3.6 %
Non-U.S.	18,835	119	2.5 %	18,683	77	1.7 %
Trading assets, net of Trading liabilities:						
U.S.	107,970	1,175	4.4 %	87,631	786	3.6 %
Non-U.S.	18,329	207	4.5 %	7,264	127	7.1 %
Customer receivables and Other <sup>1,10</sup> :						
U.S.	47,180	1,700	14.5 %	45,260	1,252	11.2 %
Non-U.S.	17,502	537	12.3 %	15,625	590	15.3 %
<b>Total</b>	<b>\$888,103</b>	<b>\$12,930</b>	<b>5.9 %</b>	<b>\$898,933</b>	<b>\$9,980</b>	<b>4.5 %</b>
<b>Interest bearing liabilities</b>						
Deposits <sup>2</sup>	\$346,946	\$ 2,476	2.9 %	\$346,973	\$ 1,575	1.8 %
Borrowings <sup>2,5</sup>	251,956	3,223	5.1 %	245,600	2,506	4.1 %
Securities sold under agreements to repurchase <sup>6,8</sup> :						
U.S.	24,410	1,221	20.1 %	21,075	670	12.9 %
Non-U.S.	58,316	1,181	8.1 %	41,071	548	5.4 %
Securities loaned <sup>7,8</sup> :						
U.S.	5,790	17	1.2 %	4,992	13	1.1 %
Non-U.S.	8,979	207	9.3 %	10,016	151	6.1 %
Customer payables and Other <sup>9,10</sup> :						
U.S.	124,018	1,891	6.1 %	137,766	1,402	4.1 %
Non-U.S.	64,756	918	5.7 %	65,818	769	4.7 %
<b>Total</b>	<b>\$885,171</b>	<b>\$11,134</b>	<b>5.1 %</b>	<b>\$873,311</b>	<b>\$ 7,634</b>	<b>3.5 %</b>
<b>Net interest income and net interest rate spread</b>	<b>\$ 1,796</b>	<b>0.8 %</b>		<b>\$ 2,346</b>	<b>1.0 %</b>	

1. In the fourth quarter of 2023, interest bearing Cash and cash equivalents and related interest were presented separately for the first time. The prior period amounts for Customer receivables and Other have been disaggregated to exclude Cash and cash equivalents to align with the current presentation.
2. Amounts include primarily U.S. balances.
3. Includes interest paid on Securities purchased under agreements to resell.
4. Includes fees paid on Securities borrowed.
5. Average daily balance includes borrowings carried at fair value, but for certain borrowings, interest expense is considered part of fair value and is recorded in Trading revenues.
6. Includes interest received on Securities sold under agreements to repurchase.
7. Includes fees received on Securities loaned.
8. The annualized average rate was calculated using (a) interest expense incurred on all securities sold under agreements to repurchase and securities loaned transactions, whether or not such transactions were reported in the balance sheet and (b) net average on-balance sheet balances, which exclude certain securities-for-securities transactions.
9. Includes fees received from Equity Financing customers related to their short transactions, which can be under either margin or securities lending arrangements.
10. Certain prior period amounts have been adjusted to conform with the current period presentation. See Note 2 for additional information.

## Glossary of Common Terms and Acronyms

<b>2023 Form 10-K</b>	Annual report on Form 10-K for year ended December 31, 2023 filed with the SEC	<b>IRS</b>	Internal Revenue Service
<b>ABS</b>	Asset-backed securities	<b>IS</b>	Institutional Securities
<b>ACL</b>	Allowance for credit losses	<b>LCR</b>	Liquidity coverage ratio, as adopted by the U.S. banking agencies
<b>AFS</b>	Available-for-sale	<b>LIBOR</b>	London Interbank Offered Rate
<b>AML</b>	Anti-money laundering	<b>LTV</b>	Loan-to-value
<b>AOCI</b>	Accumulated other comprehensive income (loss)	<b>M&amp;A</b>	Merger, acquisition and restructuring transaction
<b>AUM</b>	Assets under management or supervision	<b>MSBNA</b>	Morgan Stanley Bank, N.A.
<b>Balance sheet</b>	Consolidated balance sheet	<b>MS&amp;Co.</b>	Morgan Stanley & Co. LLC
<b>BHC</b>	Bank holding company	<b>MSCG</b>	Morgan Stanley Capital Group Inc.
<b>bps</b>	Basis points; one basis point equals 1/100th of 1%	<b>MSCS</b>	Morgan Stanley Capital Services LLC
<b>Cash flow statement</b>	Consolidated cash flow statement	<b>MSEHSE</b>	Morgan Stanley Europe Holdings SE
<b>CCAR</b>	Comprehensive Capital Analysis and Review	<b>MSESE</b>	Morgan Stanley Europe SE
<b>CCyB</b>	Countercyclical capital buffer	<b>MSIP</b>	Morgan Stanley & Co. International plc
<b>CDO</b>	Collateralized debt obligation(s), including Collateralized loan obligation(s)	<b>MSMS</b>	Morgan Stanley MUFG Securities Co., Ltd.
<b>CDS</b>	Credit default swaps	<b>MSPBNA</b>	Morgan Stanley Private Bank, National Association
<b>CECL</b>	Current Expected Credit Losses, as calculated under the Financial Instruments—Credit Losses accounting update	<b>MSSB</b>	Morgan Stanley Smith Barney LLC
<b>CET1</b>	Common Equity Tier 1	<b>MUFG</b>	Mitsubishi UFJ Financial Group, Inc.
<b>CFTC</b>	U.S. Commodity Futures Trading Commission	<b>MUMSS</b>	Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.
<b>CLN</b>	Credit-linked note(s)	<b>MWh</b>	Megawatt hour
<b>CLO</b>	Collateralized loan obligation(s)	<b>N/A</b>	Not Applicable
<b>CMBS</b>	Commercial mortgage-backed securities	<b>N/M</b>	Not Meaningful
<b>CMO</b>	Collateralized mortgage obligation(s)	<b>NAV</b>	Net asset value
<b>CRE</b>	Commercial real estate	<b>Non-GAAP</b>	Non-generally accepted accounting principles in the U.S.
<b>CRM</b>	Credit Risk Management Department	<b>NSFR</b>	Net stable funding ratio, as adopted by the U.S. banking agencies
<b>CTA</b>	Cumulative foreign currency translation adjustments	<b>OCC</b>	Office of the Comptroller of the Currency
<b>DCP</b>	Employee deferred cash-based compensation plans linked to investment performance	<b>OCI</b>	Other comprehensive income (loss)
<b>DCP investments</b>	Investments associated with certain DCP	<b>OTC</b>	Over-the-counter
<b>DVA</b>	Debt valuation adjustment	<b>PSU</b>	Performance-based stock unit
<b>EBITDA</b>	Earnings before interest, taxes, depreciation and amortization	<b>ROE</b>	Return on average common equity
<b>EMEA</b>	Europe, Middle East and Africa	<b>ROTCE</b>	Return on average tangible common equity
<b>EPS</b>	Earnings per common share	<b>ROU</b>	Right-of-use
<b>FDIC</b>	Federal Deposit Insurance Corporation	<b>RSU</b>	Restricted stock unit
<b>FFELP</b>	Federal Family Education Loan Program	<b>RWA</b>	Risk-weighted assets
<b>FHC</b>	Financial holding company	<b>SCB</b>	Stress capital buffer
<b>FICO</b>	Fair Isaac Corporation	<b>SEC</b>	U.S. Securities and Exchange Commission
<b>Financial statements</b>	Consolidated financial statements	<b>SLR</b>	Supplementary leverage ratio
<b>FVO</b>	Fair value option	<b>S&amp;P</b>	Standard & Poor's
<b>G-SIB</b>	Global systemically important bank	<b>SPE</b>	Special purpose entity
<b>HFI</b>	Held-for-investment	<b>SPOE</b>	Single point of entry
<b>HFS</b>	Held-for-sale	<b>TLAC</b>	Total loss-absorbing capacity
<b>HQLA</b>	High-quality liquid assets	<b>U.K.</b>	United Kingdom
<b>HTM</b>	Held-to-maturity	<b>UPB</b>	Unpaid principal balance
<b>I/E</b>	Intersegment eliminations	<b>U.S.</b>	United States of America
<b>IHC</b>	Intermediate holding company	<b>U.S. Bank Subsidiaries</b>	Morgan Stanley Bank N.A. ("MSBNA") and Morgan Stanley Private Bank, National Association ("MSPBNA")
<b>IM</b>	Investment Management	<b>U.S. GAAP</b>	Accounting principles generally accepted in the U.S.
<b>Income statement</b>	Consolidated income statement	<b>VaR</b>	Value-at-Risk
		<b>VIE</b>	Variable interest entity
		<b>WACC</b>	Implied weighted average cost of capital
		<b>WM</b>	Wealth Management

## Controls and Procedures

Under the supervision and with the participation of the Firm’s management, including the Chief Executive Officer and Chief Financial Officer, the Firm conducted an evaluation of the effectiveness of the Firm’s disclosure controls and procedures (as defined in Rule 13a-15(e) of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). Based on this evaluation, the Chief Executive Officer and Chief Financial Officer concluded that the Firm’s disclosure controls and procedures were effective as of the end of the period covered by this report.

No change in the Firm’s internal control over financial reporting (as defined in Rule 13a-15(f) of the Exchange Act) occurred during the period covered by this report that materially affected, or is reasonably likely to materially affect, the Firm’s internal control over financial reporting.

## Legal Proceedings

See “Contingencies—Legal” in Note 13 to the Financial Statements for information about our material legal proceedings.

## Risk Factors

For a discussion of the risk factors affecting the Firm, see “Risk Factors” in Part I, Item 1A of the 2023 Form 10-K.

## Unregistered Sales of Equity Securities and Use of Proceeds

### Issuer Purchases of Equity Securities

<i>\$ in millions, except per share data</i>	Total Number of Shares Purchased <sup>1</sup>	Average Price Paid per Share	Total Shares Purchased as Part of Share Repurchase Authorization <sup>2,3</sup>	Dollar Value of Remaining Authorized Repurchase
January	8,995,283	\$ 86.00	1,878,800	\$ 17,039
February	6,331,034	\$ 86.05	5,213,800	\$ 16,590
March	4,536,567	\$ 88.02	4,429,444	\$ 16,200
<b>Three Months Ended March 31, 2024</b>	<b>19,862,884</b>	<b>\$ 86.48</b>	<b>11,522,044</b>	

- Includes 8,340,840 shares acquired by the Firm in satisfaction of the tax withholding obligations on stock-based awards granted under the Firm’s stock-based compensation plans during the three months ended March 31, 2024.
- Share purchases under publicly announced authorizations are made pursuant to open-market purchases, Rule 10b5-1 plans or privately negotiated transactions (including with employee benefit plans) as market conditions warrant and at prices the Firm deems appropriate and may be suspended at any time.
- The Firm’s Board of Directors has approved the repurchase of the Firm’s outstanding common stock under a share repurchase authorization (the “Share Repurchase Authorization”) from time to time as conditions warrant and subject to limitations on distributions from the Federal Reserve. The Share Repurchase Authorization is for capital management purposes and considers, among other things, business segment capital needs, as well as equity-based compensation and benefit plan requirements. The Share Repurchase Authorization has no set expiration or termination date.

On June 30, 2023, the Firm announced that its Board of Directors reauthorized a multi-year repurchase authorization of up to \$20 billion of outstanding common stock, without a set expiration date, beginning in the third quarter of 2023, which will be exercised from time to time as conditions

warrant. For further information, see “Liquidity and Capital Resources—Regulatory Requirements—Capital Plans, Stress Tests and the Stress Capital Buffer.”

## Other Information

None.

## Exhibits

Exhibit No.	Description
15	<a href="#">Letter of awareness from Deloitte &amp; Touche LLP, dated May 3, 2024, concerning unaudited interim financial information.</a>
31.1	<a href="#">Rule 13a-14(a) Certification of Chief Executive Officer.</a>
31.2	<a href="#">Rule 13a-14(a) Certification of Chief Financial Officer.</a>
32.1	<a href="#">Section 1350 Certification of Chief Executive Officer.</a>
32.2	<a href="#">Section 1350 Certification of Chief Financial Officer.</a>
101	Interactive Data Files pursuant to Rule 405 of Regulation S-T formatted in Inline eXtensible Business Reporting Language (“Inline XBRL”).
104	Cover Page Interactive Data File (formatted in Inline XBRL and contained in Exhibit 101).

## Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

MORGAN STANLEY  
(Registrant)

By: /s/ SHARON YESHAYA

**Sharon Yeshaya**  
Executive Vice President and  
Chief Financial Officer

By: /s/ RAJA J. AKRAM

**Raja J. Akram**  
Deputy Chief Financial Officer,  
Chief Accounting Officer and Controller

Date: May 3, 2024

To the Shareholders and the Board of Directors of Morgan Stanley:

We are aware that our report dated May 3, 2024, on our review of the interim financial information of Morgan Stanley appearing in this Quarterly Report on Form 10-Q for the quarter ended March 31, 2024, is incorporated by reference in the following Registration Statements of the Firm:

**Filed on Form S-3:**

Registration Statement No. 333-253728  
Registration Statement No. 333-275587  
Registration Statement No. 333-275587-01

**Filed on Form S-8:**

Registration Statement No. 33-63024  
Registration Statement No. 33-63026  
Registration Statement No. 33-78038  
Registration Statement No. 33-79516  
Registration Statement No. 33-82240  
Registration Statement No. 33-82242  
Registration Statement No. 33-82244  
Registration Statement No. 333-04212  
Registration Statement No. 333-28141  
Registration Statement No. 333-28263  
Registration Statement No. 333-62869  
Registration Statement No. 333-78081  
Registration Statement No. 333-95303  
Registration Statement No. 333-55972  
Registration Statement No. 333-85148

**Filed on Form S-8:**

Registration Statement No. 333-85150  
Registration Statement No. 333-108223  
Registration Statement No. 333-142874  
Registration Statement No. 333-146954  
Registration Statement No. 333-159503  
Registration Statement No. 333-159504  
Registration Statement No. 333-159505  
Registration Statement No. 333-168278  
Registration Statement No. 333-172634  
Registration Statement No. 333-177454  
Registration Statement No. 333-183595  
Registration Statement No. 333-188649  
Registration Statement No. 333-192448  
Registration Statement No. 333-204504  
Registration Statement No. 333-211723  
Registration Statement No. 333-218377  
Registration Statement No. 333-231913  
Registration Statement No. 333-256493  
Registration Statement No. 333-266612

/s/ Deloitte & Touche LLP

New York, New York

May 3, 2024



## Certification

I, Edward Pick, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Morgan Stanley;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 3, 2024

/s/ EDWARD PICK

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Edward Pick

Chief Executive Officer

## Certification

I, Sharon Yeshaya, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Morgan Stanley;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: May 3, 2024

/s/ SHARON YESHAYA

Sharon Yeshaya

Executive Vice President and Chief Financial Officer

CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Morgan Stanley (the “Firm”) on Form 10-Q for the quarter ended March 31, 2024 as filed with the Securities and Exchange Commission on the date hereof (the “Report”), I, Edward Pick, Chief Executive Officer of the Firm, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Firm.

/s/ EDWARD PICK

\_\_\_\_\_  
Edward Pick  
Chief Executive Officer

Date: May 3, 2024

CERTIFICATION PURSUANT TO  
18 U.S.C. SECTION 1350,  
AS ADOPTED PURSUANT TO  
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the Quarterly Report of Morgan Stanley (the “Firm”) on Form 10-Q for the quarter ended March 31, 2024 as filed with the Securities and Exchange Commission on the date hereof (the “Report”), I, Sharon Yeshaya, Executive Vice President and Chief Financial Officer of the Firm, certify, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
2. The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Firm.

/s/ SHARON YESHAYA

Sharon Yeshaya  
Executive Vice President and  
Chief Financial Officer

Date: May 3, 2024