

Financial Highlights

(\$ and share amounts in millions, except per share amounts)	As of or for the Year Ended November		
	2007	2006	2005
Operating Results			
Net revenues			
Investment banking	\$ 7,555	\$ 5,629	\$ 3,671
Trading and principal investments	31,226	25,562	16,818
Asset management and securities services	7,206	6,474	4,749
Total net revenues	45,987	37,665	25,238
Pre-tax earnings	17,604	14,560	8,273
Net earnings	11,599	9,537	5,626
Net earnings applicable to common shareholders	11,407	9,398	5,609
Common Share Data			
Diluted earnings per common share	\$ 24.73	\$ 19.69	\$ 11.21
Average diluted common shares outstanding	461.2	477.4	500.2
Dividends declared and paid per common share	\$ 1.40	\$ 1.30	\$ 1.00
Book value per common share ⁽¹⁾	90.43	72.62	57.02
Tangible book value per common share ⁽²⁾⁽³⁾	78.88	61.47	46.76
Ending stock price	226.64	201.60	134.12
Financial Condition and Other Operating Data			
Total assets	\$1,119,796	\$838,201	\$706,804
Other secured financings (long-term)	33,300	26,134	15,669
Unsecured long-term borrowings	164,174	122,842	84,338
Total shareholders' equity	42,800	35,786	28,002
Leverage ratio ⁽⁴⁾	26.2x	23.4x	25.2x
Adjusted leverage ratio ⁽⁵⁾	17.5x	16.1x	17.9x
Debt to equity ratio ⁽⁶⁾	3.8x	3.4x	3.0x
Return on average common shareholders' equity ⁽⁷⁾	32.7%	32.8%	21.8%
Return on average tangible common shareholders' equity ⁽⁸⁾	38.2%	39.8%	26.7%
Selected Data			
Total employees	30,522	26,467	23,623
Assets under management (in billions)	\$ 868	\$ 676	\$ 532

⁽¹⁾Book value per common share is based on common shares outstanding, including restricted stock units granted to employees with no future service requirements, of 439.0 million, 450.1 million and 460.4 million as of November 2007, November 2006 and November 2005, respectively.

⁽²⁾Tangible book value per common share is computed by dividing tangible common shareholders' equity by the number of common shares outstanding, including restricted stock units granted to employees with no future service requirements.

⁽³⁾Tangible common shareholders' equity equals total shareholders' equity less preferred stock, goodwill and identifiable intangible assets, excluding power contracts. See "Financial Information—Management's Discussion and Analysis—Equity Capital—Capital Ratios and Metrics" for further information regarding our calculation of tangible common shareholders' equity.

⁽⁴⁾Leverage ratio equals total assets divided by total shareholders' equity.

⁽⁵⁾Adjusted leverage ratio equals adjusted assets divided by tangible equity capital. See "Financial Information—Management's Discussion and Analysis—Equity Capital—Capital Ratios and Metrics" for further information regarding adjusted assets, tangible equity capital and our calculation of the adjusted leverage ratio.

⁽⁶⁾Debt to equity ratio equals unsecured long-term borrowings divided by total shareholders' equity.

⁽⁷⁾Return on average common shareholders' equity is computed by dividing net earnings applicable to common shareholders by average monthly common shareholders' equity.

⁽⁸⁾Return on average tangible common shareholders' equity is computed by dividing net earnings applicable to common shareholders by average monthly tangible common shareholders' equity. See "Financial Information—Management's Discussion and Analysis—Results of Operations—Financial Overview" for further information regarding our calculation of return on average tangible common shareholders' equity.