

## Cautionary Note on Forward-Looking Statements

---

Today's presentation may include forward-looking statements. These statements represent the Firm's belief regarding future events that, by their nature, are uncertain and outside of the Firm's control. The Firm's actual results and financial condition may differ, possibly materially, from what is indicated in those forward-looking statements. For a discussion of some of the risks and factors that could affect the Firm's future results and financial condition, please see the description of "Risk Factors" in our current annual report on Form 10-K for our fiscal year ended December 2011.

You should also read the information on the calculation of non-GAAP financial measures that is posted on the Investor Relations portion of our website: [www.gs.com](http://www.gs.com).

The statements in the presentation are current only as of its date, February 12, 2013.

# Goldman Sachs Presentation to Credit Suisse Financial Services Conference

**Harvey Schwartz**  
**Chief Financial Officer**

February 12, 2013

---

# Firmwide Approach to Regulatory Change

## Guidelines

### Clients Drive Strategy and Execution

- Our clients drive our revenue opportunities
- Clients dictate how they want to transact
- Staying closely connected to client activity and responding quickly is critical

### Engage

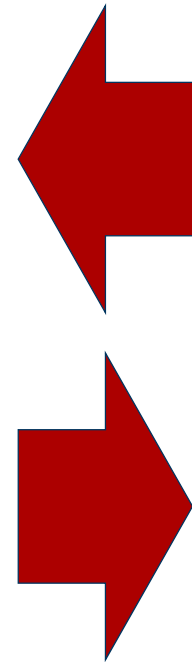
- Constructive interaction with clients, regulators and other market participants
- History of adapting our organizational structure and mandates to meet client needs
- Supported by culture of collaboration, client and results-driven focus and execution

### Predicting the Future

- No one has a crystal ball
- Investing too much, too early can be very expensive and counterproductive
- Responding too late can also be costly

# Organizational Structure

## Firmwide Focus on Regulatory Preparedness



### ■ Clients<sup>1</sup>

- Asset Managers
- Corporates
- Hedge Funds
- Pension Funds

### ■ Regulators<sup>1</sup>

- Federal Reserve
- SEC
- CFTC
- FDIC
- UK FSA
- European Commission
- Basel
- IOSCO

### ■ Trade Associations<sup>1</sup>

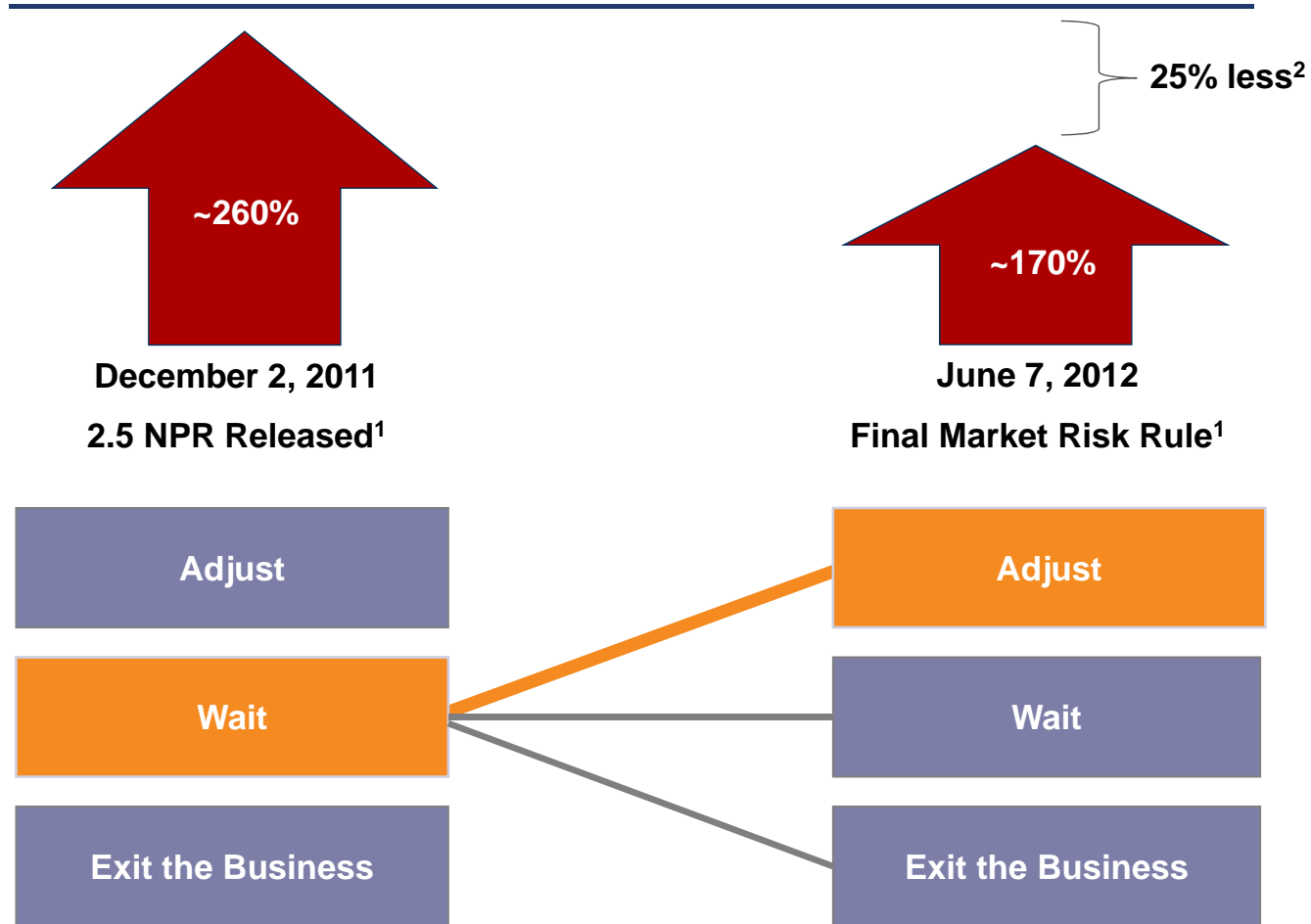
- SIFMA/AFME
- ISDA

1. Includes selected clients, regulators and other trade associations

# Mortgages Crossroads

## Adapting to Changing Environment

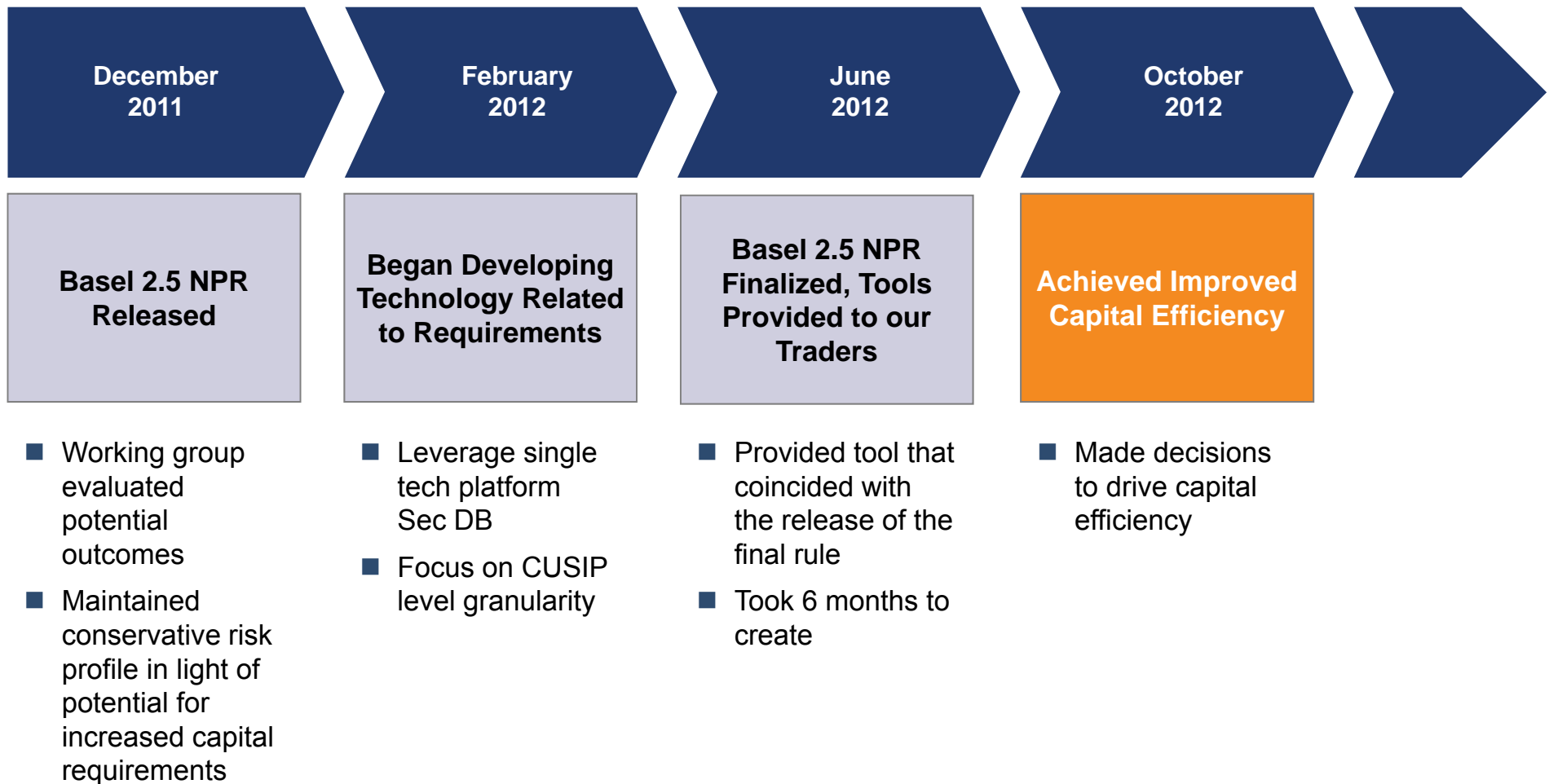
### Basel 3 Capital Requirements Versus Basel 1



1. The percentage changes are relative to the capital requirements under Basel 1 for just the Mortgages Business Unit  
 2. Percentage decline represents the change in capital requirements between the Final Market Risk Rule and the 2.5 NPR

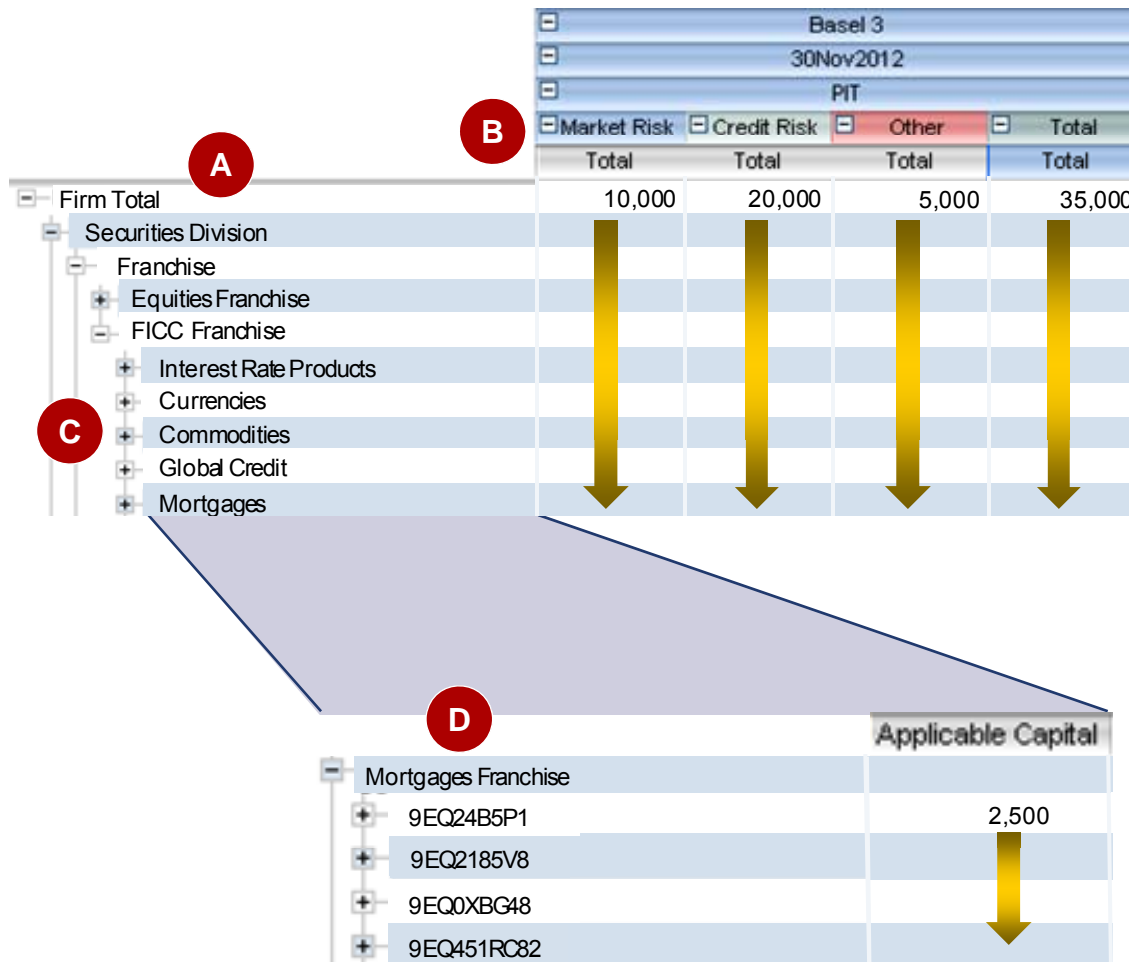
# Capital Efficiency

## Mortgages Franchise Efficiency Case Study



# Capital Efficiency Tool

## Management Tools



- A** Both top down tool for senior management and a bottoms up tool for business heads
- B** Variety of metrics can be analyzed over time
- C** Allows you to look at capital usage across our businesses, products and regions
- D** Provides detailed attribution at business, desk and CUSIP level

Data is shown for illustrative purposes only

# Capital Efficiency Tool

## Rule Explanation Tools

### Specific Risk Calculation Tool

TransactionRef	Haircut %	RWA (USD)
9LN01HV24	1.6%	12,000,000.00
9LN029637	1.0%	13,000,000.00
90213G207	8.0%	15,000,000.00
9LN00LYM9	1.6%	17,500,000.00
221597AF4	0.25%	18,200,000.00

- The specific risk calculation tool provides our professionals with background on the drivers of our capital requirements
- Users are able to get details including the type of product, issuer details, seniority and selected ratings

#### Choose Haircut Treatment Based On Type Of Entity

	Sovereign	Supranational	Government Sponsored Entity	Depository Institution	Public Sector Entity	Corporate
Haircut Treatment	Sovereign Haircut	Supranational Haircut	Equity Versus Debt Haircut	Banks / PSE General Obligation Haircut	Obligation Type Based Haircut	Public Vs Private Corporate Haircut

#### Determine Haircut Using OECD Country Risk Classification

	CRC 0 - 1	CRC 2 - 3	CRC 4 - 6	CRC missing	CRC - Sovereign In Default
Haircut	0.0%	Maturity Date Based Haircut	8.0%	8.0%	12.0%

#### Determine Haircut Using Maturity Band

	6 months	6-24 months	> 24 months
Haircut	0.25%	1.0%	1.6%

Data is shown for illustrative purposes only



# Capital Efficiency Tool

## Desktop Specific Tools

### OTC Capital by Clients

	EAD	Risk Weight	EEPE Cap	CVA VaR Cap	Capital	Current
TOTAL						
CLIENT 1	1,000	2.0%	20	100	120	AA+
CLIENT 2						
CLIENT 3						
CLIENT 4						
CLIENT 5						
CLIENT 6						
CLIENT 7						
CLIENT 8						
CLIENT 9						
CLIENT 10						

### Sensitivity Analysis

Margin Period	Impact 2wk	Impact 4wk	Impact 8wk
8	(22)	(10)	0

- A** Clients
- B** Calculated Capital including CVA VaR and Effective Expected Positive Exposure
- C** Lowest Rating of S&P, Moody's and Fitch

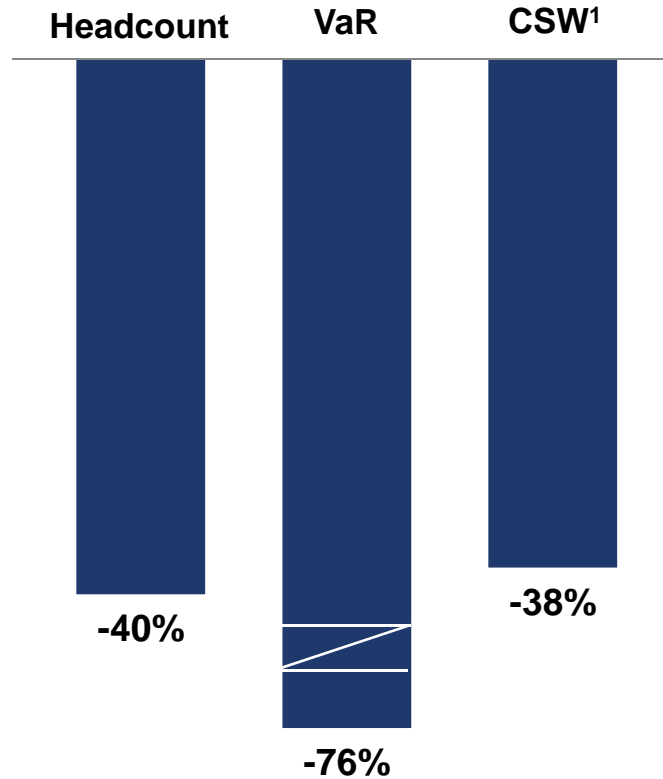
- D** Margin Period of Risk (weeks)
- E** Estimated Impact of Change to MPOR

Data is shown for illustrative purposes only

# Evolution of Our Mortgages Business

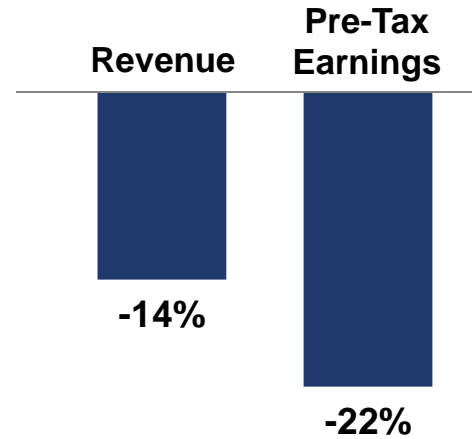
Amidst difficult market backdrop, adjusted resource allocation...

2008 – 2012



...while earnings have been challenged relative to 2010, capital efficiency protects returns

2010 – 2012



1Q12 – 4Q12



1. Credit Spread Widening stress test

# Key Areas of Focus

## Technology

- Information enhances decision making
- Technology must be deployed at a granular level
- Leverage the benefits of a single risk system, SecDB

## Client Needs

- Understand our clients' needs
- Determine how clients want to transact
- Understand impact on market structure

## Execution

- Core group focuses intensely on regulation and execution while broader firm focuses on client engagement
- Reacting quickly once we have clarity is critical
- Requires significant collaboration

**Our culture and people will enable us  
to engage, adapt and execute in a changing competitive landscape**

# Goldman Sachs Presentation to Credit Suisse Financial Services Conference

**Harvey Schwartz**  
**Chief Financial Officer**

February 12, 2013

---