

Consumer and Investment Management Division

# SARS-Coronavirus-2 / COVID-19: An Update on Developments in Europe

March 26, 2020

#### **Investment Strategy Group**

This material represents the views of the Investment Strategy Group ("ISG") in the Consumer and Investment Management Division of Goldman Sachs. It is not a product of Goldman Sachs Global Investment Research. The views and opinions expressed herein may differ from those expressed by other groups of Goldman Sachs.

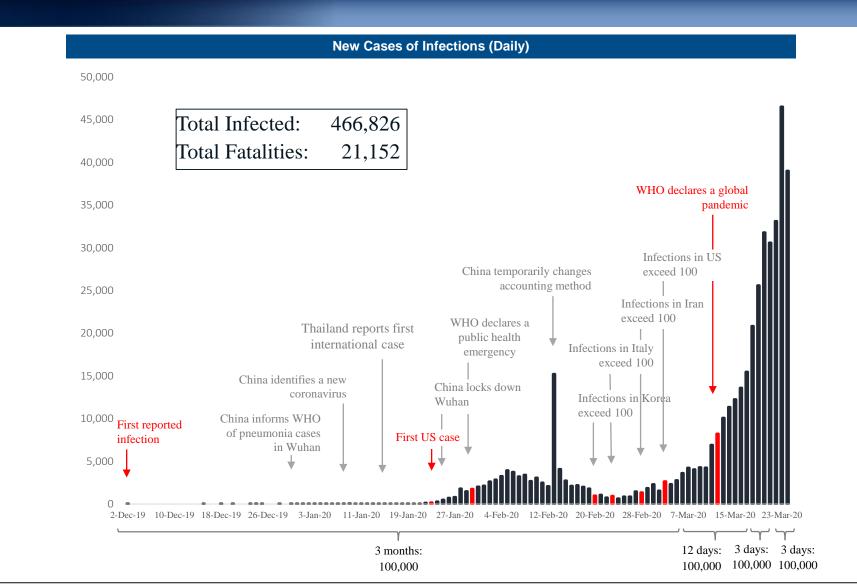
### Overview of Today's Call



• Update on SARS-Coronavirus-2

•	<b>Outlook on SARS-Coronavirus-2</b> at	David Heymann, MD, Professor of Infectious Disease Epidemiology the London School of Hygiene and Tropical Medicine
•	Economic Impact	Sven Jari Stehn, Managing Director, Goldman Sachs Global Investment Research
•	Monetary and Fiscal Policy Response	Silvia Ardagna, Managing Director, Goldman Sachs Investment Strategy Group
•	Market Implications	Peter Oppenheimer, Managing Director, Goldman Sachs Global Investment Research



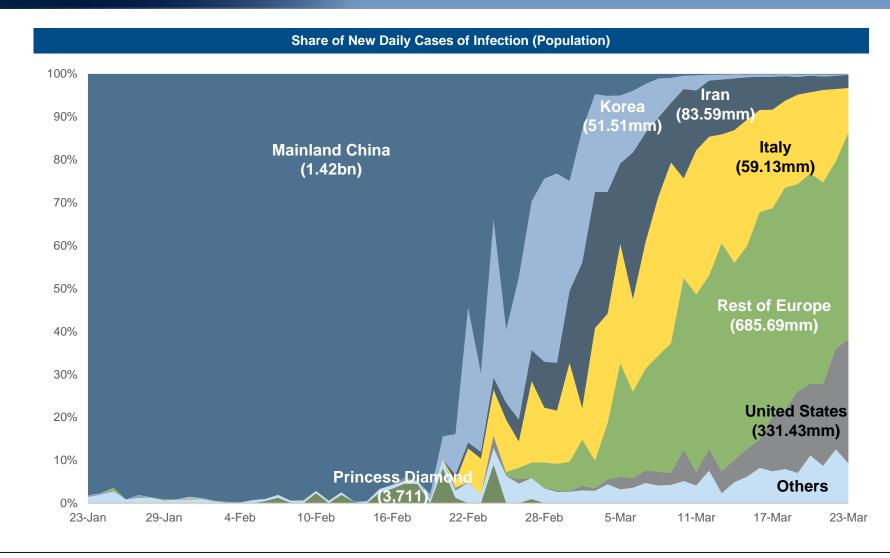


\* As of March 25, 2020

Source: Investment Strategy Group, WHO, CDC, National Health Commission of People's Republic of China, John Hopkins University.

Consumer and Investment Management Division







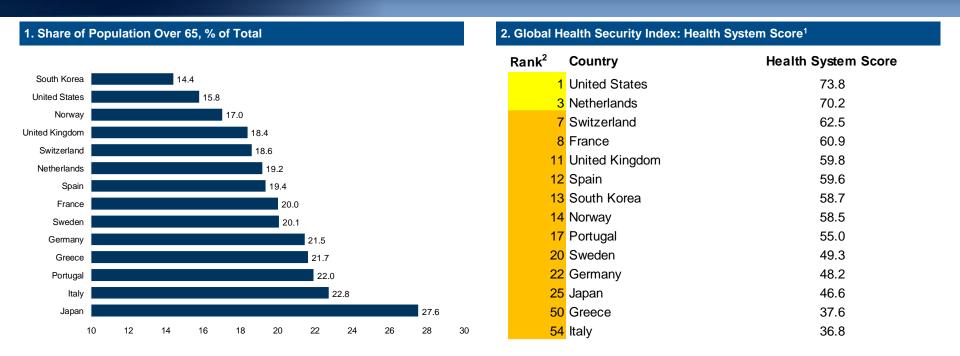
#### Select Nations, Population Size, Infections, Fatalities, and Date of 1<sup>st</sup> Infection

	Population	Total Infections	Infections per million people	Fatalities	Fatalities per million people	Date of 1st Infection
China	1,420,000,000	81,218	57	3,281	2.3	2 December 2019
South Korea	51,510,000	9,137	177	126	2.4	20 January
Japan	126,500,000	1,307	10	45	0.4	20 January
United States	331,430,000	60,115	181	827	2.5	21 January
France	65,720,000	25,583	389	1,331	20.3	25 January
Germany	82,540,000	37,323	452	206	2.5	28 January
Italy	59,130,000	74,386	1,258	7,503	126.9	31 January
United Kingdom	67,330,000	9,640	143	465	6.9	31 January
Spain	46,460,000	47,610	1,025	3,647	78.5	1 February
Switzerland	8,670,000	10,897	1,257	153	17.6	25 February
The Netherlands	17,180,000	6,438	375	356	20.7	27 February

#### Healthcare Across Countries

Consumer and Investment Management Division





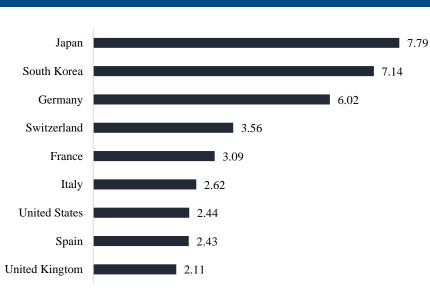
 The Health System assessment - part of the Global Health Security index<sup>1</sup> by Johns Hopkins - places Italy below major European countries and the US in terms of overall sufficiency and robustness of the health system in dealing with a pandemic.

<sup>1.</sup> Global Health Security Index is a comprehensive assessment of health security capabilities across countries. The health system score assesses whether the health system is sufficient and robust to treat the sick and protect health workers. 2. Out of 195 countries studied. Source: Investment Strategy Group, OECD, Nuclear Threat Initiative, Johns Hopkins Center for Health Security, The Economist Intelligence Unit.

#### Healthcare Across Countries (cont.)

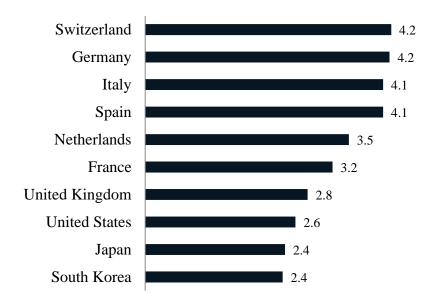
Consumer and Investment Management Division





#### 1. Hospital Beds: Acute Care (per 1,000 Inhabitants)

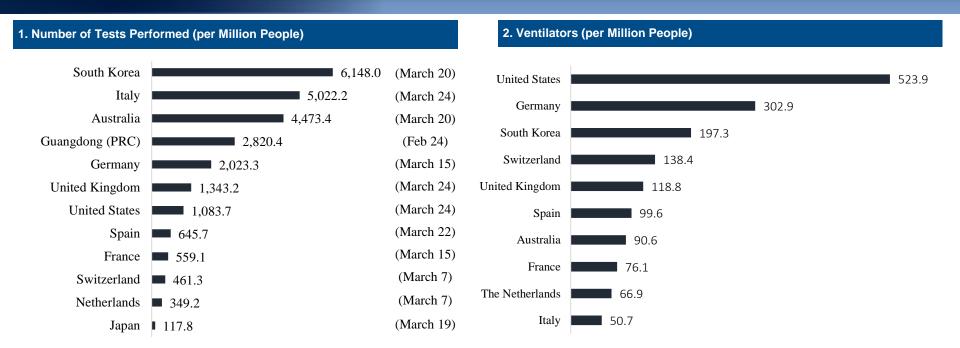
#### 2. Number of Physicians (per Thousand People)



#### Healthcare Across Countries (cont.)

Consumer and Investment Management Division





- According to a comprehensive WHO-China study of 55,924 cases in China (through 20 Feb):
  - 80% of infection cases were mild to moderate (which included non-pneumonia and pneumonia cases);
  - 13.8% were severe (dyspnea, respiratory frequency ≥30/minute, blood oxygen saturation ≤93%, PaO2/FiO2 ratio 50% of the lung field within 24-48 hours); and
  - o 6.1% were critical (respiratory failure, septic shock, and/or multiple organ dysfunction/failure).
- About a quarter of severe and critical cases required mechanical ventilation while the remaining 75% required only oxygen supplementation.

The Estimated Case Fatality Rate has Increased Since the Initial Days of the Outbreak, but Varies Considerably by Location and Age

Consumer and Investment Management Division

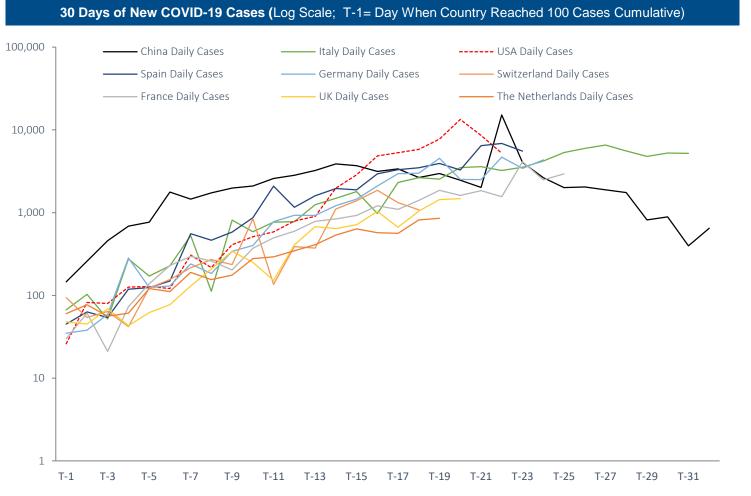




- 20-Jan 24-Jan 28-Jan 1-Feb 5-Feb 9-Feb 13-Feb17-Feb21-Feb25-Feb29-Feb 4-Mar 8-Mar 12-Mar16-Mar20-Mar24-Mar
- The estimated case fatality rate of SARS-CoV-2 has increased steadily, reaching 4.531% based on current data, but continues to remain significantly lower than for SARS (10%) or MERS (34%). As the outbreak evolves, the fatality rate is likely to fluctuate.
- Fatality rate varies considerably by location, and it is generally higher among older adults, among males, and those with pre-existing conditions (cardiovascular disease, diabetes, and chronic respiratory disease).

As of March 24, 2020. Source: WHO, National Health Commission of the People's Republic of China; Korea's CDC; John Hopkins University, Washington Post, Investment Strategy Group





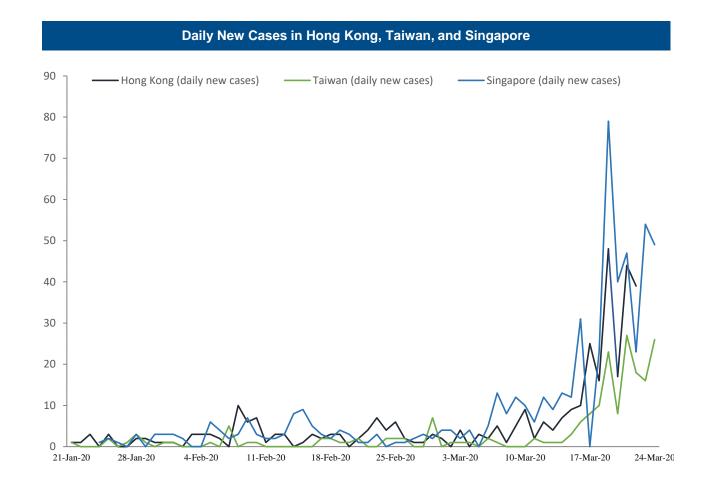
T-1 for mainland China is 23 January when the National Health Commission of the People's Republic of China and the World Health Organization started publishing more comprehensive data.

As of March 24, 2020.

Source: Investment Strategy Group; WHO; John Hopkins University; Washington Post; New York Times; NHC of People's Republic of China

Consumer and Investment Management Division



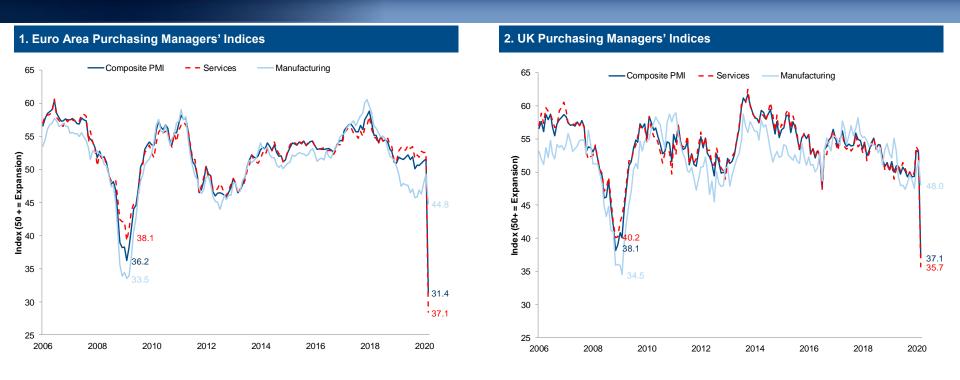


## Economic Impact: Europe is Already in Recession

Consumer and Investment

ioldman Sachs

Management Division



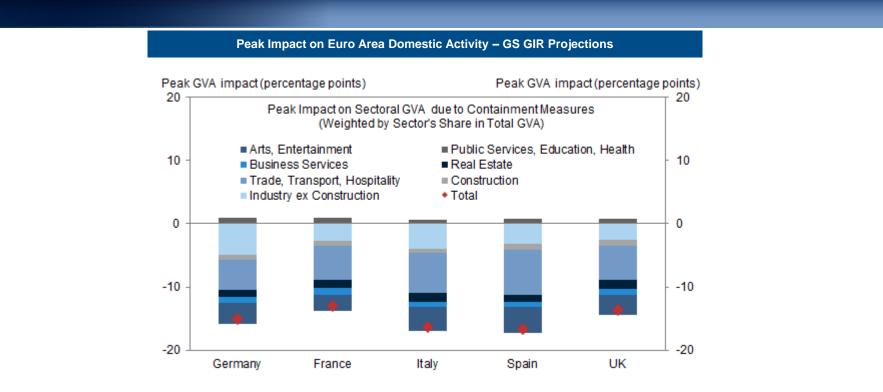
- Early survey indicators combined with anecdotal evidence of steep declines in activity suggest that the strict containment measures have already pushed the Euro Area and the UK into a deep recession.
- March business surveys signal sharp contraction in activity, particularly in the services sector.
- The Purchasing Managers Index (PMI) closely linked to GDP growth has recorded the sharpest decline on record in March, in both the Euro area and the UK. The latest composite PMI levels are below those registered during the Global Financial Crisis.

## Economic Outlook: Activity to Drop Sharply in H1

Consumer and Investment Management

Division





- Goldman Sachs Global Investment Research (GIR) has downgraded their European growth outlook sharply since the start of the outbreak.
- The growth disruption is expected to be driven by:
  - a hit to domestic demand
  - a disruption of supply chains
  - a hit to foreign demand

## Economic Outlook: Sharp Recession in H1, Recovery Later in the Year

Consumer and Investment



Latest

7.8

8.5

6.4

7.9

8.5

7.3

5.3

2021

**Pre-Virus** 

1.3

1.4

1.4

0.7

1.7

2.1

2.4

Management Division

2. GS GIR Annual GDP Growth Projections across Countries

2020

Latest

-9.0

-8.9

-7.4

-11.6

-9.7

-7.5

-3.8

**Pre-Virus** 

1.0

0.9

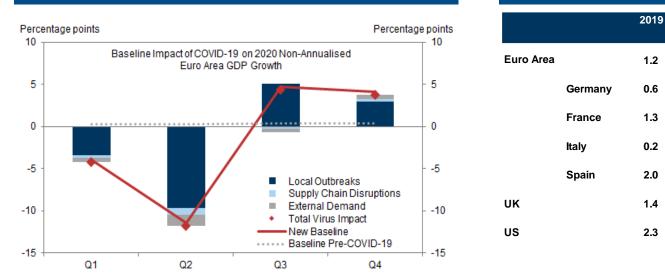
1.1

0.2

1.8

1.0

2.3



1. Outlook on Euro Area 2020 Growth – GS GIR Projections

- GIR now expects a contraction of Euro area real GDP of 4% in Q1 and 11.4% in Q2, but a recovery thereafter.
- The Q2 contraction in Euro area growth would be more than three times bigger than that seen at the depth of the Global Financial Crisis in 2009Q1. This would push the full-year 2020 growth rate to -9% yoy.
- In the UK, GIR also look for sharp declines in Q1 and Q2, resulting in full-year 2020 growth at -7.5%.

## ECB and BoE Monetary Policy Measures

Consumer and Investment Management Division

Goldman Sachs



- €750bn (6.5% of GDP) Pandemic Emergency Asset
   Purchase Program (PEPP) launched:
  - Comprised of government and private sector purchases
  - Greek bonds included in PEPP, despite the country's sub-investment grade rating
  - Increased flexibility in PEPP purchases across time, asset classes and jurisdictions
- €120bn (1% of GDP) Additional Asset Purchases under Existing Asset Purchase Program
- Corporate purchases expanded to include non-financial Commercial Paper
- Lending Facilities:
  - Additional Long-Term Refinancing Operations for banks
  - More attractive terms for the Existing Targeted Long-Term Refinancing Operations for banks

**"The Governing Council will do everything necessary within its mandate.** The Governing Council is fully prepared to increase the size of its asset purchase programmes and adjust their composition, by as much as necessary and for as long as needed"

ECB Policy Statement 18 March 2020

2. Bank of England: Key Measures Announced

- Policy Rate reduced from 0.75% in February 2020 to 0.10% currently
- £200bn (9% of GDP) Asset Purchase Program launched:
  - Comprised of government and corporate purchases
- Covid Corporate Financing Facility
  - Purchases of commercial paper up to one-year maturity
- Lending Facilities:
  - New Term Funding Scheme for banks with additional incentives for lending to SMEs

**"The Bank is coordinating its actions with those of HM Treasury** in order to ensure that our initiatives are complementary and that they will, collectively, have maximum impact, consistent with our independent responsibilities"

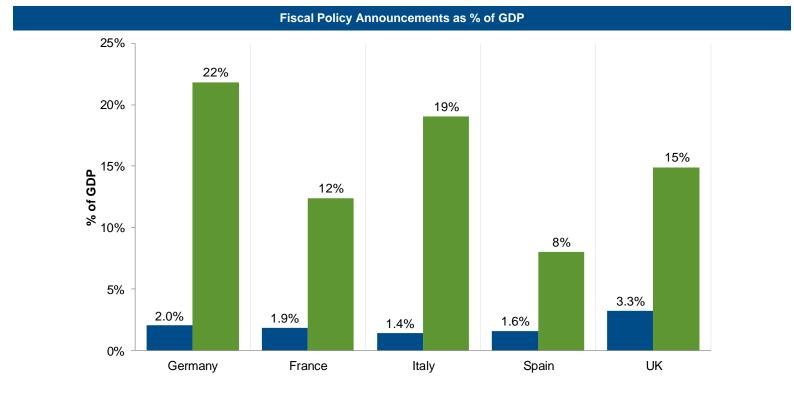
BoE Policy Statement 11 March 2020

#### Summary of European Fiscal Measures

Consumer and Investment Management

Division

Goldman Sachs



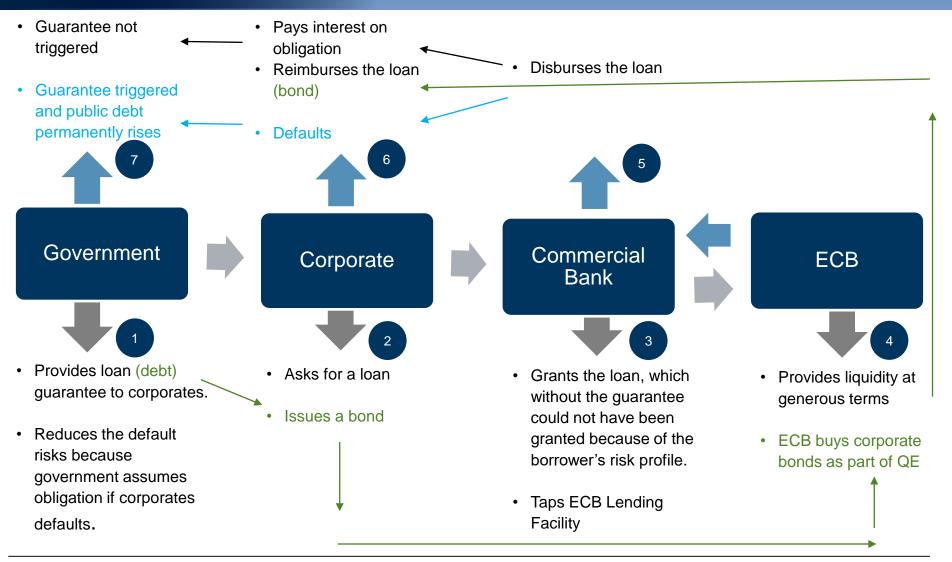
Fiscal Measures (excluding automatic stabilisers)

Loan and Debt Guarantees

#### How Do Government Guarantees Work

Consumer and Investment Management Division





Note: Simplified example of how government loan and debt guarantees work.

Sources: Investment Strategy Group.

#### Detailed Fiscal Measures in Selected Countries

Division



EUR 45 bn for health spending, work-subsidy scheme for employees and self-employed, tax deferrals or	BN of Local Currency	E % of GDP(	3N of Local Currency	% of GDP	
				% of GDP	
cancellation for companies	45	1.9	300	12.4	
EUR 300bn of loan guarantees	70	0.0	750	04.0	
EUR 20bn for health spending, transfers to households and work-subsidy scheme	70	2.0	750	21.8	
EUR 550bh Ioan guarantees EUR 200bh Economic Stabilisation Fund (ESF)					
EUR 25bn for health spending, transfers to households, work-subsidy scheme , tax and utility bill deferrals for companies	25	1.4	340	19.0	
EUR 340bn loan guarantees					
EUR 20bn for health spending, unemployment benefits, work-subsidy scheme, zero social security tax for small businesses	20	1.6	100	8.0	
EUR 100bn loan guarantees					
GBP 72bn for health spending, sick-pay leave, unemployment benefits, job retention scheme, tax cancellation or deferrals for SMEs	72	3.3	330	14.9	
GBP 330 loan guarantees					
	EUR 50bn as direct transfers to SMEs EUR 20bn for health spending, transfers to households and work-subsidy scheme EUR 550bn loan guarantees EUR 200bn Economic Stabilisation Fund (ESF) EUR 25bn for health spending, transfers to households, work-subsidy scheme , tax and utility bill deferrals for companies EUR 340bn loan guarantees EUR 20bn for health spending, unemployment benefits, work-subsidy scheme, zero social security tax for small businesses EUR 100bn loan guarantees GBP 72bn for health spending, sick-pay leave, unemployment benefits, job retention scheme, tax cancellation or deferrals for SMEs	EUR 50bn as direct transfers to SMEs EUR 20bn for health spending, transfers to households and work-subsidy scheme70EUR 550bn loan guarantees EUR 200bn Economic Stabilisation Fund (ESF)25EUR 25bn for health spending, transfers to households, work-subsidy scheme , tax and utility bill deferrals for companies25EUR 340bn loan guarantees25EUR 20bn for health spending, unemployment benefits, work-subsidy scheme, zero social security tax for small businesses20EUR 100bn loan guarantees20GBP 72bn for health spending, sick-pay leave, unemployment benefits, job retention scheme, tax cancellation or deferrals for SMEs72	EUR 50bn as direct transfers to SMEs EUR 20bn for health spending, transfers to households and work-subsidy scheme702.0EUR 550bn loan guarantees EUR 200bn Economic Stabilisation Fund (ESF)251.4EUR 25bn for health spending, transfers to households, work-subsidy scheme , tax and utility bill deferrals for companies251.4EUR 340bn loan guarantees201.6EUR 20bn for health spending, unemployment benefits, work-subsidy scheme, zero social security tax for small businesses201.6EUR 100bn loan guarantees723.3	EUR 50bn as direct transfers to SMEs EUR 20bn for health spending, transfers to households and work-subsidy scheme702.0750EUR 550bn loan guarantees EUR 200bn Economic Stabilisation Fund (ESF)251.4340EUR 25bn for health spending, transfers to households, work-subsidy scheme , tax and utility bill deferrals for companies251.4340EUR 340bn loan guarantees201.6100EUR 20bn for health spending, unemployment benefits, work-subsidy scheme, tax cancellation small businesses201.6100EUR 100bn loan guarantees203.3330	

Consumer and Investment Management Division

Goldman Sachs



- EUR 37bn for Coronavirus Response Investment Initiative
- EUR 800mn health spending
- EUR 179mn support to dismissed workers and self-employed

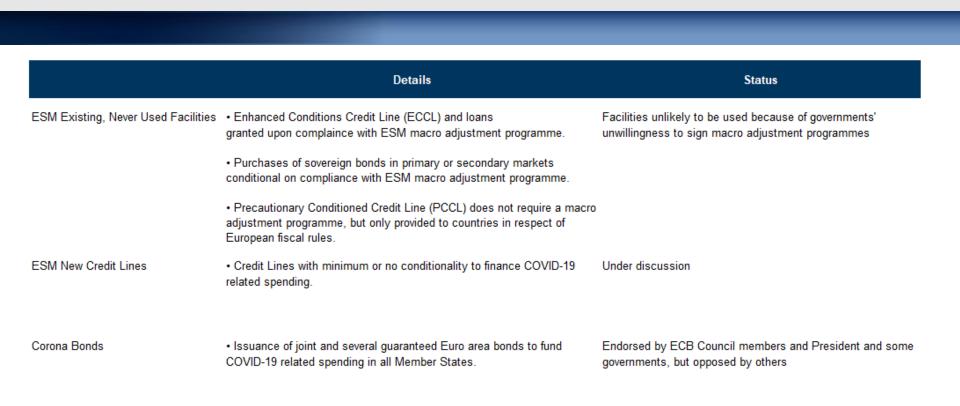
EUR 1bn Ioan guarantees to the European Investment Fund to support ~EUR 8 bn of Ioans to SMEs

- The scale of EU-wide fiscal measures implemented so far is minimal and the financial burden of the fiscal response has been left to Member States' national budgets.
- The EU-wide response has been limited to
  - relaxing state aid and fiscal rules
  - diverting funds (indicated in the table above), previously earmarked for other types of projects, to COVID-19 related spending.

## Policy Tools Under Discussion in the Euro Area

Consumer and	
Investment	

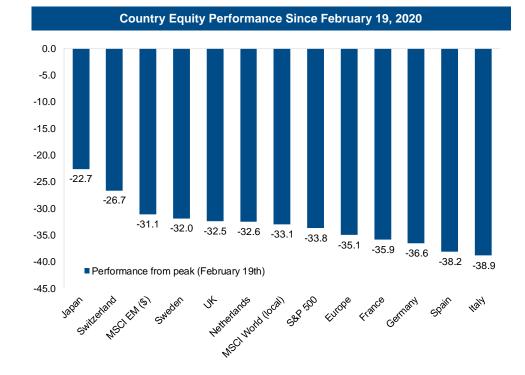
Goldmar Sachs



#### Market Performance

Consumer and Investment Management Division



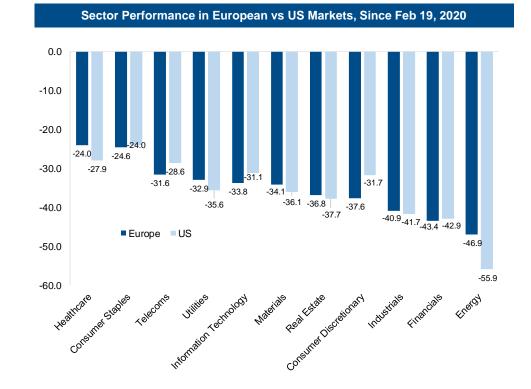


- Similar to equity markets in other regions, nearly every European equity market has fallen by more than 30% from their February peak level.
- Equity markets of countries with the highest rates of infection, such as Italy, have fared worst.

#### Market Performance (Cont'd.)

Consumer and Investment Management Division





• Similar to the US, the worst performing sectors in Europe have been energy, financials and industrials, while defensive sectors (healthcare, consumer staples, and telecom) have declined the least.

Consumer and Investment Management Division





2. Returns Following Valuation Readings in Each Percentile Range

Avg valua	ation %ile	Avg fwd return					
from	to	3m	6m	12m	24m		
0%	10%	4%	11%	22%	38%		
10%	20%	5%	9%	17%	34%		
20%	30%	4%	7%	16%	39%		
30%	40%	1%	3%	8%	17%		
40%	50%	1%	-1%	1%	11%		
50%	60%	2%	5%	11%	24%		
60%	70%	3%	6%	9%	22%		
70%	80%	1%	3%	7%	15%		
80%	90%	0%	0%	0%	2%		
90%	100%	1%	2%	2%	1%		

- European equity valuations stand in their bottom quintile, which have historically proceeded positive returns.
- GIR notes that low valuations on their own are not a trigger for a recovery, however.
- Evidence that containment measures are working, especially in Italy, and confidence in the ability of policy makers to provide an economic stop-gap, especially for smaller companies, are also necessary for a recovery.



#### Investment Management Division

#### Disclosures

**Investment Strategy Group** 

Consumer and Investment Management Division



#### Thank you for reviewing this presentation. Please review the important information below.

Our Relationship with Clients. Depending on our relationship with you, we may act as an advisor, a broker-dealer, or both. Our role and obligations vary depending on the capacity in which we act. Where we act as an advisor, our primary role is to give you advice, help you manage your investments or, where applicable, help you hire another advisor to do so. Where we act as a broker, our primary role is to execute trades for you based on your instructions and any advice we give you is incidental to our brokerage services. How we are compensated by you (and sometimes by issuers or managers of investments who compensate us based on what you buy) and how your Private Wealth Management ("PWM") team is compensated may change over time and will vary depending on various factors including, but not limited to, whether you are classified as a professional or retail client, have an advisory or brokerage account, and on the investments made in your account. Please ask us questions to make sure you understand your rights and our obligations to you, the difference between advisory and brokerage accounts, and / or how we are compensated based on the capacity in which we act. We are part of a full-service, integrated investment banking, investment management, and brokerage firm. Other firm businesses may implement investment strategies that are different from the strategies used or recommended for your portfolio.

Entities Providing Services. Investment advisory services may be provided by Goldman Sachs & Co. LLC ("GS&Co."), an affiliate, or an external manager under the wrap program sponsored by GS&Co. Brokerage services are provided by GS&Co., member Financial Industry Regulatory Authority ("FINRA") / Securities Investor Protection Corporation ("SIPC"). Brokerage services, banking services (including check-writing, debit cards, direct debit, direct deposit, electronic bill pay, overdraft protection and Bank to Bank Transfers via ACH), custody, margin loans and strategic wealth advisory services are provided by GS&Co. Financial counseling services are provided by The Ayco Company, L.P. Over-The-Counter ("OTC") derivatives, foreign exchange forwards and related financing are offered by GS&Co. Trust services are provided by The Goldman Sachs Trust Company, N.A. or The Goldman Sachs Trust Company of Delaware. All of these affiliated entities are subsidiaries of The Goldman Sachs Group, Inc. ("Firm" or "GS"). Deposit products, mortgages, and bank loans are offered by Goldman Sachs Bank USA, member Federal Deposit Insurance Corporation ("FDIC") and an Equal Housing Lender.



GS&Co. may provide family office services to clients ("Family Office Services"). Some Family Office Services may be provided by GS&Co. and/or its affiliates; other Family Office Services may be provided by subcontractors, independent service providers, or other third parties (collectively, "Third Party Vendors"), who are not acting as financial or investment advisors. The scope, duration, deliverables, assigned personnel, referrals to Third Party Vendors, and delivery channels through which Family Office Services are provided will vary among clients, based upon the facts, requested services, circumstances, personal financial goals, net worth, complexity, and/or needs of each client. Third Party Vendor services are wholly independent of those provided by GS&Co. and additional terms of service may apply for clients entering into any separate agreements with Third Party Vendors in furtherance of Family Office Services.

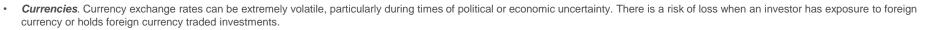
Investment Strategy Group ("ISG"). ISG is focused on asset allocation strategy formation and market analysis for PWM. ISG material represents the views of ISG in the Consumer Investment Management Division ("CIMD") of GS. It is not financial research or a product of GS Global Investment Research ("GIR") and may vary significantly from those expressed by individual portfolio management teams within CIMD, or other groups at Goldman Sachs. It was not prepared in compliance with applicable provisions of law designed to promote the independence of financial analysis and is not subject to a prohibition on trading following the distribution of financial research. If shown, ISG Model Portfolios are provided for illustrative purposes only. Your actual asset allocation may look significantly different based on your particular circumstances and risk tolerance. If a model performance calculation is provided, it assumes that (1) each asset class was owned in accordance with the recommended weight; (2) all tactical tilts were implemented at the time the recommendation was made; and (3) the portfolio was rebalanced every time a tactical tilt change was made and at the end of every guarter (unless a tactical tilt was made within a month of guarter-end). If model performance is shown, it is calculated using the daily returns (actual or interpolated) of indices that ISG believes are representative of the asset classes included in the model. Results shown reflect the total return but generally do not take into account any investment management fees, commissions or other transaction expenses, which would reduce returns. The results shown reflect the reinvestment of dividends and other earnings. All returns are pre-tax and are not adjusted for inflation. Additional information about the model portfolio performance calculation, including asset class benchmarks used for modeling performance and a history of tactical tilts, is available upon request.

Investment Risks and Information. Risks vary by the type of investment. Additional information regarding investments and risks may be available in applicable product materials. Before transacting or investing, you should review and understand the terms of a transaction/investment and the nature and extent of the associated risks, and you should be satisfied the investment is appropriate for vou in light of your individual circumstances and financial condition.

- Alternative Investments. Alternative investments may involve a substantial degree of risk, including the risk of total loss of an investor's capital and the use of leverage, and may not be appropriate for all investors. Private equity, private real estate, hedge funds, and other alternative investments structured as private investment funds are subject to less regulation than other types of pooled vehicles and liquidity may be limited. You should review the Offering Memorandum, the Subscription Agreement, and any other applicable offering documents for risks, potential conflicts of interest, terms and conditions and other disclosures.
- Commodities. Commodity investments may be less liquid and more volatile than other investments. The risk of loss in trading commodities can be substantial due, but not limited, to volatile . political, market and economic conditions. An investor's returns may change radically at any time since commodities are subject to abrupt changes in price. Commodity prices are volatile because they respond to many unpredictable factors including weather, labor strikes, inflation, foreign exchange rates, etc. In a single account, because your position is leveraged, a small move against vour position may result in a large loss. Losses may be larger than your initial deposit. No representation is made regarding the suitability of commodity investments.

Consumer and Investment Management Division

Goldman Sachs



- **Over-the-Counter ("OTC") Derivatives** You should carefully review the Master Agreement, including any related schedules, credit support documents, addenda and exhibits. You may be requested to post margin or collateral at levels consistent with the internal policies of GS to support written OTC derivatives. Prior to entering into an OTC derivative transaction you should be aware of the below general risks associated with OTC derivative transactions:
  - Liquidity Risk: There is no public market for OTC derivative transactions and, therefore, it may be difficult or impossible to liquidate an existing position on favorable terms.
  - Risk of Inability to Assign: OTC derivative transactions entered into with one or more affiliates of Goldman Sachs cannot be assigned or otherwise transferred without Goldman Sachs' prior written consent and, therefore, it may be impossible for you to transfer any OTC derivative transaction to a third party.
  - Counterparty Credit Risk: Because Goldman Sachs may be obligated to make substantial payments to you as a condition of an OTC derivative transaction, you must evaluate the credit risk of doing business with Goldman Sachs. Depending on the type of transaction, your counterparty may be Goldman Sachs & Co. LLC, a registered U.S. broker-dealer, or other affiliate of The Goldman Sachs Group, Inc. As a broker dealer regulated by the Securities and Exchange Commission ("SEC"), Goldman Sachs & Co. LLC is subject to net capital, financial responsibility rules, and other regulatory requirements designed to protect customer assets. Other subsidiaries of The Goldman Sachs Group, Inc. may not be registered as a U.S. broker dealer and therefore are not be subject to similar SEC regulation.
  - Pricing and Valuation: The price of each OTC derivative transaction is individually negotiated between Goldman Sachs and each counterparty and Goldman Sachs does not represent or warrant that the prices for which it offers OTC derivative transactions are the best prices available. You may therefore have trouble establishing whether the price you have been offered for a particular OTC derivative transaction is fair. OTC derivatives may trade at a value that is different from the level inferred from interest rates, dividends and the underlyer. The difference may be due to factors including, but not limited to, expectations of future levels of interest rates and dividends, and the volatility of the underlyer prior to maturity. The market price of the OTC derivative transaction may be influenced by many unpredictable factors, including economic conditions, the creditworthiness of Goldman Sachs, the value of any underlyers, and certain actions taken by Goldman Sachs.
  - Early Termination Payments: The provisions of an OTC derivative transaction may allow for early termination and, in such cases, either you or Goldman Sachs may be required to make a potentially significant termination payment depending upon whether the OTC derivative transaction is in-the-money at the time of termination.
- Indexes: Goldman Sachs does not warrant, and takes no responsibility for, the structure, method of computation or publication of any currency exchange rates, interest rates, indexes of such rates, or credit, equity or other indexes, unless Goldman Sachs specifically advises you otherwise.
- *Emerging Markets and Growth Markets.* Emerging markets and growth markets investments involve certain considerations, including political and economic conditions, the potential difficulty of repatriating funds or enforcing contractual or other legal rights, and the small size of the securities markets in such countries coupled with a low volume of trading, resulting in potential lack of liquidity and price volatility.
- Equity Investments. Equity investments are subject to market risk. The value of the securities may go up or down in respect to the prospects of individual companies, particular industry sectors and/or general economic conditions. The securities of small and mid-capitalization companies involve greater risks than those associated with larger, more established companies and may be subject to more abrupt or erratic price movements.
- Fixed Income. Fixed income securities investments are subject to the risks associated with debt securities generally, including credit/default, liquidity and interest rate risk. Any guarantee on an investment grade bond of a given country applies only if held to maturity.
- Master Limited Partnerships ("MLPs"). MLPs may be generally less liquid than other publicly traded securities and as such can be more volatile and involve higher risk. MLPs may also involve substantially different tax treatment than other equity-type investments, and such tax treatment could be disadvantageous to certain types of retirement accounts or charitable entities.
- Money Market Funds. Money market fund investments are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although money market funds seek to preserve the value of your investment at \$1.00 per share, it is possible to lose money.
- Non-US Securities. Non-US securities involve the risk of loss as a result of more or less non-US government regulation, less public information, less liquidity, and greater volatility in
  the countries of domicile of the issuers of the securities and/or the jurisdiction in which these securities are traded. In addition, investors in securities such as ADRs/GDRs, whose values are
  influenced by foreign currencies, effectively assume currency risk.
- Options. Options involve risk and are not suitable for all investors. The purchase of options can result in the loss of an entire investment and the risk of uncovered options is potentially unlimited. You must read and understand the current Options Disclosure Document before entering into any options transactions. The booklet entitled Characteristics and Risk of Standardized Options can be obtained from your PWM team or at <a href="http://www.theocc.com/about/publications/character-risks.jsp.">http://www.theocc.com/about/publications/character-risks.jsp.</a>. A secondary market may not be available for all options. Transaction costs may be significant in option strategies that require multiple purchases and sales of options, such as spreads. Supporting documentation for any comparisons, recommendations, statistics, technical data, or othe <a href="http://www.theoce.com/about/publications/character-risks.jsp">http://www.theoce.com/about/publications/character-risks.jsp</a>. A secondary market may not be available for all options. Transaction costs may be significant in option strategies that require multiple purchases and sales of options, such as spreads. Supporting documentation for any comparisons, recommendations, statistics, technical data, or othe <a href="http://www.theoce.com/about/publications/character-risks.jsp">http://www.theoce.com/about/publications/character-risks.jsp</a>. A secondary market may not be available for all options. Transaction costs may be significant in option strategies that require multiple purchases and sales of options, such as spreads. Supporting documentation for any comparisons, recommendations, statistics, technical data, or othe <a href="http://www.theoce.com/about/publications/character-risks.jsp">http://www.theoce.com/about/publications/character-risks.jsp</a>. A secondary market may not be available for all options, such as spreads. Supporting documentation for any comparisons, recommendations, statistics, technical data, or othe <a href="http://www.theoce.

Consumer and Investment Management Division



- Real Estate. Real estate investments involve additional risks not typically associated with other asset classes, such as sensitivities to temporary or permanent reductions in property values for the geographic region(s) represented. Real estate investments (both through public and private markets) are also subject to changes in broader macroeconomic conditions, such as interest rates.
- Structured Investments. Structured investments are complex, involve risk and are not suitable for all investors. Investors in structured investments assume the credit risk of the issuer or guarantor. If the issuer or guarantor defaults, you may lose your entire investment, even if you hold the product to maturity. Structured investments often perform differently from the asset(s) they reference. Credit ratings may pertain to the credit rating of the issuer and are not indicative of the market risk associated with the structured investment or the reference asset. Each structured investment is different, and for each investment you should consider 1) the possibility that at expiration you may be forced to own the reference asset at a depressed price; 2) limits on the ability to share in upside appreciation; 3) the potential for increased losses if the reference asset declines; and 4) potential inability to sell given the lack of a public trading market.
- Tactical Tilts. Tactical tilts may involve a high degree of risk. No assurance can be made that profits will be achieved or that substantial losses will not be incurred. For various reasons, GS&Co.

   and its affiliates may implement a tactical tilt, invest in an affiliated fund that may invest in tactical tilts, or unwind a position for its client advisory accounts or on its own behalf before your advisor
   does on behalf of your account, or may implement a tactical tilt that is different from the tactical tilt implemented by advisors on client accounts, which could have an adverse effect on your
   account and may result in poorer performance by your account than by Goldman Sachs or other client accounts.
- U.S. Registered Mutual Funds / Exchange Traded Funds ("ETFs") or Exchange Traded Notes ("ETNs"). You should consider a fund's investment objectives, risks, charges and expenses, and read the summary prospectus and/or the Prospectus (which may be obtained from your PWM Team) carefully before investing, as they contain this and other relevant information. You may obtain documents for ETFs or ETNs for free by 1) visiting EDGAR on the SEC website at <a href="http://www.sec.gov/">http://www.sec.gov/</a>; 2) contacting your PWM team; or 3) calling toll-free at 1-866-471-2526. Unlike traditional mutual funds, ETFs can trade at a discount or premium to the net asset value and are not directly redeemable by the fund. Leveraged or inverse ETFs, ETNs, or commodities futures-linked ETFs may experience greater price movements than traditional ETFs and may not be appropriate for all investors. Most leveraged and inverse ETFs or ETNs seek to deliver multiples of the performance (or the inverse of the performance) of the underlying index or benchmark on a daily basis. Their performance over a longer period of time can vary significantly from the stated daily performance objectives or the underlying benchmark or index due to the effects of compounding. Performance differences may be magnified in a volatile market. Commodities futures-linked ETFs may perform differently than the spot price for the commodity itself, including due to the entering into and liquidating of futures or swap contracts on a continuous basis to maintain exposure (i.e., "rolling") and disparities between near term future prices and long term future prices for the underlying commodity. You should not assume that a commodity-futures linked ETF will provide an effective hedge against other risks in your portfolio.

Security-Specific References. Any reference to a specific company or security is not intended to form the basis for an investment decision and is included solely to provide examples or provide additional context. This information should not be construed as research or investment advice and should not be relied upon in whole or in part in making an investment decision. GS, or persons involved in the preparation or issuance of these materials, may from time to time have long or short positions in, buy or sell (on a principal basis or otherwise), and act as market makers in the securities or options, or serve as a director of any companies mentioned herein. In addition, GS may have served as manager or co-manager of a public offering of securities by any such company within the past 12 months. Further information on any securities mentioned in this material may be obtained upon request.

Assets Held at a Third Party Custodian. Any information (including valuation) regarding holdings and activity in accounts held by third party custodians is for your convenience and has been supplied by third parties or by you. GS assumes no responsibility for the accuracy of such information. Information may vary from that reflected by your custodian and is as of the date of the materials provided to us. As an accommodation to you, we may also reflect certain investments unrelated to services provided by GS, for which GS does not perform any due diligence, verify the accuracy of information, or provide advice. Unless otherwise agreed in writing, we have not assessed whether those investments fit within your investment objective and the asset classification shown may not be accurate.

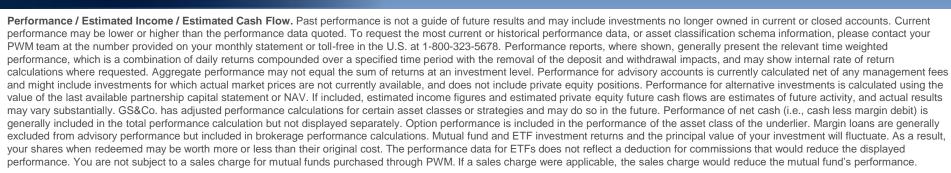
**Off-Platform Investments**. To the extent you ask us for guidance in connection with investment opportunities not offered by GS, such as investments in private funds, private debt or equity, real estate or other opportunities you source away from us, any such guidance, views, or other information we may provide is on an accommodation basis only and we will not be acting as your advisor. We assume no obligation to determine whether the opportunity is suitable for you in connection with such investment decisions and will not assume any liability for such investment decisions. Please review our Form ADV for information on conflicts of interest we may have in connection with any such requests.

**ISG/GIR Forecasts**. Economic and market forecasts presented ("forecasts") reflect either ISG's or GIR's views and are subject to change without notice. Forecasts do not take into account specific investment objectives, restrictions, tax and financial situation or other needs of any specific client. Forecasts are subject to high levels of uncertainty that may affect actual performance and should be viewed as merely representative of a broad range of possible outcomes. Forecasts and any return expectations are as of the date of this material, and should not be taken as an indication or projection of returns of any given investment or strategy. Forecasts are estimated, based on capital market assumptions, and are subject to significant revision and may change materially as economic and market conditions change. Any case studies and examples are for illustrative purposes only. If applicable, a copy of the GIR Report used for GIR forecasts is available upon request. Forecasts do not reflect advisory fees, transaction costs, and other expenses a client would have paid, which would reduce return.

Client Specific Markets. Investments held in your name with a subcustodian in the local market where traded in order to comply with local law will be indicated on your statements.

Consumer and Investment Management Division

Goldman Sachs



Indices / Benchmarks. Any references to indices, benchmarks, or other measure of relative market performance over a specified period of time are provided for your information only and is not indicative of future results. In addition to the benchmark assigned to a specific investment strategy, other benchmarks ("Comparative Benchmarks") may be displayed, including ones displayed at your request. Managers may not review the performance of your account against the performance of Comparative Benchmarks. There is no guarantee that performance will equal or exceed any benchmark displayed. Where a benchmark for a strategy has changed, the historical benchmark(s) are available upon request. Inception to date ("ITD") returns and benchmark / reference portfolio returns may reflect different periods. ITD returns for accounts or asset classes only reflect performance during periods in which your account(s) held assets and / or were invested in the asset class. The benchmark or reference portfolio returns shown reflect the benchmark / portfolio performance from the date of inception of your account or your initial investment in the asset class. If displayed, estimated income figures are estimates of future activity obtained from third party sources.

Indices are unmanaged. The figures for the index reflect the reinvestment of all income or dividends, as applicable, but do not reflect the deduction of any fees or expenses which would reduce returns. Investors cannot invest directly in indices. Where appropriate, relevant index trademarks or index information has been licensed or sub-licensed for use. Inclusion of index information is not

intended to imply that the relevant index or its affiliated entities sponsor, endorse, sell, or promote the referenced securities, or that they	Period	Gross Return	Net Return	Differential
make any representation or warranty regarding either the advisability of investing in securities (generally or specifically) or regarding the	1 vear	6.17%	4.61%	1.56%
ability of the index to track market performance. Contact your PWM team for more information.	li year	0.17 /0	4.0170	1.50 %
The following table provides an example of the effect of management and incentive fees on returns. The magnitude of the difference	2 years	12.72%	9.43%	3.29%
between gross-of fee and net-of-fee returns will depend on a variety of factors, and the example has been simplified.	10 years	81.94%	56.89%	25.05%

Pricing and Valuations. Prices do not necessarily reflect realizable values and are based on information considered to be reliable but are not guaranteed for accuracy, currency, or as realizable values. Certain positions may be provided by third parties or may appear without a price if GS is unable to obtain a price and/or the security is not actively traded for a certain amount of time. Pricing sources and methods are available upon request and are subject to change.

Fees and Charges. We have two pricing models for advisory relationships: a comprehensive fee model and a product based model. You should consider factors, including, but not limited to, your financial needs and circumstances, investment objectives, services provided under the model, your preferences, and the size of your account. Certain account fees and expenses may be more or less expensive depending on the model chosen. Actual fees may differ from estimated fees due to differences in strategies and amounts invested in particular strategies or overall. Charges applied to your accounts and transactions may include execution charges (including commissions, commission equivalents, mark-ups, mark-downs and dealer spreads), investment advisory fees, and custody fees. When we act as broker, we are generally compensated by an execution charge on a trade by trade basis. When we act as advisor, we generally earn a fee based on assets under management and may also be earning execution charges. More information about fees and charges is included in our account agreements, fee schedules and trade confirmations. If estimated fees are shown herein, we have included a description of our fee calculation methodology.

Where applicable, GS receives fees for certain of the Family Office Services. In the course of providing such Family Office services, GS or its subsidiaries or affiliates may offer additional services and/or products for which additional fees or commissions are charged. These offerings create a conflict of interest and clients may be asked to acknowledge their understanding of such conflict. Certain fees associated with Family Office Services are either charged as a single bundled fee while other fees are charged as supplemental fees, which are identified in the Family Office Services Supplement to clients' Customer Agreement. GS reserves the right to adjust the Family Office Services fees in the event of extraordinary circumstances.

Consolidated Reporting. Any consolidated report that GS may provide is at your request and is for informational purposes only; it is not your official statement. Information (including valuation) regarding holdings in third party accounts or other non-GS investments may be included as a courtesy and is based on information provided by you. GS does not perform review or diligence on, independently verify the accuracy of information regarding, or provide advice on such non-GS investments; GS assumes no responsibility for the accuracy of the source information and such asseze may not be included on GS's books and records. While we may inform you of how a non-GS investment fits within your overall asset allocation, our classification of the investment may be different

Consumer and Investment Management Division



than your custodian or external adviser's classification. You should review and maintain the original source documents (including third party financial statements) and review them for any notices or relevant disclosures. Assets held away may not be covered by SIPC. Please contact your PWM Team with any questions regarding the consolidated reporting process, including its limitations.

Tax Information. GS does not provide legal, tax or accounting advice, unless explicitly agreed in writing between you and GS, and does not offer the sale of insurance products. You should obtain your own independent tax advice based on your particular circumstances. Where clients receive Family Office Services, the Family Office may review with you the general income tax consequences of your investments, estate planning, philanthropic endeavors, real estate holdings, and certain other activities that may affect your income tax. The information included in this presentation, including, if shown, in the Tax Summary section, does not constitute tax advice, has not been audited, should not be used for tax reporting, and is not a substitute for the applicable tax documents, including your Form 1099, Schedule K-1 for private investments, which we will provide to you annually, or your monthly GS account statement(s). The cost basis included in this presentation may differ from your cost basis for tax purposes. Information regarding your alternative investments and transactions for retirement accounts are not included in the Tax Summary section.

Notice to ERISA / Qualified Retirement Plan / IRA / Coverdell Education Savings Account (collectively, "Retirement Account") Clients: Information regarding your Retirement Account(s) included in this presentation is for informational purposes only and is provided solely on the basis that it will not constitute investment or other advice or a recommendation relating to any person's or plan's investment or other decisions, and that none of GS, its affiliates or their employees is a fiduciary or advisor with respect to any person or plan by reason of providing the material or content in the presentation including under the Employee Retirement Income Security Act of 1974 or Department of Labor Regulations. Unless GS agrees otherwise, any target allocation shown for such Retirement Account represents decisions you have communicated to GS regarding such asset allocation, without any advice or recommendations from GS, after considering your financial circumstances, objectives, risk tolerance and goals.

**GS Family Office Services.** Where GS provides or refers Family Office Services, it will do so based on individual client needs. Not all clients will receive all services and certain activities may fall beyond the scope of the Family Office Services. Any asset management services provided are governed by a separate investment management agreement (as may be applicable). Personnel providing Family Office Services do not provide discretionary management over client investments. Where GSFO provides art advisory services, such services are generally limited to education; GS does not recommend purchasing art or collectibles as an investment strategy, provide formal or informal appraisals of the value of, or opine on the future investment potential of, any specific artwork or collectible. Upon your request, the Family Office Wealth Advisory Services ("WAS") team may discuss with you various aspects of financial planning; the scope of such planning services will vary among clients and may only include episodic and educations that should not be viewed as tax advice. GS assumes no duty to take action pursuant to any recommendations, advice, or financial planning strategies discussed with you as part of WAS services. It is your responsibility to determine if and how any such recommendations, advice, or financial planning strategies of the results of any incident arising from any such services or advice. Cybersecurity consultations provided by GS&Co. are intended to provide a general overview of cyber and physical security threats, but are not comprehensive; GS is not liable for any such referses or advice. So is not liable for any Family Office Services, or the results of any incident arising from any such referral. GS is not responsible for the supervision, monitoring, management, or performance of such Third Party Vendor for any Family Office Services, or the results of any incident arising from any such referral. GS is not responsible for the supervision, monitoring, management, or performance of such Third Party Vend

Other Services. Any provided financial planning services, including cash flow analyses based on information you provide, are a hypothetical illustration of mathematical principles and are not a prediction or projection of performance of an investment or investment strategy. Such services may not address every aspect of a client's financial life; topics that were not discussed with you may still be relevant to your financial situation. In providing financial services, GS will rely on information provided by, or on behalf of, clients and is not responsible for the accuracy or completeness of any such information, nor for any consequences related to the use of any inaccurate or incomplete information. Where materials and/or analyses are provided to you, they are based on the assumptions stated therein, which are likely to vary substantially from the examples shown if they do not prove to be true. These examples are for illustrative purposes only and do not guarantee that any client will or is likely to achieve the results shown. Assumed growth rates are subject to high levels of uncertainty and do not represent actual trading and may not reflect material economic and market factors that may have an impact on actual performance. GS has no obligation to provide updates to these rates.

Not a Municipal Advisor. Except in circumstances where GS expressly agrees otherwise, GS is not acting as a municipal advisor and the opinions or views contained in this presentation are not intended to be, and do not constitute, advice, including within the meaning of Section 15B of the Securities Exchange Act of 1934.

Additional Information for Ayco Clients. References in this presentation to "PWM team" shall include your Ayco team. Ayco may provide tax advice, accounting advice, bill pay, and bookkeeping services to certain clients. Ayco does not provide brokerage services. As part of its financial counseling services, Ayco may provide you with certain reports where similar information contained herein is presented differently or in more or less detail. You should view each report independently and raise any questions with your Ayco team.

No Distribution; No Offer or Solicitation. This material may not, without GS' prior written consent, be (i) copied, photocopied or duplicated in any form, by any means, or (ii) distributed to any person that is not an employee, officer, director, or authorized agent of the recipient. This material is not an offer or solicitation with respect to the purchase or sale of any security in any jurisdiction in which such offer or solicitation is not authorized or to any person to whom it would be unlawful to make such offer or solicitation. We have have no obligation to provide any updates or changes to this material.

Consumer and Investment Management Division



This material is for your information only and is not intended to be used by anyone other than you. To the extent this presentation is used by Private Wealth Management, this presentation is intended only to facilitate your discussions with Goldman Sachs as to the opportunities available to our Private Wealth Management clients. This is not an offer or solicitation with respect to the purchase or sale of any security. This presentation is intended only to facilitate your discussions with Goldman Sachs as to the opportunities available to our Private Wealth Management clients. This is not an offer or solicitation with respect to the purchase or sale of any security. This presentation is intended only to facilitate your discussions with Goldman Sachs International ("GSI"), who are authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and Prudential Regulation Authority, as to the opportunities available to our retail clients. The presentation is not intended to be used as a general guide to investing, or as a source of any specific investment recommendations, and makes no implied or express recommendations concerning the manner in which any client's account should or would be handled, as finding the appropriate investment strategies for a client will depend upon the client's investment objectives.

This presentation does not constitute an offer or solicitation to any person in any jurisdiction in which such offer or solicitation is not authorized or to any person to whom it would be unlawful to make such offer or solicitation. It is the responsibility of any person or persons in possession of this material to inform themselves of and to observe all applicable laws and regulations of any relevant jurisdiction. Prospective investors should inform themselves and take appropriate advice as to any applicable legal requirements and any applicable taxation and exchange control regulations in the countries of their citizenship, residence or domicile which might be relevant to the subscription, purchase, holding, exchange, redemption or disposal of any investments.

Information contained herein is believed to be reliable but no warranty is given as to its completeness or accuracy and views and opinions, whilst given in good faith, are subject to change without notice. GSI, and/or its affiliates (together "Goldman Sachs") and its officers, directors, and employees, including persons involved in the preparation or issuance of this material, may from time to time have "long" or "short" positions in, or buy or sell, or otherwise have a material interest in, the investments mentioned herein or in related investments including, without limitation, securities, commodities, derivatives (including options) or other financial products of companies mentioned herein. In addition, Goldman Sachs may have served as manager or co-manager of a public offering of securities by any such company within the past 12 months and/or may be the only market maker in relation to investments mentioned herein and/or may be providing significant advice or investment services in relation to investments mentioned herein or services within the previous 12 months.

Past performance is not a guide to future performance and the value of investments and the income derived from them can go down as well as up. Future returns are not guaranteed and a loss of principal may occur. Changes in exchange rates may cause the value of an investment to increase or decrease. Some investments may be restricted or illiquid, there may be no readily available market and there may be difficulty in obtaining reliable information about their value and the extent of the risks to which such investments are exposed. Certain investments, including warrants and similar securities, often involve a high degree of gearing or leverage so that a relatively small movement in price of the underlying security or benchmark may result in a disproportionately large movement, unfavorable as well as favorable, in the price of the warrant or similar security. In addition, certain investments, including futures, swaps, forwards, certain options and derivatives, whether on or off exchange, may involve contingent liability resulting in a need for the investor to pay more than the amount originally invested and may possibly result in unquantifiable further loss exceeding the amount invested. Transactions in over-the-counter derivatives involve additional risks as there is no market on which to close out an open position; it may be impossible to liquidate an existing position, to assess the value of a position or to assess the exposure to risk. Investors should carefully consider whether such investments are suitable for them in light of their experience, circumstances and financial resources.

No part of this material may be i) copied, photocopied or duplicated in any form, by any means, or ii) redistributed without the prior written consent of GSI.

Indices are unmanaged, and the figures for the index do not reflect any fees or expenses. We strongly recommend that these factors be taken into consideration before an investment decision is made. Investors cannot invest directly in indices.

References to market or composite indices, benchmarks or other measures of relative market performance over a specified period of time ("benchmarks") are provided by Goldman Sachs for your information purposes only. Goldman Sachs does not give any commitment or undertaking that the performance of your account(s) will equal, exceed or track any benchmark.

GS may record telephone conversations and monitor emails between GS and you (and any of your authorised, connected or affiliated persons) for the purpose of evidencing your instructions, monitoring quality of service, for compliance and security purposes, otherwise for GS's internal records or where required by Applicable Rules.

This material has been approved for issue in the United Kingdom solely for the purposes of Section 21 of the Financial Services and Markets Act 2000 by GSI, Plumtree Court, 25 Shoe Lane, London, EC4A 4AU, United Kingdom; authorised by the Prudential Regulation Authority; and regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Certain aspects of the investment strategy described in this presentation may from time to time include commodity interests as defined under applicable law.

For investors based / receiving this document in the United Kingdom: This document may contain references to "non-mainstream pooled investments", as defined in the UK Financial Conduct Authority's Handbook of Rules and Guidance (the "FCA Handbook"). Non-mainstream pooled investments include (without limitation) unregulated collective investment schemes and certain structured products. Where this document refers to non-mainstream pooled investments, this document and the non-mainstream pooled investments referred to within it has been provided to you on the basis that you have demonstrated to Goldman Sachs that you fall within an exempt category of person to whom such an investment may lawfully be promoted in accordance with the rules of the FCA Handbook, including without limitation: (a) Certified High Net Worth Investors; (b) Professional or Eligible Counterparty clients; (c) Certified Sophisticated Investors; (d) Certified Self-Sophisticated Investors; or (e) by virtue of this document amounting to an Excluded Communication, as such terms are defined in the FCA Handbook.

Consumer and Investment Management Division



If you are aware that the above exemptions do not apply or are no longer applicable to you, you must notify Goldman Sachs without delay and you must not pursue any of the investments highlighted in this document.

PURSUANT TO AN EXEMPTION FROM THE U.S. COMMODITY FUTURES TRADING COMMISSION IN CONNECTION WITH ACCOUNTS OF QUALIFIED ELIGIBLE CLIENTS, THIS BROCHURE IS NOT REQUIRED TO BE, AND HAS NOT BEEN, FILED WITH THE COMMODITY FUTURES TRADING COMMISSION. THE COMMODITY FUTURES TRADING COMMISSION DOES NOT PASS UPON THE MERITS OF PARTICIPATING IN A TRADING PROGRAM OR UPON THE ADEQUACY OR ACCURACY OF COMMODITY TRADING ADVISOR DISCLOSURE. CONSEQUENTLY, THE COMMODITY FUTURES TRADING COMMISSION HAS NOT REVIEWED OR APPROVED THIS TRADING PROGRAM OR THIS BROCHURE.

Any images included from Moody's Analytics were by permission.

© Copyright 2020 The Goldman Sachs Group, Inc. All rights reserved. Services offered through Goldman Sachs & Co. LLC. and Goldman Sachs International. Member NASD/SIPC.

ISG/GIR Forecasts. Economic and market forecasts presented ("forecasts") reflect either ISG's or GIR's views and are subject to change without notice. Forecasts do not take into account specific investment objectives, restrictions, tax and financial situation or other needs of any specific client. Forecasts are subject to high levels of uncertainty that may affect actual performance and should be viewed as merely representative of a broad range of possible outcomes. Forecasts and any return expectations are as of the date of this material, and should not be taken as an indication or projection of returns of any given investment or strategy. Forecasts are estimated, based on capital market assumptions, and are subject to significant revision and may change materially as economic and market conditions change. Any case studies and examples are for illustrative purposes only. If applicable, a copy of the GIR Report used for GIR forecasts is available upon request. Forecasts do not reflect advisory fees, transaction costs, and other expenses a client would have paid, which would reduce return.