

First Quarter 2023 Earnings Results

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First Quarter 2023 Earnings Results Goldman Sachs Reports First Quarter Earnings Per Common Share of \$8.79

"The events of the first quarter acted as another real-life stress test, demonstrating the resilience of Goldman Sachs and the nation's largest financial institutions. Our deeply rooted risk management culture, strong liquidity and robust capital position enabled us to continue to support our clients and deliver solid performance. We are operating from a position of strength and remain focused on executing our strategy to further grow our leading Global Banking & Markets and Asset & Wealth Management franchises."

- David Solomon, Chairman and Chief Executive Officer

Financial Summary

Net	Revenues	Net	Earnings		EPS
1Q23	\$12.22 billion	1Q23	\$3.23 billion	1Q23	\$8.79
Annu	alized ROE ¹	Annua	alized ROTE ¹	Book	Value Per Share

NEW YORK, April 18, 2023 – The Goldman Sachs Group, Inc. (NYSE: GS) today reported net revenues of \$12.22 billion and net earnings of \$3.23 billion for the first quarter ended March 31, 2023. Net revenues included a loss of approximately \$470 million related to a partial sale of the Marcus loans portfolio and the transfer of the remainder of the portfolio to held for sale (largely offset by a related reserve reduction of approximately \$440 million in provision for credit losses).

Diluted earnings per common share (EPS) was \$8.79 for the first quarter of 2023 compared with \$10.76 for the first quarter of 2022 and \$3.32 for the fourth quarter of 2022.

Annualized return on average common shareholders' equity (ROE)¹ was 11.6% and annualized return on average tangible common shareholders' equity (ROTE)¹ was 12.6% for the first quarter of 2023.

Highlights

- During the quarter, the firm supported clients and continued to execute on strategic priorities, which contributed to solid quarterly net revenues of \$12.22 billion and diluted EPS of \$8.79.
- Global Banking & Markets generated quarterly net revenues of \$8.44 billion, driven by strong performances in Fixed Income, Currency and Commodities (FICC) and Equities, including record quarterly net revenues in Equities financing.
- The firm ranked #1 in worldwide completed mergers and acquisitions for the year-to-date.²
- Asset & Wealth Management generated quarterly net revenues of \$3.22 billion, including record Management and other fees.
- Assets under supervision^{3,4} increased \$125 billion during the quarter to a record \$2.67 trillion.
- Platform Solutions generated quarterly net revenues of \$564 million, more than double the amount in the prior year period.
- Book value per common share increased by 2.3% during the quarter to \$310.48.

Net Revenues

Net revenues were \$12.22 billion for the first quarter of 2023, 5% lower than the first quarter of 2022 and 15% higher than the fourth quarter of 2022. The decrease compared with the first quarter of 2022 reflected lower net revenues in Global Banking & Markets, partially offset by significantly higher net revenues in Asset & Wealth Management and Platform Solutions.

Net Revenues

\$12.22 billion

Global Banking & Markets-

Net revenues in Global Banking & Markets were \$8.44 billion for the first quarter of 2023, 16% lower than a strong first quarter of 2022 and 30% higher than the fourth quarter of 2022.

Investment banking fees were \$1.58 billion, 26% lower than the first quarter of 2022, primarily due to significantly lower net revenues in Advisory, reflecting a significant decline in industry-wide completed mergers and acquisitions transactions, and Debt underwriting, reflecting a decline in industry-wide volumes. The firm's Investment banking fees backlog³ decreased compared with the end of 2022.

Net revenues in FICC were \$3.93 billion, 17% lower than the first quarter of 2022, reflecting significantly lower net revenues in FICC intermediation, driven by significantly lower net revenues in currencies and commodities, partially offset by significantly higher net revenues in interest rate products and higher net revenues in mortgages and credit products. Net revenues in FICC financing were slightly higher.

Net revenues in Equities were \$3.02 billion, 7% lower than the first quarter of 2022, due to significantly lower net revenues in Equities intermediation across both derivatives and cash products. Net revenues in Equities financing were significantly higher, primarily reflecting increased spreads.

Net revenues in Other were \$(81) million, compared with \$(51) million for the first quarter of 2022.

Asset & Wealth Management

Net revenues in Asset & Wealth Management were \$3.22 billion for the first quarter of 2023, 24% higher than the first quarter of 2022 and 10% lower than the fourth quarter of 2022. The increase compared with the first quarter of 2022 reflected net gains in Equity investments compared with net losses in the prior year period, higher Management and other fees and higher net revenues in Debt investments. Net revenues in Private banking and lending included a loss of approximately \$470 million related to a partial sale of the Marcus loans portfolio and the transfer of the remainder of the portfolio to held for sale (largely offset by a related reserve reduction of approximately \$440 million in provision for credit losses).

The increase in Equity investments net revenues reflected mark-to-market net gains from investments in public equities compared with significant mark-to-market net losses in the prior year period, partially offset by significantly lower net gains from investments in private equities. The increase in Management and other fees primarily reflected the inclusion of NN Investment Partners (NNIP) and a reduction in fee waivers on money market funds. The increase in Debt investments net revenues reflected net mark-ups compared with net mark-downs in the prior year period. Net revenues in Private banking and lending were significantly lower, due to the loss related to the Marcus loans portfolio, partially offset by the impact of higher deposit spreads. Incentive fees were also lower.

Global Banking & Markets						
\$8.44 billion						
Advisory	\$818 million					
Equity underwriting	\$ 255 million					
Debt underwriting	<u>\$ 506 million</u>					
Investment banking fees	\$ 1.58 billion					
FICC intermediation	\$ 3.28 billion					
FICC financing	<u>\$ 651 million</u>					
FICC	\$ 3.93 billion					
Equities intermediation	\$ 1.74 billion					
Equities financing	<u>\$ 1.27 billion</u>					
Equities	\$ 3.02 billion					
Other	\$ (81) million					

Asset & Wealth Management						
\$3.22 billion						
Management and other fees	\$2.28 billion					
Incentive fees	\$ 53 million					
Private banking and lending	\$354 million					
Equity investments	\$119 million					
Debt investments	\$408 million					

Platform Solutions

Net revenues in Platform Solutions were \$564 million for the first quarter of 2023, 110% higher than the first quarter of 2022 and 10% higher than the fourth quarter of 2022. The increase compared with the first quarter of 2022 reflected significantly higher net revenues in Consumer platforms.

The increase in Consumer platforms net revenues primarily reflected significantly higher average credit card balances. Transaction banking and other net revenues were also higher, reflecting higher average deposit balances.

Provision for Credit Losses

Provision for credit losses was a net benefit of \$171 million for the first quarter of 2023, compared with net provisions of \$561 million for the first quarter of 2022 and \$972 million for the fourth quarter of 2022. The net benefit for the first quarter of 2023 reflected a reserve reduction of approximately \$440 million related to a partial sale of the Marcus loans portfolio and the transfer of the remainder of the portfolio to held for sale, partially offset by net provisions related to the credit card and point-of-sale loan portfolios, reflecting net charge-offs and growth, and a provision related to a term deposit. Provisions for the first quarter of 2022 primarily reflected growth in the credit card portfolio, the impact of macroeconomic and geopolitical concerns, and individual impairments on wholesale loans.

Operating Expenses

Operating expenses were \$8.40 billion for the first quarter of 2023, 9% higher than the first quarter of 2022 and 4% higher than the fourth quarter of 2022. The firm's efficiency ratio³ for the first quarter of 2023 was 68.7%, compared with 59.7% for the first quarter of 2022.

The increase in operating expenses compared with the first quarter of 2022 was due to impairments of approximately \$355 million related to consolidated real estate investments (in depreciation and amortization), the inclusion of NNIP and higher technology and transaction based expenses.

Net provisions for litigation and regulatory proceedings for the first quarter of 2023 were \$72 million compared with \$125 million for the first quarter of 2022.

Headcount decreased 6% compared with the end of 2022, primarily reflecting a headcount reduction initiative during the quarter.

Platform Solutions						
\$564 million						
Consumer platforms	\$490 million					
Transaction banking and other	\$ 74 million					

Provision for Credit Losses

\$(171) million

Operating Expenses

\$8.40 billion

Efficiency Ratio

68.7%

Provision for Taxes

The effective income tax rate for the first quarter of 2023 was 19.0%, up from the full year rate of 16.5% for 2022, primarily due to the impact of an increase in taxes on non-U.S. earnings and decreases in permanent tax benefits, partially offset by the impact of tax benefits on the settlement of employee share-based awards for the first quarter of 2023 compared with the full year of 2022.

Other Matters

- On April 14, 2023, the Board of Directors of The Goldman Sachs Group, Inc. declared a dividend of \$2.50 per common share to be paid on June 29, 2023 to common shareholders of record on June 1, 2023.
- During the quarter, the firm returned \$3.41 billion of capital to common shareholders, including \$2.55 billion of common share repurchases (7.1 million shares at an average cost of \$359.77) and \$868 million of common stock dividends.³
- Global core liquid assets³ averaged \$399 billion⁴ for the first quarter of 2023, compared with an average of \$409 billion for the fourth quarter of 2022.

Effective Tax Rate

19.0%

Declared Quarterly Dividend Per Common Share

\$2.50

Common Share Repurchases

7.1 million shares for \$2.55 billion

Average GCLA

\$399 billion

The Goldman Sachs Group, Inc. is a leading global financial institution that delivers a broad range of financial services to a large and diversified client base that includes corporations, financial institutions, governments and individuals. Founded in 1869, the firm is headquartered in New York and maintains offices in all major financial centers around the world.

-Cautionary Note Regarding Forward-Looking Statements-

This press release contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements are not historical facts or statements of current conditions, but instead represent only the firm's beliefs regarding future events, many of which, by their nature, are inherently uncertain and outside of the firm's control. It is possible that the firm's actual results, financial condition and liquidity may differ, possibly materially, from the anticipated results, financial condition and liquidity in these forward-looking statements. For information about some of the risks and important factors that could affect the firm's future results, financial condition and liquidity, see "Risk Factors" in Part I, Item 1A of the firm's Annual Report on Form 10-K for the year ended December 31, 2022.

Information regarding the firm's assets under supervision, capital ratios, risk-weighted assets, supplementary leverage ratio, balance sheet data, global core liquid assets and VaR consists of preliminary estimates. These estimates are forward-looking statements and are subject to change, possibly materially, as the firm completes its financial statements.

Statements about the firm's Investment banking fees backlog and future results also may constitute forward-looking statements. Such statements are subject to the risk that transactions may be modified or may not be completed at all, and related net revenues may not be realized or may be materially less than expected. Important factors that could have such a result include, for underwriting transactions, a decline or weakness in general economic conditions, an outbreak or worsening of hostilities, including the escalation or continuation of the war between Russia and Ukraine, continuing volatility in the securities markets or an adverse development with respect to the issuer of the securities and, for financial advisory transactions, a decline in the securities markets, an inability to obtain adequate financing, an adverse development with respect to a party to the transaction or a failure to obtain a required regulatory approval. For information about other important factors that could adversely affect the firm's Investment banking fees, see "Risk Factors" in Part I, Item 1A of the firm's Annual Report on Form 10-K for the year ended December 31, 2022.

Conference Call-

A conference call to discuss the firm's financial results, outlook and related matters will be held at 9:30 am (ET). The call will be open to the public. Members of the public who would like to listen to the conference call should dial 1-888-205-6786 (in the U.S.) or 1-323-794-2558 (outside the U.S.) passcode number 7042022. The number should be dialed at least 10 minutes prior to the start of the conference call. The conference call will also be accessible as an audio webcast through the Investor Relations section of the firm's website, <u>www.goldmansachs.com/investor-relations</u>. There is no charge to access the call. For those unable to listen to the live broadcast, a replay will be available on the firm's website beginning approximately three hours after the event. Please direct any questions regarding obtaining access to the conference call to Goldman Sachs Investor Relations, via e-mail, at <u>gs-investor-relations@gs.com</u>.

Goldman Sachs Reports First Quarter 2023 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries

Segment Net Revenues (unaudited)

\$ in millions

·	 TH	REE MO	NTHS END		% CHANGE FROM		
	MARCH 31, 2023		DECEMBER 31, 2022		RCH 31, 2022	DECEMBER 31, 2022	MARCH 31, 2022
GLOBAL BANKING & MARKETS							
Advisory	\$ 818	\$	1,408	\$	1,127	(42) %	(27) %
Equity underwriting	255		183		276	39	(8)
Debt underwriting	506		282		741	79	(32)
Investment banking fees	1,579		1,873		2,144	(16)	(26)
FICC intermediation	3,280		1,974		4,099	66	(20)
FICC financing	651		713		631	(9)	3
FICC	3,931		2,687		4,730	46	(17)
Equities intermediation	1,741		1,109		2,178	57	(20)
Equities financing	1,274		964		1,061	32	20
Equities	3,015		2,073		3,239	45	(7)
Other	(81)		(114)		(51)	N.M.	N.M.
Net revenues	8,444		6,519		10,062	30	(16)
ASSET & WEALTH MANAGEMENT							
Management and other fees	2,282		2,248		2,035	2	12
Incentive fees	53		39		79	36	(33)
Private banking and lending	354		753		492	(53)	(28)
Equity investments	119		287		(294)	(59)	N.M.
Debt investments	408		234		291	74	40
Net revenues	3,216		3,561		2,603	(10)	24
PLATFORM SOLUTIONS							
Consumer platforms	490		433		201	13	144
Transaction banking and other	 74		80		67	(8)	10
Net revenues	564		513		268	10	110
Total net revenues	\$ 12,224	\$	10,593	\$	12,933	15	(5)

Geographic Net Revenues (unaudited)³ *\$ in millions*

THREE MONTHS ENDED MARCH 31, DECEMBER 31, MARCH 31, 2023 2022 2022 Americas \$ 7,194 \$ 7,334 6,920 \$ EMEA 3,871 3,584 2,406 1,267 Asia 1,446 1,728 12,933 Total net revenues \$ 12,224 \$ 10,593 \$ Americas 59% 65% 57% 30% EMEA 29% 23% 13% Asia 12% 12% Total 100% 100% 100%

The Goldman Sachs Group, Inc. and Subsidiaries

Consolidated Statements of Earnings (unaudited) In millions, except per share amounts and headcount

In millions, except per share amounts and headcount	THREE MONTHS ENDED							% CHANG	E FROM
-	MARC 20:	:H 31,	DECE	MBER 31, 2022		ARCH 31, 2022	DE	CEMBER 31, 2022	MARCH 31, 2022
REVENUES									
Investment banking	\$	1,578	\$	1,873	\$	2,144		(16) %	(26) %
Investment management		2,289		2,258		2,070		1	11
Commissions and fees		1,088		968		1,003		12	8
Market making		5,433		3,051		6,029		78	(10)
Other principal transactions		55		369		(140)		(85)	N.M.
Total non-interest revenues		10,443		8,519		11,106		23	(6)
Interest income		14,938		12,411		3,212		20	365
Interest expense		13,157		10,337		1,385		27	850
Net interest income		1,781		2,074		1,827		(14)	(3)
Total net revenues		12,224		10,593		12,933		15	(5)
Provision for credit losses		(171)		972		561		N.M.	N.M.
OPERATING EXPENSES									
Compensation and benefits		4,090		3,764		4,083		9	-
Transaction based		1,405		1,434		1,244		(2)	13
Market development		172		216		162		(20)	6
Communications and technology		466		481		424		(3)	10
Depreciation and amortization		970		727		492		33	97
Occupancy		265		261		251		2	6
Professional fees		383		495		437		(23)	(12)
Other expenses		651		713		623		(9)	4
Total operating expenses		8,402		8,091		7,716		4	9
Pre-tax earnings		3,993		1,530		4,656		161	(14)
Provision for taxes		759		204		717		272	6
Net earnings		3,234		1,326		3,939		144	(18)
Preferred stock dividends		147		141		108		4	36
Net earnings applicable to common shareholders	\$	3,087	\$	1,185	\$	3,831		161	(19)
EARNINGS PER COMMON SHARE									
Basic ³	\$	8.87	\$	3.35	\$	10.87		165 %	(18) %
Diluted	\$	8.79	\$	3.32	\$	10.76		165	(18)
AVERAGE COMMON SHARES									
Basic		346.6		349.5		351.2		(1)	(1)
Diluted		351.3		356.7		355.9		(2)	(1)
SELECTED DATA AT PERIOD-END									
Common shareholders' equity	\$	106,806	\$	106,486	\$	104,536		-	2
Basic shares ³		344.0		350.8		356.4		(2)	(3)
Book value per common share	\$	310.48	\$	303.55	\$	293.31		2	6
Headcount		45,400		48,500		45,100		(6)	1

The Goldman Sachs Group, Inc. and Subsidiaries

Condensed Consolidated Balance Sheets (unaudited)⁴ \$ in billions

\$ in billions						
	AS OF					
	ľ	MARCH 31, 2023		MBER 31, 2022		
ASSETS						
Cash and cash equivalents	\$	229	\$	242		
Collateralized agreements		405		414		
Customer and other receivables		145		136		
Trading assets		407		301		
Investments		132		131		
Loans		178		179		
Other assets		42		39		
Total assets	\$	1,538	\$	1,442		
LIABILITIES AND SHAREHOLDERS' EQUIT	۲Y					
Deposits	\$	375	\$	387		
Collateralized financings		263		155		
Customer and other payables		266		262		
Trading liabilities		194		191		
Unsecured short-term borrowings		65		61		
Unsecured long-term borrowings		241		247		
Other liabilities		17		22		
Total liabilities		1,421		1,325		
Shareholders' equity		117		117		
Total liabilities and shareholders' equity	\$	1,538	\$	1,442		

Capital Ratios and Supplementary Leverage Ratio (unaudited)^{3,4}

\$ in billions

	AS OF					
	N	IARCH 31, 2023		MBER 31, 2022		
Common equity tier 1 capital	\$	98.1	\$	98.1		
STANDARDIZED CAPITAL RULES						
Risk-weighted assets	\$	661	\$	653		
Common equity tier 1 capital ratio		14.8%		15.0%		
ADVANCED CAPITAL RULES						
Risk-weighted assets	\$	678	\$	679		
Common equity tier 1 capital ratio		14.5%		14.4%		
SUPPLEMENTARY LEVERAGE RATIO						
Supplementary leverage ratio		5.8%		5.8%		

Average Daily VaR (unaudited)^{3,4,5}

\$ in millions

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	THREE	THREE MONTHS ENDED						
	MARCH 3 2023	MARCH 31, D 2023						
RISK CATEGORIES								
Interest rates	\$	92	\$	95				
Equity prices		28		30				
Currency rates		32		41				
Commodity prices		22		28				
Diversification effect		(73)		(92)				
Total	\$	101	\$	102				

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The Goldman Sachs Group, Inc. and Subsidiaries Assets Under Supervision (unaudited)^{3,4}

\$ in billions

	 AS OF						
	MARCH 31, 2023		DECEMBER 31, 2022		CH 31, 022		
ASSET CLASS							
Alternative investments	\$ 268	\$	263	\$	240		
Equity	597		563		592		
Fixed income	1,047		1,010		887		
Total long-term AUS	1,912		1,836		1,719		
Liquidity products	760		711		675		
Total AUS	\$ 2,672	\$	2,547	\$	2,394		

_	THREE MONTHS ENDED						
_	M	ARCH 31, 2023		MBER 31, 2022		RCH 31, 2022	
Beginning balance	\$	2,547	\$	2,427	\$	2,470	
Net inflows / (outflows):							
Alternative investments		1		3		5	
Equity		(2)		-		14	
Fixed income		9		19		(2)	
Total long-term AUS net inflows / (outflows)		8		22		17	
Liquidity products		49		11		(6)	
Total AUS net inflows / (outflows)		57		33		11	
Acquisitions / (dispositions)		-		-		7	
Net market appreciation / (depreciation)		68		87		(94)	
Ending balance	\$	2,672	\$	2,547	\$	2,394	

Footnotes

1. Annualized ROE is calculated by dividing annualized net earnings applicable to common shareholders by average monthly common shareholders' equity. Annualized ROTE is calculated by dividing annualized net earnings applicable to common shareholders by average monthly tangible common shareholders' equity (tangible common shareholders' equity is calculated as total shareholders' equity less preferred stock, goodwill and identifiable intangible assets). Management believes that ROTE is meaningful because it measures the performance of businesses consistently, whether they were acquired or developed internally, and that tangible common shareholders' equity is meaningful because it is a measure that the firm and investors use to assess capital adequacy. ROTE and tangible common shareholders' equity are non-GAAP measures and may not be comparable to similar non-GAAP measures used by other companies.

The table below presents a reconciliation of average common shareholders' equity to average tangible common shareholders' equity:

	AVERAGE FOR THE	AVERAGE FOR THE				
Unaudited, \$ in millions	THREE MONTHS ENDE MARCH 31, 2023	D				
Total shareholders' equity	\$ 116,819	9				
Preferred stock	(10,703	3)				
Common shareholders' equity	106,116	6				
Goodwill	(6,392	2)				
Identifiable intangible assets	(1,985	;)				
Tangible common shareholders' equity	\$ 97,739	9				

- 2. Dealogic January 1, 2023 through March 31, 2023.
- 3. For information about the following items, see the referenced sections in Part II, Item 7 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the firm's Annual Report on Form 10-K for the year ended December 31, 2022: (i) Investment banking fees backlog see "Results of Operations Global Banking & Markets" (ii) assets under supervision see "Results of Operations Asset & Wealth Management Assets Under Supervision" (iii) efficiency ratio see "Results of Operations Operating Expenses" (iv) share repurchase program see "Capital Management and Regulatory Capital Capital Management" (v) global core liquid assets see "Risk Management Liquidity Risk Management" (vi) basic shares see "Balance Sheet and Funding Sources Balance Sheet Analysis and Metrics" and (vii) VaR see "Risk Management Market Risk Management."

For information about the following items, including changes made to the firm's segments and reclassifications made to previously reported amounts, see the referenced sections in Part II, Item 8 "Financial Statements and Supplementary Data" in the firm's Annual Report on Form 10-K for the year ended December 31, 2022: (i) risk-based capital ratios and the supplementary leverage ratio – see Note 20 "Regulation and Capital Adequacy" (ii) geographic net revenues – see Note 25 "Business Segments" and (iii) unvested share-based awards that have non-forfeitable rights to dividends or dividend equivalents in calculating basic EPS – see Note 21 "Earnings Per Common Share."

- 4. Represents a preliminary estimate for the first quarter of 2023 and may be revised in the firm's Quarterly Report on Form 10-Q for the period ended March 31, 2023.
- 5. During the first quarter of 2023, the firm added the currency exposure on certain debt and equity positions to VaR and removed certain debt and equity positions (and related hedges) from VaR as management believes that the risk of these positions is more appropriately measured and monitored using 10% sensitivity measures. Prior period amounts for average daily VaR have been conformed to the current presentation. The impact of such changes was not material. See "Risk Management Market Risk Management" in Part II, Item 7 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the firm's Annual Report on Form 10-K for the year ended December 31, 2022 for further information about VaR and 10% sensitivity measures.