

UNITED STATES SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

**Form 8-K**

CURRENT REPORT PURSUANT TO SECTION 13 or 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): July 13, 2021

Commission File Number: 001-14965

**The Goldman Sachs Group, Inc.**

(Exact name of registrant as specified in its charter)

Delaware  
(State or other jurisdiction of  
incorporation or organization)

200 West Street, New York, N.Y.  
(Address of principal executive offices)

13-4019460  
(IRS Employer  
Identification No.)

10282  
(Zip Code)

(212) 902-1000  
(Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol	Exchange on which registered
Common stock, par value \$.01 per share	GS	NYSE
Depository Shares, Each Representing 1/1,000th Interest in a Share of Floating Rate Non-Cumulative Preferred Stock, Series A	GS PrA	NYSE
Depository Shares, Each Representing 1/1,000th Interest in a Share of Floating Rate Non-Cumulative Preferred Stock, Series C	GS PrC	NYSE
Depository Shares, Each Representing 1/1,000th Interest in a Share of Floating Rate Non-Cumulative Preferred Stock, Series D	GS PrD	NYSE
Depository Shares, Each Representing 1/1,000th Interest in a Share of 5.50% Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series J	GS PrJ	NYSE
Depository Shares, Each Representing 1/1,000th Interest in a Share of 6.375% Fixed-to-Floating Rate Non-Cumulative Preferred Stock, Series K	GS PrK	NYSE
5.793% Fixed-to-Floating Rate Normal Automatic Preferred Enhanced Capital Securities of Goldman Sachs Capital II	GS/43PE	NYSE
Floating Rate Normal Automatic Preferred Enhanced Capital Securities of Goldman Sachs Capital III	GS/43PF	NYSE
Medium-Term Notes, Series F, Callable Fixed and Floating Rate Notes due 2031 of GS Finance Corp.	GS/31B	NYSE
Medium-Term Notes, Series E, Index-Linked Notes due 2028 of GS Finance Corp.	FRLG	NYSE Arca

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 under the Securities Act (17 CFR 230.405) or Rule 12b-2 of the Exchange Act (17 CFR 240.12b-2).

Emerging growth company

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

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## **Item 2.02 Results of Operations and Financial Condition.**

On July 13, 2021, The Goldman Sachs Group, Inc. (Group Inc. and, together with its consolidated subsidiaries, the firm) reported its earnings for the second quarter ended June 30, 2021. A copy of Group Inc.'s press release containing this information is attached as Exhibit 99.1 to this Report on Form 8-K and is incorporated herein by reference.

## **Item 7.01 Regulation FD Disclosure.**

On July 13, 2021, at 9:30 a.m. (ET), the firm will hold a conference call to discuss the firm's financial results, outlook and related matters. A copy of the presentation for the conference call is attached as Exhibit 99.2 to this Report on Form 8-K.

## **Item 9.01 Financial Statements and Exhibits.**

### **(d) Exhibits.**

99.1 [Press release of Group Inc. dated July 13, 2021 containing financial information for its second quarter ended June 30, 2021.](#)

The quotation on page 1 of Exhibit 99.1 and the information under the caption "Highlights" on the following page (Excluded Sections) shall not be deemed "filed" for purposes of Section 18 of the Securities Exchange Act of 1934 (Exchange Act) or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of Group Inc. under the Securities Act of 1933 or the Exchange Act. The information included in Exhibit 99.1, other than in the Excluded Sections, shall be deemed "filed" for purposes of the Exchange Act.

99.2 [Presentation of Group Inc. dated July 13, 2021, for the conference call on July 13, 2021.](#)

Exhibit 99.2 is being furnished pursuant to Item 7.01 of Form 8-K and the information included therein shall not be deemed "filed" for purposes of Section 18 of the Exchange Act or otherwise subject to the liabilities under that Section and shall not be deemed to be incorporated by reference into any filing of Group Inc. under the Securities Act of 1933 or the Exchange Act.

101 Pursuant to Rule 406 of Regulation S-T, the cover page information is formatted in iXBRL (Inline eXtensible Business Reporting Language).

104 Cover Page Interactive Data File (formatted in iXBRL in Exhibit 101).

**SIGNATURE**

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

THE GOLDMAN SACHS GROUP, INC.  
(Registrant)

Date: July 13, 2021

By: /s/ Stephen M. Scherr

Name: Stephen M. Scherr

Title: Chief Financial Officer



# Second Quarter 2021 Earnings Results

Media Relations: Andrea Williams 212-902-5400  
Investor Relations: Carey Halio 212-902-0300

The Goldman Sachs Group, Inc.  
200 West Street | New York, NY 10282

## Second Quarter 2021 Earnings Results

### Goldman Sachs Reports Second Quarter Earnings Per Common Share of \$15.02 and Increases the Quarterly Dividend to \$2.00 Per Common Share

“Our second quarter performance and record revenues for the first half of the year demonstrate the strength of our client franchise and our continued progress on our strategic priorities. While the economic recovery is underway, our clients and communities still face challenges in overcoming the pandemic. But, as always, I am proud of the dedication and resilience of our people, who have worked tirelessly to help our clients navigate the ever-changing market environment.”

- David M. Solomon, Chairman and Chief Executive Officer

## Financial Summary

### Net Revenues

2Q	\$15.39 billion
2Q YTD	\$33.09 billion

### Net Earnings

2Q	\$5.49 billion
2Q YTD	\$12.32 billion

### EPS

2Q	\$15.02
2Q YTD	\$33.64

### Annualized ROE<sup>1</sup>

2Q	23.7%
2Q YTD	27.3%

### Annualized ROTE<sup>1</sup>

2Q	25.1%
2Q YTD	28.9%

### Book Value Per Share

2Q	\$264.90
YTD Growth	12.2%

NEW YORK, July 13, 2021 – The Goldman Sachs Group, Inc. (NYSE: GS) today reported net revenues of \$15.39 billion and net earnings of \$5.49 billion for the second quarter ended June 30, 2021. Net revenues were \$33.09 billion and net earnings were \$12.32 billion for the first half of 2021.

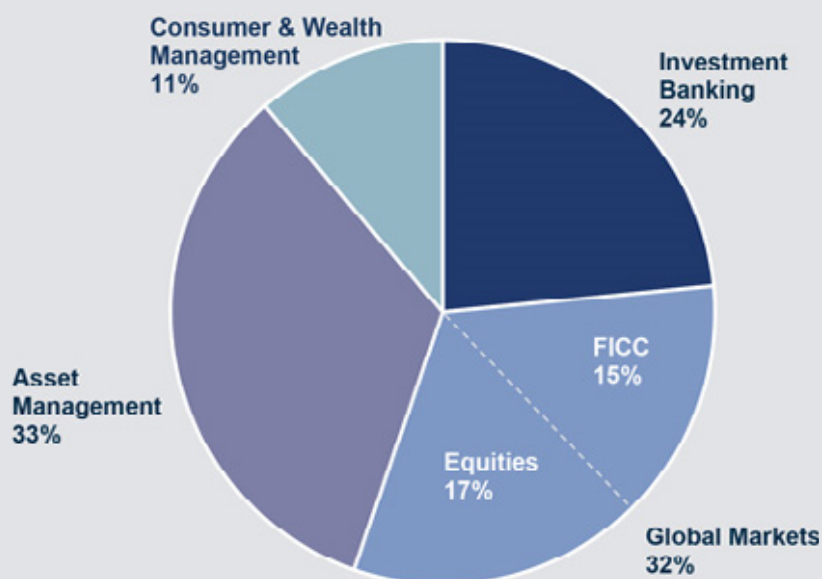
Diluted earnings per common share (EPS) was \$15.02 for the second quarter of 2021 compared with \$0.53 for the second quarter of 2020 and \$18.60 for the first quarter of 2021, and was \$33.64 for the first half of 2021 compared with \$3.66 for the first half of 2020. In the prior year, net provisions for litigation and regulatory proceedings reduced diluted EPS by \$8.23 for the second quarter of 2020 and \$8.76 for the first half of 2020.

Annualized return on average common shareholders' equity (ROE)<sup>1</sup> was 23.7% for the second quarter of 2021 and 27.3% for the first half of 2021. Annualized return on average tangible common shareholders' equity (ROTE)<sup>1</sup> was 25.1% for the second quarter of 2021 and 28.9% for the first half of 2021.

## Highlights

- Strong overall firm performance continued in the second quarter as results reflected the second highest quarterly net revenues of \$15.39 billion, the second highest quarterly net earnings of \$5.49 billion and the second highest quarterly diluted EPS of \$15.02.
- Investment Banking generated its second highest quarterly net revenues of \$3.61 billion, which followed record net revenues in the first quarter of 2021. Quarterly net revenues were also the second highest in each of Financial advisory, Equity underwriting and Debt underwriting. The backlog<sup>2</sup> increased significantly compared with the end of 2020, ending the quarter at a record level.
- The firm ranked #1 in worldwide announced and completed mergers and acquisitions, worldwide equity and equity-related offerings, common stock offerings and initial public offerings for the year-to-date.<sup>3</sup>
- Global Markets generated quarterly net revenues of \$4.90 billion, reflecting solid client activity across both Fixed Income, Currency and Commodities (FICC) and Equities.
- Asset Management generated record quarterly net revenues of \$5.13 billion, reflecting record quarterly net revenues from Equity investments.
- Consumer & Wealth Management generated record quarterly net revenues of \$1.75 billion.
- Firmwide assets under supervision<sup>2,4</sup> increased \$101 billion during the quarter, including long-term net inflows of \$22 billion, to a record \$2.31 trillion. Firmwide Management and other fees were a record \$1.84 billion for the second quarter of 2021.
- Book value per common share increased by 5.6% during the quarter and 12.2% during the first half of 2021 to \$264.90.
- On July 12, 2021, the Board of Directors of The Goldman Sachs Group, Inc. approved a 60% increase in the quarterly dividend to \$2.00 per common share beginning in the third quarter of 2021.

## Quarterly Net Revenue Mix by Segment



<b>Investment Banking</b>	
	<b>\$3.61 billion</b>
<b>Global Markets</b>	
	<b>\$4.90 billion</b>
<b>FICC</b>	<b>\$2.32 billion</b>
<b>Equities</b>	<b>\$2.58 billion</b>
<b>Asset Management</b>	
	<b>\$5.13 billion</b>
<b>Consumer &amp; Wealth Management</b>	
	<b>\$1.75 billion</b>

## Net Revenues

Net revenues were \$15.39 billion for the second quarter of 2021, 16% higher than the second quarter of 2020 and 13% lower than the first quarter of 2021. The increase compared with the second quarter of 2020 reflected significantly higher net revenues in Asset Management, Investment Banking and Consumer & Wealth Management, partially offset by significantly lower net revenues in Global Markets.

### Net Revenues

**\$15.39 billion**

## Investment Banking

Net revenues in Investment Banking were \$3.61 billion for the second quarter of 2021, 36% higher than the second quarter of 2020 and 4% lower than a strong first quarter of 2021. The increase compared with the second quarter of 2020 reflected significantly higher net revenues in Financial advisory and Corporate lending and higher net revenues in Underwriting.

The increase in Financial advisory net revenues reflected an increase in completed mergers and acquisitions transactions. The increase in Corporate lending net revenues primarily reflected higher net interest income. The increase in Underwriting net revenues was due to higher net revenues in Equity underwriting, primarily driven by strong industry-wide initial public offering activity, partially offset by a significant decline in industry-wide secondary offerings. Debt underwriting net revenues were slightly lower, primarily reflecting significantly lower industry-wide investment-grade volumes, partially offset by elevated industry-wide leveraged finance volumes.

The firm's backlog<sup>2</sup> increased significantly compared with the end of 2020, and was higher compared with the end of the first quarter of 2021.

### Investment Banking

**\$3.61 billion**

<b>Financial Advisory</b>	<b>\$1.26 billion</b>
<b>Underwriting</b>	<b>\$2.19 billion</b>
<b>Corporate Lending</b>	<b>\$159 million</b>

## Global Markets

Net revenues in Global Markets were \$4.90 billion for the second quarter of 2021, 32% lower than a strong second quarter of 2020 and 35% lower than a strong first quarter of 2021.

Net revenues in FICC were \$2.32 billion, 45% lower than the second quarter of 2020, as the prior year period included strong activity levels due to high volatility amid the COVID-19 pandemic. The decrease in net revenues was due to significantly lower net revenues in FICC intermediation, reflecting significantly lower net revenues in interest rate products, credit products and commodities, and lower net revenues in mortgages and currencies. In addition, net revenues in FICC financing were lower, reflecting lower net revenues from repurchase agreements, partially offset by higher net revenues from mortgage lending.

Net revenues in Equities were \$2.58 billion, 12% lower than the second quarter of 2020, due to significantly lower net revenues in Equities intermediation, reflecting significantly lower net revenues in cash products and lower net revenues in derivatives. Net revenues in Equities financing were higher, reflecting higher average client balances.

### Global Markets

**\$4.90 billion**

<b>FICC Intermediation</b>	<b>\$1.90 billion</b>
<b>FICC Financing</b>	<b>\$423 million</b>
<b>FICC</b>	<b>\$2.32 billion</b>
<b>Equities Intermediation</b>	<b>\$1.77 billion</b>
<b>Equities Financing</b>	<b>\$815 million</b>
<b>Equities</b>	<b>\$2.58 billion</b>



## Asset Management

Net revenues in Asset Management were \$5.13 billion for the second quarter of 2021, more than double the amount in the second quarter of 2020 and 11% higher than the first quarter of 2021. The increase compared with the second quarter of 2020 was primarily driven by significantly higher net revenues in Equity investments. In addition, Lending and debt investments net revenues, Incentive fees and Management and other fees were each higher.

The increase in Equity investments net revenues primarily reflected significantly higher net gains from investments in private equities, driven by company-specific events, including capital raises and sales, and improved corporate performance versus a challenging second quarter of 2020. The increase in Lending and debt investments net revenues was primarily due to higher net interest income. The increase in Incentive fees was due to harvesting. Management and other fees included the impact of higher average assets under supervision and higher other fees, partially offset by fee waivers on money market funds.

Asset Management	
<b>\$5.13 billion</b>	
<b>Management and Other Fees</b>	<b>\$727 million</b>
<b>Incentive Fees</b>	<b>\$ 78 million</b>
<b>Equity Investments</b>	<b>\$3.72 billion</b>
<b>Lending and Debt Investments</b>	<b>\$610 million</b>

## Consumer & Wealth Management

Net revenues in Consumer & Wealth Management were \$1.75 billion for the second quarter of 2021, 28% higher than the second quarter of 2020 and essentially unchanged compared with the first quarter of 2021.

Net revenues in Wealth management were \$1.38 billion, 25% higher than the second quarter of 2020. Management and other fees were higher, reflecting the impact of higher average assets under supervision, and net revenues in Private banking and lending were higher, primarily reflecting higher loan balances.

Net revenues in Consumer banking were \$363 million, 41% higher than the second quarter of 2020, reflecting higher deposit and credit card balances.

Consumer & Wealth Management	
<b>\$1.75 billion</b>	
<b>Wealth Management</b>	<b>\$1.38 billion</b>
<b>Consumer Banking</b>	<b>\$363 million</b>

## Provision for Credit Losses

Provision for credit losses was a net benefit of \$92 million for the second quarter of 2021, compared with net provisions of \$1.59 billion for the second quarter of 2020 and a net benefit of \$70 million for the first quarter of 2021. The second quarter of 2021 included reserve reductions on wholesale and consumer loans reflecting continued improvement in the broader economic environment following challenging conditions that began in the first half of 2020 as a result of the COVID-19 pandemic, partially offset by provisions related to portfolio growth (primarily in credit card loans).

The firm's allowance for credit losses was \$4.09 billion as of June 30, 2021.

Provision for Credit Losses
<b>\$(92) million</b>

## Operating Expenses

Operating expenses were \$8.64 billion for the second quarter of 2021, 17% lower than the second quarter of 2020 and 8% lower than the first quarter of 2021. The firm's efficiency ratio<sup>2</sup> for the first half of 2021 was 54.6%, compared with 76.6% for the first half of 2020.

The decrease in operating expenses compared with the second quarter of 2020 was due to significantly lower non-compensation expenses, partially offset by higher compensation and benefits expenses (reflecting strong performance). Within non-compensation expenses, net provisions for litigation and regulatory proceedings were significantly lower, partially offset by higher transaction based expenses and higher technology expenses (included in communications and technology and depreciation and amortization).

Net provisions for litigation and regulatory proceedings for the second quarter of 2021 were \$226 million compared with \$2.96 billion for the second quarter of 2020.

Headcount was essentially unchanged compared with the end of the first quarter of 2021.

### Operating Expenses

**\$8.64 billion**

### YTD Efficiency Ratio

**54.6%**

## Provision for Taxes

The effective income tax rate for the first half of 2021 increased to 18.8% from 18.0% for the first quarter of 2021, primarily due to a decrease in the impact of tax benefits on the settlement of employee share-based awards in the first half of 2021 compared with the first quarter of 2021.

### YTD Effective Tax Rate

**18.8%**

## Other Matters

- On July 12, 2021, the Board of Directors of The Goldman Sachs Group, Inc. increased the quarterly dividend to \$2.00 per common share from \$1.25 per common share. The dividend will be paid on September 29, 2021 to common shareholders of record on September 1, 2021.
- During the quarter, the firm returned \$1.44 billion of capital to common shareholders, including \$1.00 billion of share repurchases (2.8 million shares at an average cost of \$350.90) and \$441 million of common stock dividends.<sup>2</sup>
- Global core liquid assets<sup>2</sup> averaged \$329 billion<sup>4</sup> for the second quarter of 2021, compared with an average of \$299 billion for the first quarter of 2021.

### Declared Quarterly Dividend Per Common Share

**\$2.00**

### Common Share Repurchases

**\$2.8 million shares for  
\$1.00 billion**

### Average GCLA

**\$329 billion**

Goldman Sachs Reports  
**Second Quarter 2021 Earnings Results**

The Goldman Sachs Group, Inc. is a leading global financial institution that delivers a broad range of financial services across investment banking, securities, investment management and consumer banking 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.

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### Cautionary Note Regarding Forward-Looking Statements

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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, 2020.

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 transaction backlog 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 of hostilities, 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 transactions, see “Risk Factors” in Part I, Item 1A of the firm’s Annual Report on Form 10-K for the year ended December 31, 2020.

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### Conference Call

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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 1-888-281-7154 (in the U.S.) or 1-706-679-5627 (outside the U.S.). 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, [www.goldmansachs.com/investor-relations](http://www.goldmansachs.com/investor-relations). 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 or by dialing 1-855-859-2056 (in the U.S.) or 1-404-537-3406 (outside the U.S.) passcode number 64774224 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 [gs-investor-relations@gs.com](mailto:gs-investor-relations@gs.com).

Goldman Sachs Reports  
Second Quarter 2021 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries

Segment Net Revenues (unaudited)

\$ in millions

	THREE MONTHS ENDED			% CHANGE FROM	
	JUNE 30, 2021	MARCH 31, 2021	JUNE 30, 2020	MARCH 31, 2021	JUNE 30, 2020
<b>INVESTMENT BANKING</b>					
Financial advisory	\$ 1,257	\$ 1,117	\$ 686	13 %	83 %
Equity underwriting	1,243	1,569	1,057	(21)	18
Debt underwriting	950	880	990	8	(4)
Underwriting	2,193	2,449	2,047	(10)	7
Corporate lending	159	205	(76)	(22)	N.M.
<b>Net revenues</b>	<b>3,609</b>	<b>3,771</b>	<b>2,657</b>	<b>(4)</b>	<b>36</b>
<b>GLOBAL MARKETS</b>					
FICC intermediation	1,897	3,451	3,786	(45)	(50)
FICC financing	423	442	449	(4)	(6)
FICC	2,320	3,893	4,235	(40)	(45)
Equities intermediation	1,765	2,586	2,199	(32)	(20)
Equities financing	815	1,102	742	(26)	10
Equities	2,580	3,688	2,941	(30)	(12)
<b>Net revenues</b>	<b>4,900</b>	<b>7,581</b>	<b>7,176</b>	<b>(35)</b>	<b>(32)</b>
<b>ASSET MANAGEMENT</b>					
Management and other fees	727	693	684	5	6
Incentive fees	78	42	34	86	129
Equity investments	3,717	3,120	924	19	302
Lending and debt investments	610	759	459	(20)	33
<b>Net revenues</b>	<b>5,132</b>	<b>4,614</b>	<b>2,101</b>	<b>11</b>	<b>144</b>
<b>CONSUMER &amp; WEALTH MANAGEMENT</b>					
Management and other fees	1,109	1,077	938	3	18
Incentive fees	15	26	10	(42)	50
Private banking and lending	260	264	155	(2)	68
Wealth management	1,384	1,367	1,103	1	25
Consumer banking	363	371	258	(2)	41
<b>Net revenues</b>	<b>1,747</b>	<b>1,738</b>	<b>1,361</b>	<b>1</b>	<b>28</b>
<b>Total net revenues</b>	<b>\$ 15,388</b>	<b>\$ 17,704</b>	<b>\$ 13,295</b>	<b>(13)</b>	<b>16</b>

Geographic Net Revenues (unaudited)<sup>2</sup>

\$ in millions

	THREE MONTHS ENDED		
	JUNE 30, 2021	MARCH 31, 2021	JUNE 30, 2020
Americas	\$ 9,957	\$ 10,825	\$ 8,289
EMEA	3,478	4,713	3,453
Asia	1,953	2,166	1,553
<b>Total net revenues</b>	<b>\$ 15,388</b>	<b>\$ 17,704</b>	<b>\$ 13,295</b>
Americas	65%	61%	62%
EMEA	22%	27%	26%
Asia	13%	12%	12%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Goldman Sachs Reports  
Second Quarter 2021 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries

**Segment Net Revenues (unaudited)**

\$ in millions

	SIX MONTHS ENDED		% CHANGE FROM JUNE 30, 2020
	JUNE 30, 2021	JUNE 30, 2020	
<b>INVESTMENT BANKING</b>			
Financial advisory	\$ 2,374	\$ 1,467	62 %
Equity underwriting	2,812	1,435	96
Debt underwriting	1,830	1,573	16
Underwriting	4,642	3,008	54
Corporate lending	364	366	(1)
<b>Net revenues</b>	<b>7,380</b>	<b>4,841</b>	<b>52</b>
<b>GLOBAL MARKETS</b>			
FICC intermediation	5,348	6,323	(15)
FICC financing	865	881	(2)
FICC	6,213	7,204	(14)
Equities intermediation	4,351	3,727	17
Equities financing	1,917	1,408	36
Equities	6,268	5,135	22
<b>Net revenues</b>	<b>12,481</b>	<b>12,339</b>	<b>1</b>
<b>ASSET MANAGEMENT</b>			
Management and other fees	1,420	1,324	7
Incentive fees	120	188	(36)
Equity investments	6,837	902	658
Lending and debt investments	1,369	(409)	N.M.
<b>Net revenues</b>	<b>9,746</b>	<b>2,005</b>	<b>386</b>
<b>CONSUMER &amp; WEALTH MANAGEMENT</b>			
Management and other fees	2,186	1,897	15
Incentive fees	41	79	(48)
Private banking and lending	524	337	55
Wealth management	2,751	2,313	19
Consumer banking	734	540	36
<b>Net revenues</b>	<b>3,485</b>	<b>2,853</b>	<b>22</b>
<b>Total net revenues</b>	<b>\$ 33,092</b>	<b>\$ 22,038</b>	<b>50</b>

**Geographic Net Revenues (unaudited)<sup>2</sup>**

\$ in millions

	SIX MONTHS ENDED	
	JUNE 30, 2021	JUNE 30, 2020
Americas	\$ 20,782	\$ 13,460
EMEA	8,191	5,561
Asia	4,119	3,017
<b>Total net revenues</b>	<b>\$ 33,092</b>	<b>\$ 22,038</b>
Americas	63%	61%
EMEA	25%	25%
Asia	12%	14%
<b>Total</b>	<b>100%</b>	<b>100%</b>

Goldman Sachs Reports  
Second Quarter 2021 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries

Consolidated Statements of Earnings (unaudited)

In millions, except per share amounts and headcount

	THREE MONTHS ENDED			% CHANGE FROM	
	JUNE 30, 2021	MARCH 31, 2021	JUNE 30, 2020	MARCH 31, 2021	JUNE 30, 2020
<b>REVENUES</b>					
Investment banking	\$ 3,450	\$ 3,566	\$ 2,733	(3)%	26 %
Investment management	1,905	1,796	1,635	6	17
Commissions and fees	833	1,073	875	(22)	(5)
Market making	3,274	5,893	5,787	(44)	(43)
Other principal transactions	4,297	3,894	1,321	10	225
<b>Total non-interest revenues</b>	<b>13,759</b>	<b>16,222</b>	<b>12,351</b>	<b>(15)</b>	<b>11</b>
Interest income	2,939	3,054	3,034	(4)	(3)
Interest expense	1,310	1,572	2,090	(17)	(37)
<b>Net interest income</b>	<b>1,629</b>	<b>1,482</b>	<b>944</b>	<b>10</b>	<b>73</b>
<b>Total net revenues</b>	<b>15,388</b>	<b>17,704</b>	<b>13,295</b>	<b>(13)</b>	<b>16</b>
<b>Provision for credit losses</b>	<b>(92)</b>	<b>(70)</b>	<b>1,590</b>	<b>N.M.</b>	<b>N.M.</b>
<b>OPERATING EXPENSES</b>					
Compensation and benefits	5,263	6,043	4,478	(13)	18
Transaction based	1,125	1,256	1,014	(10)	11
Market development	115	80	89	44	29
Communications and technology	371	375	345	(1)	8
Depreciation and amortization	520	498	499	4	4
Occupancy	241	247	233	(2)	3
Professional fees	344	360	311	(4)	11
Other expenses	661	578	3,445	14	(81)
<b>Total operating expenses</b>	<b>8,640</b>	<b>9,437</b>	<b>10,414</b>	<b>(8)</b>	<b>(17)</b>
Pre-tax earnings	6,840	8,337	1,291	(18)	430
Provision for taxes	1,354	1,501	918	(10)	47
<b>Net earnings</b>	<b>5,486</b>	<b>6,836</b>	<b>373</b>	<b>(20)</b>	<b>N.M.</b>
Preferred stock dividends	139	125	176	11	(21)
<b>Net earnings applicable to common shareholders</b>	<b>\$ 5,347</b>	<b>\$ 6,711</b>	<b>\$ 197</b>	<b>(20)</b>	<b>N.M.</b>
<b>EARNINGS PER COMMON SHARE<sup>2</sup></b>					
Basic	\$ 15.22	\$ 18.80	\$ 0.53	(19)%	N.M.%
Diluted	\$ 15.02	\$ 18.60	\$ 0.53	(19)	N.M.
<b>AVERAGE COMMON SHARES</b>					
Basic	350.8	356.6	355.7	(2)	(1)
Diluted	356.0	360.9	355.7	(1)	–
<b>SELECTED DATA AT PERIOD-END</b>					
Common shareholders' equity	\$ 92,687	\$ 88,461	\$ 78,826	5	18
Basic shares <sup>2</sup>	349.9	352.7	355.8	(1)	(2)
Book value per common share	\$ 264.90	\$ 250.81	\$ 221.55	6	20
Headcount	40,800	40,300	39,100	1	4

Goldman Sachs Reports  
Second Quarter 2021 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries

Consolidated Statements of Earnings (unaudited)

In millions, except per share amounts

	SIX MONTHS ENDED		% CHANGE FROM JUNE 30, 2020
	JUNE 30, 2021	JUNE 30, 2020	
<b>REVENUES</b>			
Investment banking	\$ 7,016	\$ 4,475	57 %
Investment management	3,701	3,403	9
Commissions and fees	1,906	1,895	1
Market making	9,167	9,469	(3)
Other principal transactions	8,191	539	N.M.
<b>Total non-interest revenues</b>	<b>29,981</b>	<b>19,781</b>	<b>52</b>
Interest income	5,993	7,784	(23)
Interest expense	2,882	5,527	(48)
<b>Net interest income</b>	<b>3,111</b>	<b>2,257</b>	<b>38</b>
<b>Total net revenues</b>	<b>33,092</b>	<b>22,038</b>	<b>50</b>
<b>Provision for credit losses</b>	<b>(162)</b>	<b>2,527</b>	<b>N.M.</b>
<b>OPERATING EXPENSES</b>			
Compensation and benefits	11,306	7,713	47
Transaction based	2,381	2,044	16
Market development	195	242	(19)
Communications and technology	746	666	12
Depreciation and amortization	1,018	936	9
Occupancy	488	471	4
Professional fees	704	658	7
Other expenses	1,239	4,142	(70)
<b>Total operating expenses</b>	<b>18,077</b>	<b>16,872</b>	<b>7</b>
Pre-tax earnings	15,177	2,639	475
Provision for taxes	2,855	1,053	171
<b>Net earnings</b>	<b>12,322</b>	<b>1,586</b>	<b>677</b>
Preferred stock dividends	264	266	(1)
<b>Net earnings applicable to common shareholders</b>	<b>\$ 12,058</b>	<b>\$ 1,320</b>	<b>813</b>
<b>EARNINGS PER COMMON SHARE<sup>2</sup></b>			
Basic	\$ 34.06	\$ 3.66	831 %
Diluted	\$ 33.64	\$ 3.66	819
<b>AVERAGE COMMON SHARES</b>			
Basic	353.6	356.8	(1)
Diluted	358.4	356.8	—

Goldman Sachs Reports  
**Second Quarter 2021 Earnings Results**

**The Goldman Sachs Group, Inc. and Subsidiaries**

**Condensed Consolidated Balance Sheets (unaudited)<sup>4</sup>**

\$ in billions

	AS OF	
	JUNE 30, 2021	MARCH 31, 2021
<b>ASSETS</b>		
Cash and cash equivalents	\$ 240	\$ 191
Collateralized agreements	350	325
Customer and other receivables	162	165
Trading assets	376	374
Investments	91	88
Loans	131	121
Other assets	38	38
<b>Total assets</b>	<b>\$ 1,388</b>	<b>\$ 1,302</b>
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>		
Deposits	\$ 306	\$ 286
Collateralized financings	217	193
Customer and other payables	239	224
Trading liabilities	199	201
Unsecured short-term borrowings	62	58
Unsecured long-term borrowings	239	219
Other liabilities	24	23
<b>Total liabilities</b>	<b>1,286</b>	<b>1,204</b>
Shareholders' equity	102	98
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,388</b>	<b>\$ 1,302</b>

**Capital Ratios and Supplementary Leverage Ratio (unaudited)<sup>2,4</sup>**

\$ in billions

	AS OF	
	JUNE 30, 2021	MARCH 31, 2021
Common equity tier 1 capital	\$ 89.4	\$ 85.2
<b>STANDARDIZED CAPITAL RULES</b>		
Risk-weighted assets	\$ 621	\$ 595
Common equity tier 1 capital ratio	14.4%	14.3%
<b>ADVANCED CAPITAL RULES</b>		
Risk-weighted assets	\$ 667	\$ 630
Common equity tier 1 capital ratio	13.4%	13.5%
<b>SUPPLEMENTARY LEVERAGE RATIO</b>		
Supplementary leverage ratio	5.5% <sup>5</sup>	6.5%

**Average Daily VaR (unaudited)<sup>2,4</sup>**

\$ in millions

	THREE MONTHS ENDED	
	JUNE 30, 2021	MARCH 31, 2021
<b>RISK CATEGORIES</b>		
Interest rates	\$ 64	\$ 58
Equity prices	48	51
Currency rates	13	12
Commodity prices	22	22
Diversification effect	(57)	(54)
<b>Total</b>	<b>\$ 90</b>	<b>\$ 89</b>



Goldman Sachs Reports  
Second Quarter 2021 Earnings Results

The Goldman Sachs Group, Inc. and Subsidiaries  
Assets Under Supervision (unaudited)<sup>2,4</sup>

\$ in billions

SEGMENT	AS OF		
	JUNE 30, 2021	MARCH 31, 2021	JUNE 30, 2020
Asset Management	\$ 1,633	\$ 1,567	\$ 1,499
Consumer & Wealth Management	672	637	558
<b>Total AUS</b>	<b>\$ 2,305</b>	<b>\$ 2,204</b>	<b>\$ 2,057</b>
<b>ASSET CLASS</b>			
Alternative investments	\$ 211	\$ 197	\$ 179
Equity	558	516	394
Fixed income	914	885	817
Total long-term AUS	1,683	1,598	1,390
Liquidity products	622	606	667
<b>Total AUS</b>	<b>\$ 2,305</b>	<b>\$ 2,204</b>	<b>\$ 2,057</b>

ASSET MANAGEMENT	THREE MONTHS ENDED		
	JUNE 30, 2021	MARCH 31, 2021	JUNE 30, 2020
Beginning balance	\$ 1,567	\$ 1,530	\$ 1,309
Net inflows / (outflows):			
Alternative investments	3	3	(2)
Equity	(5)	3	3
Fixed income	12	16	6
Total long-term AUS net inflows / (outflows)	10	22	7
Liquidity products	16	29	121
Total AUS net inflows / (outflows)	26	51	128
Net market appreciation / (depreciation)	40	(14)	62
<b>Ending balance</b>	<b>\$ 1,633</b>	<b>\$ 1,567</b>	<b>\$ 1,499</b>
<b>CONSUMER &amp; WEALTH MANAGEMENT</b>			
Beginning balance	\$ 637	\$ 615	\$ 509
Net inflows / (outflows):			
Alternative investments	5	2	–
Equity	8	11	(1)
Fixed income	(1)	2	–
Total long-term AUS net inflows / (outflows)	12	15	(1)
Liquidity products	–	(6)	12
Total AUS net inflows / (outflows)	12	9	11
Net market appreciation / (depreciation)	23	13	38
<b>Ending balance</b>	<b>\$ 672</b>	<b>\$ 637</b>	<b>\$ 558</b>
<b>FIRMWIDE</b>			
Beginning balance	\$ 2,204	\$ 2,145	\$ 1,818
Net inflows / (outflows):			
Alternative investments	8	5	(2)
Equity	3	14	2
Fixed income	11	18	6
Total long-term AUS net inflows / (outflows)	22	37	6
Liquidity products	16	23	133
Total AUS net inflows / (outflows)	38	60	139
Net market appreciation / (depreciation)	63	(1)	100
<b>Ending balance</b>	<b>\$ 2,305</b>	<b>\$ 2,204</b>	<b>\$ 2,057</b>

## 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:

<i>Unaudited, \$ in millions</i>	AVERAGE FOR THE	
	THREE MONTHS ENDED JUNE 30, 2021	SIX MONTHS ENDED JUNE 30, 2021
Total shareholders' equity	\$ 99,294	\$ 97,735
Preferred stock	(9,203)	(9,489)
Common shareholders' equity	90,091	88,246
Goodwill	(4,332)	(4,332)
Identifiable intangible assets	(552)	(581)
Tangible common shareholders' equity	\$ 85,207	\$ 83,333

2. For information about the following items, see the referenced sections in Part I, Item 2 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the firm's Quarterly Report on Form 10-Q for the period ended March 31, 2021: (i) investment banking transaction backlog – see "Results of Operations – Investment Banking" (ii) assets under supervision – see "Results of Operations – Assets Under Supervision" (iii) efficiency ratio – see "Results of Operations – Operating Expenses" (iv) share repurchase program – see "Equity Capital Management and Regulatory Capital – Equity 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, see the referenced sections in Part I, Item 1 "Financial Statements (Unaudited)" in the firm's Quarterly Report on Form 10-Q for the period ended March 31, 2021: (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 EPS – see Note 21 "Earnings Per Common Share."

3. Dealogic – January 1, 2021 through June 30, 2021.
4. Represents a preliminary estimate for the second quarter of 2021 and may be revised in the firm's Quarterly Report on Form 10-Q for the period ended June 30, 2021.
5. Effective April 1, 2021, the Federal Reserve's temporary amendment permitting the exclusion of average holdings of U.S. Treasury securities and average deposits at the Federal Reserve from the calculation of the supplementary leverage ratio expired. The impact of this change was a decrease in the firm's supplementary leverage ratio of approximately 0.8 percentage points.

Second Quarter 2021  
Earnings Results Presentation

July 13, 2021

# Results Snapshot



Net Revenues	
2Q21	\$15.39 billion
2Q21 YTD	\$33.09 billion

Net Earnings	
2Q21	\$5.49 billion
2Q21 YTD	\$12.32 billion

EPS	
2Q21	\$15.02
2Q21 YTD	\$33.64

Annualized ROE <sup>1</sup>	
2Q21	23.7%
2Q21 YTD	27.3%

Annualized ROTe <sup>1</sup>	
2Q21	25.1%
2Q21 YTD	28.9%

Book Value	
BVPS	\$264.90
YTD Growth	12.2%

## Highlights

Second highest firmwide quarterly net revenues, net earnings & EPS

Record Consumer & Wealth Management net revenues

#1 in M&A and Equity and equity-related offerings<sup>2</sup>  
Record Investment Banking backlog<sup>3</sup>

Record Firmwide AUS<sup>3,4</sup>  
Record Firmwide Management and other fees

Record Asset Management net revenues

Dividend increase of 60% to  
\$2.00 per common share beginning in 3Q21

## Macro Factors

- GDP Growth Amid Continued Reopenings
- Accommodative Monetary & Fiscal Policy
- Inflation Pickup Expected to be Temporary
- Delta Variant & Uneven Vaccination Rates Create Uncertainty

## Economic Fundamentals

### Economic Growth Expected in 2021 and 2022

GDP Growth:	U.S.	Global
2021   2022	+6.8%   +4.7%	+6.6%   +4.8%

### Improving Fundamentals in 2021

Consumer Spending Rebounding	CEO Confidence Improving	U.S. Unemployment Declining
------------------------------	--------------------------	-----------------------------

Continued Rise in Equity Markets

S&P 500: +8% in 2Q21  
MSCI World: +7% in 2Q21

Lower Government Bond Yields

10-Yr UST: -(30)bps QoQ  
10-Yr U.K. Gilt: -(15)bps QoQ

Moderation in Trading Volumes and Volatility

NYSE Volumes: (30)% QoQ  
Avg. VIX: (22)% QoQ

# Financial Overview

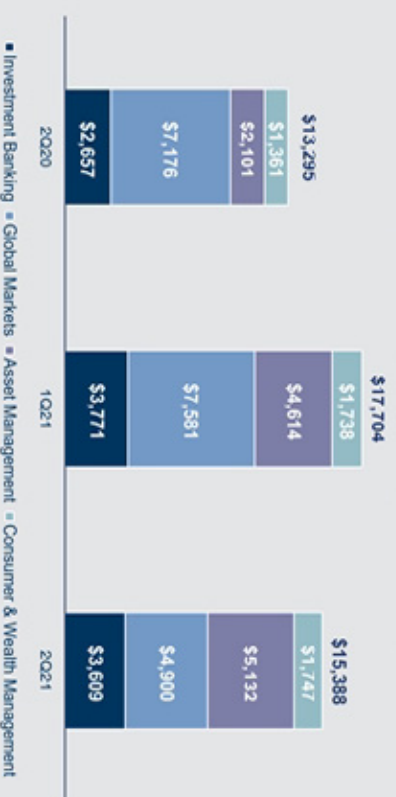
## Financial Results

	\$ in millions, except per share amounts		vs.		2021 YTD	2020 YTD
	2021	1Q21	2020			
Investment Banking	\$ 3,609	-4%	36%		\$ 7,380	52%
Global Markets	4,900	-35%	-32%		12,481	1%
Asset Management	5,132	11%	144%		9,746	396%
Consumer & Wealth Management	1,747	1%	28%		3,485	22%
<b>Net revenues</b>	<b>\$ 15,388</b>	<b>-13%</b>	<b>16%</b>		<b>\$ 33,092</b>	<b>50%</b>
Provision for credit losses	(92)	N.M.	N.M.		(162)	N.M.
Operating expenses	8,640	-8%	-17%		18,077	7%
<b>Pre-tax earnings</b>	<b>6,840</b>	<b>-18%</b>	<b>430%</b>		<b>15,177</b>	<b>475%</b>
Net earnings	5,486	-20%	N.M.		12,322	677%
Net earnings to common	\$ 5,347	-20%	N.M.		\$ 12,058	813%
Diluted EPS	\$ 19.02	-19%	N.M.		\$ 33.64	819%
ROE <sup>1</sup>	23.7%	-7.3pp	22.7pp		27.3%	24.0pp
ROTE <sup>1</sup>	25.1%	-7.8pp	24.1pp		28.9%	25.4pp
Efficiency Ratio <sup>3</sup>	56.1%	2.8pp	-22.2pp		54.6%	-22.0pp

## Financial Overview Highlights

- 2021 results included EPS of \$15.02 and ROE of 23.7%
  - 2021 net revenues were higher YoY, reflecting significantly higher net revenues in Asset Management, Investment Banking and Consumer & Wealth Management, partially offset by significantly lower net revenues in Global Markets
  - 2021 provision for credit losses was a net benefit of \$92 million, including a reserve reduction driven by improvements in the broader economic backdrop (across all segments), partially offset by provisions related to portfolio growth (primarily in credit card loans)
  - 2021 operating expenses were lower YoY, due to significantly lower net provisions for litigation and regulatory proceedings (primarily in Investment Banking and Global Markets), partially offset by higher compensation and benefits expenses
- Strong first half performance as 2021 YTD results included EPS of \$33.64 and ROE of 27.3%

### Net Revenues by Segment (\$ in millions)



# Investment Banking

## Financial Results

	\$ in millions		vs.		2021 YTD	2020 YTD
	2021	1Q21	2020			
Financial advisory	\$ 1,257	13%	83%		\$ 2,374	62%
Equity underwriting	1,243	-21%	18%		2,812	96%
Debt underwriting	950	8%	-4%		1,830	16%
Underwriting	2,193	-10%	7%		4,642	54%
Corporate lending	159	-22%	N.M.		364	-1%
Net revenues	3,609	-4%	36%		7,380	52%
Provision for credit losses	(107)	N.M.	N.M.		(270)	N.M.
Operating expenses	1,955	5%	-28%		3,818	-1%
Pre-tax earnings	\$ 1,761	-15%	N.M.		\$ 3,892	N.M.
Net earnings	\$ 1,413	-17%	N.M.		\$ 3,111	N.M.
Net earnings to common	\$ 1,393	-17%	N.M.		\$ 3,072	N.M.
Average common equity	\$ 9,792	-7%	-12%		\$ 10,078	-10%
Return on average common equity	56.9%	(6.7)pp	80.8pp		61.0%	66.7pp

## Investment Banking Highlights

- 2021 net revenues were significantly higher YoY
- Financial advisory net revenues reflected an increase in completed mergers and acquisitions transactions
- Underwriting net revenues reflected strong Equity Underwriting performance, primarily from initial public offerings activity, partially offset by significantly lower secondary offerings activity. Debt Underwriting net revenues were slightly lower, reflecting significantly lower investment-grade volumes, partially offset by elevated leveraged finance volumes
- Corporate lending net revenues primarily reflected higher net interest income
- Overall backlog<sup>2</sup> increased significantly vs. year-end and was a record at the end of 2021, and increased QoQ across advisory, equity underwriting and debt underwriting

## Investment Banking Net Revenues (\$ in millions)



■ Financial advisory = Equity underwriting = Debt underwriting = Corporate lending

Financial Results

	\$ in millions		vs.		2021 YTD	2020 YTD
	2021	1Q21	2020	1Q21		
FICC	\$ 2,320	-40%	-45%		\$ 6,213	-14%
Equities	2,580	-30%	-12%		6,268	22%
Net revenues	4,900	-35%	-32%		12,481	1%
Provision for credit losses	14	N.M.	-92%		(6)	N.M.
Operating expenses	3,373	-19%	-35%		7,558	-6%
Pre-tax earnings	\$ 1,513	-56%	-17%		\$ 4,929	21%
Net earnings	\$ 1,201	-57%	187%		\$ 4,002	64%
Net earnings to common	\$ 1,121	-59%	268%		\$ 3,851	70%
Average common equity	\$ 44,430	8%	4%		\$ 42,741	4%
Return on average common equity	10.1%	(16.5)pp	7.2pp		18.0%	6.9pp

Global Markets Highlights

- 2021 net revenues were significantly lower YoY compared with a very strong 2020, corresponding with lower activity in FICC. The prior year period reflected heightened volatility and significant market dislocations
- On a sequential basis, the 2021 operating environment was characterized by less favorable market-making conditions and more modest yet solid client activity levels
- During the quarter, volatility and interest rates were lower and equity prices were generally higher

Global Markets Net Revenues (\$ in millions)





## Global Markets – FICC & Equities

### FICC Net Revenues

	\$ in millions		vs.		2021 YTD	2020 YTD	vs.
	2021	1Q21	1Q21	2Q20			
FICC intermediation	\$ 1,897	-45%	-50%	\$ 5,348	-15%		
FICC financing	423	-4%	-6%	865	-2%		
FICC	\$ 2,320	-40%	-45%	\$ 6,213	-14%		

#### FICC Highlights

- 2021 net revenues were significantly lower YoY
- FICC intermediation net revenues reflected significantly lower net revenues in interest rate products, credit products and commodities, and lower net revenues in mortgages and currencies
- FICC financing net revenues were lower, reflecting lower net revenues from repurchase agreements, partially offset by higher net revenues from mortgage lending

### Equities Net Revenues

	\$ in millions		vs.		2021 YTD	2020 YTD	vs.
	2021	1Q21	1Q21	2Q20			
Equities intermediation	\$ 1,765	-32%	-20%	\$ 4,351	17%		
Equities financing	815	-26%	10%	1,917	36%		
Equities	\$ 2,580	-30%	-12%	\$ 6,268	22%		

#### Equities Highlights

- 2021 net revenues were lower YoY
- Equities intermediation net revenues reflected significantly lower net revenues in cash products and lower net revenues in derivatives
- Equities financing net revenues reflected higher average client balances
- Record average Prime balances in 2021

# Asset Management

## Financial Results

	\$ in millions			vs.	
	2021	1Q21	2020	2021 YTD	2020 YTD
Management and other fees	\$ 727	5%	6%	\$ 1,420	7%
Incentive fees	78	86%	129%	120	-36%
Equity investments	3,717	19%	302%	6,837	658%
Lending and debt investments	610	-20%	33%	1,369	N.M.
Net revenues	5,132	11%	144%	9,746	396%
Provision for credit losses	(65)	N.M.	N.M.	(12)	N.M.
Operating expenses	1,943	3%	46%	3,833	52%
Pre-tax earnings	\$ 3,254	22%	553%	\$ 5,925	N.M.
Net earnings	\$ 2,620	20%	269%	\$ 4,810	N.M.
Net earnings to common	\$ 2,592	20%	279%	\$ 4,757	N.M.
Average common equity	\$ 25,410	3%	32%	\$ 25,092	23%
Return on average common equity	40.8%	5.6pp	26.6pp	37.9%	43.5pp

## Asset Management Highlights

- 2021 net revenues more than doubled YoY
- Management and other fees included higher average AUS and higher other fees, partially offset by fee waivers on money market funds
- Equity investments produced record net revenues, with the YoY increase primarily driven by significantly higher net gains from investments in private equities, driven by company-specific events, including capital raises and sales, and improved corporate performance versus a challenging 2020
  - Private: 2Q21 ~\$2.815 billion, compared to 2Q20 ~\$290 million
  - Public: 2Q21 ~\$900 million, compared to 2Q20 ~\$635 million
- Lending and debt investments net revenues primarily reflected higher net interest income

## Asset Management Net Revenues (\$ in millions)

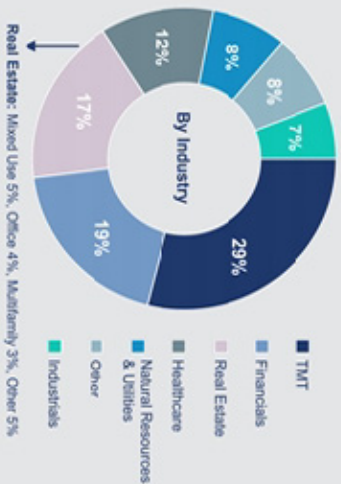
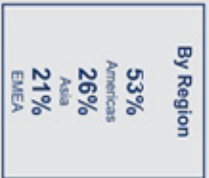


■ Management and other fees ■ Incentive fees ■ Equity investments ■ Lending and debt investments

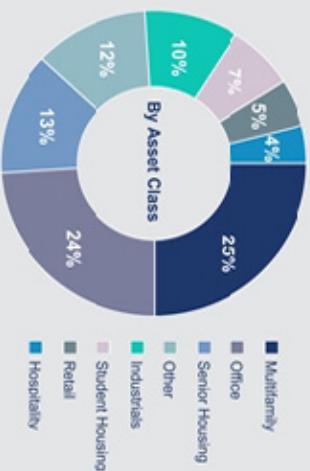
# Asset Management – Asset Mix



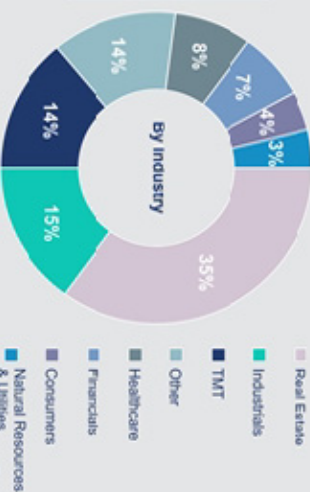
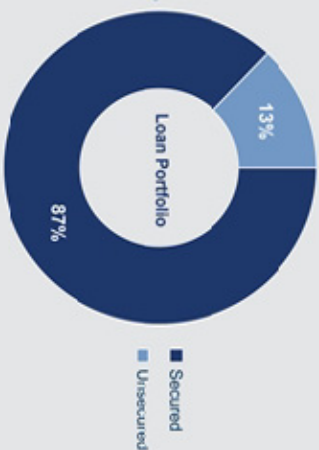
## Equity Investments of \$21 billion<sup>4</sup> \$17 Billion Private, \$4 Billion Public



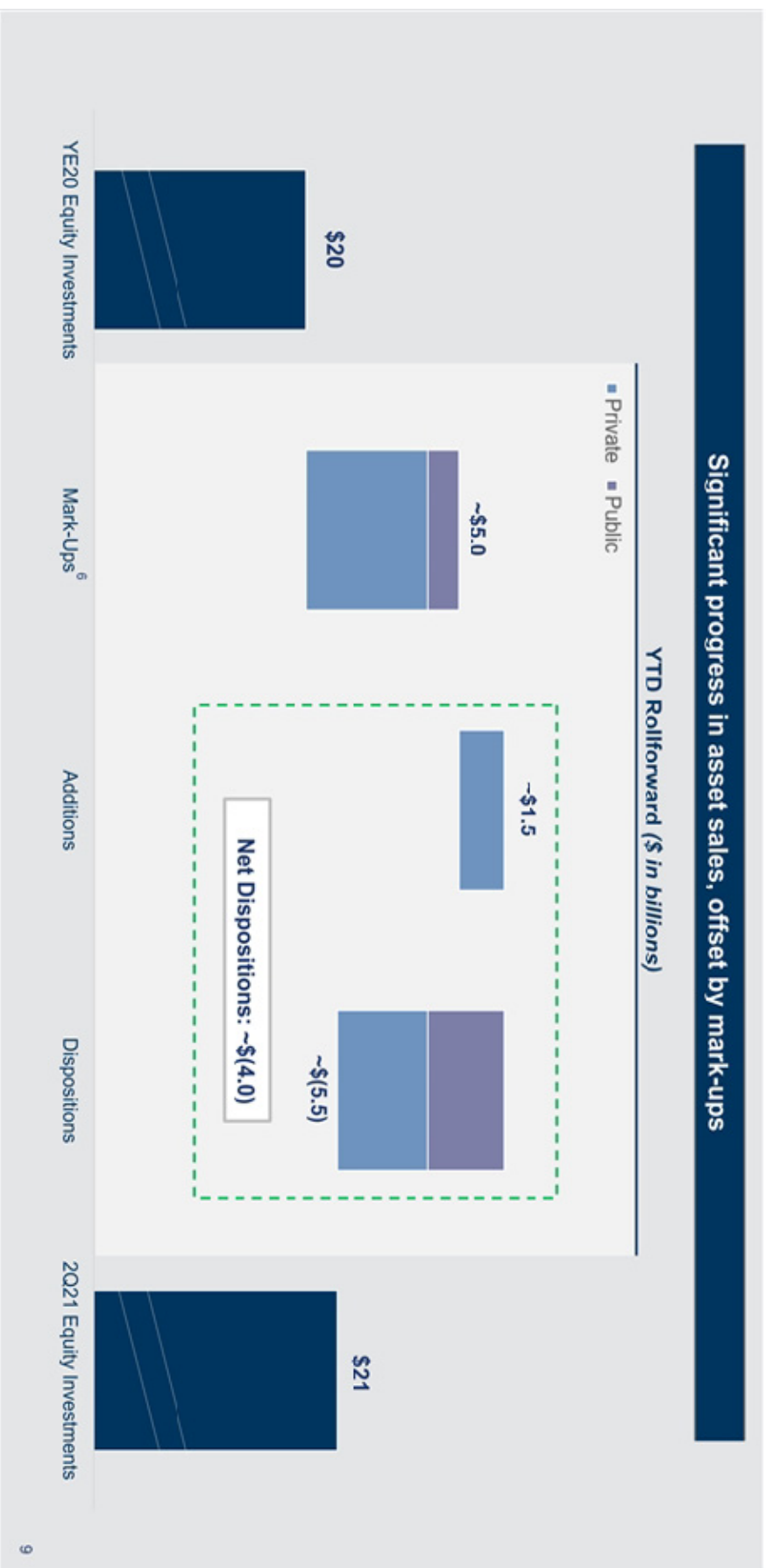
## Consolidated Investment Entities<sup>5</sup> of \$18 billion<sup>4</sup> Funded with liabilities of ~\$10 billion<sup>5</sup>



## Lending and Debt Investments of \$31 billion<sup>4</sup>



**Significant progress in asset sales, offset by mark-ups**



# Consumer & Wealth Management



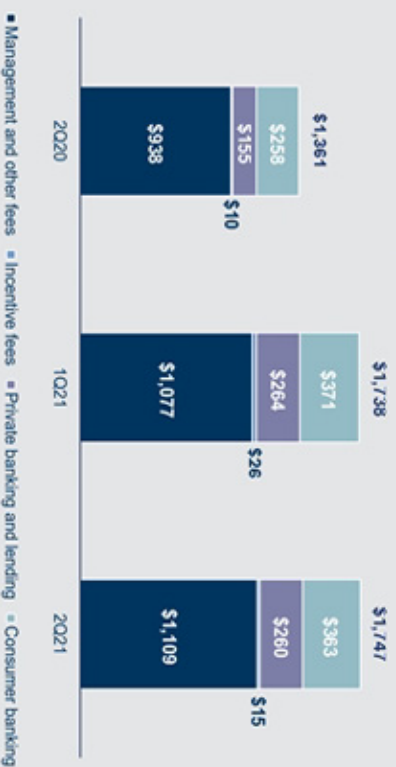
## Financial Results

	\$ in millions		vs.		2021 YTD	2020 YTD
	2021	10Q1	10Q1	2020		
Management and other fees	\$ 1,109		3%	18%	\$ 2,186	15%
Incentive fees	15		-42%	50%	41	-48%
Private banking and lending	260		-2%	68%	524	55%
Wealth management	1,384		1%	25%	2,751	19%
Consumer banking	363		-2%	41%	734	36%
Net revenues	1,747		1%	28%	3,485	22%
Provision for credit losses	66		10%	-79%	126	-74%
Operating expenses	1,369		-9%	14%	2,868	17%
Pre-tax earnings	\$ 312		74%	N.M.	\$ 491	N.M.
Net earnings	\$ 252		71%	N.M.	\$ 309	N.M.
Net earnings to common	\$ 241		76%	N.M.	\$ 378	N.M.
Average common equity	\$ 10,459		2%	39%	\$ 10,335	42%
Return on average common equity	9.2%		3.9pp	16.1pp	7.3%	9.1pp

## Consumer & Wealth Management Highlights

- 2021 net revenues were a record and significantly higher YoY
- Wealth management net revenues primarily reflected the impact of higher average AUS and higher loan balances
- Consumer banking net revenues reflected higher deposit and credit card balances

## Consumer & Wealth Management Net Revenues (\$ in millions)



# Asset Management and Consumer & Wealth Management Details

## Firmwide Assets Under Supervision<sup>3,4</sup>

	\$ in billions		2021		1Q21		2020	
Asset Management	\$	1,633	\$	1,567	\$	1,499		
Consumer & Wealth Management		672		637		558		
<b>Firmwide AUS</b>	<b>\$</b>	<b>2,305</b>	<b>\$</b>	<b>2,204</b>	<b>\$</b>	<b>2,057</b>		

## Firmwide Management and Other Fees/Incentive Fees

	\$ in millions		vs. 1Q21		vs. 2Q20		2021 YTD		vs. 2020 YTD	
Asset Management	\$	727	5%		6%	\$	1,420		7%	
Consumer & Wealth Management		1,109	3%		10%		2,106		15%	
<b>Total Management and other fees</b>	<b>\$</b>	<b>1,836</b>	<b>4%</b>		<b>13%</b>	<b>\$</b>	<b>3,606</b>		<b>12%</b>	
Asset Management	\$	78	86%		129%	\$	120		-36%	
Consumer & Wealth Management		15	-42%		50%		41		-48%	
<b>Total Incentive fees</b>	<b>\$</b>	<b>93</b>	<b>37%</b>		<b>111%</b>	<b>\$</b>	<b>161</b>		<b>-40%</b>	

## Highlights<sup>3,4</sup>

- Firmwide AUS increased \$101 billion during the quarter to a record \$2.31 trillion, as Asset Management AUS increased \$66 billion and Consumer & Wealth Management AUS increased \$35 billion
- Long-term net inflows of \$22 billion, primarily driven by fixed income and alternative assets
- Liquidity products net inflows of \$16 billion
- Net market appreciation of \$63 billion, primarily driven by equity and fixed income assets
- Firmwide Management and other fees increased 13% YoY to a record \$1.84 billion

## 2Q21 AUS Mix<sup>3,4</sup>



# Net Interest Income and Loans



## Net Interest Income by Segment (\$ in millions)



## Net Interest Income Highlights

- 2021 net interest income increased 73% YoY
- The YoY increase in net interest income reflected lower funding expenses due to lower rates and a continued shift to lower cost deposit funding, and an increase in interest-earning assets

## Loans<sup>4</sup>

	2021		1Q21		2020	
	\$	\$	\$	\$	\$	\$
Corporate	48	48	48	59		
Wealth management	40	36	28			
Commercial real estate	20	21	17			
Residential real estate	12	9	5			
Installation	3	3	5			
Credit cards	5	4	2			
Other	6	4	5			
Allowance for loan losses	(3)	(4)	(4)			
<b>Total Loans</b>	<b>131</b>	<b>121</b>	<b>117</b>			

## Metrics

**2.7%**  
ALL to Total Gross Loans, at Amortized Cost

**2.0%**  
ALL to Gross Wholesale Loans, at Amortized Cost

**13.0%**  
ALL to Gross Consumer Loans, at Amortized Cost

## Lending Highlights

- Total loans increased \$10 billion, up 8% QoQ, primarily reflecting growth in wealth management, residential real estate (primarily in warehouse lending), and credit card loans
- Total allowance was \$4.09 billion (including \$3.27 billion for funded loans), down ~\$0.14 billion QoQ
  - \$2.81 billion for wholesale loans, \$1.28 billion for consumer loans
- Provision for credit losses was a net benefit of \$92 million in 2021, compared with net provisions of \$1.59 billion in 2020
- 2021 net charge-offs of \$40 million for an annualized net charge-off rate of 0.2%, down 10bps QoQ
  - Wholesale annualized net charge-off rate of 0.0%, down 10bps QoQ
  - Consumer annualized net charge-off rate of 2.8%, down 30bps QoQ

# Expenses

## Financial Results

	\$ in millions		vs.		2021 YTD		vs.	
	2021	1Q21	2020	1Q20	2021 YTD	2020 YTD	2020 YTD	1Q20
Compensation and benefits	\$ 5,263	-13%	18%	\$ 11,306	47%			
Transaction based	1,125	-10%	11%	2,381	16%			
Market development	115	44%	29%	195	-19%			
Communications and technology	371	-1%	8%	746	12%			
Depreciation and amortization	520	4%	4%	1,018	9%			
Occupancy	241	-2%	3%	488	4%			
Professional fees	344	-4%	11%	704	7%			
Other expenses	661	14%	-81%	1,239	-70%			
<b>Total operating expenses</b>	<b>\$ 8,640</b>	<b>-8%</b>	<b>-17%</b>	<b>\$ 18,077</b>	<b>7%</b>			
Provision for taxes	\$ 1,354	-10%	47%	\$ 2,855	171%			
Effective Tax Rate				18.8%	-21.1pp			

## Expense Highlights

- 2021 total operating expenses decreased YoY
  - Non-compensation expenses down 43%, reflecting:
    - Significantly lower net provisions for litigation and regulatory proceedings (net provisions were \$226 million in 2021, compared with \$2.96 billion in 2020)
    - Higher transaction based expenses
    - Higher technology expenses
  - Compensation and benefits expenses up 18% (reflecting strong performance)
- 2021 YTD effective income tax rate was 18.8%, up from 18.0% for 1Q21, primarily due to a decrease in the impact of tax benefits on the settlement of employee share-based awards in the first half of 2021 compared with the first quarter of 2021

## Efficiency Ratio<sup>3</sup>





## Capital and Balance Sheet

### Capital<sup>3,4</sup>

	\$ in billions		
	2021	1Q21	2020
Common Equity Tier 1 (CET1) capital	\$ 89.4	\$ 85.2	\$ 74.7
Standardized RWAs	\$ 621	\$ 595	\$ 563
Standardized CET1 capital ratio	14.4%	14.3%	13.3%
Advanced RWAs	\$ 667	\$ 630	\$ 628
Advanced CET1 capital ratio	13.4%	13.5%	11.9%
Supplementary leverage ratio (SLR)	5.5% <sup>7</sup>	6.5%	6.6%

### Selected Balance Sheet Data<sup>4</sup>

	\$ in billions		
	2021	1Q21	2Q20
Total assets	\$ 1,388	\$ 1,302	\$ 1,142
Deposits	\$ 306	\$ 286	\$ 269
Unsecured long-term borrowings	\$ 239	\$ 219	\$ 223
Shareholders' equity	\$ 102	\$ 98	\$ 90
Average GCLA <sup>3</sup>	\$ 329	\$ 299	\$ 290

### Capital and Balance Sheet Highlights

- Standardized CET1 ratio increased QoQ, due to an increase in CET1 capital (reflecting net earnings in excess of share repurchases and dividends) partially offset by higher RWAs
- Advanced CET1 ratio decreased QoQ, reflecting higher credit and market RWAs (driven by increased exposure)
- SLR decreased QoQ, primarily driven by the expiration of the Federal Reserve's temporary amendment<sup>7</sup>
- Returned \$1.44 billion of capital to common shareholders during the quarter
  - Repurchased 2.8 million shares for a total cost of \$1.00 billion<sup>3</sup> in 2Q21
  - Paid \$441 million of capital in common stock dividends
- Increased the quarterly dividend from \$1.25 to \$2.00 per common share in 3Q21
- The firm's balance sheet increased \$86 billion QoQ, reflecting client demand
  - Deposits increased \$20 billion QoQ, reflecting an increase across channels, with particular growth in transaction banking, and Unsecured long-term borrowings increased \$20 billion QoQ
- BVPS increased 5.6% QoQ, driven by net earnings

### Book Value

	In millions, except per share amounts		
	2021	1Q21	2Q20
Basic shares <sup>3</sup>	349.9	352.7	355.8
Book value per common share	\$ 264.90	\$ 250.81	\$ 221.55
Tangible book value per common share <sup>1</sup>	\$ 251.02	\$ 236.90	\$ 208.08

## Cautionary Note Regarding Forward-Looking Statements

This presentation 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 and the forward-looking statements below, see "Risk Factors" in Part I, Item 1A of the firm's Annual Report on Form 10-K for the year ended December 31, 2020.

Information regarding the firm's assets under supervision, capital ratios, risk-weighted assets, supplementary leverage ratio, balance sheet data and global core liquid assets (GCLA) 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 regarding (i) estimated GDP growth and inflation trends, (ii) the impact of the COVID-19 pandemic on the firm's business, results, financial position and liquidity, (iii) the timing, profitability, benefits and other prospective aspects of business initiatives and the achievability of medium- and long-term targets and goals, (iv) the future state of the firm's liquidity and regulatory capital ratios, (v) the firm's prospective capital distributions (including dividends and repurchases), (vi) the firm's future effective income tax rate, (vii) the firm's investment banking transaction backlog, and (viii) the firm's planned 2021 debt benchmark issuances are forward-looking statements. Statements regarding estimated GDP growth and inflation trends are subject to the risk that actual GDP growth and inflation trends may differ, possibly materially, due to, among other things, changes in general economic conditions. Statements about the effects of the COVID-19 pandemic on the firm's business, results, financial position and liquidity are subject to the risk that the actual impact may differ, possibly materially, from what is currently expected. Statements about the timing, profitability, benefits and other prospective aspects of business initiatives and the achievability of medium and long-term targets and goals are based on the firm's current expectations regarding the firm's ability to implement these initiatives and achieve these targets and goals and may change, possibly materially, from what is currently expected. Statements about the future state of the firm's liquidity and regulatory capital ratios, as well as its prospective capital distributions, are subject to the risk that the firm's actual liquidity, regulatory capital ratios and capital distributions may differ, possibly materially, from what is currently expected. Statements about the firm's future effective income tax rate are subject to the risk that the firm's future effective income tax rate may differ from the anticipated rate indicated, possibly materially, due to, among other things, changes in the tax rates applicable to the firm, the firm's earnings mix or profitability, the entities in which the firm generates profits and the assumptions made in forecasting the firm's expected tax rate, and potential future guidance from the U.S. IRS. Statements about the firm's investment banking transaction backlog 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 of hostilities, 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. Statements regarding the firm's planned 2021 debt benchmark issuances are subject to the risk that actual issuances may differ, possibly materially, due to changes in market conditions, business opportunities or the firm's funding needs.

## Footnotes

- Annualized return on average common shareholders' equity (ROE) is calculated by dividing annualized net earnings applicable to common shareholders by average monthly common shareholders' equity. Annualized return on average tangible common shareholders' equity (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. Tangible book value per common share (TBVPS) is calculated by dividing tangible common shareholders' equity by basic shares. Management believes that tangible common shareholders' equity and TBVPS are meaningful because they are measures that the firm and investors use to assess capital adequacy and that ROTE is meaningful because it measures the performance of businesses consistently, whether they were acquired or developed internally. Tangible common shareholders' equity, ROTE and TBVPS 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 and ending common shareholders' equity to average and ending tangible common shareholders' equity:

<i>Unaudited</i> , \$ in millions	AVERAGE FOR THE		AS OF	
	THREE MONTHS ENDED JUNE 30, 2021	SIX MONTHS ENDED JUNE 30, 2021	JUNE 30, 2021	MARCH 31, 2021
Total shareholders' equity	\$ 99,294	\$ 97,735	\$ 101,890	\$ 97,664
Preferred stock	(9,203)	(9,489)	(9,203)	(9,203)
Common shareholders' equity	90,091	88,246	92,687	88,461
Goodwill	(4,332)	(4,332)	(4,332)	(4,332)
Identifiable intangible assets	(552)	(581)	(523)	(575)
Tangible common shareholders' equity	\$ 85,207	\$ 83,333	\$ 87,832	\$ 83,554
				\$ 74,034

- Dealogic – January 1, 2021 through June 30, 2021.
- For information about the following items, see the referenced sections in Part I, Item 2 "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the firm's Quarterly Report on Form 10-Q for the period ended March 31, 2021: (i) investment banking transaction backlog – see "Results of Operations – Investment Banking" (ii) assets under supervision – see "Results of Operations – Assets Under Supervision" (iii) efficiency ratio – see "Results of Operations – Operating Expenses" (iv) basic shares – see "Balance Sheet and Funding Sources – Balance Sheet Analysis and Metrics" (v) share repurchase program – see "Equity Capital Management and Regulatory Capital – Equity Capital Management" and (vi) global core liquid assets – see "Risk Management – Liquidity Risk Management."
- For information about risk-based capital ratios and the supplementary leverage ratio, see Note 20 "Regulation and Capital Adequacy" in Part I, Item 1 "Financial Statements (Unaudited)" in the firm's Quarterly Report on Form 10-Q for the period ended March 31, 2021.
- Represents a preliminary estimate for the second quarter of 2021 and may be revised in the firm's Quarterly Report on Form 10-Q for the period ended June 30, 2021.
- Includes consolidated investment entities, substantially all of which are engaged in real estate investment activities. These assets are generally accounted for at historical cost less depreciation. Substantially all liabilities are nonrecourse, thereby reducing the firm's equity at risk. Amounts by vintage, region and asset class are net of financings.
- Excludes operating net revenues and net gains on sales of consolidated investment entities, as well as revenues reported under Equity Investments for certain positions that are classified as debt (under GAAP) on the firm's balance sheet.
- Effective April 1, 2021, the Federal Reserve's temporary amendment permitting the excision of average holdings of U.S. Treasury securities and average deposits at the Federal Reserve from the calculation of the supplementary leverage ratio expired. The impact of this change was a decrease in the firm's supplementary leverage ratio of approximately 0.8 percentage points.