

# The Goldman Sachs Group, Inc.

## Fixed Income Fact Sheet

Fourth Quarter 2023

# Key Messages

## Credit Positive Strategy

- Improving our resilience, diversification and performance over the long term

## Strong Capital Position

- Well-capitalized
- Prudent allocators of capital
- Reducing AWM historical principal investments

## Conservative Liquidity Management

- Strong and conservative liquidity position
- Rigorous stress testing framework

## Increasingly Diversified Funding Mix

- Balanced across a wide range of funding channels
- Well diversified across debt products by issuing entities, currencies, tenors and investor types

## Asset Quality

- Controlled growth and diligent underwriting

## Strong Risk Management and Controls

- Longstanding focus on risk management culture, accountability and oversight

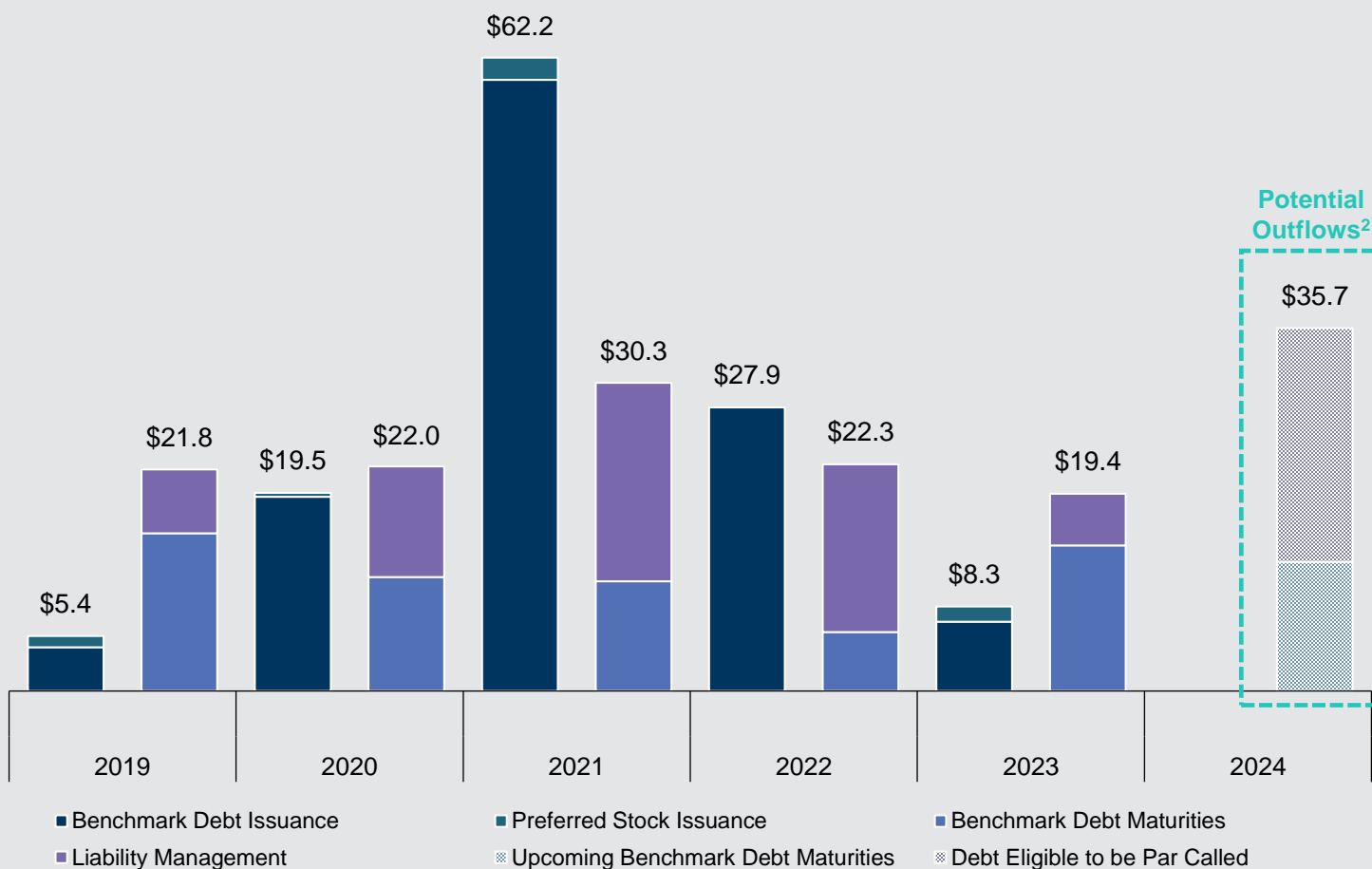
## FY Benchmark and Preferred Issuance

- ✓ FY 2023 benchmark issuance was significantly lower compared to 2022
  - \$6.75bn of USD issuance with a WAM<sup>1</sup> of ~6 years
- ✓ Called \$4.1bn of outstanding benchmark debt
- ✓ Issued \$0.5bn of preferred stock net of redemptions

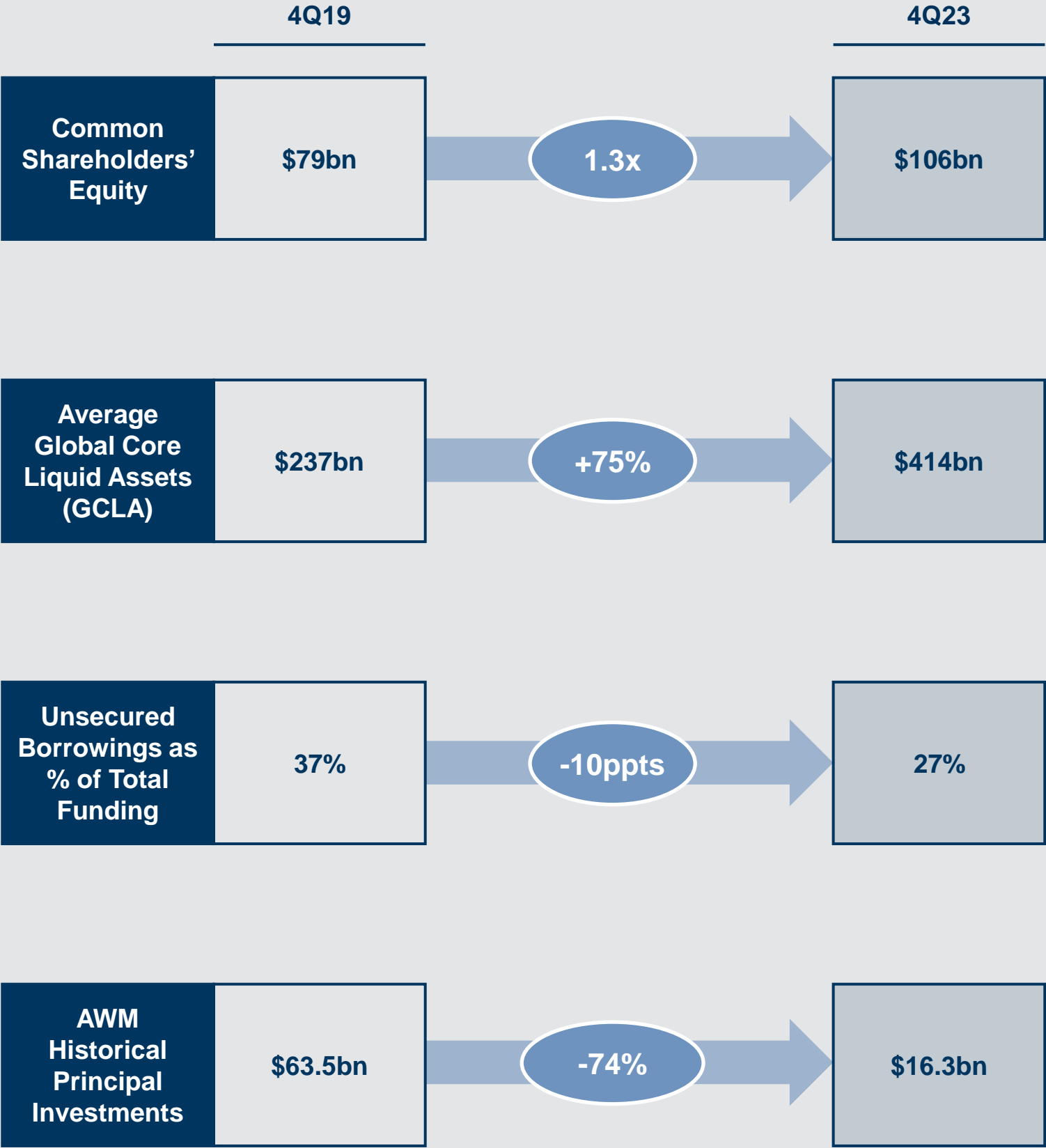
## Non-benchmark Issuance

- ✓ ~\$155bn of unsecured non-benchmark debt securities outstanding as of 4Q23
  - Includes structured debt and commercial paper
  - Issued across various entities
  - Provides access to institutional and retail channels

## Benchmark Debt and Preferred Stock Issuances vs. Maturities (\$bn)



# Managing Our Risk

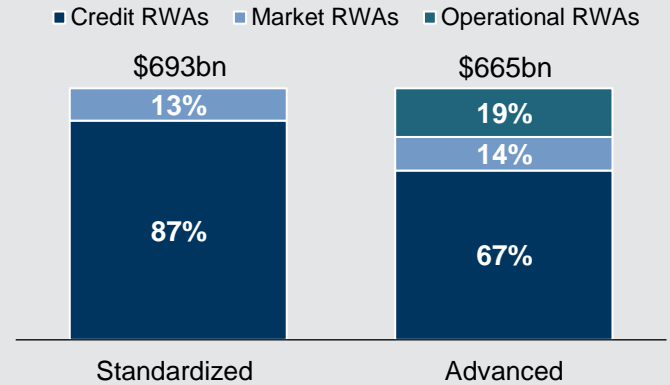


# Strong Capital Position

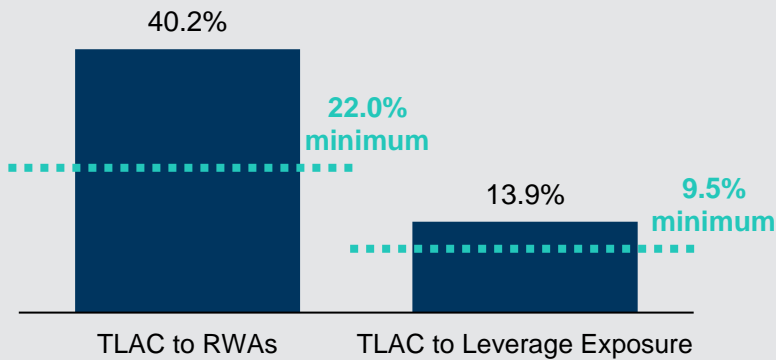
## Capital Management Philosophy

- ✓ Invest in accretive opportunities
- ✓ Pay a sustainable dividend
- ✓ Return excess capital via buybacks
- ✓ Target Standardized CET1 ratio in excess of regulatory min. by 50-100bps

## 4Q23 Risk Weighted Assets



## 4Q23 Total Loss-Absorbing Capacity



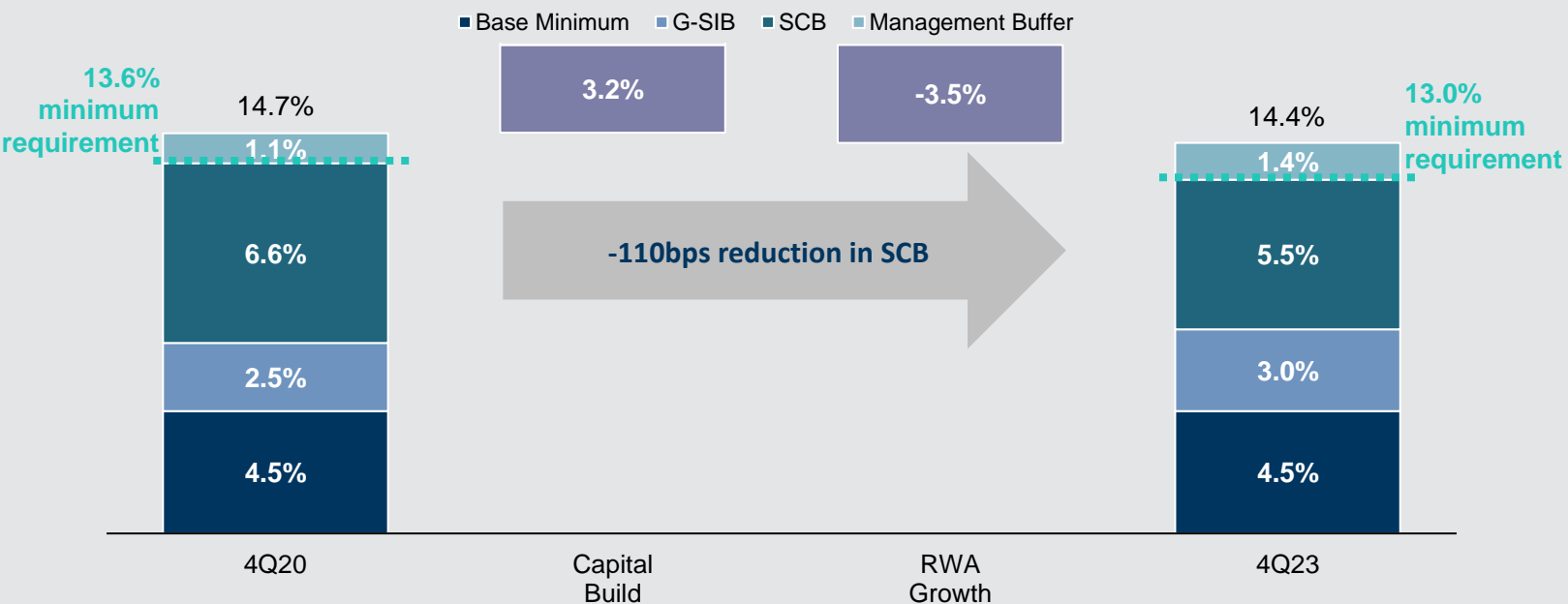
## 4Q23 Supplementary Leverage Ratio

**5.5%** Current vs. **5.0%** Requirement

**50bps**

Above regulatory minimum

## Standardized CET1 Ratio: Dynamic Capital Management



# Conservative Liquidity Management

## Liquidity Principles

- ✓ **Excess Liquidity:** Prefund estimated potential liquidity needs in a short-term stressed environment
- ✓ **Asset-Liability Management:** Conservative asset and liability management designed to ensure stability of financing
- ✓ **Stress Testing:** Rigorous and conservative stress tests underpin our excess liquidity and asset-liability management frameworks (e.g., MLO)
- ✓ **Contingency Funding Plan:** Maintain a contingency funding plan to provide a framework for analyzing and responding to a liquidity crisis or market stress

## Focused on Maintaining Excess Liquidity

128%

Average Daily Liquidity Coverage Ratio in 4Q23

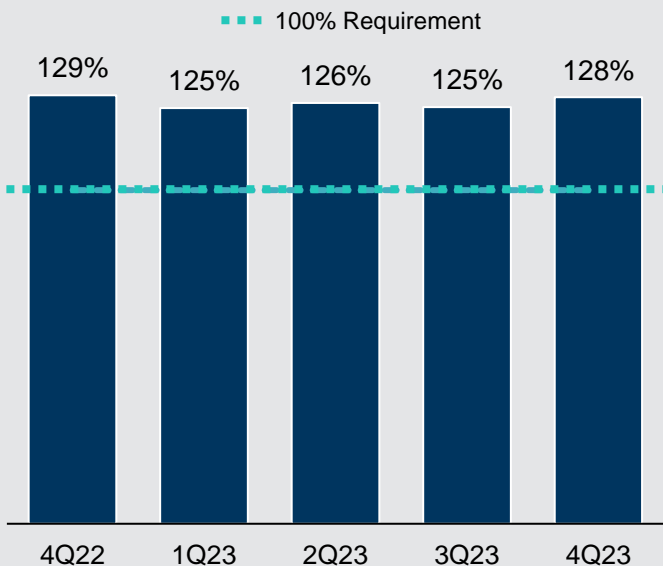
\$326bn

Average Eligible HQLA in 4Q23

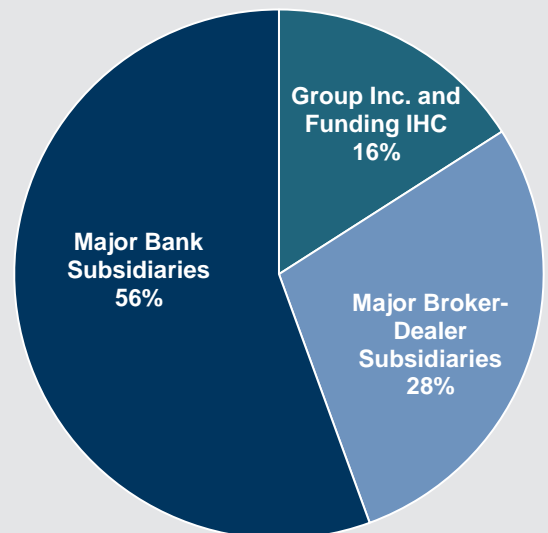
\$414bn

Average GCLA in 4Q23

## Average Daily Liquidity Coverage Ratio



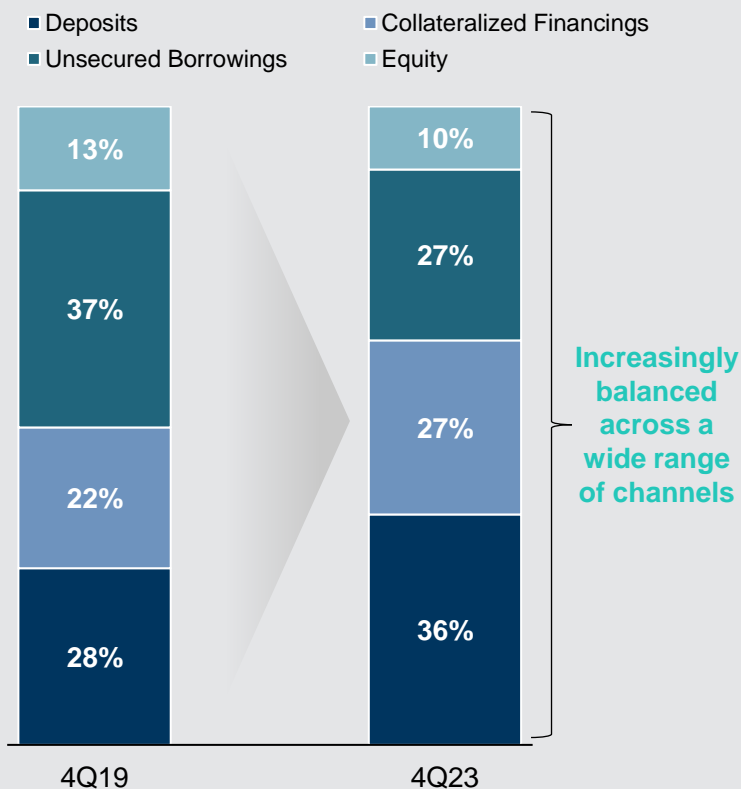
## 4Q23 Average GCLA by Entity



# Increasingly Diversified Funding Mix



## Funding Mix Evolution



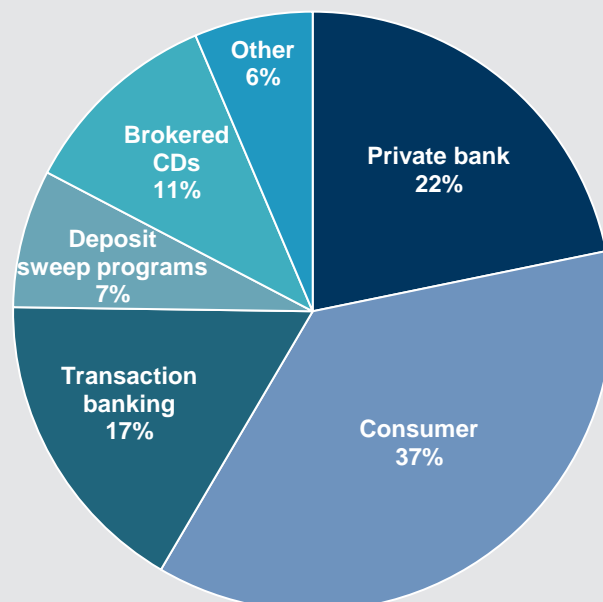
## Firmwide Sources of Funding

- **Deposits:** Have become a larger source of funding over time and are well diversified (see below)
- **Unsecured Long-Term Debt:** Well diversified across tenor, currency, investor type and geography; WAM of ~6 years as of 4Q23
- **Unsecured Short-Term Debt:** Includes ~\$49bn of the current portion of long-term debt as of 4Q23
- **Secured Funding:** Diversified across counterparties, tenor and geography
- **Shareholders' Equity:** Stable and perpetual source of funding

NSFR<sup>1</sup>: 116% in 4Q23  
vs. 100% Requirement

## 4Q23 Deposit Highlights

- ✓ Diversified by tenor and deposit channel including consumer, private bank, corporate, deposit sweep programs, institutional and brokered CDs
  - 28% are time deposits
- ✓ 66% of our total U.S. deposits are FDIC insured and 27% of our non-U.S. deposits are insured by non-U.S. programs as of 4Q23
  - ~90% of U.S. consumer deposits are insured
- ✓ Deposits make up 57% of unsecured funding liabilities as of 4Q23, above our 50% target<sup>2</sup>, reducing reliance on higher-cost unsecured debt
- ✓ Substantially all deposits are interest-bearing



Total Deposits: \$428bn

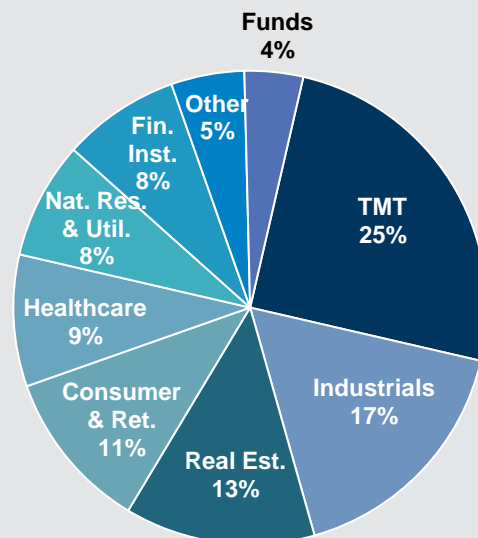
# Credit and Loan Overview

## Loan Portfolio Breakdown (\$bn)

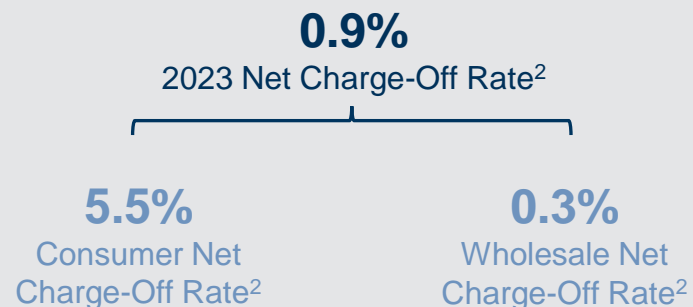
	4Q23	3Q23	4Q22
Corporate	36	37	40
Commercial real estate*	26	26	29
Residential real estate	25	24	23
Securities-based	15	15	17
Other collateralized	62	55	52
Installment	3	6	6
Credit cards	19	18	16
Other	2	2	2
Allowance for loan losses	(5)	(5)	(6)
<b>Total Loans</b>	<b>\$183</b>	<b>\$178</b>	<b>\$179</b>

\* Net of ALLL, Office loans were \$1bn in 4Q23

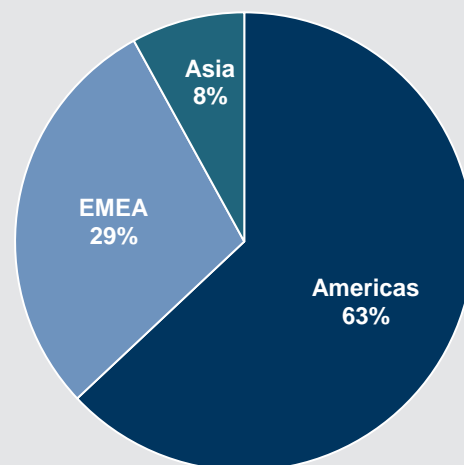
## 4Q23 Corporate Loans by Industry<sup>3</sup>



## 4Q23 Key Credit Metrics



## 4Q23 Corporate Loans by Geography



## Gross Secured Loans

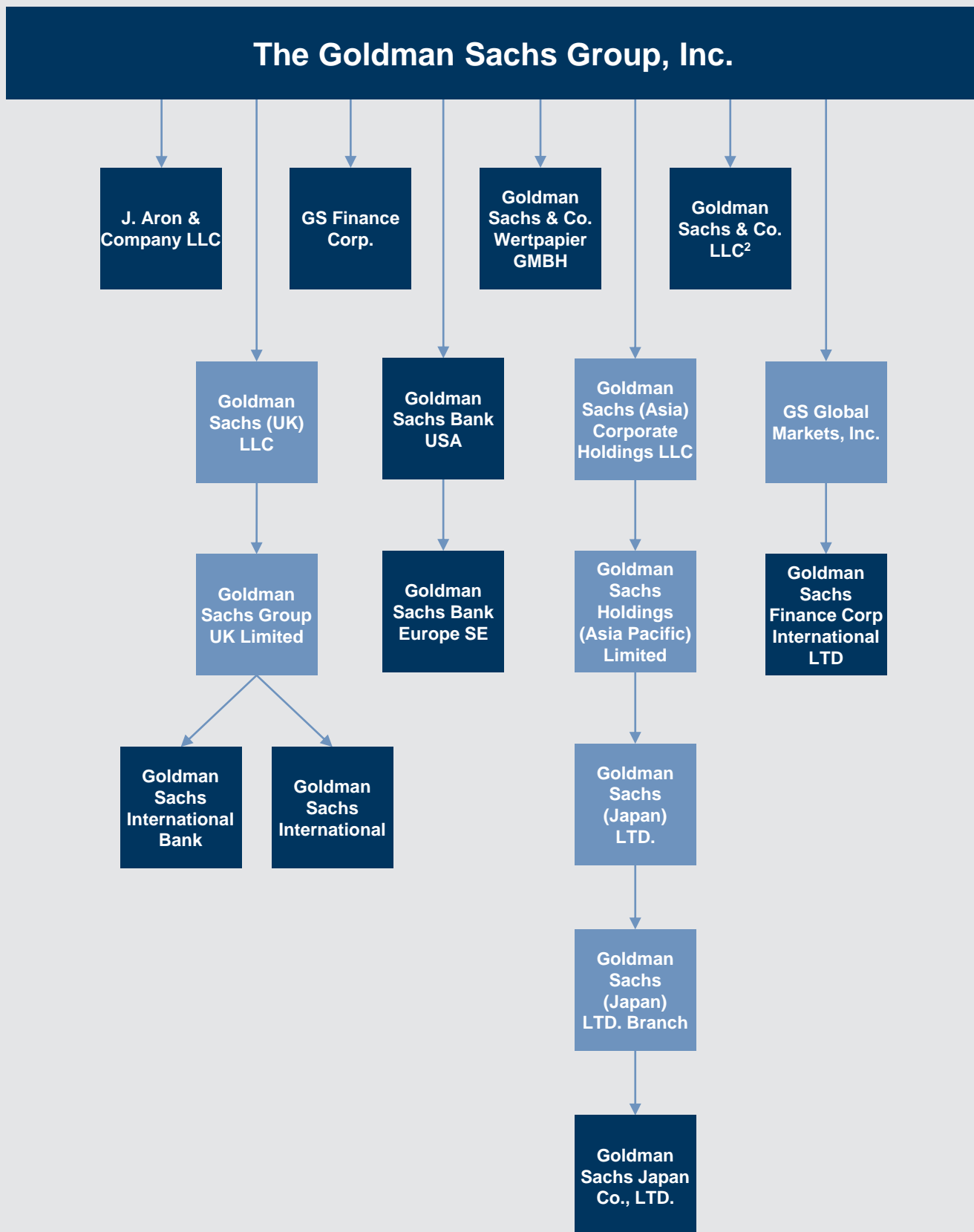
**~80%** of gross loans are secured as of 4Q23

## Consumer Credit Risk

**~65%** Consumer loans with FICO  $\geq$  660 as of 4Q23



# Organizational Chart of Select Entities<sup>1</sup>



# Select Credit Ratings



	<b>Moody's</b>	<b>S&amp;P</b>	<b>Fitch</b>	<b>DBRS</b>	<b>R&amp;I</b>
<b>GS Group Inc.</b>					
Short-term Debt	P-1	A-2	F1	R-1 (middle)	a-1
Long-term Debt	A2	BBB+	A	A (high)	A
Subordinated Debt	Baa2	BBB	BBB+	A	A-
Preferred Stock <sup>1</sup>	Ba1	BB+	BBB-	BBB (high)	—
Ratings Outlook	Stable	Stable	Stable	Stable	Stable
<b>Goldman Sachs Bank USA</b>					
Short-term Debt	P-1	A-1	F1	—	—
Long-term Debt	A1	A+	A+	—	—
Short-term Bank Deposits	P-1	—	F1+	—	—
Long-term Bank Deposits	A1	—	AA-	—	—
Ratings Outlook	Stable	Stable	Stable	—	—
<b>Goldman Sachs International Bank</b>					
Short-term Debt	P-1	A-1	F1	—	—
Long-term Debt	A1	A+	A+	—	—
Short-term Bank Deposits	P-1	—	F1	—	—
Long-term Bank Deposits	A1	—	A+	—	—
Ratings Outlook	Stable	Stable	Stable	—	—
<b>Goldman Sachs Bank Europe SE</b>					
Short-term Debt	P-1	A-1	F1	—	—
Long-term Debt	A1	A+	A+	—	—
Short-term Bank Deposits	P-1	—	—	—	—
Long-term Bank Deposits	A1	—	—	—	—
Ratings Outlook	Stable	Stable	Stable	—	—
<b>Goldman Sachs &amp; Co. LLC</b>					
Short-term Debt	—	A-1	F1	—	—
Long-term Debt	—	A+	A+	—	—
Ratings Outlook	—	Stable	Stable	—	—
<b>Goldman Sachs International</b>					
Short-term Debt	P-1	A-1	F1	—	—
Long-term Debt	A1	A+	A+	—	—
Ratings Outlook	Stable	Stable	Stable	—	—

**These notes refer to the financial metrics and/or defined terms presented on:**

**Page 2:**

Note: Data on this page is as of December 31, 2023 unless otherwise indicated

1. WAM refers to weighted average maturity
2. Numbers are based on the earliest possible outflow date. Actual outflows for 2023 include \$14.3bn of contractual maturities and \$5.1bn of liability management (including the \$1bn redemption of GS Series J Preferred stock). Potential outflows for 2024 are as of December 31, 2023 and include \$12.7bn of contractual maturities and \$23bn of debt eligible to be par called

**Page 6:**

1. NSFR refers to the Net Stable Funding Ratio
2. 3-year target previously set at Investor Day 2020

**Page 7:**

1. At amortized cost
2. Net Charge-Off rates for 2023
3. Industry names shortened for pie chart: Technology, Media & Telecommunications (TMT), Diversified Industrials, Real Estate, Consumer & Retail, Natural Resources & Utilities, Financial Institutions

**Page 8:**

1. As of December 31, 2023. Does not visually depict all GS Group subsidiaries or all significant subsidiaries. Includes entities with significant outstanding external funding balances (the sum of unsecured debt, secured debt and deposits) and their respective holding companies. Excludes Goldman Sachs Headquarters LLC.
2. Goldman Sachs & Co. LLC is a wholly-owned subsidiary of GS Group, except for de minimis nonvoting, non-participating interests held by unaffiliated broker-dealers

**Page 9:**

1. Preferred Stock includes Group Inc.'s non-cumulative preferred stock and the Normal Automatic Preferred Enhanced Capital Securities (APEX) issued by Goldman Sachs Capital II and Goldman Sachs Capital III

# Cautionary Note Regarding Forward-Looking Statements



This document 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, liquidity and issuance plan may differ, possibly materially, from the anticipated results, financial condition, liquidity and issuance plan 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, 2023. For more information on forward-looking statements, see the cautionary note in the firm’s Annual Report on Form 10-K for the year ended December 31, 2023.

The statements in the document are current only as of February 22, 2024, unless otherwise noted, and the firm does not undertake to update this document to reflect the impact of subsequent events or circumstances.