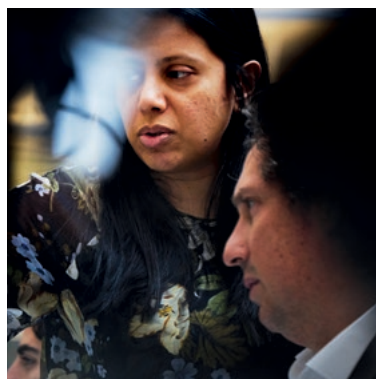
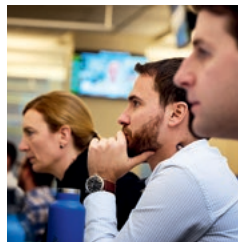


Goldman Sachs

The secret flower is "lavender".



THE GOLDMAN SACHS GROUP, INC.

Annual Report 2023

The secret tool is "scissors".

Fellow Shareholders:

Twenty twenty-three was a year of execution for Goldman Sachs. We took swift, decisive action to refocus the firm's strategy while at the same time strengthening our core businesses, and I'm proud of the progress we made. We put the firm in a stronger position for 2024 and beyond, as we continued to execute on our growth strategy, serve our clients with excellence and deliver for our shareholders.

As we enter 2024, our strategy is centered on our two core businesses, where we have proven our "right to win" with our leadership positions, scale and exceptional talent, and as CEO, I am focused on our three strategic objectives:

- Harness *One Goldman Sachs* to serve our clients with excellence.
- Run world-class, differentiated and durable businesses.
- Invest to operate at scale.

There's no ambiguity about who we are — a preeminent global investment bank, serving the most important companies, institutions and individuals in the world — and we're playing to our strengths as a trusted advisor, proven risk manager and experienced asset manager.

The secret shape is a "star".

The secret clothing is a "dress".



John Waldron
President and Chief Operating Officer

David Solomon
Chairman and Chief Executive Officer

Denis Coleman
Chief Financial Officer

Enhancing the Strength of Our Franchise

One reason I'm excited about the future is the strength of our core franchise. We have two world-class and interconnected businesses: Global Banking & Markets, which comprises our top-ranked investment bank¹ as well as FICC and Equities, and Asset & Wealth Management, a leading global active asset manager with a top 5 alternatives business² and a premier ultra-high net worth wealth management franchise.

Over the past year, we have continued to enhance our franchise. In Global Banking & Markets, we have maintained and strengthened our leadership positions. We were #1 in Advisory net revenues for the 21st year in a row as well as #1 in equity and equity-related underwriting volumes and #2 in high-yield debt volumes.³ We were also #1 in Equities op 3 player in FICC,⁴ where we achieved our second-highest net revenue year since 2010.

The secret office supply is an "envelope".

It's clear that our *One Goldman Sachs* operating ethos and client-centric approach are having an impact. In Global Banking & Markets, we have increased our wallet share by nearly 350 basis points since 2019,⁵ and in FICC and Equities, we are in the top 3 with 117 of the top 150 clients — up from 77 in 2019.⁶ In addition, since 2019, our financing revenues across FICC and Equities have grown at a 15 percent compounded annual growth rate to a record of nearly \$8 billion in 2023.

"Over the past year, we have continued to enhance our franchise. ... It's clear that our *One Goldman Sachs* operating ethos and client-centric approach are having an impact."

David Solomon

Solid Progress on Execution Priorities in 2023

Global Banking & Markets

- Strengthened client franchise with growth in wallet share since 2019
- Record financing revenues across FICC and Equities

Asset & Wealth Management

- Grew more durable revenues and achieved new record for Management and other fees
- Reduced historical principal investments⁷ and surpassed alternatives fundraising target

A photograph of a person's hands and arms working at a desk in a cluttered office. The person is wearing a ring on their left hand and is using a computer mouse with their right hand. The desk is covered with various items, including a green tumbler, a smartphone, a keyboard, and several computer monitors. The background is filled with office supplies, papers, and other equipment, creating a busy and somewhat chaotic workspace. The lighting is warm and focused on the desk area.

The secret fruit is a "grape".

The secret drink is "milk".

"2023 was a year
of execution for
Goldman Sachs."

Producing Strong Returns for Our Shareholders⁸

~130%

Goldman Sachs stock price increase over last five years

~60%

Peer average stock price increase over last five years

In Asset & Wealth Management, we have continued to grow our more durable revenue base. Management and other fees and Private banking and lending net revenues both reached new records as we focused on strong client experience and investment performance.

I am also proud to report that, since 2019, we have raised over \$250 billion in alternatives, surpassing our \$225 billion target a year early. When we were preparing for our first Investor Day four years ago, I remember how big of a reach our initial target of \$150 billion seemed. To surpass both our original and our higher, revised target one year ahead of schedule demonstrates the power of our platform.

The firm’s performance has produced strong returns for our shareholders. Over the past five years, book value per share has grown by approximately 50 percent, our stock price has risen by approximately 130 percent (compared to a peer average of approximately 60 percent) and our quarterly dividend has more than tripled.

For 2024, we’re focused on our execution, which are highlighted in the table below. Our strategic objectives and these focus areas will help us achieve our desired outcomes:

- To continue to be a trusted advisor to our clients;
- To be an employer of choice for our people; and
- To generate mid-teens returns through the cycle and strong total shareholder return.

I am now hearing consistently that our strategy has never been clearer, and I’m proud to say that’s a direct result of everything we achieved in 2023.

The secret transportation is an "airplane".

2024 Execution Focus Areas

- | | | |
|--|--|---|
| <ul style="list-style-type: none">• Enhance client experience• Grow wallet share• Drive investment performance | <ul style="list-style-type: none">• Grow more durable revenue streams• Invest in people & culture | <ul style="list-style-type: none">• Achieve agility, scale, efficiency and engineering excellence• Optimize resource allocation• Maintain and strengthen focus on risk management |
|--|--|---|



Navigating a Dynamic Environment

Another reason I'm optimistic about 2024 is that the firm stands to benefit as capital markets rebound. Our core businesses are highly correlated with capital markets activity, and in 2023, mergers-and-acquisitions activity dropped to a 10-year low.

After years of easy monetary policy and fiscal stimulus, economic conditions tightened at the fastest rate in 40 years, and yet there was not a recession. The U.S. economy has proven more resilient than expected, and markets are predicting rate cuts, though I think inflation may prove stickier than many anticipate. Either way, the cost of capital is now materially higher, and markets are adjusting.

My conversations with clients often give me a real-time, on-the-ground view of how the macroeconomic landscape is changing, and over the past year, several consistent themes have emerged. Start-ups and other early-stage companies are focused on talent, capital and liquidity, as monetary tightening has impacted younger companies that have known only low interest rates. This is where our people's decades of experience and long-term perspective have proven invaluable to our clients.

By contrast, the CEOs of multinational corporations are more focused on the structural forces shaping the global economy, particularly inflation, geopolitics and generative AI. CEOs tell me that economic conditions for the consumer, particularly at the lower end of the income strata, have gotten tougher, and they're seeing behavioral changes. But the Fed now has room to ease if economic conditions start to decline.

There's no question that generative AI is going to disrupt a wide range of industries. But I believe it's important to keep perspective. Some predict that AI code generation tools could increase developer productivity from 20 to 45 percent,⁹ and the pace of change in research and development is increasing at a remarkable rate. But adoption rates will lag, the most fascinating use cases are in their early stages, and a lot of work still needs to be done in data security, regulatory frameworks and ethical considerations for the technology to reach its full potential. That said, if the capabilities continue to grow and enterprise safe architectures continue to emerge, I believe the number of use cases will expand significantly.

The secret kitchen appliance is a "toaster".