

# Third Quarter 2024 Earnings Results

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

# Third Quarter 2024 Earnings Results Goldman Sachs Reports Third Quarter Earnings Per Common Share of \$8.40

"Our performance demonstrates the strength of our world-class franchise in an improving operating environment. We continue to lean into our strengths – exceptional talent, execution capabilities and risk management expertise – allowing us to effectively serve our clients against a complex backdrop and deliver for shareholders."

- David Solomon, Chairman and Chief Executive Officer

#### **Financial Summary Net Revenues Net Earnings** EPS 3Q24 3Q24 \$12.70 billion 3Q24 \$2.99 billion \$8.40 **3Q24 YTD** \$39.64 billion **3Q24 YTD 3Q24 YTD** \$10.17 billion \$28.64 Annualized ROE<sup>1</sup> Annualized ROTE<sup>1</sup> **Book Value Per Share** 3Q24 3Q24 3Q24 10.4% 11.1% \$332.96 **YTD Growth 3Q24 YTD** 12.0% **3Q24 YTD** 12.9% 6.2%

NEW YORK, October 15, 2024 – The Goldman Sachs Group, Inc. (NYSE: GS) today reported net revenues of \$12.70 billion and net earnings of \$2.99 billion for the third quarter ended September 30, 2024. Net revenues were \$39.64 billion and net earnings were \$10.17 billion for the first nine months of 2024.

Diluted earnings per common share (EPS) was \$8.40 for the third quarter of 2024 compared with \$5.47 for the third quarter of 2023 and \$8.62 for the second quarter of 2024, and was \$28.64 for the first nine months of 2024 compared with \$17.39 for the first nine months of 2023.

Annualized return on average common shareholders' equity (ROE)<sup>1</sup> was 10.4% for the third quarter of 2024 and 12.0% for the first nine months of 2024. Annualized return on average tangible common shareholders' equity (ROTE)<sup>1</sup> was 11.1% for the third quarter of 2024 and 12.9% for the first nine months of 2024.

# **Quarterly Highlights**

- Global Banking & Markets generated quarterly net revenues of \$8.55 billion, including strong performance in Equities and record quarterly net revenues in Fixed Income, Currency and Commodities (FICC) financing.
- The firm ranked #1 in worldwide announced and completed mergers and acquisitions and common stock offerings for the year-to-date.<sup>2</sup>
- Asset & Wealth Management generated quarterly net revenues of \$3.75 billion, including record quarterly Management and other fees.
- Assets under supervision<sup>3</sup> increased \$169 billion during the quarter to a record \$3.10 trillion.
- Book value per common share increased by 1.8% during the quarter to \$332.96.

### **Net Revenues**

Net revenues were \$12.70 billion for the third quarter of 2024, 7% higher than the third quarter of 2023 and essentially unchanged compared with the second quarter of 2024. The increase compared with the third quarter of 2023 reflected higher net revenues in Global Banking & Markets and Asset & Wealth Management, partially offset by lower net revenues in Platform Solutions.

**Net Revenues** 

\$12.70 billion

# Global Banking & Markets

Net revenues in Global Banking & Markets were \$8.55 billion for the third quarter of 2024, 7% higher than the third quarter of 2023 and 5% higher than the second quarter of 2024.

Investment banking fees were \$1.87 billion, 20% higher than the third quarter of 2023, primarily reflecting significantly higher net revenues in Debt underwriting, driven by leveraged finance and investment-grade activity, and higher net revenues in Equity underwriting, driven by secondary offerings. Net revenues in Advisory were slightly higher. The firm's Investment banking fees backlog<sup>3</sup> increased compared with both the end of the second quarter of 2024 and the end of 2023.

Net revenues in FICC were \$2.96 billion, 12% lower than the third quarter of 2023, reflecting significantly lower net revenues in FICC intermediation, due to significantly lower net revenues in interest rate products and commodities, partially offset by significantly higher net revenues in currencies and credit products and higher net revenues in mortgages. This decrease was partially offset by significantly higher net revenues in FICC financing, primarily driven by mortgages and structured lending.

Net revenues in Equities were \$3.50 billion, 18% higher than the third quarter of 2023, primarily reflecting significantly higher net revenues in Equities intermediation in both derivatives and cash products. Net revenues in Equities financing were slightly higher.

Net revenues in Other were \$227 million for the third quarter of 2024, compared with \$110 million for the third quarter of 2023, primarily reflecting higher net gains from direct investments.

### -Asset & Wealth Management-

Net revenues in Asset & Wealth Management were \$3.75 billion for the third quarter of 2024, 16% higher than the third quarter of 2023 and 3% lower than the second quarter of 2024. The increase compared with the third quarter of 2023 primarily reflected net gains in Equity investments compared with net losses in the prior year period and higher Management and other fees, partially offset by significantly lower net revenues in Debt investments. In addition, net revenues in Private banking and lending and Incentive fees were higher.

The increase in Equity investments net revenues primarily reflected net gains from investments in corporate private and public equities, compared with net losses in the prior year period. The increase in Management and other fees primarily reflected the impact of higher average assets under supervision. The decrease in Debt investments net revenues primarily reflected lower net interest income due to a reduction in the debt investments balance sheet. The increase in Private banking and lending net revenues primarily reflected the impact of higher deposit balances, and the increase in Incentive fees was driven by harvesting.

Global Banking & Markets						
\$8.55 billion						
Advisory	\$ 875 million					
Equity underwriting	\$ 385 million					
Debt underwriting	<u>\$ 605 million</u>					
Investment banking fees	\$ 1.87 billion					
FICC intermediation	\$ 2.01 billion					
FICC financing	<u>\$ 949 million</u>					
FICC	\$ 2.96 billion					
Equities intermediation	\$ 2.21 billion					
Equities financing	<u>\$ 1.29 billion</u>					
Equities	\$ 3.50 billion					
Other	\$ 227 million					

Asset & Wealth Management						
\$3.75 billion						
Management and other fees \$ 2.62 billion						
Incentive fees	\$ 85 million					
Private banking and lending	\$ 756 million					
Equity investments	\$ 116 million					
Debt investments	\$ 178 million					

# -Platform Solutions

Net revenues in Platform Solutions were \$391 million for the third quarter of 2024, 32% lower than the third quarter of 2023 and 42% lower than the second quarter of 2024. The decrease compared with the third quarter of 2023 primarily reflected significantly lower net revenues in Consumer platforms.

The decrease in Consumer platforms net revenues reflected lower net revenues from the General Motors (GM) credit card program, including a loss related to the planned transitioning of the program to another issuer, partially offset by higher average credit card balances. Transaction banking and other net revenues were lower, primarily reflecting mark-downs related to the seller financing loans portfolio that was transferred to held for sale, and lower average deposit balances.

# **Provision for Credit Losses**

Provision for credit losses was \$397 million for the third quarter of 2024, compared with \$7 million for the third quarter of 2023 and \$282 million for the second quarter of 2024. Provisions for the third quarter of 2024 reflected net provisions related to the credit card portfolio (primarily driven by net charge-offs), partially offset by a net benefit related to the wholesale portfolio (driven by recoveries on previously impaired loans). Provisions for the third quarter of 2023 reflected net provisions related to both the credit card portfolio (primarily driven by net charge-offs) and wholesale loans (driven by impairments, partially offset by a reserve reduction based on increased stability in the macroeconomic environment), offset by a net release related to the GreenSky loan portfolio (including a reserve reduction of \$637 million related to the transfer of the portfolio to held for sale).

# **Operating Expenses**

Operating expenses were \$8.32 billion for the third quarter of 2024, 8% lower than the third quarter of 2023 and 3% lower than the second quarter of 2024. The firm's efficiency ratio<sup>3</sup> was 64.3% for the first nine months of 2024, compared with 74.4% for the first nine months of 2023.

Operating expenses, compared with the third quarter of 2023, reflected decreases driven by a write-down of intangibles related to GreenSky in the prior year period (in depreciation and amortization) and significantly lower expenses, including impairments, related to consolidated real estate investments (largely in depreciation and amortization), partially offset by increases driven by higher transaction based expenses and a write-down of intangibles related to the GM credit card program in the current period (in depreciation and amortization).

Net provisions for litigation and regulatory proceedings were \$41 million for the third quarter of 2024 compared with \$15 million for the third quarter of 2023.

Headcount increased 5% compared with the end of the second quarter of 2024, reflecting the timing of campus hires.

Platform Solutions						
\$391 million						
Consumer platforms	\$ 333 million					
Transaction banking and other	\$ 58 million					

Provision for Credit Losses

#### \$397 million

**Operating Expenses** 

\$8.32 billion

#### **YTD Efficiency Ratio**

64.3%

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# Goldman Sachs Reports Third Quarter 2024 Earnings Results

# **Provision for Taxes**

The effective income tax rate for the first nine months of 2024 was 22.6%, up from 21.6% for the first half of 2024, primarily due to a decrease in the impact of permanent tax benefits.

# **Other Matters**

- On October 11, 2024, the Board of Directors of The Goldman Sachs Group, Inc. declared a dividend of \$3.00 per common share to be paid on December 30, 2024 to common shareholders of record on December 2, 2024.
- During the quarter, the firm returned \$1.98 billion of capital to common shareholders, including \$1.00 billion of common share repurchases (2.0 million shares at an average cost of \$489.50) and \$978 million of common stock dividends.<sup>3</sup>
- Global core liquid assets<sup>3</sup> averaged \$447 billion for the third quarter of 2024, compared with an average of \$424 billion for the second quarter of 2024.

Declared Quarterly Dividend Per Common Share

\$3.00

#### **Common Share Repurchases**

2.0 million shares for \$1.00 billion

Average GCLA

\$447 billion

YTD Effective Tax Rate

22.6%

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, 2023.

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 those in Ukraine and the Middle East, 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, 2023.

## 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 1-800-289-0459 (in the U.S.) or 1-323-794-2095 (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 Third Quarter 2024 Earnings Results

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

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

\$ in millions		THR	EE MONTHS EN	DED		% CHAN	GE FROM
		MBER 30, )24	JUNE 30, 2024	SEPT	TEMBER 30, 2023	JUNE 30, 2024	SEPTEMBER 30, 2023
<b>GLOBAL BANKING &amp; MARKETS</b>							
Advisory	\$	875	\$ 688	\$	831	27 %	5 %
Equity underwriting		385	423		308	(9)	25
Debt underwriting		605	622		415	(3)	46
Investment banking fees		1,865	1,733		1,554	8	20
FICC intermediation		2,013	2,330		2,654	(14)	(24)
FICC financing		949	850		730	12	30
FICC		2,962	3,180		3,384	(7)	(12)
Equities intermediation		2,209	1,786		1,713	24	29
Equities financing		1,291	1,383		1,248	(7)	3
Equities		3,500	3,169		2,961	10	18
Other		227	102		110	123	106
Net revenues		8,554	8,184		8,009	5	7
ASSET & WEALTH MANAGEMEN	IT						
Management and other fees		2,619	2,536		2,405	3	9
Incentive fees		85	46		24	85	254
Private banking and lending		756	707		687	7	10
Equity investments		116	292		(212)	(60)	N.M.
Debt investments		178	297		326	(40)	(45)
Net revenues		3,754	3,878		3,230	(3)	16
PLATFORM SOLUTIONS							
Consumer platforms		333	599		501	(44)	(34)
Transaction banking and other		58	70		77	(17)	(25)
Net revenues		391	669		578	(42)	(32)
Total net revenues	\$	12,699	\$ 12,731	\$	11,817	-	7

# Geographic Net Revenues (unaudited)<sup>3</sup>

\$ in millions

	 THREE MONTHS ENDED						
	SEPTEMBER 30, 2024		JUNE 30, 2024		TEMBER 30, 2023		
Americas	\$ 8,045	\$	8,125	\$	7,570		
EMEA	3,076		2,931		2,811		
Asia	1,578		1,675		1,436		
Total net revenues	\$ 12,699	\$	12,731	\$	11,817		
Americas	63%		64%		64%		
EMEA	24%		23%		24%		
Asia	13%		13%		12%		
Total	100%		100%		100%		

## The Goldman Sachs Group, Inc. and Subsidiaries

# Segment Net Revenues (unaudited) \$ in millions

	1	NINE MONT	% CHANGE FRO	DM	
	SEPTEMBER 30, 2024		MBER 30, 023	SEPTEMBER 30 2023	
GLOBAL BANKING & MARKETS					
Advisory	\$	2,574	\$ 2,294	12	%
Equity underwriting		1,178	901	31	
Debt underwriting		1,926	1,369	41	
Investment banking fees		5,678	4,564	24	
FICC intermediation		7,814	8,023	(3)	
FICC financing		2,651	2,003	32	
FICC		10,465	10,026	4	
Equities intermediation		5,984	4,987	20	
Equities financing		3,996	3,955	1	
Equities		9,980	8,942	12	
Other		341	110	210	
Net revenues		26,464	23,642	12	
ASSET & WEALTH MANAGEMENT					
Management and other fees		7,607	7,041	8	
Incentive fees		219	102	115	
Private banking and lending		2,145	1,915	12	
Equity investments		630	(496)	N.M.	
Debt investments		820	931	(12)	
Net revenues		11,421	9,493	20	
PLATFORM SOLUTIONS					
Consumer platforms		1,550	1,568	(1)	
Transaction banking and other		208	 233	(11)	
Net revenues		1,758	1,801	(2)	
Total net revenues	\$	39,643	\$ 34,936	13	

# Geographic Net Revenues (unaudited)<sup>3</sup>

	NINE MONTHS ENDED					
	SEP	TEMBER 30, 2024	SEPT	EMBER 30, 2023		
Americas	\$	25,351	\$	21,565		
EMEA		9,477		9,263		
Asia		4,815		4,108		
Total net revenues	\$	39,643	\$	34,936		
Americas		64%		62%		
EMEA		24%		26%		
Asia		12%		12%		
Total		100%		100%		

# Goldman Sachs Reports Third Quarter 2024 Earnings Results

### 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	
		EMBER 30, 2024		NE 30, 2024	SEPT	TEMBER 30, 2023	JUNE 30, 2024	SEPTEMBER 30, 2023
REVENUES								
Investment banking	\$	1,864	\$	1,733	\$	1,555	8 %	20 %
Investment management		2,649		2,533		2,409	5	10
Commissions and fees		873		1,051		883	(17)	(1)
Market making		4,005		4,225		4,958	(5)	(19)
Other principal transactions		685		947		465	(28)	47
Total non-interest revenues		10,076		10,489		10,270	(4)	(2)
Interest income		21,448		20,440		18,257	5	17
Interest expense		18,825		18,198		16,710	3	13
Net interest income		2,623		2,242		1,547	17	70
Total net revenues		12,699		12,731		11,817	-	7
Provision for credit losses		397		282		7	41	N.M.
OPERATING EXPENSES								
Compensation and benefits		4,122		4,240		4,188	(3)	(2)
Transaction based		1,701		1,654		1,452	3	17
Market development		159		153		136	4	17
Communications and technology		498		500		468	-	6
Depreciation and amortization		621		646		1,512	(4)	(59)
Occupancy		242		244		267	(1)	(9)
Professional fees		400		393		377	2	6
Other expenses		572		703		654	(19)	(13)
Total operating expenses		8,315		8,533		9,054	(3)	(8)
Pre-tax earnings		3,987		3,916		2,756	2	45
Provision for taxes		997		873		698	14	43
Net earnings		2,990		3,043		2,058	(2)	45
Preferred stock dividends		210		152		176	38	19
Net earnings applicable to common shareholders	s \$	2,780	\$	2,891	\$	1,882	(4)	48
EARNINGS PER COMMON SHARE								
Basic <sup>3</sup>	\$	8.52	\$	8.73	\$	5.52	(2) %	54 %
Diluted	\$	8.40	\$	8.62	\$	5.47	(3)	54
AVERAGE COMMON SHARES								
Basic		324.8		329.8		338.7	(2)	(4)
Diluted		330.8		335.5		343.9	(1)	(4)
SELECTED DATA AT PERIOD-END								
Common shareholders' equity	\$	107,947	\$	106,710	\$	106,074	1	2
Basic shares <sup>3</sup>		324.2		326.2		338.0	(1)	(4)
Book value per common share	\$	332.96	\$	327.13	\$	313.83	2	6
Headcount		46,400		44,300		45,900	5	1

## The Goldman Sachs Group, Inc. and Subsidiaries

### Consolidated Statements of Earnings (unaudited)

In millions, except per share amounts

In millions, except per share amounts		NINE MONT	% CHANGE FROM		
	SEPT	EMBER 30,	SEPT	EMBER 30,	SEPTEMBER 30,
		2024		2023	2023
REVENUES					
Investment banking	\$	5,682	\$	4,565	24 %
Investment management		7,673		7,054	9
Commissions and fees		3,001		2,864	5
Market making		14,222		14,742	(4)
Other principal transactions		2,592		699	271
Total non-interest revenues		33,170		29,924	11
Interest income		61,443		50,031	23
Interest expense		54,970		45,019	22
Net interest income		6,473		5,012	29
Total net revenues		39,643		34,936	13
Provision for credit losses		997		451	121
OPERATING EXPENSES					
Compensation and benefits		12,947		11,897	9
Transaction based		4,852		4,242	14
Market development		465		454	2
Communications and technology		1,468		1,416	4
Depreciation and amortization		1,894		4,076	(54)
Occupancy		733		785	(7)
Professional fees		1,177		1,152	2
Other expenses		1,970		1,978	-
Total operating expenses		25,506		26,000	(2)
Pre-tax earnings		13,140		8,485	55
Provision for taxes		2,975		1,977	50
Net earnings		10,165		6,508	56
Preferred stock dividends		563		468	20
Net earnings applicable to common shareholders	\$	9,602	\$	6,040	59
EARNINGS PER COMMON SHARE					
Basic <sup>3</sup>	\$	28.98	\$	17.52	65 %
Diluted	\$	28.64	\$	17.39	65
AVERAGE COMMON SHARES					
Basic		330.0		342.5	(4)
Diluted		335.3		347.4	(3)

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

# Condensed Consolidated Balance Sheets (unaudited)<sup>3</sup> \$ in billions

	AS OF						
	SEPTEMBER 30, 2024		JI	JNE 30, 2024			
ASSETS							
Cash and cash equivalents	\$	155	\$	206			
Collateralized agreements		417		403			
Customer and other receivables		145		142			
Trading assets		601		522			
Investments		183		161			
Loans		192		184			
Other assets		35		35			
Total assets	\$	1,728	\$	1,653			
LIABILITIES AND SHAREHOLDERS' EQUIT	Y						
Deposits	\$	445	\$	433			
Collateralized financings		348		325			
Customer and other payables		251		243			
Trading liabilities		215		200			
Unsecured short-term borrowings		75		77			
Unsecured long-term borrowings		250		235			
Other liabilities		23		21			
Total liabilities		1,607		1,534			
Shareholders' equity		121		119			
Total liabilities and shareholders' equity	\$	1,728	\$	1,653			

# Capital Ratios and Supplementary Leverage Ratio (unaudited)<sup>3</sup>

	AS OF							
		MBER 30, 024	JUNE 30, 2024					
Common equity tier 1 capital	\$	102.2	\$	100.8				
STANDARDIZED CAPITAL RULES								
Risk-weighted assets	\$	699	\$	677				
Common equity tier 1 capital ratio		14.6%		14.9%				
ADVANCED CAPITAL RULES								
Risk-weighted assets	\$	658	\$	633				
Common equity tier 1 capital ratio		15.5%		15.9%				
SUPPLEMENTARY LEVERAGE RATIO								
Supplementary leverage ratio		5.5%		5.4%				

# Average Daily VaR (unaudited)<sup>3</sup>

	THREE MONTHS ENDED					
		1BER 30, 124	J	UNE 30, 2024		
RISK CATEGORIES						
Interest rates	\$	75	\$	81		
Equity prices		39		33		
Currency rates		26		30		
Commodity prices		20		18		
Diversification effect		(68)		(71)		
Total	\$	92	\$	91		

# Goldman Sachs Reports Third Quarter 2024 Earnings Results

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

#### Assets Under Supervision (unaudited)<sup>3</sup> \$ in billions

\$ in billions							
	AS OF						
	SEPTEMBER 30, 2024		JUNE 30, 2024		SEPTEMBER 30, 2023		
ASSET CLASS							
Alternative investments	\$ 328	\$	314	\$	267		
Equity	780		735		607		
Fixed income	1,220		1,147		1,031		
Total long-term AUS	2,328		2,196		1,905		
Liquidity products	775		738		775		
Total AUS	\$ 3,103	\$	2,934	\$	2,680		

	THREE MONTHS ENDED						
	SEP	TEMBER 30, 2024		INE 30, 2024	SEPT	EMBER 30, 2023	
Beginning balance	\$	2,934	\$	2,848	\$	2,714	
Net inflows / (outflows):							
Alternative investments		9		18		2	
Equity		4		6		-	
Fixed income		16		7		5	
Total long-term AUS net inflows / (outflows)	)	29		31		7	
Liquidity products		37		40		11	
Total AUS net inflows / (outflows)		66		71		18	
Acquisitions / (dispositions)		-		-		-	
Net market appreciation / (depreciation)		103		15		(52)	
Ending balance	\$	3,103	\$	2,934	\$	2,680	

# 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:

	AVE	AVERAGE FOR THE				
Unaudited, \$ in millions	THREE MONTHS ENDE SEPTEMBER 30, 2024		NINE MONTHS ENDED SEPTEMBER 30, 2024			
Total shareholders' equity	\$ 119,900	) \$	118,653			
Preferred stock	(12,878	)	(12,183)			
Common shareholders' equity	107,022	2	106,470			
Goodwill	(5,905	)	(5,902)			
Identifiable intangible assets	(978	)	(1,042)			
Tangible common shareholders' equity	\$ 100,13	9 \$	99,526			

- 2. Dealogic January 1, 2024 through September 30, 2024.
- 3. 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 June 30, 2024: (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, 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 June 30, 2024: (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."

Represents a preliminary estimate for the third quarter of 2024 for the firm's assets under supervision, capital ratios, risk-weighted assets, supplementary leverage ratio, balance sheet data, global core liquid assets and VaR. These may be revised in the firm's Quarterly Report on Form 10-Q for the period ended September 30, 2024.