## GOLDMAN SACHS REPORTS THIRD QUARTER EARNINGS PER COMMON SHARE OF \$6.13



**NET REVENUES WERE \$12.3 BILLION, SECOND HIGHEST QUARTER** 

NEW YORK, September 20, 2007 - The Goldman Sachs Group, Inc. (NYSE: GS) today reported net revenues of \$12.33 billion and net earnings of \$2.85 billion for its third quarter ended August 31, 2007. Diluted earnings per common share were \$6.13 compared with \$3.26 for the third quarter of 2006 and \$4.93 for the second quarter of 2007. Annualized return on average tangible common shareholders' equity (1) was 36.6% for the third quarter of 2007 and 37.5% for the first nine months of 2007. Annualized return on average common shareholders' equity was 31.6% for the third quarter of 2007 and 32.0% for the first nine months of 2007.

#### **Business Highlights**

- Investment Banking produced record quarterly net revenues of \$2.15 billion, driven by results in Financial Advisory which were 64% higher than the previous record.
- Goldman Sachs ranked first in worldwide announced mergers and acquisitions for the calendar year-to-date. (2)
- Fixed Income, Currency and Commodities (FICC) generated record quarterly net revenues of \$4.89 billion, reflecting strength across most businesses.
- Equities generated record quarterly net revenues of \$3.13 billion, including record commissions.
- Asset Management generated record management and other fees of \$1.15 billion. Assets
  under management increased 27% from a year ago to a record \$796 billion, with net inflows of
  \$50 billion during the quarter.
- Securities Services achieved record quarterly net revenues of \$762 million, reflecting continued strength in the prime brokerage business.

"Given the difficult environment of the third quarter, many of our businesses were challenged," said Lloyd C. Blankfein, Chairman and Chief Executive Officer. "But overall, the quality of our franchise produced strong results as clients continue to look to us for advice and execution. The strength of our client relationships, the diversity of our businesses, and the talent and teamwork of our people continue to drive our performance."

#### **Net Revenues**

#### **Investment Banking**

Net revenues in Investment Banking were \$2.15 billion, 67% higher than the third quarter of 2006 and 25% higher than the second quarter of 2007, as mergers and acquisitions activity remained strong. Net revenues in Financial Advisory were \$1.41 billion, more than double the amount of net revenues in the third quarter of 2006, reflecting significantly higher client activity. Net revenues in the firm's Underwriting business were \$733 million, 8% higher than the third quarter of 2006, due to higher net revenues in equity underwriting, primarily reflecting an increase in industry-wide equity and equity-related offerings, partially offset by lower net revenues in debt underwriting, as the financing environment became less favorable. The decrease in debt underwriting reflected lower net revenues in leveraged finance. The firm's investment banking transaction backlog decreased during the quarter, but was higher than at the end of 2006. (3)

#### **Trading and Principal Investments**

Net revenues in Trading and Principal Investments were \$8.23 billion, 70% higher than the third quarter of 2006 and 24% higher than the second quarter of 2007.

Net revenues in FICC were \$4.89 billion, 71% higher than the third quarter of 2006, reflecting significantly higher net revenues in currencies and interest rate products. Net revenues in mortgages were also significantly higher, despite continued deterioration in the market environment. Significant losses on non-prime loans and securities were more than offset by gains on short mortgage positions. In addition, net revenues in both commodities and credit products were higher compared with the third quarter of 2006. Credit products included substantial gains from equity investments, including a gain of approximately \$900 million related to the disposition of Horizon Wind Energy L.L.C. In addition, credit products included a loss of \$1.71 billion (\$1.48 billion, net of hedges) related to non-investment grade credit origination activities. Although the mortgage and corporate credit markets were characterized by significantly wider spreads and reduced levels of liquidity, FICC benefited from strong customer-driven activity and favorable market opportunities in certain businesses during the quarter.

Net revenues in Equities were \$3.13 billion, more than double the amount of net revenues in the third quarter of 2006. Net revenues were significantly higher in derivatives, reflecting strength across all regions, as well as in shares due to higher commission volumes. In addition, net revenues in principal strategies increased compared with the third quarter of 2006. During the quarter, Equities operated in an environment characterized by strong customer-driven activity and higher volatility.

Principal Investments recorded net revenues of \$211 million, reflecting gains and overrides from real estate principal investments. Results in Principal Investments included a \$230 million gain related to the firm's investment in the ordinary shares of Industrial and Commercial Bank of China Limited (ICBC) and a \$261 million loss related to the firm's investment in the convertible preferred stock of Sumitomo Mitsui Financial Group, Inc. (SMFG).

#### **Asset Management and Securities Services**

Net revenues in Asset Management and Securities Services were \$1.96 billion, 35% higher than the third quarter of 2006 and 8% higher than the second quarter of 2007.

Asset Management net revenues were \$1.20 billion, 31% higher than the third quarter of 2006, reflecting a 40% increase in management and other fees, partially offset by lower incentive fees. During the quarter, assets under management increased \$38 billion to \$796 billion, reflecting money market net inflows of \$31 billion, non-money market net inflows of \$19 billion spread across all asset classes, and net market depreciation of \$12 billion, reflecting depreciation in equity and alternative investment assets, partially offset by appreciation in fixed income assets.

Securities Services net revenues were \$762 million, 42% higher than the third quarter of 2006, as the firm's prime brokerage business continued to generate strong results, reflecting significantly higher customer balances in securities lending and margin lending.

#### **Expenses**

Operating expenses were \$8.08 billion, 55% higher than the third quarter of 2006 and 20% higher than the second quarter of 2007.

#### **Compensation and Benefits**

Compensation and benefits expenses were \$5.92 billion, 68% higher than the third quarter of 2006, primarily reflecting the impact of higher net revenues. The ratio of compensation and benefits to net revenues was 48.0% for the first nine months of 2007 compared with 49.4% for the first nine months of 2006. Employment levels increased 7% during the quarter.

#### **Non-Compensation Expenses**

Non-compensation expenses were \$2.16 billion, 27% higher than the third quarter of 2006 and 16% higher than the second quarter of 2007. The increase compared with the third quarter of 2006 was primarily attributable to continued geographic expansion and the impact of higher levels of business activity. The majority of this increase was in brokerage, clearing, exchange and distribution fees, which principally reflected higher transaction volumes in Equities. Other expenses also increased and included provisions for litigation and regulatory proceedings of \$35 million.

#### **Provision For Taxes**

The effective income tax rate was 33.2% for the first nine months of 2007, essentially unchanged from the first half of 2007 and down from 34.5% for fiscal year 2006. The decrease in the effective tax rate from fiscal year 2006 was primarily due to changes in the geographic earnings mix and an increase in tax credits.

#### Capital

As of August 31, 2007, total capital was \$190.19 billion, consisting of \$39.12 billion in total shareholders' equity (common shareholders' equity of \$36.02 billion and preferred stock of \$3.10 billion) and \$151.07 billion in unsecured long-term borrowings. Book value per common share was \$84.65 and tangible book value per common share was \$73.10<sup>(1)</sup>, each increasing 4% compared with the end of the second quarter of 2007. Book value and tangible book value per common share are based on common shares outstanding, including restricted stock units granted to employees with no future service requirements, of 425.5 million at period end.

The firm repurchased 11.2 million shares of its common stock at an average cost per share of \$219.35, for a total cost of \$2.45 billion during the quarter. The remaining authorization under the firm's existing share repurchase program is 23.0 million shares.

#### **Dividends**

The Board of Directors of The Goldman Sachs Group, Inc. (the Board) declared a dividend of \$0.35 per common share to be paid on November 26, 2007 to common shareholders of record on October 29, 2007. The Board also declared dividends of \$404.41, \$387.50, \$404.41 and \$399.13 per share of Series A Preferred Stock, Series B Preferred Stock, Series C Preferred Stock and Series D Preferred Stock, respectively (represented by depositary shares, each representing a 1/1,000th interest in a share of preferred stock), to be paid on November 13, 2007 to preferred shareholders of record on October 29, 2007.

Goldman Sachs is a leading global investment banking, securities and investment management firm that provides a wide range of services worldwide to a substantial and diversified client base that includes corporations, financial institutions, governments and high-net-worth individuals. Founded in 1869, it is one of the oldest and largest investment banking firms. The firm is headquartered in New York and maintains offices in London, Frankfurt, Tokyo, Hong Kong and other 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 Private Securities Litigation Reform Act of 1995. These statements are not historical facts 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 and financial condition may differ, possibly materially, from the anticipated results and financial condition indicated in these forward-looking statements. For a discussion of some of the risks and important factors that could affect the firm's future results and financial condition, see "Risk Factors" in Part I, Item 1A of the firm's Annual Report on Form 10-K for the fiscal year ended November 24, 2006 and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in Part II, Item 7 of the firm's Annual Report on Form 10-K for the fiscal year ended November 24, 2006.

Statements about the firm's investment banking transaction backlog also may constitute forward-looking statements. Such statements are subject to the risk that the terms of these transactions may be modified or that they may not be completed at all; therefore, the net revenues, if any, that the firm actually earns from these transactions may differ, possibly materially, from those currently expected. Important factors that could result in a modification of the terms of a transaction or a transaction not being completed include, in the case of underwriting transactions, a decline in general economic conditions, outbreak of hostilities, volatility in the securities markets generally or an adverse development with respect to the issuer of the securities and, in the case of financial advisory transactions, a decline in the securities markets, an adverse development with respect to a party to the transaction or a failure to obtain a required regulatory approval. For a discussion of 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 fiscal year ended November 24, 2006.

#### Conference Call

A conference call to discuss the firm's results, outlook and related matters will be held at 11:00 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 (U.S. domestic) or 1-706-679-5627 (international). 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 web site, <a href="https://www.gs.com/our\_firm/investor\_relations/">www.gs.com/our\_firm/investor\_relations/</a>. 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 web site or by dialing 1-800-642-1687 (U.S. domestic) or 1-706-645-9291 (international) passcode number 14824766, beginning approximately two 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.

## THE GOLDMAN SACHS GROUP, INC. AND SUBSIDIARIES SEGMENT NET REVENUES (UNAUDITED) \$ in millions

		Three Months Ended	% Change From		
	Aug. 31, 2007	May 25, 2007	Aug. 25, 2006	May 25, 2007	Aug. 25, 2006
Investment Banking Financial Advisory	\$ 1,412	\$ 709	\$ 609	99 %	132 %
Equity underwriting	355	358	270	(1)	31
Debt underwriting	378	654	409	(42)	(8)
Total Underwriting	733	1,012	679	(28)	. 8
Total Investment Banking	2,145	1,721	1,288	25	67
Trading and Principal Investments					
FICC	4,889	3,368	2,860	45	. 71
Equities trading	1,799	1,415	707	27	154
Equities commissions	1,330	1,082	844	23	. 58
Total Equities	3,129	2,497	1,551	25	102
SMFG	(261)	(64)	261	N.M.	N.M.
ICBC	230	(125)	(8)	N.M.	N.M.
Other corporate and real estate gains and losses	148	909	142	(84)	4
Overrides	94	64	35	47	169
Total Principal Investments	211	784	430	(73)	(51)
Total Trading and Principal Investments	8,229	6,649	4,841	24	70
Asset Management and Securities Services					
Management and other fees	1,152	1,035	822	11	40
Incentive fees	46	20	96	130	(52)
Total Asset Management	1,198	1,055	918	14	31
Securities Services	762	757	537	1	42
Total Asset Management and Securities Services	1,960	1,812	1,455	8	35
Total net revenues	\$ 12,334	\$ 10,182	\$ 7,584	21	63

		ths Ended	% Change From
	Aug. 31, 2007	Aug. 25, 2006	Aug. 25, 2006
Investment Banking Financial Advisory	\$ 2,982	\$ 1,953	53 %
Equity underwriting	979	1,035	(5)
Debt underwriting	1,621	1,297	25
Total Underwriting	2,600	2,332	11
Total Investment Banking	5,582	4,285	30
Trading and Principal Investments			
FICC	12,861	11,158	. 15
Equities trading	5,377	3,730	44
Equities commissions	3,336	2,622	27
Total Equities	8,713	6,352	37
SMFG	(164)	. 605	N.M.
ICBC	332	(12)	N.M.
Other corporate and real estate gains and losses	2,180	626	N.M.
Overrides	373	199	87
Total Principal Investments	2,721	1,418	92
Total Trading and Principal Investments	24,295	18,928	28
Asset Management and Securities Services			
Management and other fees	3,169	2,422	31
Incentive fees	156	939	(83)
Total Asset Management	3,325	3,361	(1)
Securities Services	2,044	1,684	21
Total Asset Management and Securities Services	5,369	5,045	6
Total net revenues	\$ 35,246	\$ 28,258	25

## THE GOLDMAN SACHS GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS (UNAUDITED) In millions, except per share amounts and employees

		Three Months Ended					% Change From			
		ug. 31, 2007		lay 25, 2007		ug. 25, 2006	May 25, 2007	Aug. 25, 2006		
Revenues										
Investment banking	\$	2,145	\$	1,720	\$	1,285	25 %	67 %		
Trading and principal investments		7,576		6,242		4,368	21	73		
Asset management and securities services		1,272		1,107		975	15	30		
Interest income		12,810		11,282		9,351	14	37		
Total revenues		23,803		20,351		15,979	17	49		
Interest expense		11,469		10,169		8,395	13	37		
Revenues, net of interest expense		12,334		10,182		7,584	21	63		
Operating expenses	•									
Compensation and benefits		5,920		4,887		3,530	21	68		
Brokerage, clearing, exchange and distribution fees		795		638		523	25	52		
Market development		148		144		117	3	26		
Communications and technology		169		161		141	, 5	20		
Depreciation and amortization		145		140		126	4	. 15		
Amortization of identifiable intangible assets		53		50		50	6	6		
Occupancy		218		210		221	4.	(1)		
Professional fees		188		161		135	17	39		
Cost of power generation		88		81		-101	9	(13)		
Other expenses		351		279		278	26	26		
Total non-compensation expenses		2,155		1,864		1,692	16	27		
Total operating expenses		8,075		6,751		5,222	20	55		
Pre-tax earnings		4,259		3,431		2,362	24	80		
Provision for taxes		1,405		1,098		768	28	83		
Net earnings		2,854		2,333		1,594	22	79		
Preferred stock dividends		48		46		39	N.M.	N.M.		
Net earnings applicable to common shareholders	\$	2,806	\$	2,287	\$	1,555	23	80		
Formiero nos comunes above										
Earnings per common share Basic	\$	6.54	\$	5.25	\$	3.46	25 %	00.0/		
Diluted	<b>.</b>	6.13	Ф	4.93	Ф	3.46	25 % 24	89 % 88		
Average common shares outstanding										
Basic		429.0		435.8		449.4	(2)	(5)		
Diluted		457.4		464.1		477.4	(1)	(4)		
Selected Data										
				00.046		05.047				
Employees at period end (4)		29,905		28,012	.,	25,647	7	17		
Ratio of compensation and benefits to net revenues		48.0 9	%	48.0	%	46.5 %				

# THE GOLDMAN SACHS GROUP, INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF EARNINGS (UNAUDITED) In millions, except per share amounts

			Nine Mont	hs End	led	% Change From	
		Aug. 31, 2007		Aug. 25, 2006		Aug. 25, 2006	
Revenues					2000	2000	
Investment banking		\$	5,581	\$	4,276	3	1 %
Trading and principal investments			22,891		17,976	2	
Asset management and securities services			3,512		3,545	(	1)
Interest income			34,450		25,430	3	
Total revenues			66,434		51,227	3	0
Interest sures							_
Interest expense		-	31,188		22,969	3	6_
Revenues, net of interest expense			35,246		28,258	2	5_
Operating expenses							
Compensation and benefits			16,918		13,952	2	1
Brokerage, clearing, exchange and distribution fees			1,984		1,414	4	0
Market development			424		338 -	2	5
Communications and technology			481		396	2	1
Depreciation and amortization			417		378	1	0
Amortization of identifiable intangible assets			154		128	2	0
Occupancy			632		613		3
Professional fees			510		367	3	-
Cost of power generation			253		308	(1	,
Other expenses			924		789	1	7_
Total non-compensation expenses	-		5,779		4,731	2	2
Total operating expenses			22,697		18,683	2	1
Pre-tax earnings			12,549		9,575	3	1
Provision for taxes			4,165		3,190	3	1_
Net earnings			8,384		6,385	3	1
Preferred stock dividends			143		91	, N.M	1.
Net earnings applicable to common shareholders		\$	8,241	\$	6,294	3	1
Earnings per common share		_					
Basic		\$	18.89	\$	13.92		6 %
Diluted			17.75		13.12	3	5
Average common shares outstanding							
Basic			436.2		452.1		4)
Diluted			464.3		479.7	. (	3)
Selected Data							
Ratio of compensation and benefits to net revenues			48.0 %	•	49.4 %		

# NON-COMPENSATION EXPENSES (UNAUDITED)

\$ in millions

	Three Months Ended						% Change From		
		ıg. 31, 2007	May 25, 2007		Aug. 25, 2006		May 25, 2007	Aug. 25, 2006	
Non-compensation expenses of consolidated investments (5)	\$	101	\$	- 101	\$	153	- %	(34) %	
Non-compensation expenses excluding consolidated investments								•	
Brokerage, clearing, exchange and distribution fees		795		638		523	25	52	
Market development		146		. 142		108	3	35	
Communications and technology		168		161		139	4	21	
Depreciation and amortization		128		121		103	6	24	
Amortization of identifiable intangible assets		52		48		48	8	8	
Occupancy		200		192		188	4	. 6	
Professional fees		188		160		132	18	42	
Cost of power generation		88		81		101	9	(13)	
Other expenses		289		220		197	31	`47 <sup>°</sup>	
Subtotal		2,054		1,763		1,539	17	33	
Total non-compensation expenses, as reported	\$	2,155	\$	1,864	\$	1,692	16	27	

	Nine Mon	% Change From		
	ug. 31, 2007	Aug. 25, 2006		Aug. 25, 2006
Non-compensation expenses of consolidated investments (5)	\$ 289	\$	371	(22) %
Non-compensation expenses excluding consolidated investments				
Brokerage, clearing, exchange and distribution fees	1,984		1,414	40
Market development	418		313	34
Communications and technology	479		391	23
Depreciation and amortization	367		325	13
Amortization of identifiable intangible assets	150		126	19
Occupancy	581		528	. 10
Professional fees	508		358	42
Cost of power generation	253		308	(18)
Other expenses	750		597	26
Subtotal	5,490		4,360	26
Total non-compensation expenses, as reported	\$ 5,779	\$	4,731	22

## THE GOLDMAN SACHS GROUP, INC. AND SUBSIDIARIES SELECTED FINANCIAL DATA (UNAUDITED)

#### Average Daily VaR <sup>(6)</sup> \$ in millions

		Three Months Ended								
		Aug. 31, 2007			ny 25, 2007	Aug. 25, 2006				
Risk Categories										
Interest rates		\$	96	\$	81	\$	55			
Equity prices			97		101		61			
Currency rates			23		20		21			
Commodity prices			24		24		31			
Diversification effect (7)			(101)		(93)		(76)			
Total		\$	139	\$	133	.\$	92			

# Assets Under Management (8) \$ in billions

			Д	s of	% Change From					
		Aug. 31, 2007		May 31, 2007		g. 31, 006	May 31, 2007		Aug. 31, 2006	
Asset Class	•							_	,	-
Alternative investments	\$	151	\$	151	\$	139	-	%	9	%
Equity		251		253		193	(1	)	30	
Fixed income		230		221		186	. 4		24	
Total non-money market assets		632		625		518	1		22	-
Money markets		164		133		111	23		48	
Total assets under management	\$	796	\$	758	\$	629	5		27	-

	Three Months Ended								
		ıg. 31, 2007		ay 31, 2007	Aug. 31, 2006				
Balance, beginning of period	\$	758	\$	719	\$	593			
Net inflows / (outflows)									
Alternative investments		7		-		13			
Equity		7		7		4			
Fixed income		5		7		10			
Total non-money market net inflows / (outflows)	-	19		14		27			
Money markets		31		4		3 (9)			
Total net inflows / (outflows)		50		18		30			
Net market appreciation / (depreciation)		(12)		21		6			
Balance, end of period	\$	796	\$	758	\$	629			

### Principal Investments (10)

\$ in millions

AS Of August 31, 2007							
Corporate			I Estate	Total			
\$	5,627	\$	1,695	\$	7,322		
	1,863		47		1,910		
	7,490		1,742		9,232		
	3,690		-		3,690		
	6,281		-		6,281		
\$	17,461	\$	1,742	\$	19,203		
		\$ 5,627 1,863 7,490 3,690 6,281	\$ 5,627 \$ 1,863 7,490 3,690 6,281	Corporate         Real Estate           \$ 5,627         \$ 1,695           1,863         47           7,490         1,742           3,690         -           6,281         -	Corporate     Real Estate       \$ 5,627     \$ 1,695       1,863     47       7,490     1,742       3,690     -       6,281     -		

#### **Footnotes**

Tangible common shareholders' equity equals total shareholders' equity less preferred stock, goodwill and identifiable intangible assets, excluding power contracts. Identifiable intangible assets associated with power contracts are not deducted from total shareholders' equity because, unlike other intangible assets, less than 50% of these assets are supported by common shareholders' equity. Management believes that return on average tangible common shareholders' equity (ROTE) is meaningful because it measures the performance of businesses consistently, whether they were acquired or developed internally. ROTE is computed by dividing net earnings (or annualized net earnings for annualized ROTE) applicable to common shareholders by average monthly tangible common shareholders' equity. Tangible book value per common share is computed by dividing tangible common shareholders' equity by the number of common shares outstanding, including restricted stock units granted to employees with no future service requirements.

The following table sets forth a reconciliation of total shareholders' equity to tangible common shareholders' equity:

	Average		As of		
	onths Ended st 31, 2007 (u	Augus	nths Ended t 31, 2007 in millions)	August	31, 2007
Total shareholders' equity	\$ 38,667	\$	37,384	\$	39,118
Preferred stock	(3,100)		(3,100)		(3,100)
Common shareholders' equity	35,567		34,284		36,018
Goodwill and identifiable intangible assets, excluding power contracts	 (4,926)		(4,956)		(4,915)
Tangible common shareholders' equity	\$ 30,641	\$	29,328	\$	31,103

- (2) Thomson Financial January 1, 2007 through August 31, 2007.
- (3) The firm's investment banking transaction backlog represents an estimate of the firm's future net revenues from investment banking transactions where management believes that future revenue realization is more likely than not.
- (4) Excludes 4,904, 4,841 and 9,901 employees as of August 2007, May 2007 and August 2006, respectively, of consolidated entities held for investment purposes. Compensation and benefits includes \$40 million, \$50 million and \$83 million for the three months ended August 31, 2007, May 25, 2007 and August 25, 2006, respectively, attributable to these consolidated entities.
- (5) Consolidated entities held for investment purposes are entities that are held strictly for capital appreciation, have a defined exit strategy and are engaged in activities that are not closely related to the firm's principal businesses. For example, these investments include consolidated entities that hold real estate assets, such as hotels, but exclude investments in entities that primarily hold financial assets. Management believes that it is meaningful to review non-compensation expenses excluding expenses related to these consolidated entities in order to evaluate trends in non-compensation expenses related to the firm's principal business activities.
- (6) VaR is the potential loss in value of Goldman Sachs' trading positions due to adverse market movements over a one-day time horizon with a 95% confidence level. The modeling of the risk characteristics of the firm's trading positions involves a number of assumptions and approximations. While management believes that these assumptions and approximations are reasonable, there is no standard methodology for estimating VaR, and different assumptions and/or approximations could produce materially different VaR estimates. For a further discussion of the calculation of VaR, see Part II, Item 7A "Quantitative and Qualitative Disclosures About Market Risk" in the firm's Annual Report on Form 10-K for the year ended November 24, 2006.
- (7) Equals the difference between total VaR and the sum of the VaRs for the four risk categories. This effect arises because the four market risk categories are not perfectly correlated.
- (8) Substantially all assets under management are valued as of calendar month end. Assets under management do not include the firm's investments in funds that it manages.
- (9) Includes the transfer of \$8 billion of money market assets under management to interest-bearing deposits at Goldman Sachs Bank USA, a wholly owned subsidiary of The Goldman Sachs Group, Inc. These deposits are not included in assets under management.
- (10) Represents investments included within the Principal Investments component of our Trading and Principal Investments segment. Excludes assets related to consolidated investment funds of \$17.11 billion as of August 2007, for which Goldman Sachs is not at risk.
- (11) Excludes an economic hedge on the shares of common stock underlying the investment. As of August 2007, the fair value of this hedge was \$2.69 billion. Includes the effect of foreign exchange revaluation on the investment, for which Goldman Sachs also maintains an economic hedge.
- (12) Includes interests of \$3.97 billion as of August 2007 held by investment funds managed by Goldman Sachs. The fair value of the investment in the ordinary shares of ICBC, which trade on The Stock Exchange of Hong Kong, includes the effect of foreign exchange revaluation, for which Goldman Sachs maintains an economic currency hedge.