## Quarterly Results (unaudited)

The following represents the firm's unaudited quarterly results for the years ended December 2012 and December 2011. These quarterly results were prepared in accordance with U.S. GAAP and reflect all adjustments that
are, in the opinion of management, necessary for a fair statement of the results. These adjustments are of a normal, recurring nature.

|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| in millions, except per share data | $\begin{array}{r} \text { December } \\ 2012 \end{array}$ | September 2012 | $\begin{aligned} & \hline \text { June } \\ & 2012 \end{aligned}$ | March 2012 |
| Total non-interest revenues | \$8,263 | \$7,515 | \$5,537 | \$ 8,968 |
| Interest income | 2,864 | 2,629 | 3,055 | 2,833 |
| Interest expense | 1,891 | 1,793 | 1,965 | 1,852 |
| Net interest income | 973 | 836 | 1,090 | 981 |
| Net revenues, including net interest income | 9,236 | 8,351 | 6,627 | 9,949 |
| Operating expenses ${ }^{1}$ | 4,923 | 6,053 | 5,212 | 6,768 |
| Pre-tax earnings | 4,313 | 2,298 | 1,415 | 3,181 |
| Provision for taxes | 1,421 | 786 | 453 | 1,072 |
| Net earnings | 2,892 | 1,512 | 962 | 2,109 |
| Preferred stock dividends | 59 | 54 | 35 | 35 |
| Net earnings applicable to common shareholders | \$2,833 | \$1,458 | \$ 927 | \$ 2,074 |
| Earnings per common share |  |  |  |  |
| Basic | \$ 5.87 | \$ 2.95 | \$ 1.83 | \$ 4.05 |
| Diluted | 5.60 | 2.85 | 1.78 | 3.92 |
| Dividends declared per common share | 0.50 | 0.46 | 0.46 | 0.35 |


|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| in millions, except per share data | December 2011 | September 2011 | $\begin{aligned} & \text { June } \\ & 2011 \end{aligned}$ | $\begin{gathered} \text { March } \\ 2011 \end{gathered}$ |
| Total non-interest revenues | \$4,984 | \$2,231 | \$5,868 | \$10,536 |
| Interest income | 3,032 | 3,354 | 3,681 | 3,107 |
| Interest expense | 1,967 | 1,998 | 2,268 | 1,749 |
| Net interest income | 1,065 | 1,356 | 1,413 | 1,358 |
| Net revenues, including net interest income | 6,049 | 3,587 | 7,281 | 11,894 |
| Operating expenses ${ }^{1}$ | 4,802 | 4,317 | 5,669 | 7,854 |
| Pre-tax earnings/(loss) | 1,247 | (730) | 1,612 | 4,040 |
| Provision/(benefit) for taxes | 234 | (337) | 525 | 1,305 |
| Net earnings/(loss) | 1,013 | (393) | 1,087 | 2,735 |
| Preferred stock dividends | 35 | 35 | 35 | 1,827 |
| Net earnings/(loss) applicable to common shareholders | \$ 978 | \$ (428) | \$1,052 | \$ 908 |
| Earnings/(loss) per common share |  |  |  |  |
| Basic | \$ 1.91 | \$ (0.84) | \$ 1.96 | \$ 1.66 |
| Diluted | 1.84 | (0.84) | 1.85 | 1.56 |
| Dividends declared per common share | 0.35 | 0.35 | 0.35 | 0.35 |

[^0]
## Supplemental Financial Information

## Common Stock Price Range

The table below presents the high and low sales prices per share of the firm's common stock.

|  | cember |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  | 2011 |  | 2010 |  |
|  | High | Low | High | Low | High | Low |
| First quarter | \$128.72 | \$ 92.42 | \$175.34 | \$153.26 | \$178.75 | \$147.81 |
| Second quarter | 125.54 | 90.43 | 164.40 | 128.30 | 186.41 | 131.02 |
| Third quarter | 122.60 | 91.15 | 139.25 | 91.40 | 157.25 | 129.50 |
| Fourth quarter | 129.72 | 113.84 | 118.07 | 84.27 | 171.61 | 144.70 |

As of February 15, 2013, there were 13,297 holders of record of the firm's common stock.

## Common Stock Performance

The following graph compares the performance of an investment in the firm's common stock from November 30, 2007 through December 31, 2012, with the S\&P 500 Index and the S\&P 500 Financials Index. The graph assumes $\$ 100$ was invested on November 30, 2007 in each of the firm's common stock, the S\&P 500 Index and

On February 15, 2013, the last reported sales price for the firm's common stock on the New York Stock Exchange was $\$ 154.99$ per share.
the S\&P 500 Financials Index, and the dividends were reinvested on the date of payment without payment of any commissions. The performance shown in the graph represents past performance and should not be considered an indication of future performance.


The table below shows the cumulative total returns in dollars of the firm's common stock, the S\&P 500 Index and the S\&P 500 Financials Index for Goldman Sachs' last five fiscal year ends ${ }^{1}$, assuming $\$ 100$ was invested on November 30, 2007 in each of the firm's common stock,
the S\&P 500 Index and the S\&P 500 Financials Index, and the dividends were reinvested on the date of payment without payment of any commissions. The performance shown in the table represents past performance and should not be considered an indication of future performance.

|  | 11/30/07 | 11/28/08 | 12/31/09 | 12/31/10 | 12/31/11 | 12/31/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| The Goldman Sachs Group, Inc. | \$100.00 | \$35.16 | \$76.08 | \$76.49 | \$41.61 | \$ 59.66 |
| S\&P 500 Index | 100.00 | 61.91 | 79.13 | 91.04 | 92.96 | 107.84 |
| S\&P 500 Financials Index | 100.00 | 42.42 | 49.61 | 55.65 | 46.18 | 59.53 |

[^1]
## Selected Financial Data

|  | As of or for the |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended |  |  |  |  |  |  |  |  |  | One Month Ended <br> December <br> $2008^{1}$ |  |
|  |  | December 2012 | December 2011 |  | $\begin{array}{r} \hline \text { December } \\ 2010 \end{array}$ |  | $\begin{array}{r} \hline \text { December } \\ 2009 \end{array}$ |  | November 2008 |  |  |  |
| Income statement data (in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total non-interest revenues |  | \$ 30,283 |  | \$ 23,619 |  | \$ 33,658 |  | 37,766 |  | 17,946 | \$ | (502) |
| Interest income |  | 11,381 |  | 13,174 |  | 12,309 |  | 13,907 |  | 35,633 |  | 1,687 |
| Interest expense |  | 7,501 |  | 7,982 |  | 6,806 |  | 6,500 |  | 31,357 |  | 1,002 |
| Net interest income |  | 3,880 |  | 5,192 |  | 5,503 |  | 7,407 |  | 4,276 |  | 685 |
| Net revenues, including net interest income |  | 34,163 |  | 28,811 |  | 39,161 |  | 45,173 |  | 22,222 |  | 183 |
| Compensation and benefits |  | 12,944 |  | 12,223 |  | 15,376 |  | 16,193 |  | 10,934 |  | 744 |
| U.K. bank payroll tax |  | - |  | - |  | 465 |  | - |  | - |  | - |
| Other operating expenses |  | 10,012 |  | 10,419 |  | 10,428 |  | 9,151 |  | 8,952 |  | 697 |
| Pre-tax earnings/(loss) |  | \$ 11,207 |  | \$ 6,169 |  | \$ 12,892 |  | 19,829 | \$ | 2,336 | \$ | $(1,258)$ |
| Balance sheet data (in millions) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total assets |  | \$938,555 |  | \$923,225 |  | \$911,332 |  | 8848,942 |  | 84,547 |  | 12,225 |
| Other secured financings (long-term) |  | 8,965 |  | 8,179 |  | 13,848 |  | 11,203 |  | 17,458 |  | 18,413 |
| Unsecured long-term borrowings |  | 167,305 |  | 173,545 |  | 174,399 |  | 185,085 |  | 68,220 |  | 85,564 |
| Total liabilities |  | 862,839 |  | 852,846 |  | 833,976 |  | 778,228 |  | 20,178 |  | 49,171 |
| Total shareholders' equity |  | 75,716 |  | 70,379 |  | 77,356 |  | 70,714 |  | 64,369 |  | 63,054 |
| Common share data (in millions, except per share amounts) |  |  |  |  |  |  |  |  |  |  |  |  |
| Earnings/(loss) per common share |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | \$ 14.63 |  | \$ 4.71 |  | \$ 14.15 |  | \$ 23.74 | \$ | 4.67 | \$ | (2.15) |
| Diluted |  | 14.13 |  | 4.51 |  | 13.18 |  | 22.13 |  | 4.47 |  | (2.15) |
| Dividends declared per common share |  | 1.77 |  | 1.40 |  | 1.40 |  | 1.05 |  | 1.40 |  | $0.47{ }^{3}$ |
| Book value per common share ${ }^{2}$ |  | 144.67 |  | 130.31 |  | 128.72 |  | 117.48 |  | 98.68 |  | 95.84 |
| Average common shares outstanding |  |  |  |  |  |  |  |  |  |  |  |  |
| Basic |  | 496.2 |  | 524.6 |  | 542.0 |  | 512.3 |  | 437.0 |  | 485.5 |
| Diluted |  | 516.1 |  | 556.9 |  | 585.3 |  | 550.9 |  | 456.2 |  | 485.5 |
| Selected data (unaudited) |  |  |  |  |  |  |  |  |  |  |  |  |
| Total staff |  |  |  |  |  |  |  |  |  |  |  |  |
| Americas |  | 16,400 |  | 17,200 |  | 19,900 |  | 18,900 |  | 19,700 |  | 19,200 |
| Non-Americas |  | 16,000 |  | 16,100 |  | 15,800 |  | 13,600 |  | 14,800 |  | 14,100 |
| Total staff |  | 32,400 |  | 33,300 |  | 35,700 |  | 32,500 |  | 34,500 |  | 33,300 |
| Assets under management (in billions) |  |  |  |  |  |  |  |  |  |  |  |  |
| Asset class |  |  |  |  |  |  |  |  |  |  |  |  |
| Alternative investments |  | \$ 133 | \$ | \$ 142 | \$ | \$ 148 | \$ | 146 | \$ | 146 | \$ | 145 |
| Equity |  | 133 |  | 126 |  | 144 |  | 146 |  | 112 |  | 114 |
| Fixed income |  | 370 |  | 340 |  | 340 |  | 315 |  | 248 |  | 253 |
| Total non-money market assets |  | 636 |  | 608 |  | 632 |  | 607 |  | 506 |  | 512 |
| Money markets |  | 218 |  | 220 |  | 208 |  | 264 |  | 273 |  | 286 |
| Total assets under management |  | \$ 854 | \$ | \$ 828 | \$ | \$ 840 | \$ | 871 | \$ | 779 | \$ | 798 |

1. In connection with becoming a bank holding company, the firm was required to change its fiscal year-end from November to December. December 2008 represents the period from November 29, 2008 to December 26, 2008.
2. Book value per common share is based on common shares outstanding, including RSUs granted to employees with no future service requirements, of 480.5 million, 516.3 million, 546.9 million, 542.7 million, 485.4 million and 485.9 million as of December 2012, December 2011, December 2010, December 2009, November 2008 and December 2008, respectively.
3. Rounded to the nearest penny. Exact dividend amount was $\$ 0.4666666$ per common share and was reflective of a four-month period (December 2008 through March 2009), due to the change in the firm's fiscal year-end.

## Supplemental Financial Information

## Statistical Disclosures

Distribution of Assets, Liabilities and Shareholders' Equity
The table below presents a summary of consolidated average balances and interest rates.

| in millions, except rates | For the Year Ended December |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  |  | 2011 |  |  | 2010 |  |  |
|  | Average balance | Interest | Average rate | Average balance | Interest | Average rate | Average balance | Interest | Average rate |
| Assets |  |  |  |  |  |  |  |  |  |
| Deposits with banks | \$ 52,500 | \$ 156 | 0.30\% | \$ 38,039 | \$ 125 | 0.33\% | \$ 29,371 | \$ 86 | 0.29\% |
| U.S. | 49,123 | 132 | 0.27 | 32,770 | 95 | 0.29 | 24,988 | 67 | 0.27 |
| Non-U.S. | 3,377 | 24 | 0.71 | 5,269 | 30 | 0.57 | 4,383 | 19 | 0.43 |
| Securities borrowed, securities purchased under agreements to resell and federal funds sold | 331,828 | (77) | (0.02) | 351,896 | 666 | 0.19 | 353,719 | 540 | 0.15 |
| U.S. | 191,166 | (431) | (0.23) | 219,240 | (249) | (0.11) | 243,907 | 75 | 0.03 |
| Non-U.S. | 140,662 | 354 | 0.25 | 132,656 | 915 | 0.69 | 109,812 | 465 | 0.42 |
| Financial instruments owned, at fair value 1,2 | 310,982 | 9,817 | 3.16 | 287,322 | 10,718 | 3.73 | 273,801 | 10,346 | 3.78 |
| U.S. | 190,490 | 6,548 | 3.44 | 183,920 | 7,477 | 4.07 | 189,136 | 7,865 | 4.16 |
| Non-U.S. | 120,492 | 3,269 | 2.71 | 103,402 | 3,241 | 3.13 | 84,665 | 2,481 | 2.93 |
| Other interest-earning assets 3 | 136,427 | 1,485 | 1.09 | 143,270 | 1,665 | 1.16 | 118,364 | 1,337 | 1.13 |
| U.S. | 90,071 | 974 | 1.08 | 99,042 | 915 | 0.92 | 82,965 | 689 | 0.83 |
| Non-U.S. | 46,356 | 511 | 1.10 | 44,228 | 750 | 1.70 | 35,399 | 648 | 1.83 |
| Total interest-earning assets | 831,737 | 11,381 | 1.37 | 820,527 | 13,174 | 1.61 | 775,255 | 12,309 | 1.59 |
| Cash and due from banks | 7,357 |  |  | 4,987 |  |  | 3,709 |  |  |
| Other non-interest-earning assets ${ }^{2}$ | 107,702 |  |  | 118,901 |  |  | 113,310 |  |  |
| Total Assets | \$946,796 |  |  | \$944,415 |  |  | \$892,274 |  |  |
| Liabilities |  |  |  |  |  |  |  |  |  |
| Interest-bearing deposits | \$ 56,399 | \$ 399 | 0.71\% | \$ 40,266 | \$ 280 | 0.70\% | \$ 38,011 | \$ 304 | 0.80\% |
| U.S. | 48,668 | 362 | 0.74 | 33,234 | 243 | 0.73 | 31,418 | 279 | 0.89 |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
| U.S. | 121,145 | 380 | 0.31 | 110,235 | 280 | 0.25 | 112,839 | 355 | 0.31 |
| Non-U.S. | 56,405 | 442 | 0.78 | 61,518 | 625 | 1.02 | 47,441 | 353 | 0.74 |
| Financial instruments sold, but not yet purchased, |  |  |  |  |  |  |  |  |  |
| U.S. | 41,436 | 852 | 2.06 | 52,065 | 984 | 1.89 | 44,713 | 818 | 1.83 |
| Non-U.S. | 53,304 | 1,586 | 2.98 | 50,217 | 1.480 | 2.95 | 44,327 | 1,041 | 2.35 |
| Short-term borrowings ${ }^{4,5}$ | 70,359 | 581 | 0.83 | 78,497 | 526 | 0.67 | 55,512 | 453 | 0.82 |
| U.S. | 47,614 | 479 | 1.01 | 50,659 | 431 | 0.85 | 33,306 | 394 | 1.18 |
| Non-U.S. | 22,745 | 102 | 0.45 | 27,838 | 95 | 0.34 | 22,206 | 59 | 0.27 |
| Long-term borrowings 5, 6 | 176,698 | 3,736 | 2.11 | 186,148 | 3,439 | 1.85 | 193,031 | 3,155 | 1.63 |
| U.S. | 170,163 | 3,582 | 2.11 | 179,004 | 3,235 | 1.81 | 183,338 | 2,910 | 1.59 |
| Non-U.S. | 6,535 | 154 | 2.36 | 7,144 | 204 | 2.86 | 9,693 | 245 | 2.53 |
| Other interest-bearing liabilities 7 | 206,790 | (475) | (0.23) | 203,940 | 368 | 0.18 | 189,008 | 327 | 0.17 |
| U.S. | 150,986 | (988) | (0.65) | 149,958 | (535) | (0.36) | 142,752 | (221) | (0.15) |
| Non-U.S. | 55,804 | 513 | 0.92 | 53,982 | 903 | 1.67 | 46,256 | 548 | 1.18 |
| Total interest-bearing liabilities | 782,536 | 7,501 | 0.96 | 782,886 | 7,982 | 1.02 | 724,882 | 6,806 | 0.94 |
| Non-interest-bearing deposits | 324 |  |  | 140 |  |  | 169 |  |  |
| Other non-interest-bearing liabilities ${ }^{2}$ | 91,406 |  |  | 88,681 |  |  | 92,966 |  |  |
| Total liabilities | 874,266 |  |  | 871,707 |  |  | 818,017 |  |  |
| Shareholders' equity |  |  |  |  |  |  |  |  |  |
| Preferred stock | 4,392 |  |  | 3,990 |  |  | 6,957 |  |  |
| Common stock | 68,138 |  |  | 68,718 |  |  | 67,300 |  |  |
| Total shareholders' equity | 72,530 |  |  | 72,708 |  |  | 74,257 |  |  |
| Total liabilities and shareholders' equity | \$946,796 |  |  | \$944,415 |  |  | \$892,274 |  |  |
| Interest rate spread |  |  | 0.41\% |  |  | 0.59\% |  |  | 0.65\% |
| Net interest income and net yield on |  |  |  |  |  |  |  |  |  |
| U.S. |  | 2,556 | 0.49 |  | 3,600 | 0.67 |  | 4,161 | 0.77 |
| Non-U.S. |  | 1,324 | 0.43 |  | 1,592 | 0.56 |  | 1,342 | 0.57 |
| Percentage of interest-earning assets and interest-bearing liabilities attributable to non-U.S. operations ${ }^{8}$ |  |  |  |  |  |  |  |  |  |
| Assets |  |  | 37.38\% |  |  | 34.80\% |  |  | 30.22\% |
| Liabilities |  |  | 25.88 |  |  | 26.53 |  |  | 24.35 |

## Supplemental Financial Information

1. Consists of cash financial instruments, including equity securities and convertible debentures.
2. Derivative instruments and commodities are included in other non-interest-earning assets and other non-interest-bearing liabilities.
3. Primarily consists of cash and securities segregated for regulatory and other purposes and certain receivables from customers and counterparties.
4. Consists of short-term other secured financings and unsecured short-term borrowings.
5. Interest rates include the effects of interest rate swaps accounted for as hedges.
6. Consists of long-term secured financings and unsecured long-term borrowings.
7. Primarily consists of certain payables to customers and counterparties.
8. Assets, liabilities and interest are attributed to U.S. and non-U.S. based on the location of the legal entity in which the assets and liabilities are held.

## Changes in Net Interest Income, Volume and Rate Analysis

The table below presents an analysis of the effect on net interest income of volume and rate changes. In this analysis,
changes due to volume/rate variance have been allocated to volume.

| in millions | For the Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 2012 versus December 2011 |  |  | December 2011 versus December 2010 |  |  |
|  | Increase (decrease) due to change in: |  | $\begin{array}{r} \text { Net } \\ \text { change } \end{array}$ | Increase (decrease) due to change in: |  | $\begin{array}{r} \text { Net } \\ \text { change } \end{array}$ |
|  | Volume | Rate |  | Volume | Rate |  |
| Interest-earning assets |  |  |  |  |  |  |
| Deposits with banks | \$ 32 | \$ (1) | \$ 31 | \$ 28 | \$ 11 | \$ 39 |
| U.S. | 45 | (8) | 37 | 23 | 5 | 28 |
| Non-U.S. | (13) | 7 | (6) | 5 | 6 | 11 |
| Securities borrowed, securities purchased under agreements to resell and federal funds sold | 83 | (826) | (743) | 186 | (60) | 126 |
| U.S. | 63 | (245) | (182) | 28 | (352) | (324) |
| Non-U.S. | 20 | (581) | (561) | 158 | 292 | 450 |
| Financial instruments owned, at fair value | 689 | $(1,590)$ | (901) | 375 | (3) | 372 |
| U.S. | 225 | $(1,154)$ | (929) | (212) | (176) | (388) |
| Non-U.S. | 464 | (436) | 28 | 587 | 173 | 760 |
| Other interest-earning assets | (74) | (106) | (180) | 299 | 29 | 328 |
| U.S. | (97) | 156 | 59 | 149 | 77 | 226 |
| Non-U.S. | 23 | (262) | (239) | 150 | (48) | 102 |
| Change in interest income | 730 | $(2,523)$ | $(1,793)$ | 888 | (23) | 865 |
| Interest-bearing liabilities |  |  |  |  |  |  |
| Interest-bearing deposits | 118 | 1 | 119 | 15 | (39) | (24) |
| U.S. | 115 | 4 | 119 | 13 | (49) | (36) |
| Non-U.S. | 3 | (3) | - | 2 | 10 | 12 |
| Securities loaned and securities sold under agreements to repurchase | (6) | (77) | (83) | 136 | 61 | 197 |
| U.S. | 34 | 66 | 100 | (7) | (68) | (75) |
| Non-U.S. | (40) | (143) | (183) | 143 | 129 | 272 |
| Financial instruments sold, but not yet purchased, at fair value | (127) | 101 | (26) | 313 | 292 | 605 |
| U.S. | (219) | 87 | (132) | 139 | 27 | 166 |
| Non-U.S. | 92 | 14 | 106 | 174 | 265 | 439 |
| Short-term borrowings | (54) | 109 | 55 | 167 | (94) | 73 |
| U.S. | (31) | 79 | 48 | 147 | (110) | 37 |
| Non-U.S. | (23) | 30 | 7 | 20 | 16 | 36 |
| Long-term borrowings | (200) | 497 | 297 | (151) | 435 | 284 |
| U.S. | (186) | 533 | 347 | (78) | 403 | 325 |
| Non-U.S. | (14) | (36) | (50) | (73) | 32 | (41) |
| Other interest-bearing liabilities | 10 | (853) | (843) | 103 | (62) | 41 |
| U.S. | (7) | (446) | (453) | (26) | (288) | (314) |
| Non-U.S. | 17 | (407) | (390) | 129 | 226 | 355 |
| Change in interest expense | (259) | (222) | (481) | 583 | 593 | 1,176 |
| Change in net interest income | \$ 989 | \$(2,301) | \$(1,312) | \$ 305 | \$(616) | \$ (311) |

## Available-for-sale Securities Portfolio

The table below presents the fair value of available-for-sale securities. As of December 2012, such assets related to the firm's reinsurance business were classified as held for sale
and were included in "Other assets." See Note 12 for further information about assets held for sale.

| in millions | Amortized Cost | Gross Unrealized Gains | Gross Unrealized Losses | Fair Value |
| :---: | :---: | :---: | :---: | :---: |
| Available-for-sale securities, December 2012 |  |  |  |  |
| Commercial paper, certificates of deposit, time deposits and other money market instruments | \$ 467 | \$ - | \$ | \$ 467 |
| U.S. government and federal agency obligations | 814 | 47 | (5) | 856 |
| Non-U.S. government and agency obligations | 2 | - | - | 2 |
| Mortgage and other asset-backed loans and securities | 3,049 | 341 | (8) | 3,382 |
| Corporate debt securities | 3,409 | 221 | (5) | 3,625 |
| State and municipal obligations | 539 | 91 | (1) | 629 |
| Other debt obligations | 112 | 3 | (2) | 113 |
| Total available-for-sale securities | \$8,392 | \$703 | \$ (21) | \$9,074 |
| Available-for-sale securities, December 2011 |  |  |  |  |
| Commercial paper, certificates of deposit, time deposits and other money market instruments | \$ 406 | \$ - | \$ - | \$ 406 |
| U.S. government and federal agency obligations | 582 | 80 | - | 662 |
| Non-U.S. government and agency obligations | 19 | - | - | 19 |
| Mortgage and other asset-backed loans and securities | 1,505 | 30 | (119) | 1,416 |
| Corporate debt securities | 1,696 | 128 | (11) | 1,813 |
| State and municipal obligations | 418 | 63 | - | 481 |
| Other debt obligations | 67 | - | (3) | 64 |
| Total available-for-sale securities | \$4,693 | \$301 | \$(133) | \$4,861 |

## Supplemental Financial Information

The table below presents the fair value, amortized cost and weighted average yields of available-for-sale securities by
contractual maturity. Yields are calculated on a weighted average basis.

| \$ in millions | As of December 2012 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Due in <br> One Year or Less |  | Due After One Year Through Five Years |  | Due After <br> Five Years Through Ten Years |  | Due After Ten Years |  | Total |  |
|  | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield |
| Fair value of available-for-sale securities |  |  |  |  |  |  |  |  |  |  |
| Commercial paper, certificates of deposit, time deposits and other money market instruments | \$467 | -\% | \$ | - \% | \$ | - \% | \$ | -\% | \$ 467 | - \% |
| U.S. government and federal agency obligations | 57 | - | 267 | 1 | 88 | 2 | 444 | 4 | 856 | 3 |
| Non-U.S. government and agency obligations | - | - | - | - | - | - | 2 | 4 | 2 | 4 |
| Mortgage and other asset-backed loans and securities | 4 | 3 | 218 | 5 | 23 | 6 | 3,137 | 6 | 3,382 | 6 |
| Corporate debt securities | 74 | 2 | 804 | 3 | 1,567 | 4 | 1,180 | 5 | 3,625 | 4 |
| State and municipal obligations | - | - | 10 | 5 | - | - | 619 | 6 | 629 | 6 |
| Other debt obligations | 18 | 1 | 6 | 1 | 5 | 5 | 84 | 4 | 113 | 3 |
| Total available-for-sale securities | \$620 |  | \$1,305 |  | \$1,683 |  | \$5,466 |  | \$9,074 |  |
| Amortized cost of available-for-sale securities | \$617 |  | \$1,267 |  | \$1,593 |  | \$4,915 |  | \$8,392 |  |


| \$ in millions | As of December 2011 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Due in One Year or Less |  | Due After One Year Through Five Years |  | Due After Five Years Through Ten Years |  | Due After Ten Years |  | Total |  |
|  | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield | Amount | Yield |

## Fair value of available-for-sale securities

Commercial paper, certificates of deposit,

| instruments | \$406 | -\% | \$ | - | -\% | \$ | - | -\% | \$ | -\% | \$ 406 | -\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. government and federal agency obligations | 72 | - |  | 132 | 3 |  | 69 | 2 | 389 | 4 | 662 | 3 |
| Non-U.S. government and agency obligations | - | - |  | 9 | 3 |  | 9 | 6 | 1 | 4 | 19 | 4 |
| Mortgage and other asset-backed loans and securities | - | - |  | 120 | 7 |  | 19 | 5 | 1,277 | 10 | 1,416 | 10 |
| Corporate debt securities | 33 | 5 |  | 425 | 4 |  | 848 | 5 | 507 | 6 | 1,813 | 5 |
| State and municipal obligations | 1 | 5 |  | 12 | 5 |  | - | - | 468 | 6 | 481 | 6 |
| Other debt obligations | - | - |  | 10 | 4 |  | - | - | 54 | 3 | 64 | 3 |
| Total available-for-sale securities | \$512 |  |  | 708 |  | \$ | 945 |  | \$2,696 |  | \$4,861 |  |
| Amortized cost of available-for-sale securities | \$512 |  | \$ | 696 |  | \$ | 899 |  | \$2,586 |  | \$4,693 |  |

## Supplemental Financial Information

## Deposits

The table below presents a summary of the firm's interest-bearing deposits.

|  | Average Balances |  |  | Average Interest Rates |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Year Ended December |  |  | Year Ended December |  |  |
| \$ in millions | 2012 | 2011 | 2010 | 2012 | 2011 | 2010 |
| U.S.: |  |  |  |  |  |  |
| Savings 1 | \$32,235 | \$25,916 | \$23,260 | 0.42\% | 0.42\% | 0.44\% |
| Time | 16,433 | 7,318 | 8,158 | 1.38 | 1.84 | 2.16 |
| Total U.S. deposits | 48,668 | 33,234 | 31,418 | 0.74 | 0.73 | 0.89 |
| Non-U.S.: |  |  |  |  |  |  |
| Demand | 5,318 | 5,378 | 5,559 | 0.30 | 0.46 | 0.34 |
| Time | 2,413 | 1,654 | 1,034 | 0.87 | 0.73 | 0.58 |
| Total Non-U.S. deposits | 7,731 | 7,032 | 6,593 | 0.48 | 0.53 | 0.38 |
| Total deposits | \$56,399 | \$40,266 | \$38,011 | 0.71 | 0.70 | 0.80 |

1. Amounts are available for withdrawal upon short notice, generally within seven days.

## Ratios

The table below presents selected financial ratios.

|  | Year Ended December |  |  |
| :---: | :---: | :---: | :---: |
|  | 2012 | 2011 | 2010 |
| Net earnings to average assets | 0.8\% | 0.5\% | 0.9\% |
| Return on average common shareholders' equity ${ }^{1}$ | 10.7 | 3.7 | 11.5 |
| Return on average total shareholders' equity ${ }^{2}$ | 10.3 | 6.1 | 11.3 |
| Total average equity to average assets | 7.7 | 7.7 | 8.3 |
| Dividend payout ratio ${ }^{3}$ | 12.5 | 31.0 | 10.6 |

1. Based on net earnings applicable to common shareholders divided by average monthly common shareholders' equity.
2. Based on net earnings divided by average monthly total shareholders' equity.
3. Dividends declared per common share as a percentage of diluted earnings per common share.

## Short-term and Other Borrowed Funds

The table below presents a summary of the firm's securities loaned and securities sold under agreements to repurchase and short-term borrowings. These borrowings generally
mature within one year of the financial statement date and include borrowings that are redeemable at the option of the holder within one year of the financial statement date.

| \$ in millions | Securities Loaned and Securities Sold Under Agreements to Repurchase |  |  | Short-Term Borrowings ${ }^{1,2}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As of December |  |  | As of December |  |  |
|  | 2012 | 2011 | 2010 | 2012 | 2011 | 2010 |
| Amounts outstanding at year-end | \$185,572 | \$171,684 | \$173,557 | \$67,349 | \$78,223 | \$72,371 |
| Average outstanding during the year | 177,550 | 171,753 | 160,280 | 70,359 | 78,497 | 55,512 |
| Maximum month-end outstanding | 198,456 | 190,453 | 173,557 | 75,280 | 87,281 | 72,371 |
| Weighted average interest rate |  |  |  |  |  |  |
| During the year | 0.46\% | 0.53\% | 0.44\% | 0.83\% | 0.67\% | 0.82\% |
| At year-end | 0.44 | 0.39 | 0.44 | 0.79 | 0.92 | 0.63 |

[^2]
## Supplemental Financial Information

## Cross-border Outstandings

Cross-border outstandings are based on the Federal Financial Institutions Examination Council's (FFIEC) regulatory guidelines for reporting cross-border information and represent the amounts that the firm may not be able to obtain from a foreign country due to country-specific events, including unfavorable economic and political conditions, economic and social instability, and changes in government policies.

Credit exposure represents the potential for loss due to the default or deterioration in credit quality of a counterparty or an issuer of securities or other instruments the firm holds and is measured based on the potential loss in an event of non-payment by a counterparty. Credit exposure is reduced through the effect of risk mitigants, such as netting agreements with counterparties that permit the firm to offset receivables and payables with such counterparties or obtaining collateral from counterparties. The tables below do not include all the effects of such risk mitigants and do not represent the firm's credit exposure.

Claims in the tables below include cash, receivables, securities purchased under agreements to resell, securities borrowed and cash financial instruments, but exclude derivative instruments and commitments. Securities purchased under agreements to resell and securities borrowed are presented gross, without reduction for related securities collateral held, based on the domicile of the counterparty. Margin loans (included in receivables) are presented based on the amount of collateral advanced by the counterparty.

The tables below present cross-border outstandings for each country in which cross-border outstandings exceed $0.75 \%$ of consolidated assets in accordance with the FFIEC guidelines.

| in millions | As of December 2012 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Banks | Governments | Other | Total |
| Country |  |  |  |  |
| Cayman Islands | \$ - | \$ | \$39,283 | \$39,283 |
| France | 24,333 ${ }^{1}$ | 2,370 | 5,819 | 32,522 |
| Japan | 16,679 | 19 | 8,908 | 25,606 |
| Germany | 4,012 | 10,976 | 7,912 | 22,900 |
| Spain | 3,790 | 4,237 | 1,816 | 9,843 |
| Ireland | 438 | 68 | 7,057 | 7,5632 |
| United Kingdom | 1,422 | 237 | 5,874 | 7,533 |
| China | 2,564 | 1,265 | 3,564 | 7,393 |
| Brazil | 1,383 | 3,704 | 2,280 | 7,367 |
| Switzerland | 3,706 | 230 | 3,133 | 7,069 |


| in millions | As of December 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Banks | Governments | Other | Total |
| Country |  |  |  |  |
| France | \$33,916 ${ }^{1}$ | \$ 2,859 | \$ 3,776 | \$40,551 |
| Cayman Islands | - | - | 33,742 | 33,742 |
| Japan | 18,745 | 31 | 6,457 | 25,233 |
| Germany | 5,458 | 16,089 | 3,162 | 24,709 |
| United Kingdom | 2,111 | 3,349 | 5,243 | 10,703 |
| Italy | 6,143 | 3,054 | 841 | 10,038 ${ }^{3}$ |
| Ireland | 1,148 | 63 | 8,801 ${ }^{2}$ | 10,012 |
| China | 6,722 | 38 | 2,908 | 9,668 |
| Switzerland | 3,836 | 40 | 5,112 | 8,988 |
| Canada | 676 | 1,019 | 6,841 | 8,536 |
| Australia | 1,597 | 470 | 5,209 | 7,276 |

[^3]| in millions |
| :--- |
| Country |
| France |
| Cayman Islands |
| Japan |

[^4]
[^0]:    1. The timing and magnitude of changes in the firm's discretionary compensation accruals can have a significant effect on results in a given quarter.
[^1]:    1. As a result of the firm's change in fiscal year-end during 2009, this table includes 61 months beginning November 30, 2007 and ending December $31,2012$.
[^2]:    1. Includes short-term secured financings of $\$ 23.05$ billion, $\$ 29.19$ billion and $\$ 24.53$ billion as of December 2012, December 2011 and December 2010 , respectively.
    2. The weighted average interest rates for these borrowings include the effect of hedging activities.
[^3]:    1. Primarily comprised of secured lending transactions with a clearing house which are secured by collateral.
     secured lending transactions.
    2. Primarily comprised of secured lending transactions which are primarily secured by German government obligations.
[^4]:    1. Primarily comprised of secured lending transactions with a clearing house which are secured by collateral.
