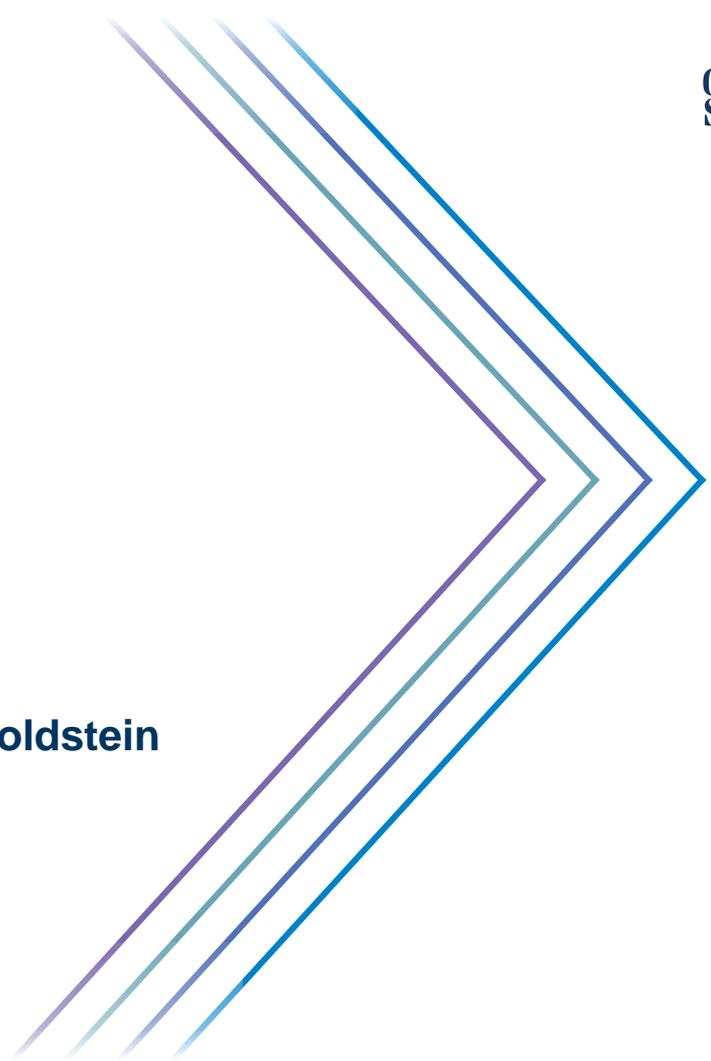


# **Sustainability Breakout Session**

**Asahi Pompey, Margaret Anadu, John Goldstein**

January 29, 2020



# Panelist Overview



**Asahi Pompey**  
Global Head of Corporate  
Engagement and President of  
Goldman Sachs Foundation



**Margaret Anadu**  
Head of Urban  
Investment Group



**John Goldstein**  
Head of Sustainable  
Finance Group

# Ask a Question

Submit a question via the app

MENU > ASK A QUESTION



Submit a question via email

PLEASE EMAIL THE ADDRESS BELOW:

**events@gs.com**

WITH SUBJECT:

**#gsesg**

OUR PURPOSE

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**We advance sustainable economic growth  
and financial opportunity**

DRIVING OUR PURPOSE THROUGH FIVE KEY SUSTAINABILITY THEMES

**Drive  
Sustainable  
Growth**

**Increase  
Financial  
Empowerment**

**Advance  
Environmental  
Progress**

**Invest in  
Our People**

**Manage  
Responsibly**

# A Commercial Approach To Sustainable Finance

## \$750bn

Sustainable Finance by 2030

INCLUSIVE GROWTH

Waste and  
Materials

Clean  
Energy

Food and  
Agriculture

Sustainable  
Transport

Ecosystem  
Services

Financial  
Inclusion

Accessible  
and  
Affordable  
Education

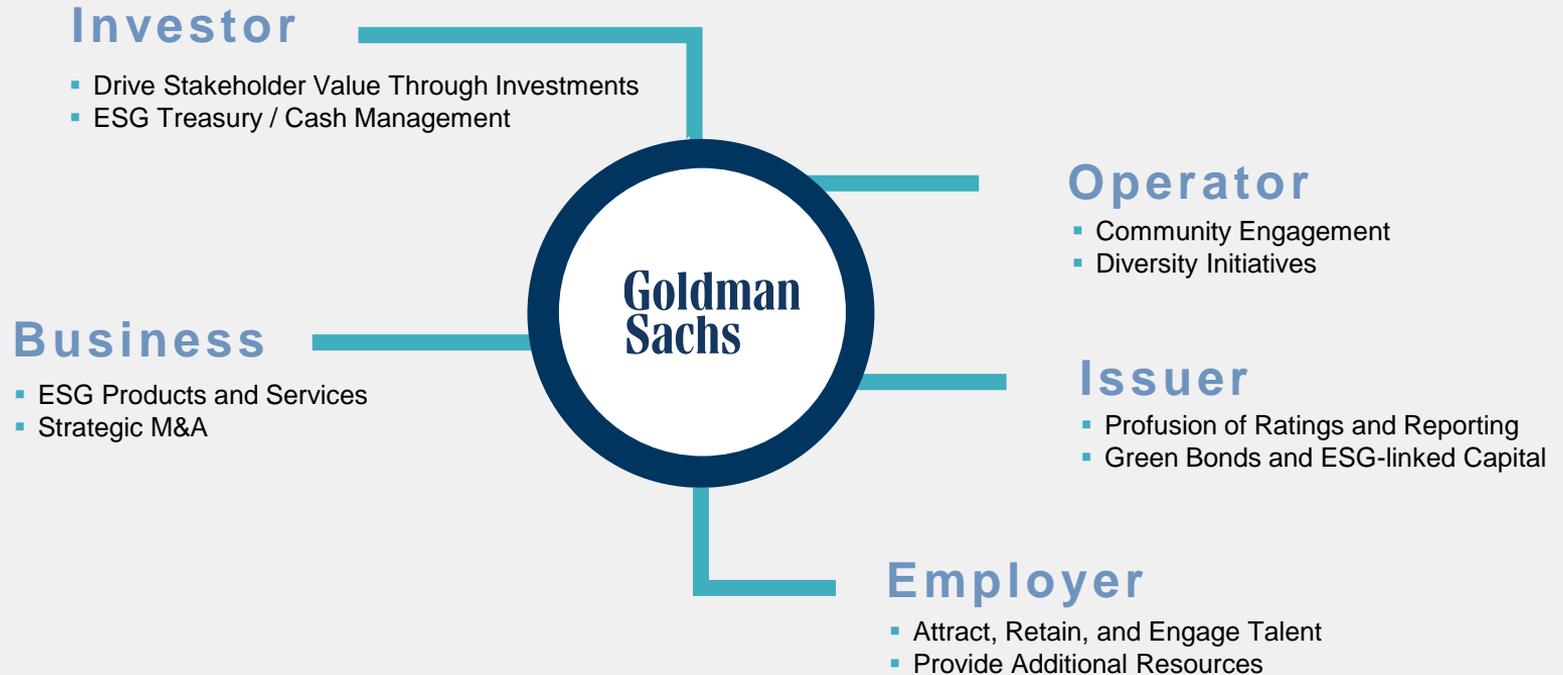
Communities

Accessible  
and  
Innovative  
Healthcare

CLIMATE TRANSITION

# Sustainable Finance Group: Mobilizing Expertise Across the Firm

Growing commercial opportunity to address full spectrum of our clients' ESG needs



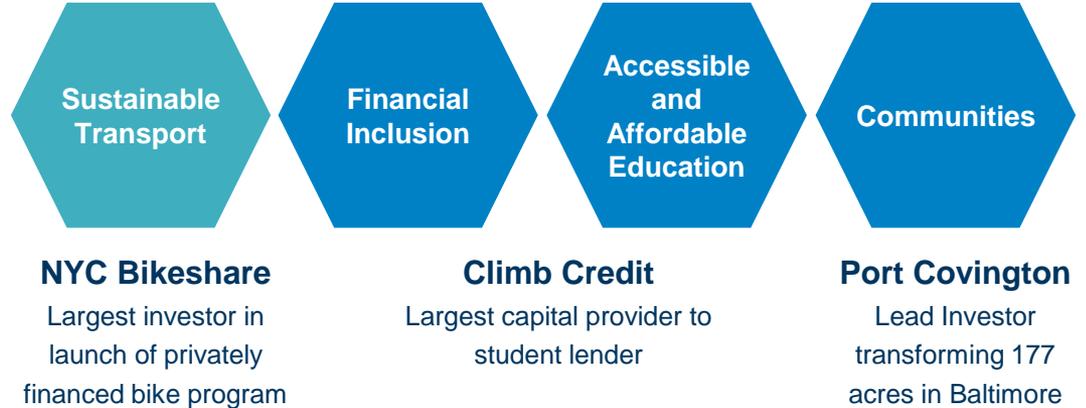
# Urban Investment Group

UIG's unique commitment to building deep relationships within our communities creates differentiated commercial opportunities that are accretive to firmwide returns

## A Flexible Investing Approach Leads to...

- **Equity**
- **Debt**
- **Tax Credit Equity**

## ...A Wide Range of Impacts



# Urban Investment Group

1

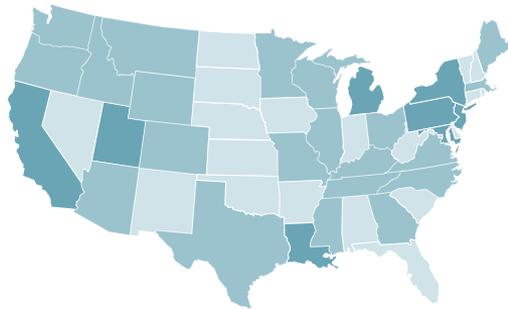
Innovative Solutions for a Range of Clients

2

Experienced Team and a Proven Strategy

3

Well Positioned to be a First Mover



**\$8.5bn** Invested to date

**19 years** Of investing in underserved areas

**300+** Investments made to date

**\$2.8bn** development financed in opportunity zones

**2017:** financed public housing energy retrofits through largest ever energy performance contract

**2016:** financed world's largest indoor aeroponic farm

**2012:** lead investor in the first social impact bonds in the US



THE KRESGE FOUNDATION



NEW ORLEANS REDEVELOPMENT AUTHORITY

# Corporate Engagement: Unlocking Economic Empowerment

Focused efforts on two signature entrepreneurship programs, partner giving and employee volunteerism

**Community Engagement**

**452k**

Volunteer days through Community TeamWorks (CTW)

**\$350M**

Need-based scholarships through GS Gives

**10,000 Women**

**100+**

Countries

**\$1.4bn**

Capital catalyzed with partners

**10,000 Small Businesses**

**175k+**

U.S. Total employees

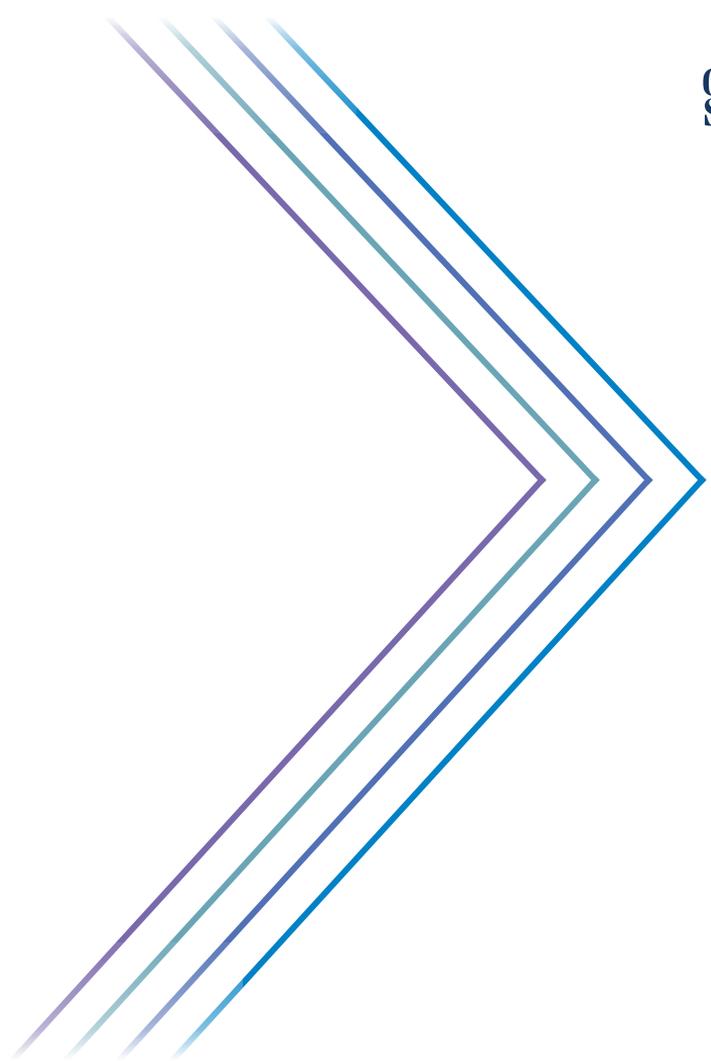
**\$12bn**

U.S. Total revenues

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# End Notes

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

Slide 4:

Note: The target includes financing, investing and advisory activity across our businesses

Slides 6 & 7:

Note: Third-party brands used in this presentation are the property of their respective owners and are not intended to imply an affiliation with or endorsement of Goldman Sachs or its products/services

# Cautionary Note on Forward-Looking Statements

Statements about the firm's target metrics, including its target ROE, ROTE, efficiency ratio and CET1 capital ratios, and how they can be achieved, and statements about future operating expense (including future litigation expense), amount and composition of future Assets under Supervision, planned debt issuances, growth of deposits and associated interest expense savings, future geographic location of its employees, and the timing and profitability of its business initiatives, including its launch of new businesses or new activities, its ability to increase its market share in incumbent businesses and its ability to achieve more durable revenues and higher returns from these initiatives, are forward-looking statements, and it is possible that the firm's actual results may differ, possibly materially, from the targeted results indicated in these statements.

Forward looking statements, including those about the firm's target ROE, ROTE, efficiency ratio, and expense savings, and how they can be achieved, are based on the firm's current expectations regarding its business prospects and are subject to the risk that the firm may be unable to achieve its targets due to, among other things, changes in the firm's business mix, lower profitability of new business initiatives, increases in technology and other costs to launch and bring new business initiatives to scale, and increases in liquidity requirements. Statements about the firm's target ROE, ROTE and CET1 capital ratios, and how they can be achieved, are based on the firm's current expectations regarding the capital requirements applicable to the firm and are subject to the risk that the firm's actual capital requirements may be higher than currently anticipated because of, among other factors, changes in the regulatory capital requirements applicable to the firm resulting from changes in regulations or the interpretation or application of existing regulations or changes in the nature and composition of the firm's activities. Statements about the timing and benefits of business and expense savings initiatives, the level and composition of more durable revenues and increases in market share are based on the firm's current expectations regarding its ability to implement these initiatives and may change, possibly materially, from what is currently expected. Due to the inherent uncertainty in these forward-looking statements, investors should not place undue reliance on the firm's ability to achieve these results.

For a discussion of some of the risks and important factors that could affect the firm's future business, results and financial condition, see "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2018. You should also read the cautionary notes on forward-looking statements in our Form 10-Q for the period ended September 30, 2019 and Earnings Results Presentation for the Full Year and Fourth Quarter 2019. For more information regarding non-GAAP financial measures such as ROTE, refer to the footnotes in the Earnings Release and Earnings Presentation for the Full Year and Fourth Quarter 2019 and information on the calculation of non-GAAP financial measures that is posted on the Investor Relations portion of our website: [www.goldmansachs.com](http://www.goldmansachs.com).

The statements in the presentation are current only as of January 29, 2020 and the firm does not undertake to update forward-looking statements to reflect the impact of subsequent events or circumstances.