

2020 Fourth Quarter Results Earnings Presentation

February 25, 2021

GCM GROSVENOR



Presenters



Michael Sacks
Chairman and
Chief Executive Officer



Jonathan Levin
President



Pamela Bentley
Chief Financial
Officer



Stacie Selinger
Head of
Investor Relations

Business Update



2020 Results

\$ million	December 31, 2020	% QoQ Change	% YoY Change
AUM	\$ 61,943	6 %	7 %
FPAUM	51,969	4 %	4 %
CNYFPAUM	7,057	6 %	37 %

\$ million unless otherwise noted	Quarter Ended December 31, 2020	% QoQ Change	Year Ended December 31, 2020	% YoY Change
GAAP Results				
GAAP Revenue	\$ 155.5	53 %	\$ 430.0	3 %
GAAP net income attributable to GCM Grosvenor Inc.	7.5	N/A	7.5	N/A
Non-GAAP Results				
Adjusted Revenue ¹	153.0	54 %	421.6	3 %
Net fees attributable to GCM Grosvenor	120.0	41 %	359.1	0 %
Adjusted Fee Related Earnings	26.8	5 %	95.1	8 %
Adjusted EBITDA	67.9	102 %	147.0	18 %
Adjusted net income ²	46.1	125 %	91.0	26 %

1. Excludes fund reimbursement revenue of \$2.4 million for the quarter ended December 31, 2020 and \$8.4 million for the year ended December 31, 2020.

2. Reflects a 25% blended statutory effective tax rate applied to pre-tax adjusted net income for all periods presented.

Business Highlights

Key Business Drivers

Strong Fundraising and Performance Leads to Q4 Results and Increased Earnings Power and Embedded Growth

- Strong fourth quarter and 2020 led to significant earnings growth
 - Adjusted FRE of \$95.1 million for the year ended December 31, 2020, an increase of 8% year-over-year, and Adjusted Net Income of \$91.0 million for the year ended December 31, 2020, an increase of 26% year-over-year
- Strong fundraising of \$7.0 billion of capital raised in 2020 and investment performance resulted in total AUM of \$61.9 billion as of December 31, 2020, a 7% increase year over year
- Continued strong fundraising environment carry over into 2021
- \$7.1 billion of CNYFPAUM as of December 31, 2020, which represents approximately \$34.3 million of embedded incremental management fees scheduled and anticipated to turn on over the next ~3 years

Significant Improvement in Absolute Return Strategies

- \$52.7 million of realized annual performance fees were more than triple \$14.9 million accrued and unrealized as of September 30, 2020
- Experienced improvement in capital flows across Absolute Return Strategies in Q4 2020
 - Expect modest net subscriptions for Absolute Return Strategies in the first quarter of 2021

Corporate

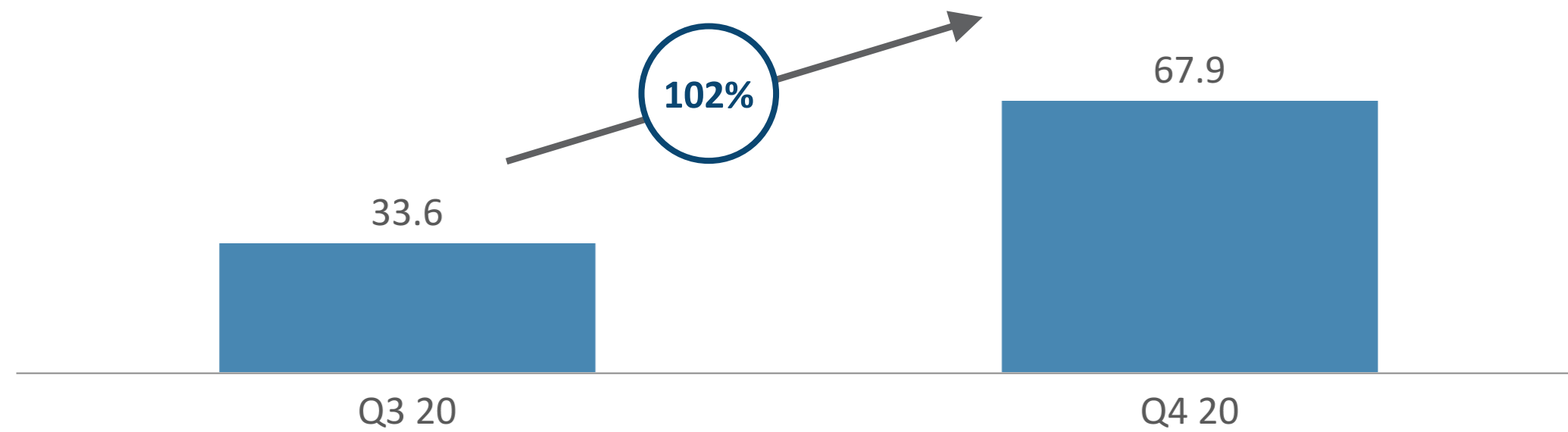
- GCM Grosvenor is listed on the NASDAQ exchange under the ticker GCMG as of November 18, 2020
- Dividend policy
 - GCM Grosvenor's Board of Directors approved a \$0.06 per share dividend payable on March 15, 2021 to shareholders on record March 1, 2021
 - On February 23, 2021 GCM Grosvenor's Board of Directors approved a \$0.08 per share dividend payable in the second quarter of 2021 payable on June 15, 2021 to shareholders on record June 1, 2021
- Repaid \$50 million of term loan, repriced and extended maturity of term loan and revolver in February 2021
 - Reduced pricing to L+250, extended maturity by three years

Continued Profitability Growth¹

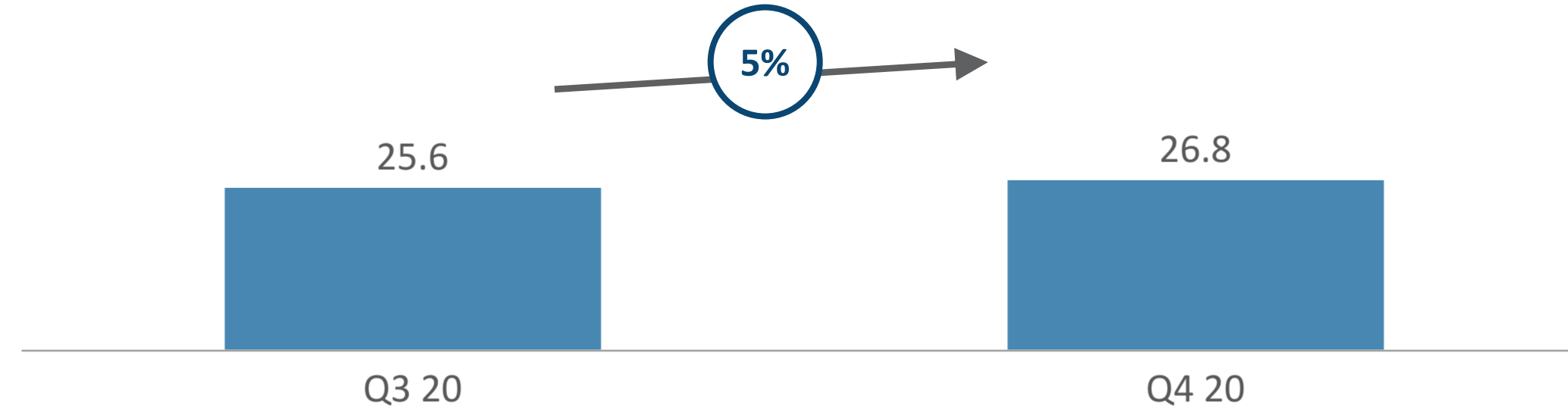
\$ million

Quarter-over-quarter

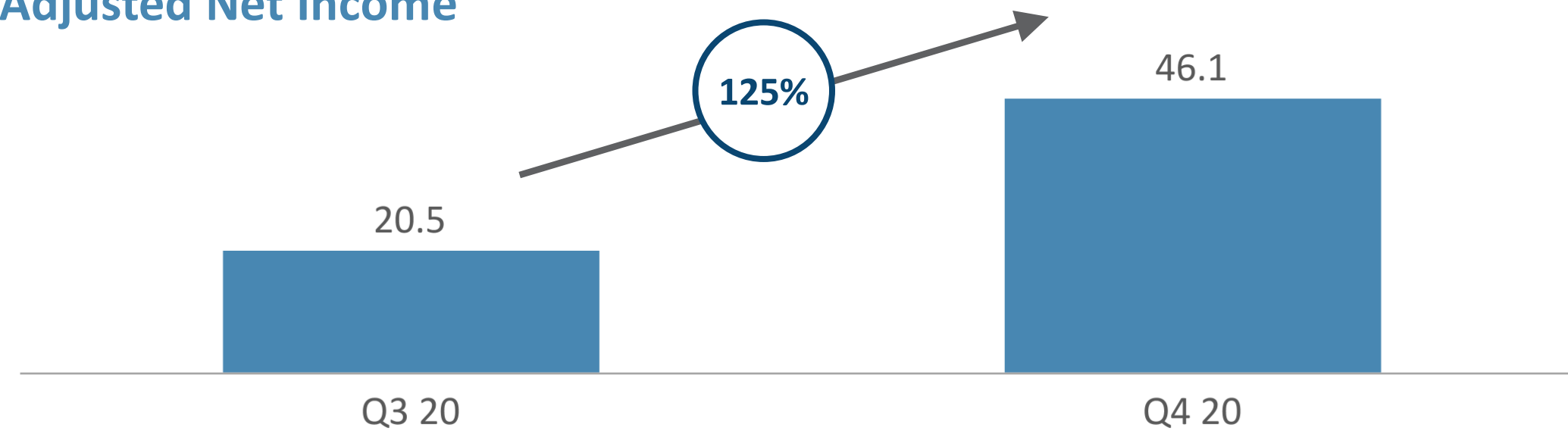
Adjusted EBITDA



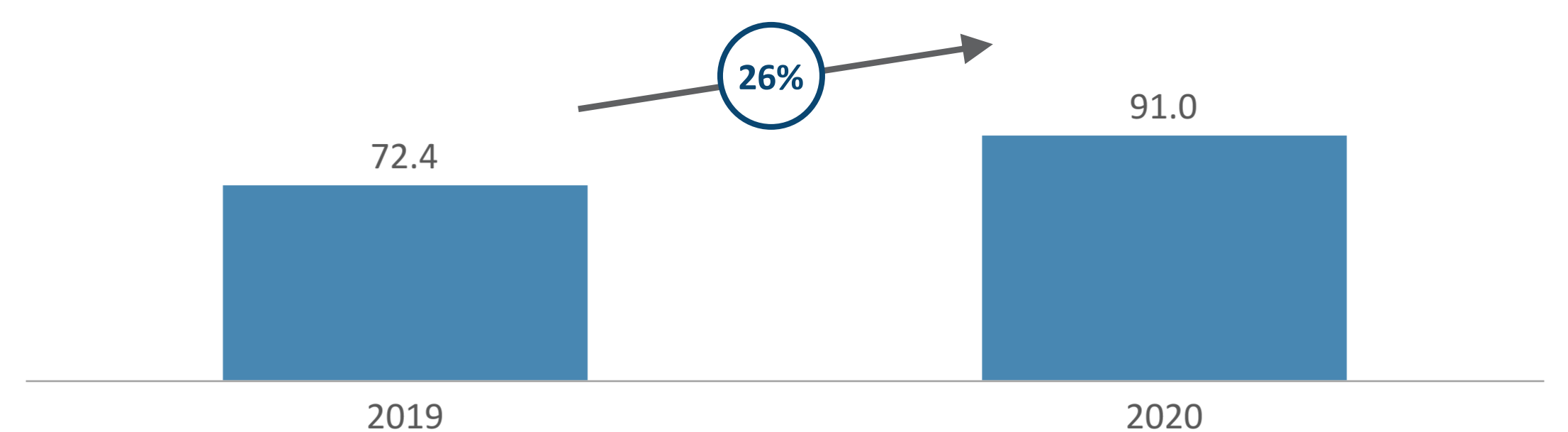
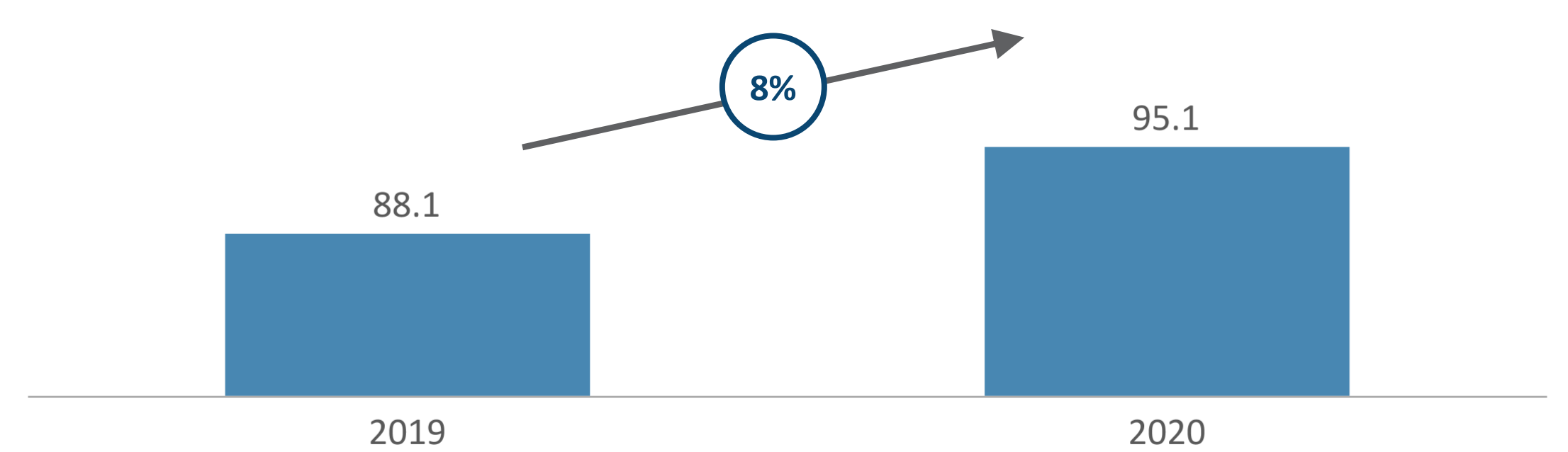
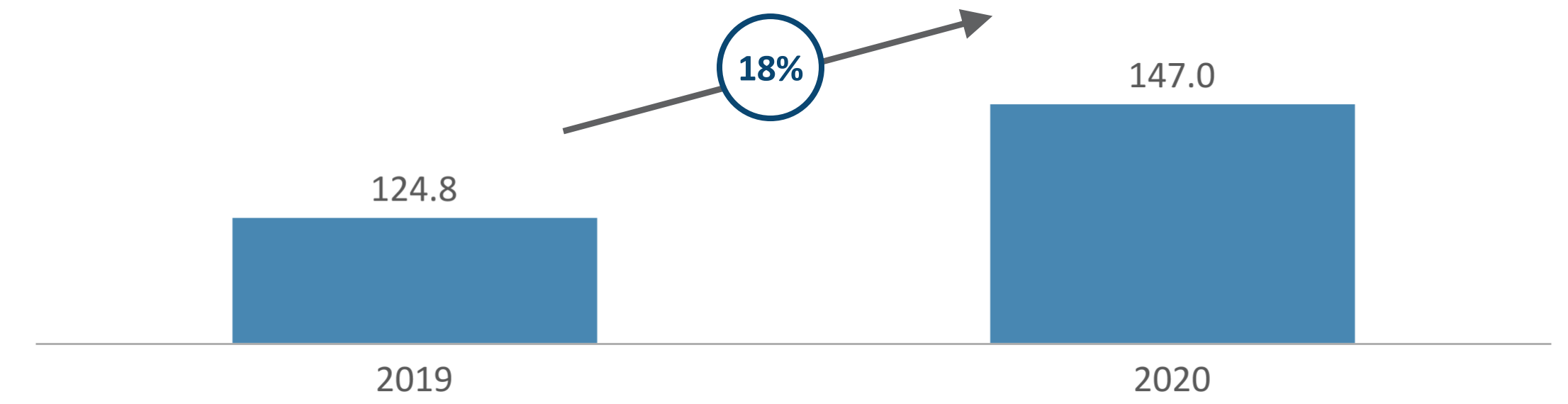
Adjusted FRE



Adjusted Net Income



Year-over-year



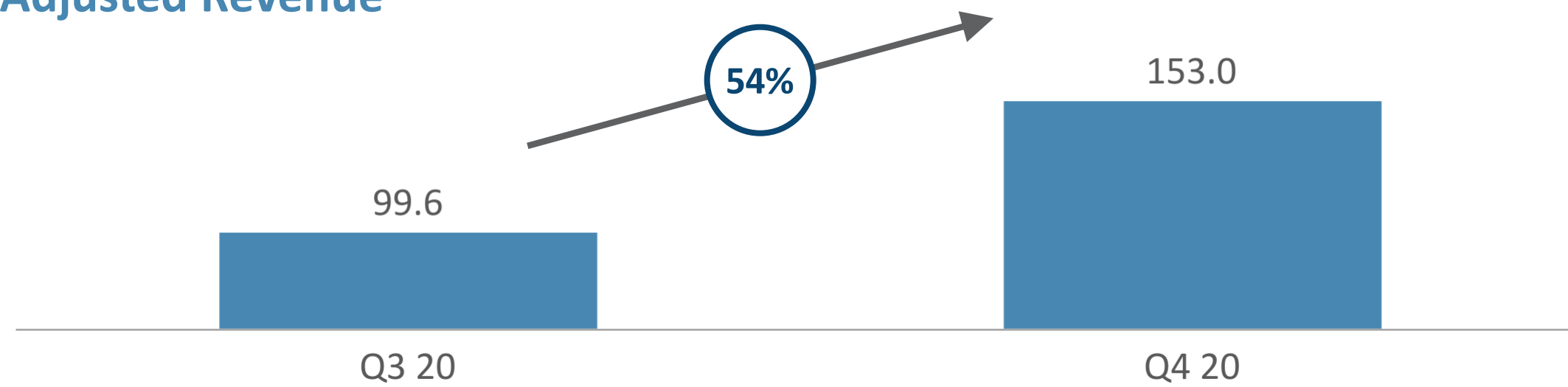
1. Non-GAAP financial measures; see Appendix for a reconciliation to the most directly comparable GAAP measure.

Adjusted Revenue

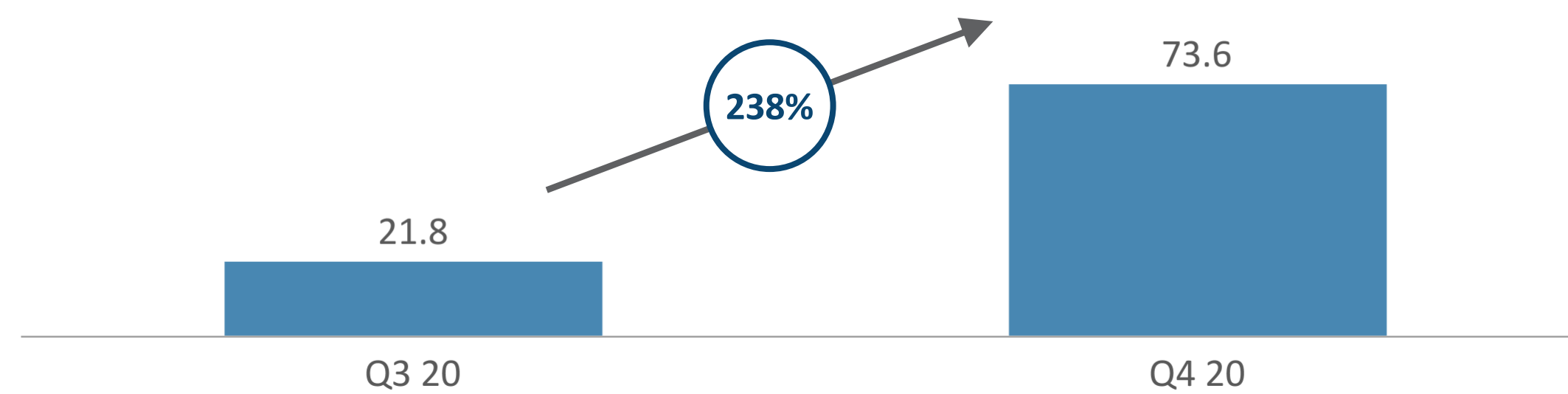
\$ million

Quarter-over-quarter

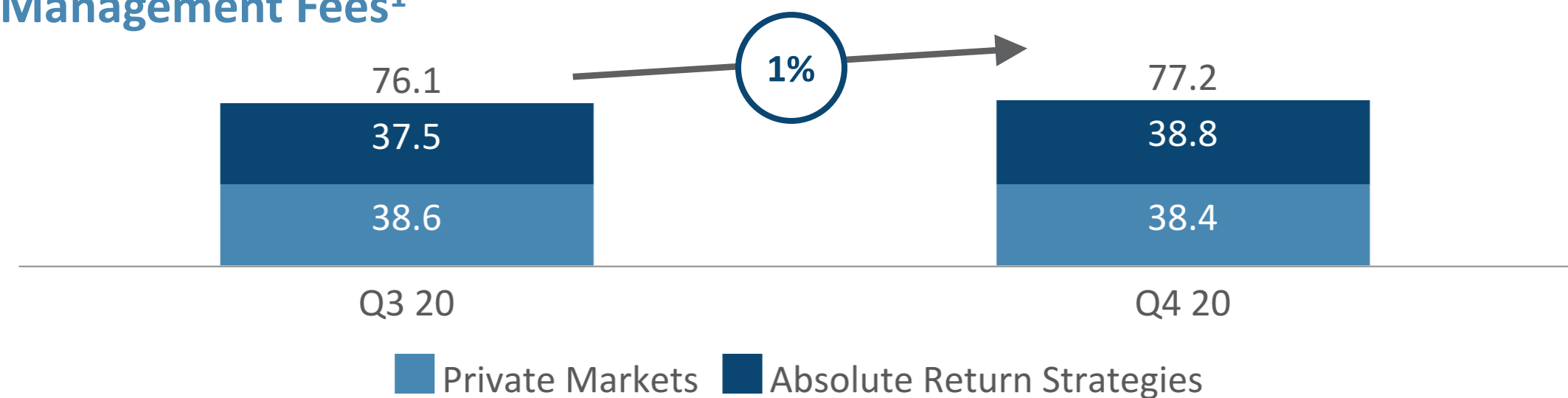
Adjusted Revenue¹



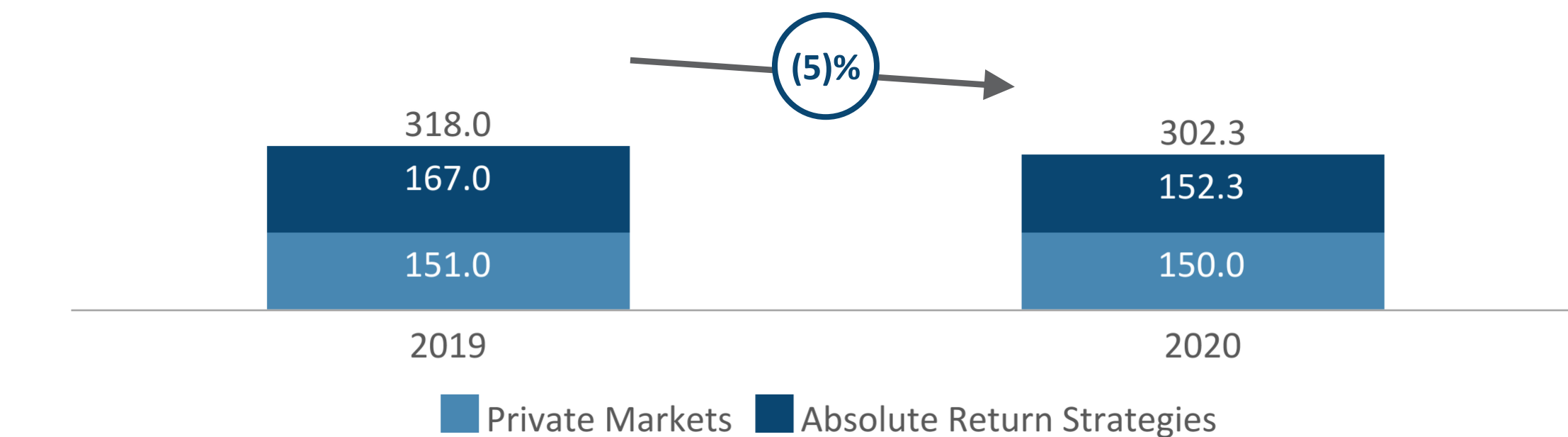
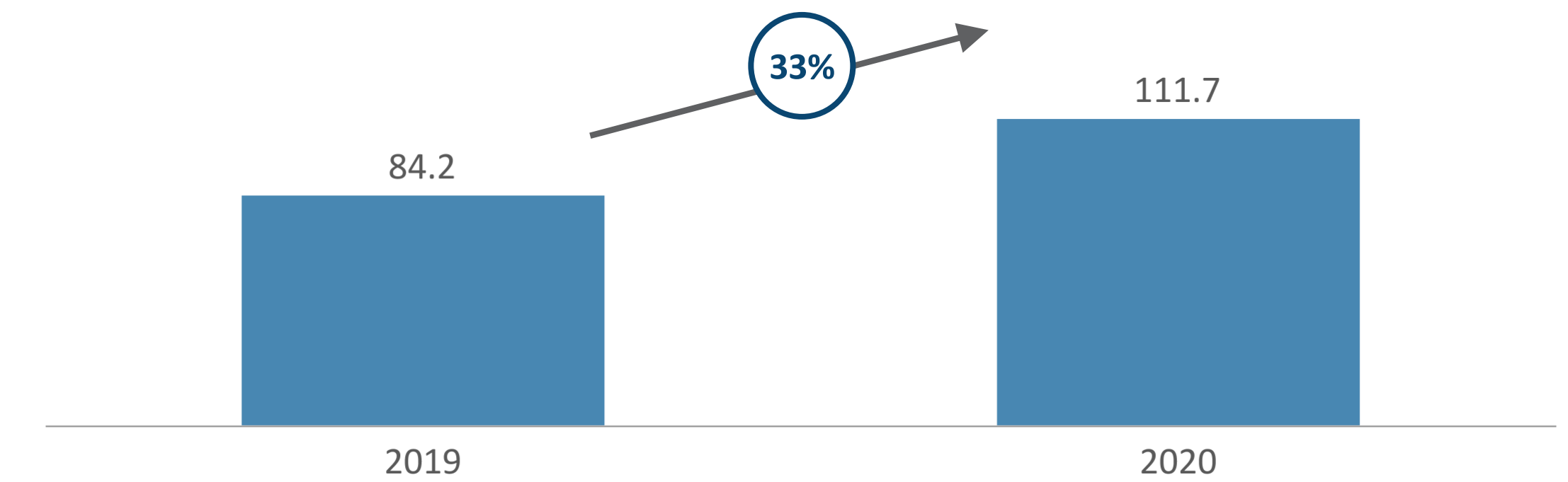
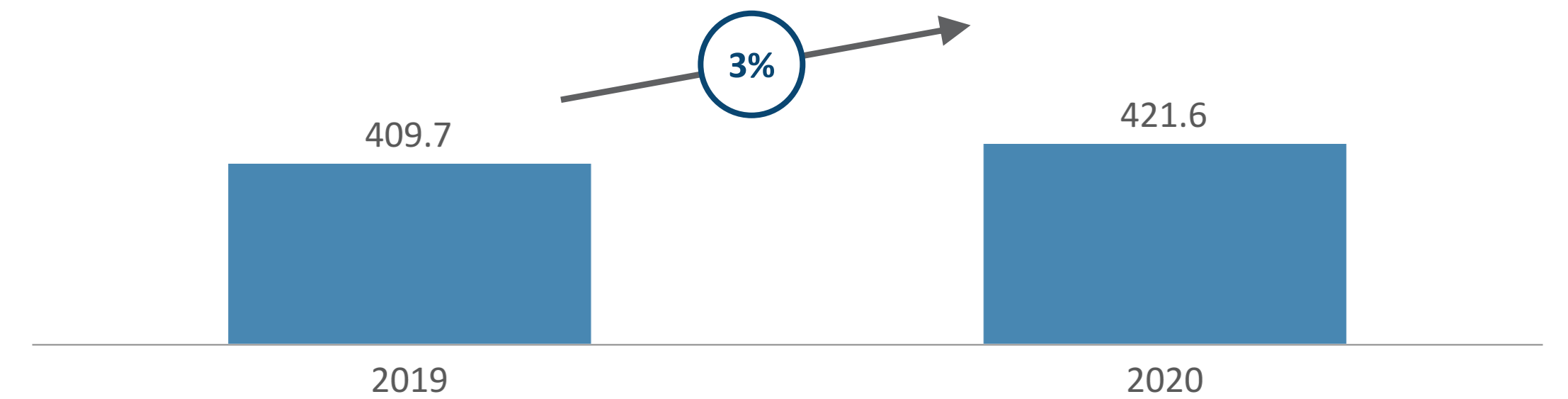
Incentive Fees



Management Fees¹



Year-over-year



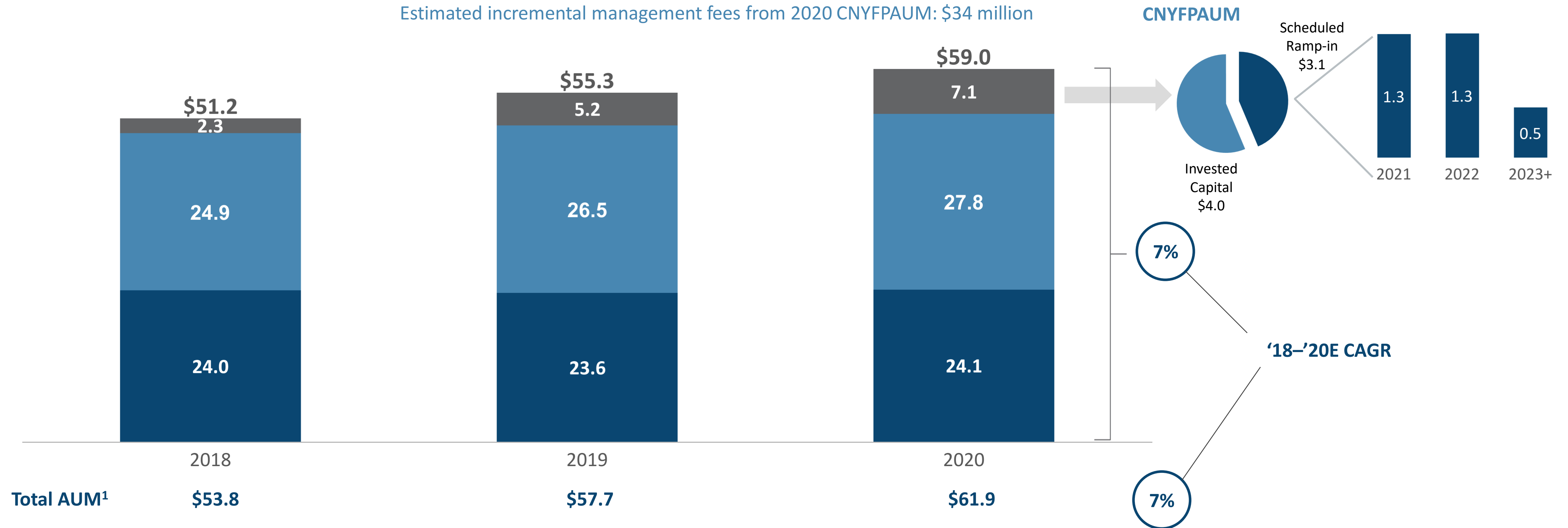
1. Excludes fund reimbursement revenue of \$2.2 million for the quarter ended September 30, 2020, \$2.4 million for the quarter ended December 31, 2020, \$6.7 million for the year ended December 31, 2019 and \$8.4 million for the year ended December 31, 2020.

Increased Earnings Power From Growing AUM

FPAUM and CNYFPAUM (\$bn)

■ Absolute return strategies FPAUM
 ■ Private markets FPAUM
 ■ CNYFPAUM

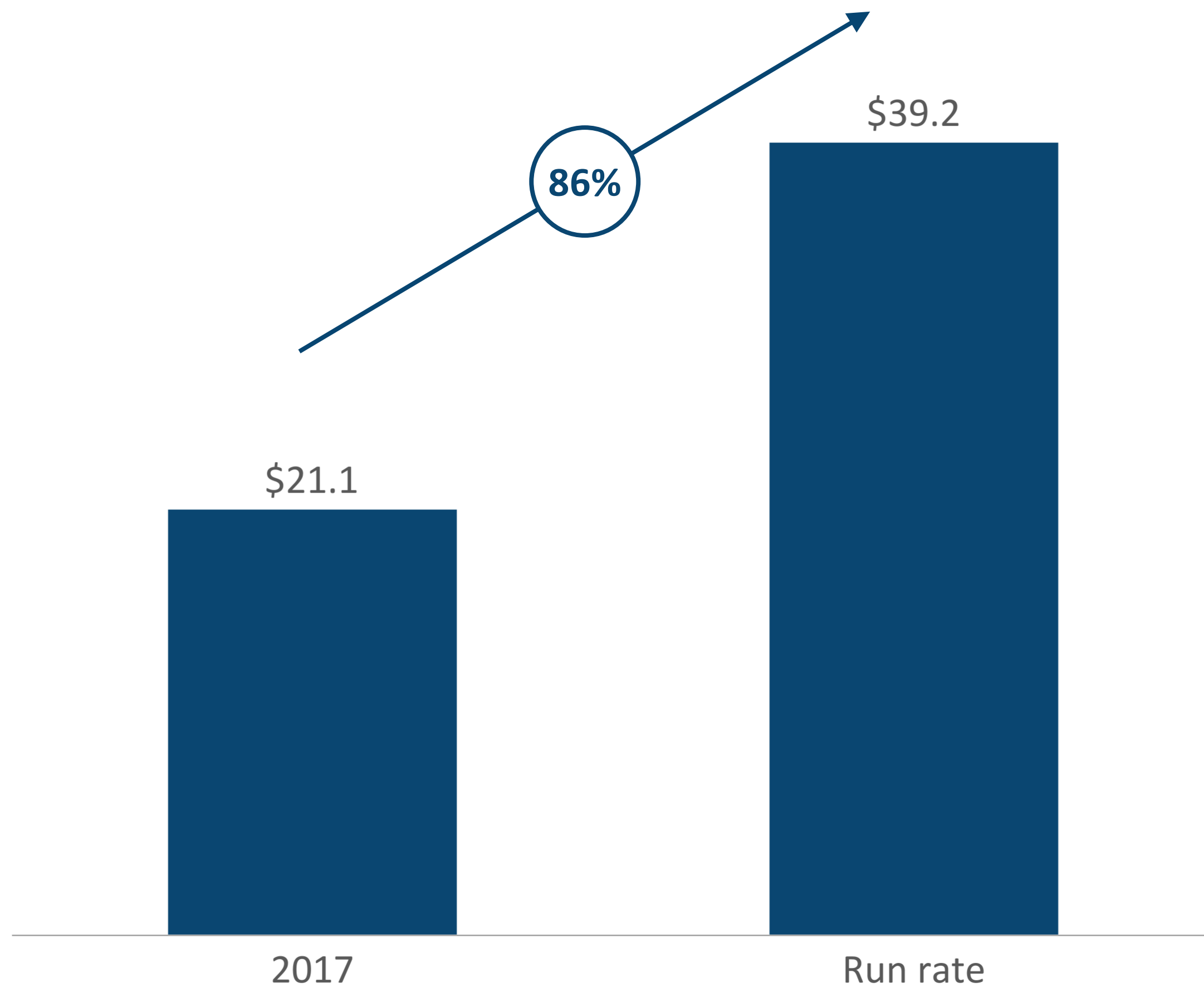
Estimated incremental management fees from 2020 CNYFPAUM: \$34 million



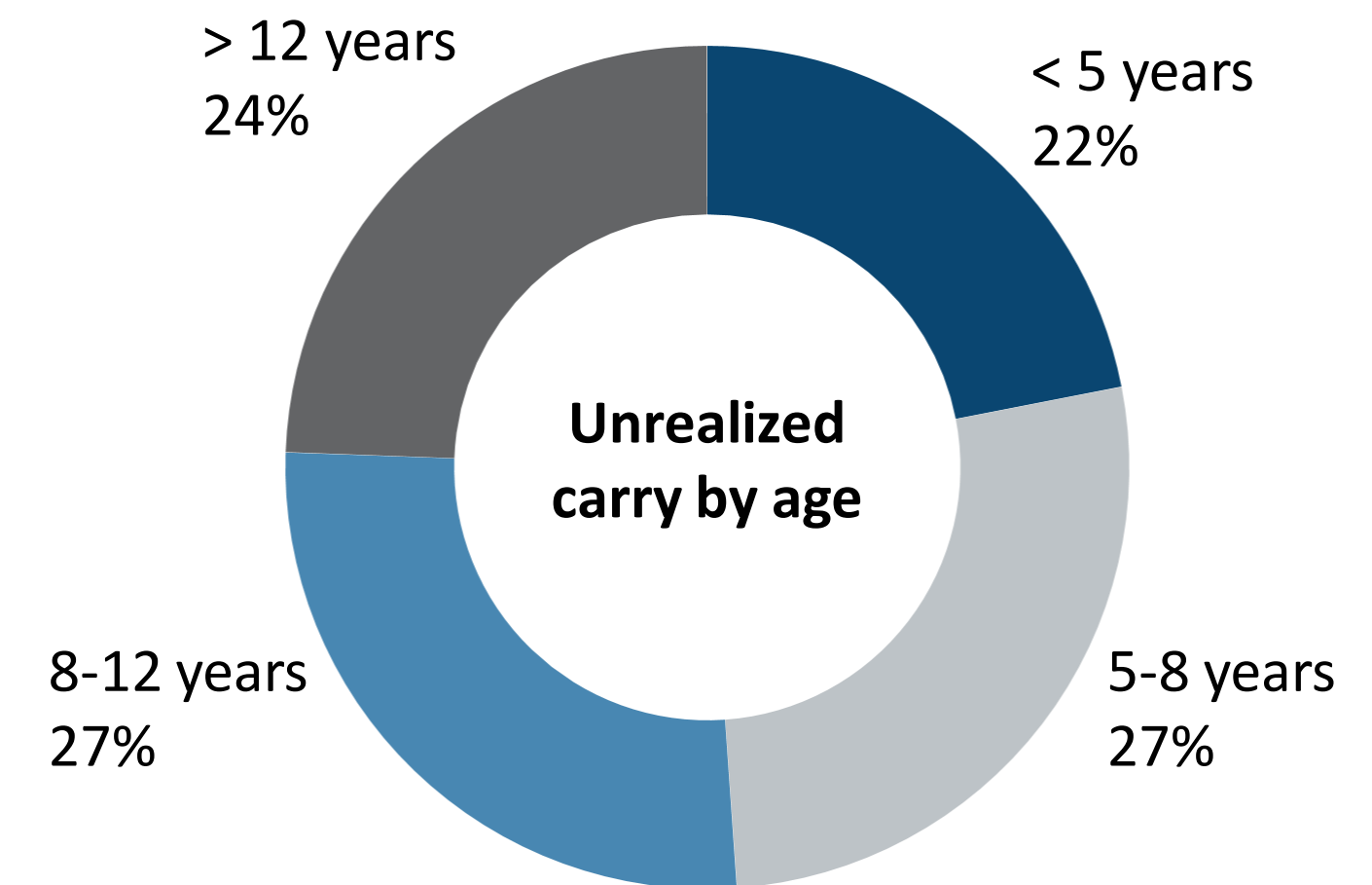
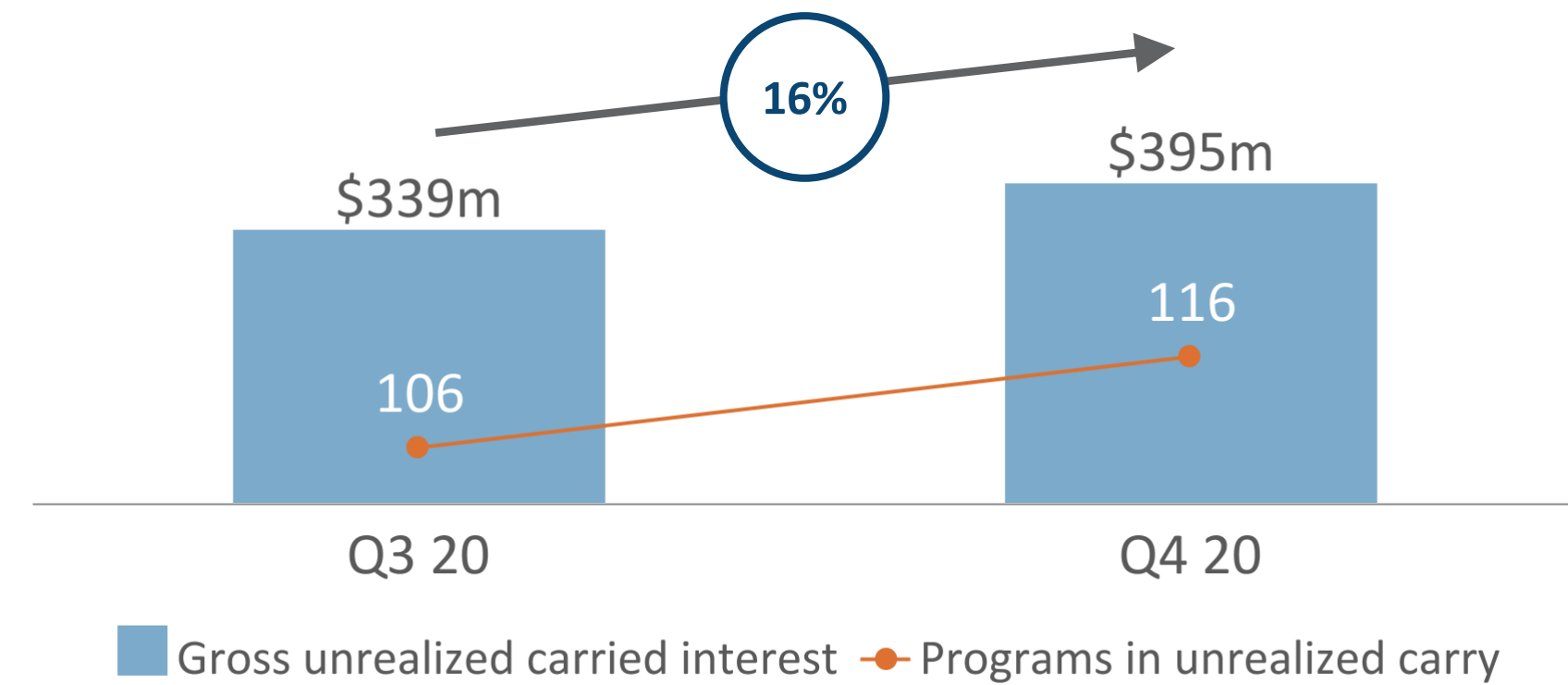
1. Includes mark to market, insider capital and non fee-paying AUM.

Incentive Fee Earnings Power

Run rate annual performance fees¹ (\$mm)



Gross Unrealized Carried Interest²



1. The run rate on annual performance fees reflect a 8% gross return for both multi-strategy and credit strategies, and a 10% gross return for specialized opportunity strategies.
 2. Represents consolidated view, excluding all NCI and compensation related awards; unrealized carry age is calculated assuming a FYE look back date of December 31, 2020.

Significant Embedded Growth and Strong Business Momentum

From current contracted funds

Management fee growth

~\$34mm

\$7.1 billion of Contracted but not yet Fee Paying AUM as of December 31, 2020

Embedded in business trajectory

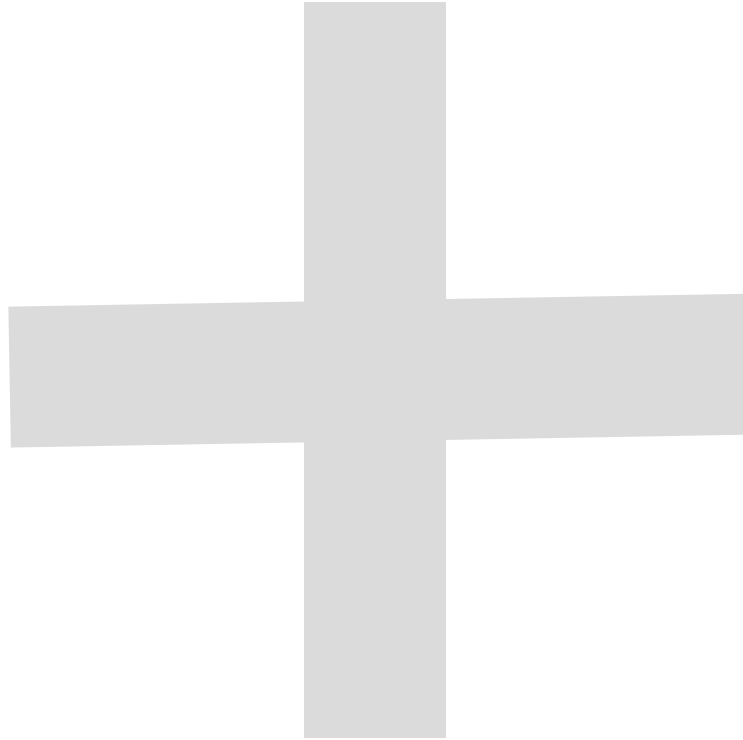
~\$68mm

Incremental revenue from approximately \$7.5 billion of 6 specialized funds planned to be raised between 2021–2023

Visible pipeline of re-up opportunities

~\$102mm

total management fee growth



Incentive fee growth

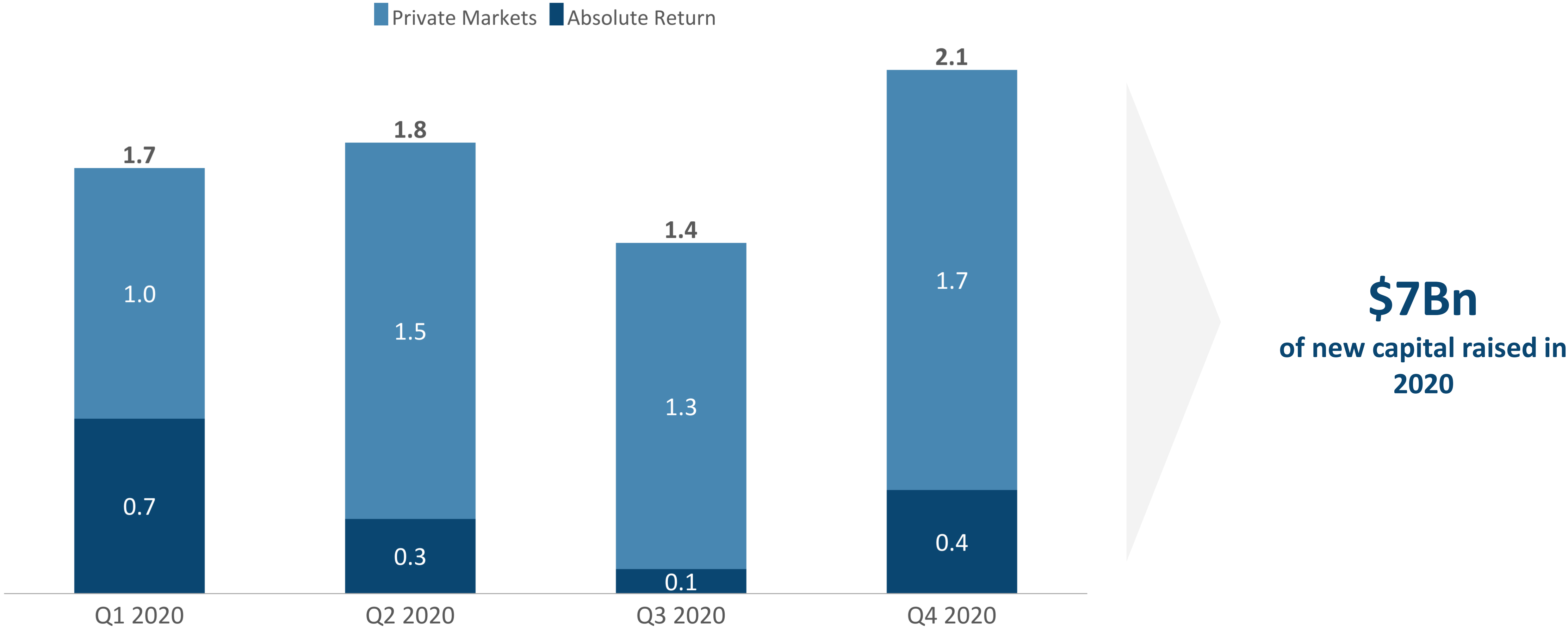
Incremental run rate carry earnings from contracted funds and growth in AUM eligible for annual performance fees, increasing run-rate incentive fee potential

Significant upside opportunity from carried interest in 6 specialized funds

Significant upside opportunity from carried interest in re-ups

Q4 and 2020 Fundraising Summary

\$ billion



Financial Results



GAAP Statements of Income (unaudited)

\$000, except per share amounts	Three Months Ended			QoQ % Change	Twelve Months Ended		YoY % Change
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020		Dec 31, 2019	Dec 31, 2020	
Revenues							
Management fees	\$ 81,008	78,269	\$ 79,639	2 %	\$ 324,716	\$ 310,745	(4) %
Incentive fees	18,346	21,774	73,602	238 %	84,165	111,650	33 %
Other operating income	1,942	1,703	2,247	32 %	7,513	7,586	1 %
Total operating revenues	101,296	101,746	155,488	53 %	416,394	429,981	3 %
Expenses							
Employee compensation and benefits	68,483	75,315	202,006	168 %	242,967	388,465	60 %
General, administrative and other	23,821	17,263	24,273	41 %	88,458	82,374	(7) %
Total operating expenses	92,304	92,578	226,279	144 %	331,425	470,839	42 %
Operating income (loss)	8,992	9,168	(70,791)	(872) %	84,969	(40,858)	(148) %
Investment income	1,451	7,902	9,042	14 %	7,521	10,742	43 %
Interest expense	(6,613)	(5,807)	(5,931)	2 %	(25,680)	(23,446)	(9) %
Other income (expense)	3,121	446	1,075	141 %	(4,494)	(9,562)	113 %
Net other income (expense)	(2,041)	2,541	4,186	65 %	(22,653)	(22,266)	(2) %
Income (loss) before income taxes	6,951	11,709	(66,605)	(669) %	62,316	(63,124)	(201) %
Income taxes	675	541	2,796	417 %	2,318	4,506	94 %
Net income (loss)	6,276	11,168	(69,401)	(721) %	59,998	(67,630)	(213) %
Less: Net income attributable to redeemable noncontrolling interest	—	3,322	8,469	155 %	—	14,069	NM
Less: Net income attributable to noncontrolling interests in subsidiaries	929	6,520	7,744	19 %	13,221	11,617	(12) %
Less: Net income (loss) attributable to noncontrolling interests in GCMH	5,347	1,326	(93,121)	(7123) %	46,777	(100,823)	(316) %
Net income attributable to GCM Grosvenor Inc.	\$ —	\$ —	\$ 7,507	NM	\$ —	\$ 7,507	NM

Earnings (loss) per share of Class A common stock ¹:

Basic	0.19	— %
Diluted	(0.50)	— %

Weighted average shares of Class A common stock outstanding ¹:

¹Basic represents earnings per share of Class A common stock and weighted-average shares of Class A common stock outstanding for the period from November 17, 2020 through December 31, 2020, the period following reorganization.

Summary of Non-GAAP Financial Measures¹

\$000	Three Months Ended				Twelve Months Ended		
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020	QoQ % Change	Dec 31, 2019	Dec 31, 2020	YoY % Change
Adjusted EBITDA							
Management fees, net ²	\$ 77,968	\$ 76,105	\$ 77,197	1 %	\$ 318,008	\$ 302,339	(5)%
Administrative fees and other operating income	1,942	1,702	2,248	32 %	7,513	7,586	1 %
Less:							
Cash-based employee compensation and benefits ³	(44,111)	(40,133)	(43,055)	7 %	(169,862)	(165,829)	(2)%
General, administrative and other, net ²	(20,782)	(15,100)	(21,832)	45 %	(81,749)	(73,968)	(10)%
Plus:							
Amortization of intangibles	1,934	1,876	1,876	— %	7,794	7,504	(4)%
Non-core items ⁴	1,655	1,174	10,342	781 %	6,390	17,437	173 %
Fee Related Earnings	18,606	25,624	26,776	5 %	88,094	95,069	8 %
Fee Related Earnings Margin	23%	33 %	34 %		27 %	31 %	
Incentive fees:							
Performance fees	10,407	884	51,105	5681 %	14,413	52,726	266 %
Carried interest	7,939	20,890	22,497	8 %	69,752	58,924	(16)%
Incentive fee related compensation and NCI:							
Incentive fee related compensation	—	—	(11,454)	NM	—	(11,454)	NM
Carried interest compensation	(6,318)	(12,155)	(13,795)	13 %	(39,560)	(34,970)	(12)%
Carried interest attributable to noncontrolling interests	(1,077)	(2,219)	(7,764)	250 %	(11,344)	(16,089)	42 %
Interest income	284	19	10	(47)%	1,064	377	(65)%
Other (income) expense	28	50	(36)	(172)%	(142)	147	(204)%
Depreciation	670	540	542	— %	2,544	2,314	(9)%
Adjusted EBITDA	30,539	33,633	67,881	102 %	124,821	147,044	18 %
Adjusted EBITDA Margin	31%	34 %	44 %		30 %	35 %	
Adjusted Net Income per Share							
Adjusted EBITDA	30,539	33,633	67,881	102 %	124,821	147,044	18 %
Depreciation	(670)	(540)	(542)	— %	(2,544)	(2,314)	(9)%
Interest expense	(6,613)	(5,807)	(5,931)	2 %	(25,680)	(23,446)	(9)%
Adjusted Pre-tax Net Income	23,256	27,286	61,408	125 %	96,597	121,284	26 %
Adjusted income taxes ⁵	(5,811)	(6,822)	(15,351)	125 %	(24,149)	(30,321)	26 %
Adjusted Net Income	17,445	20,464	46,057	125 %	72,448	90,963	26 %
Adjusted shares outstanding (000) ⁶	185,117	185,117	185,117		185,117	185,117	
Adjusted Net Income per Share	\$ 0.09	\$ 0.11	\$ 0.25	125 %	\$ 0.39	\$ 0.49	26 %

2. Excludes fund reimbursement revenue of \$3.0 million for the quarter ended December 31, 2019, \$2.2 million for the quarter ended September 30, 2020, \$2.4 million for the quarter ended December 31, 2020, \$6.7 million for the year ended December 31, 2019 and \$8.4 million for the year ended December 31, 2020

3. Excludes incentive fee related compensation.

4. Includes transaction related costs (\$0.8 million for the quarter ended December 31, 2019, \$0.3 million for the quarter ended September 30, 2020, \$5.6 million for the quarter ended December 31, 2020, \$0.8 million for the year ended December 31, 2019 and \$9.3 million for the years ended December 31, 2020), severance expense (\$0.2 million for the quarter ended December 31, 2019, \$0.8 million for the quarter ended September 30, 2020, \$4.6 million for the quarter ended December 31, 2020, \$4.6 million for the year ended December 31, 2019 and \$7.6 million for the year ended December 31, 2020) and other non-core operating expenses.

5. Represents corporate income taxes at a blended statutory rate of 25.0% applied to pre-tax adjusted net income for all periods presented. The 25.0% is based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal benefits of 4.0%. As we were not subject to U.S. federal and state income taxes prior to the transaction, the blended statutory rate of 25.0% has been applied to all periods presented for comparability purposes.

6. As Class A common stock did not exist prior to the Transaction, the computation of ANI per share assumes the same number of adjusted shares outstanding for all periods presented for comparability purposes.

Other Key Items

- Received \$180 million of net proceeds upon closing of transaction on November 17, 2020
- Repaid \$42 million of outstanding revolving credit facility in November 2020
- Repaid \$50 million of term loan in February 2021, extended remaining \$290 million term loan and \$50 million revolving credit facility by 3 years to February 2028 and February 2026 respectively and reduced cost of debt to L+250
- S&P upgraded its rating to BB+ (stable) and Moody's improved its outlook to Ba3 (positive)
- In the first quarter of 2021, the board approved an initial transaction award of 4.8 million restricted stock units on March 1, 2021, the majority of which vest in three equal installments starting on March 1, 2021
 - The restricted stock units vest 2 million in 2021, 1.4 million in 2022 and 1.4 million in 2023

Key Balance Sheet Items as of 12/31/20

(\$mm)

Cash and Cash Equivalents ¹	\$	198
Total Debt ²		340
Drawn Revolving Credit Facility (\$48.2 million available) ³		0

Summary Ownership as of 12/31/20

(mm)

	Shares	%
Management Owned Shares	144.2	78%
Publicly Traded Shares	40.8	22%
Total Shares	185.0	100%
Warrants Outstanding ⁴	23.0	

1. Reflects GAAP cash including \$32 million of consolidated cash to fund GP investments and \$9 million of cash held at consolidated carry plan entities.

2. Pricing of L+275 as of December 31, 2020.

3. Excludes all outstanding letters of credit.

4. Warrants strike at \$11.50 and cap at \$18.00 per share.

About GCM Grosvenor

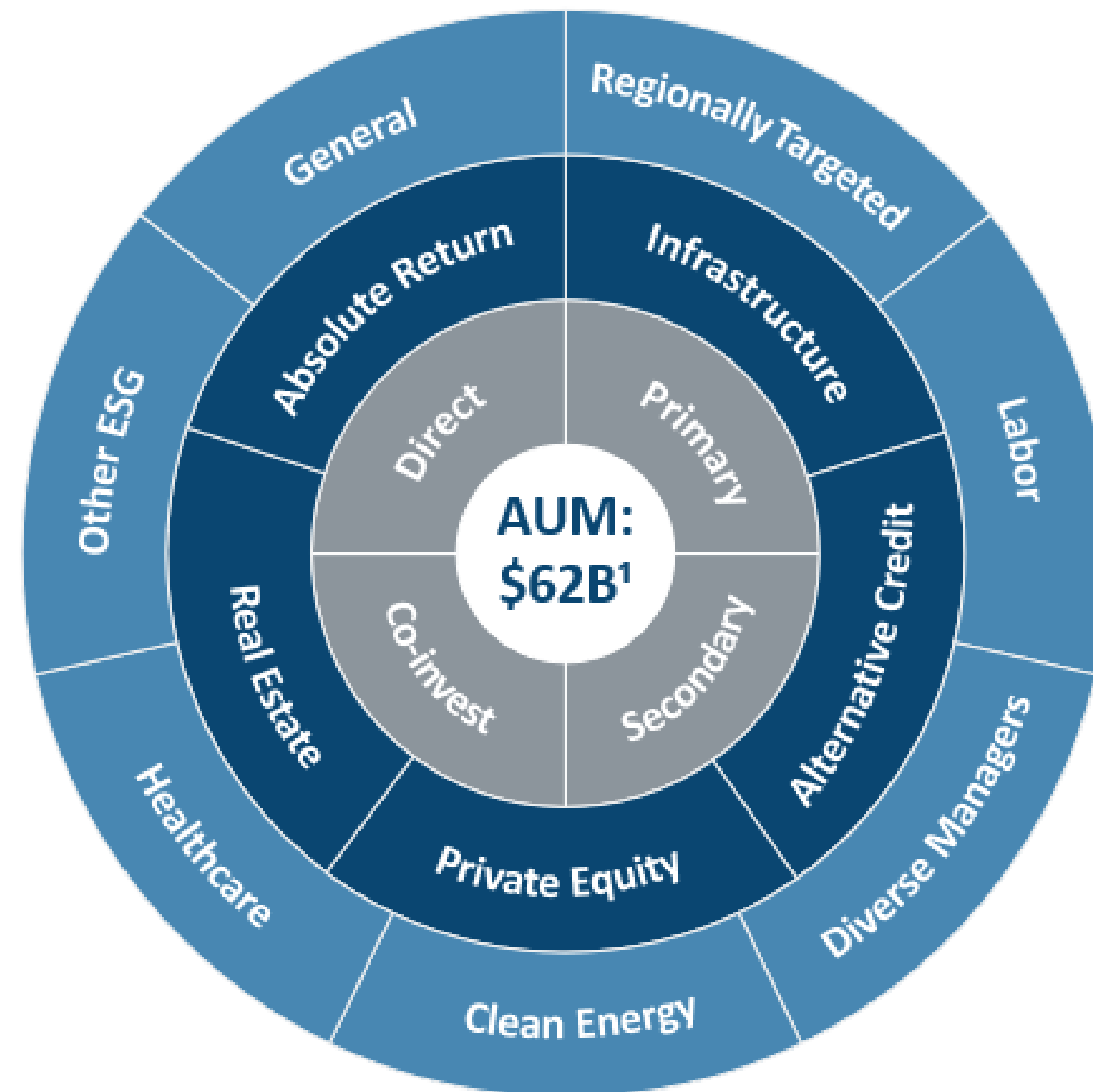


Leading Open Architecture Alternative Asset Solutions Provider

Business highlights

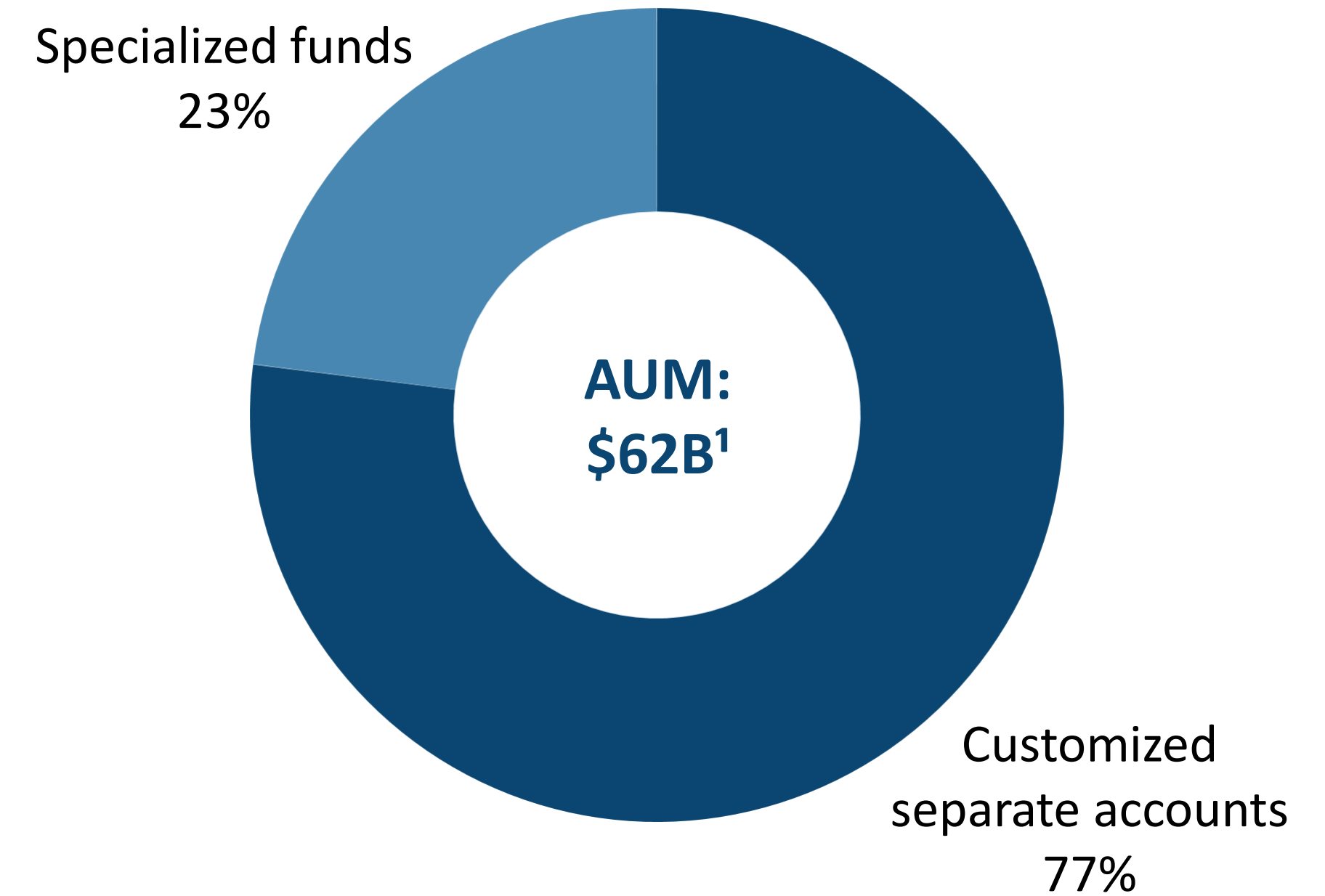
- 50-year history
- Capabilities Across all Alternatives
- Leader in Customization
- Flexibility of Investment Implementation
- Culture is a Defensible Asset

Broad and deep investment capabilities



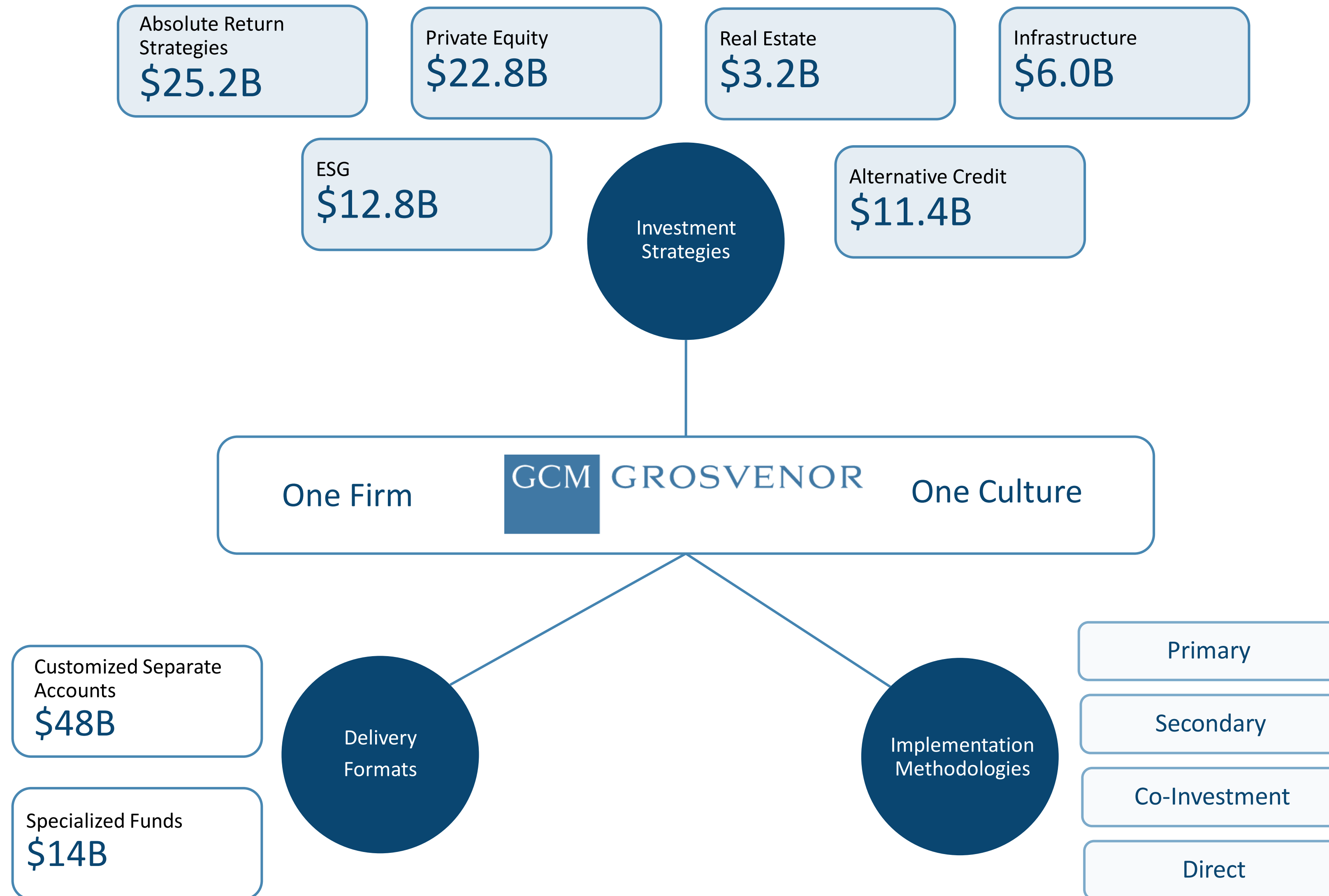
Tailored client solutions

% of AUM



1. AUM as of December 31, 2020.

High Degree of Flexibility Drives Client Value Proposition

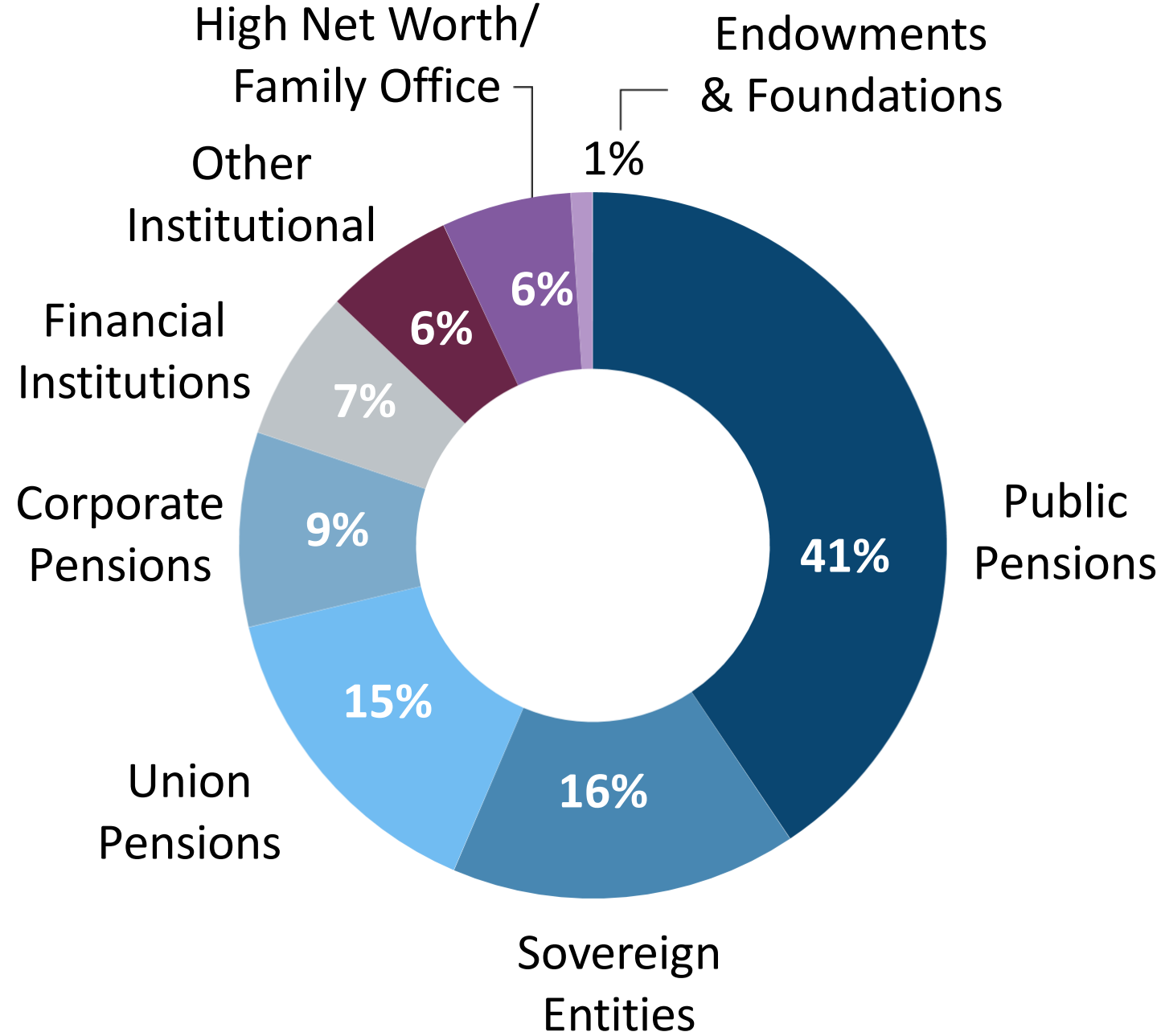


Note: AUM as of December 31, 2020; ESG and Alternative Credit investments overlap with investments in other strategies.

Strong Value Proposition Drives Diversified, Long Tenured Client Base

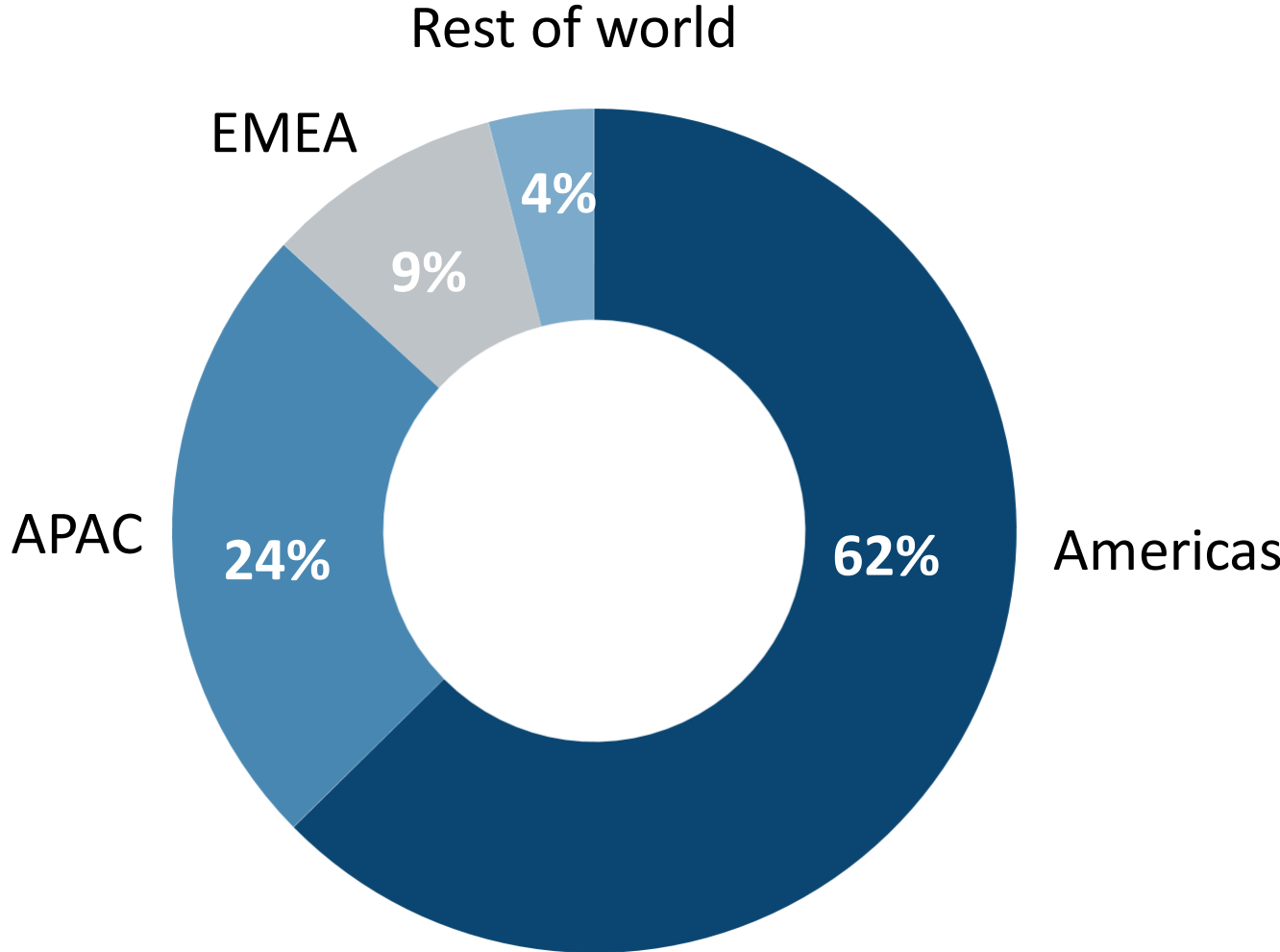
Our client base is *institutional and stable*

% of AUM



Our client base is *global*

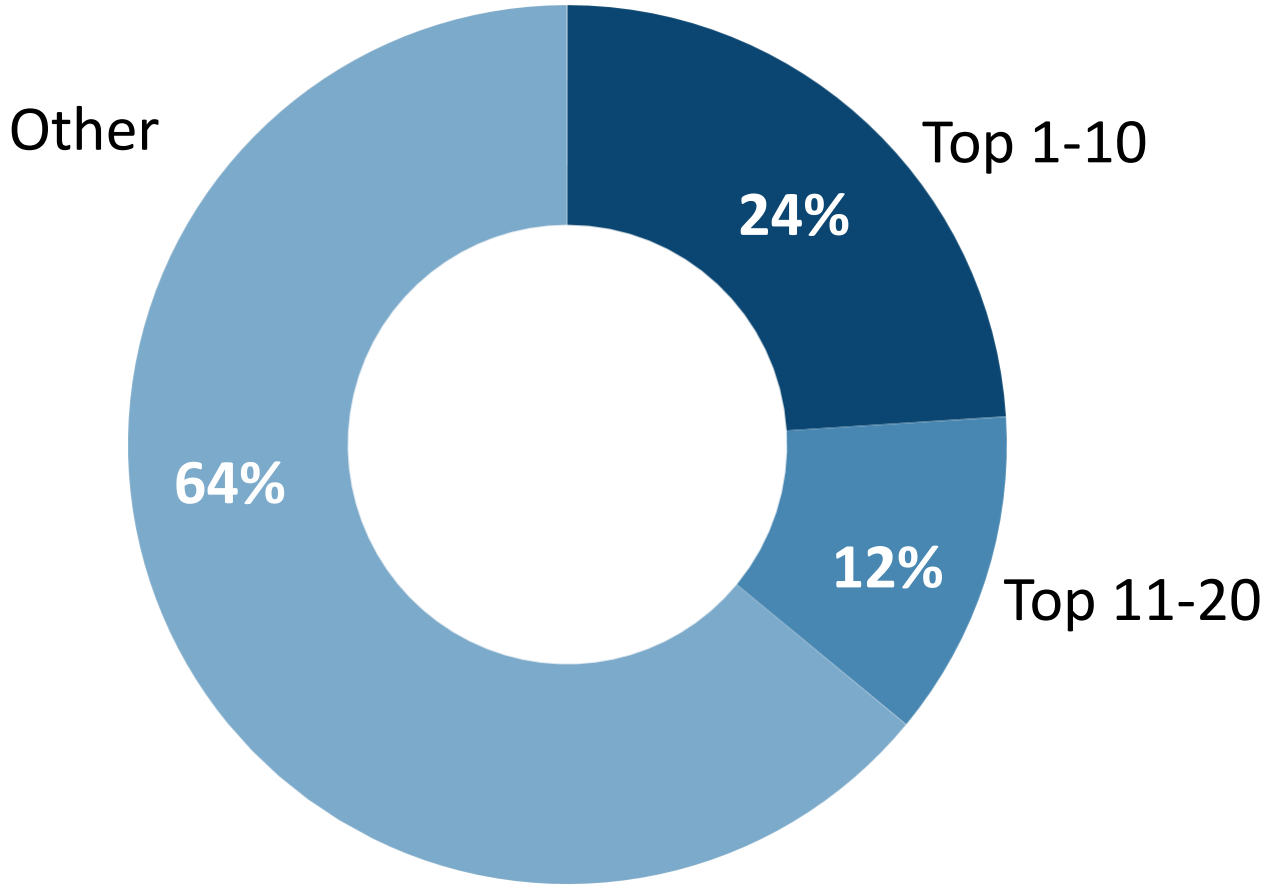
% AUM



Our client base is *diversified*

% of management fees

No single client contributes more than 5% of our management fees



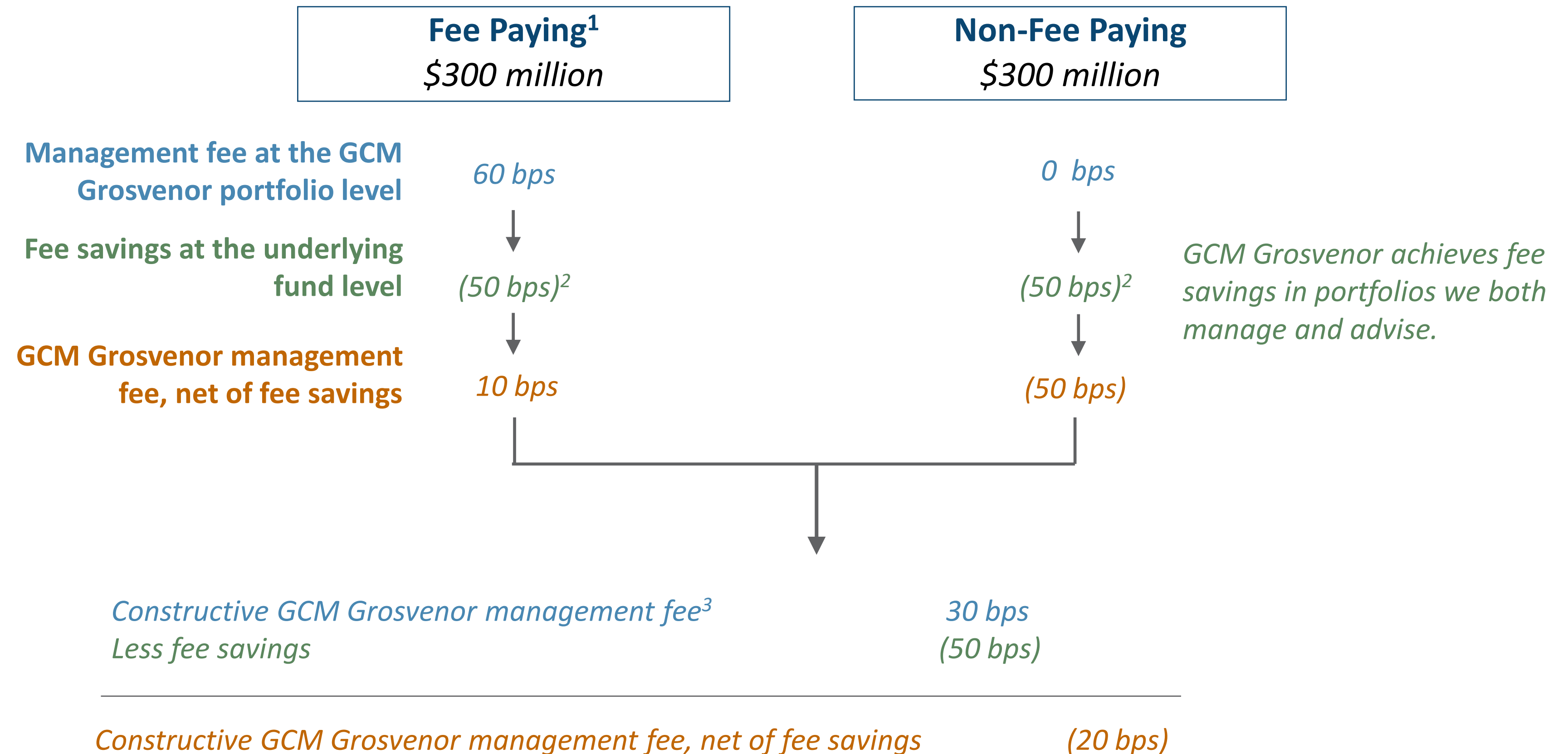
\$62B of AUM across over 500 institutional clients
Average relationship of 12 years across our 25 largest clients by AUM
92% of 25 largest clients by AUM have expanded investment relationship in the last 3 years

Note: AUM as of December 31, 2020. Management fees for the twelve months ended December 31, 2020.

Illustrative Client Economic Value Proposition: Absolute Return Strategies

Example: \$300M Fee Paying; \$300M Non-Fee Paying. Assuming 0% gross return.

- GCM Grosvenor offers large Absolute Return Strategies clients a ‘hybrid model’ through which the firm provides advisory services for a non-fee paying client directed portfolio alongside the client’s GCM managed fee-paying portfolio
- Under this structure, the client benefits from GCM Grosvenor’s fee savings derived as a consequence of our size and scale
- This structure results in a highly advantageous constructive fee



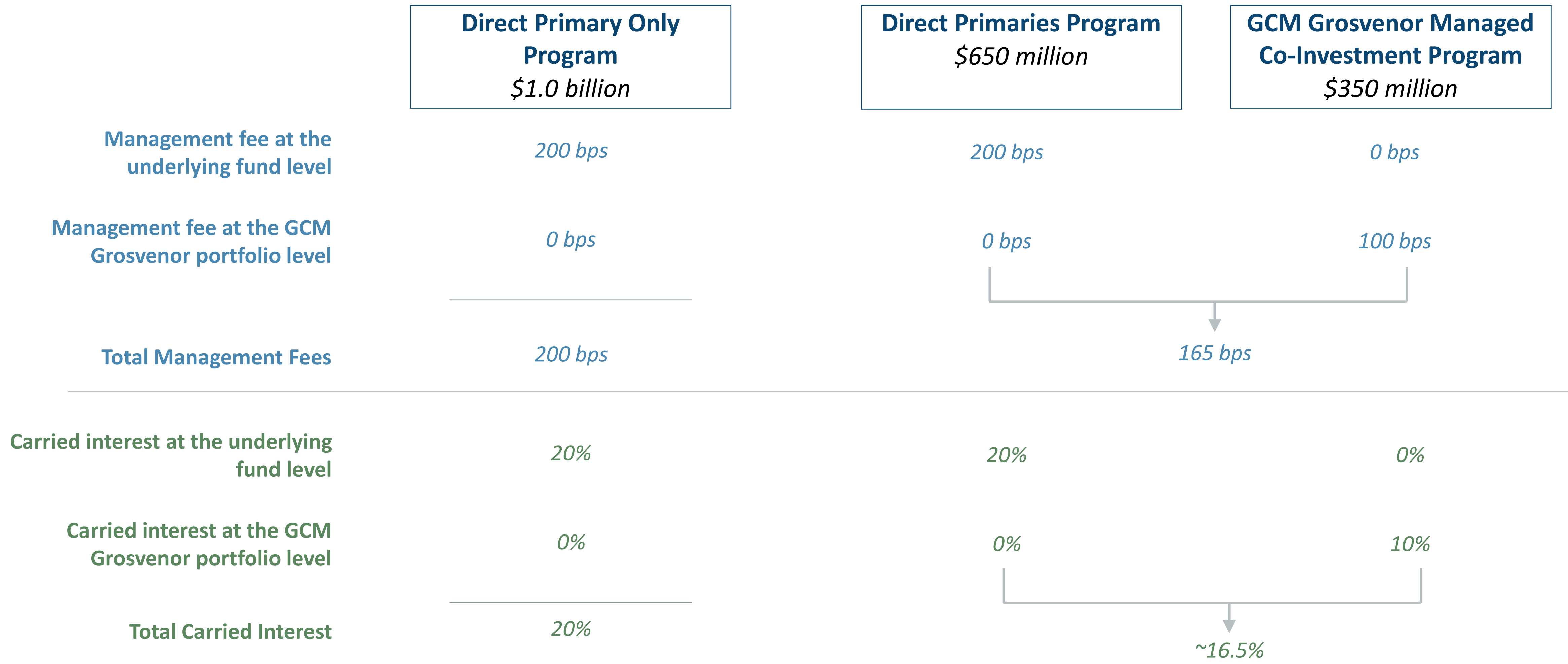
1 This hypothetical portfolio has an annual performance fee component of 5% over a hurdle (capped at 5%) of 90-day U.S. T-Bill plus 2%.

2 Fee savings is shown for illustrative purposes only, and is not intended to imply that any GCM Grosvenor portfolio will achieve such savings over any period. Fee savings varies by GCM Grosvenor portfolio and our calculation of fee savings is subject to a number of assumptions. Fee savings may be greater at higher rates of return for certain portfolios.

3 Reflects the weighted-average GCM Grosvenor portfolio-level management fee across the fee-paying and non-fee-paying portions reflected above, assuming a 50/50 AUM split between the two. In practice many large institutional clients have greater than 50% of their absolute return programs being managed on a direct basis and consequently the value of a relationship with GCM Grosvenor is greater.

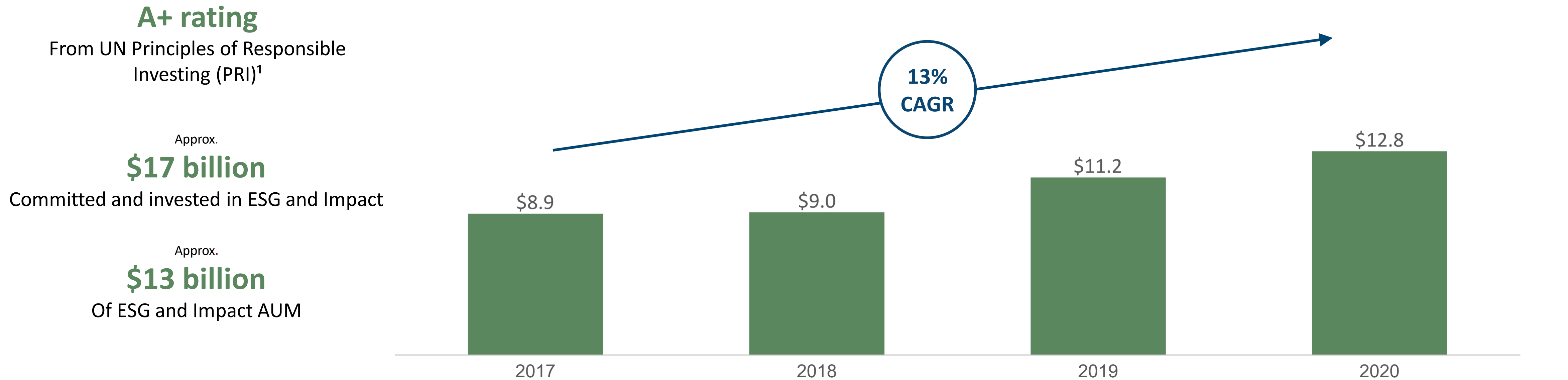
Illustrative Client Economic Value Proposition: Private Markets

Example: \$1.0Bn Program – Direct Primary Program vs. Direct Primary + GCM Grosvenor-Managed Co-Investment Program



ESG and Investing with an Impact are Core Values

ESG and Impact Investments AUM (\$bn)



Diverse Managers
Invested / Committed:
\$7.8bn

Regionally Targeted
Invested / Committed:
\$3.5bn

Clean Energy
Invested / Committed:
\$3.1bn

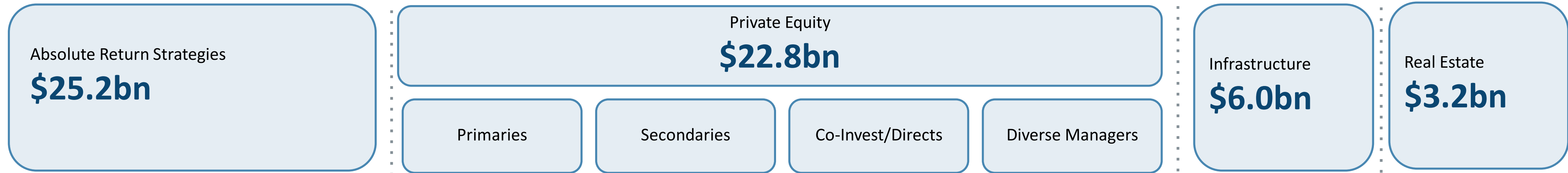
Labor Impact
Invested / Committed:
\$0.9bn

Other ESG
Invested / Committed:
\$3.4bn

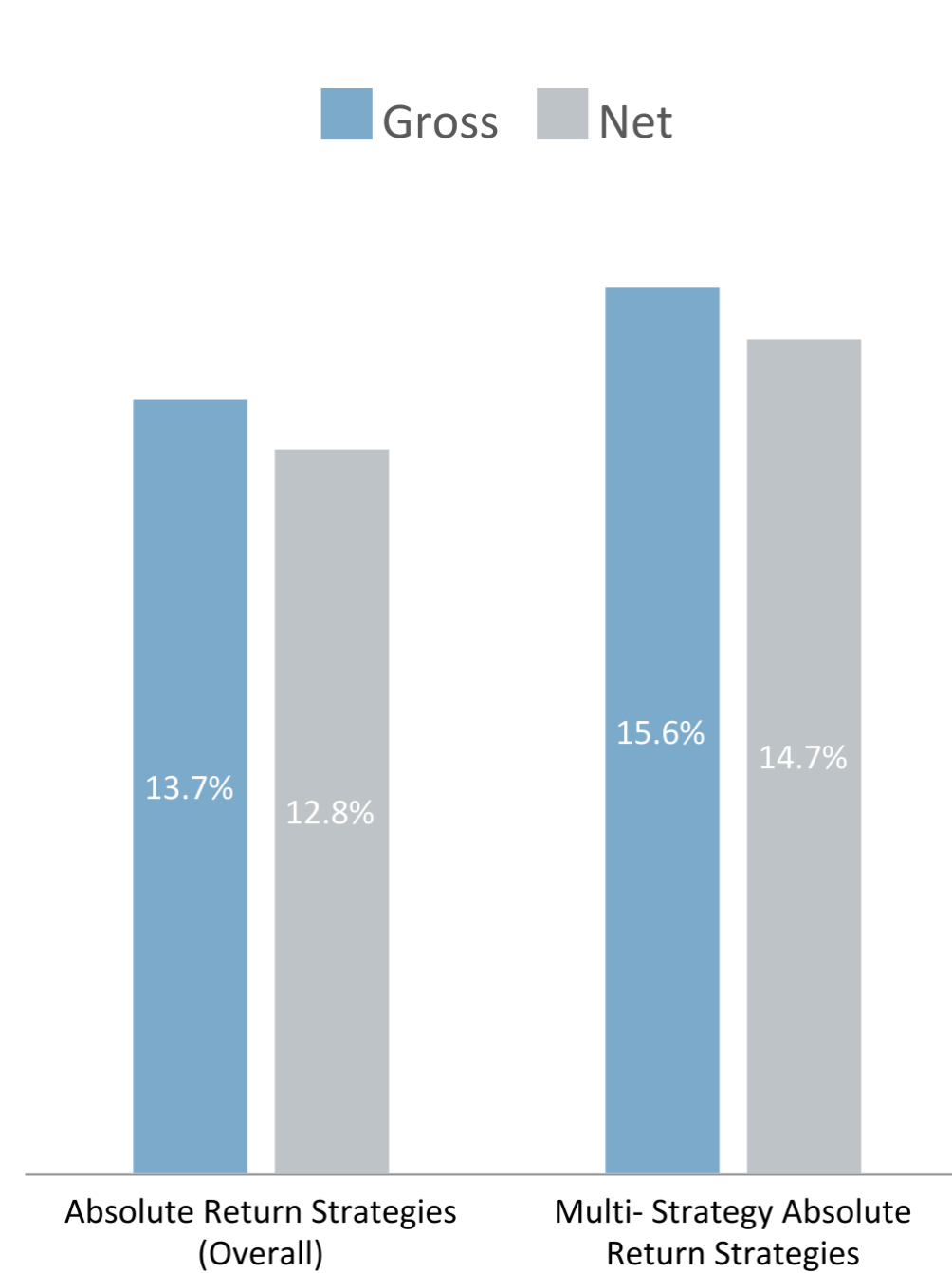
Note: Total invested/committed and category breakdown includes Absolute Return Strategies data as of December 31, 2020 and Private Markets data as of September 30, 2020; Some investments are counted in more than one ESG category.

1. We received an A+ rating from PRI for our approach to strategy and governance, and an A+ rating for ESG integration in private equity manager selection, approval, and monitoring. For the full GCM Grosvenor PRI Transparency Report and assessment methodology, visit the Principles for Responsible Investment website.

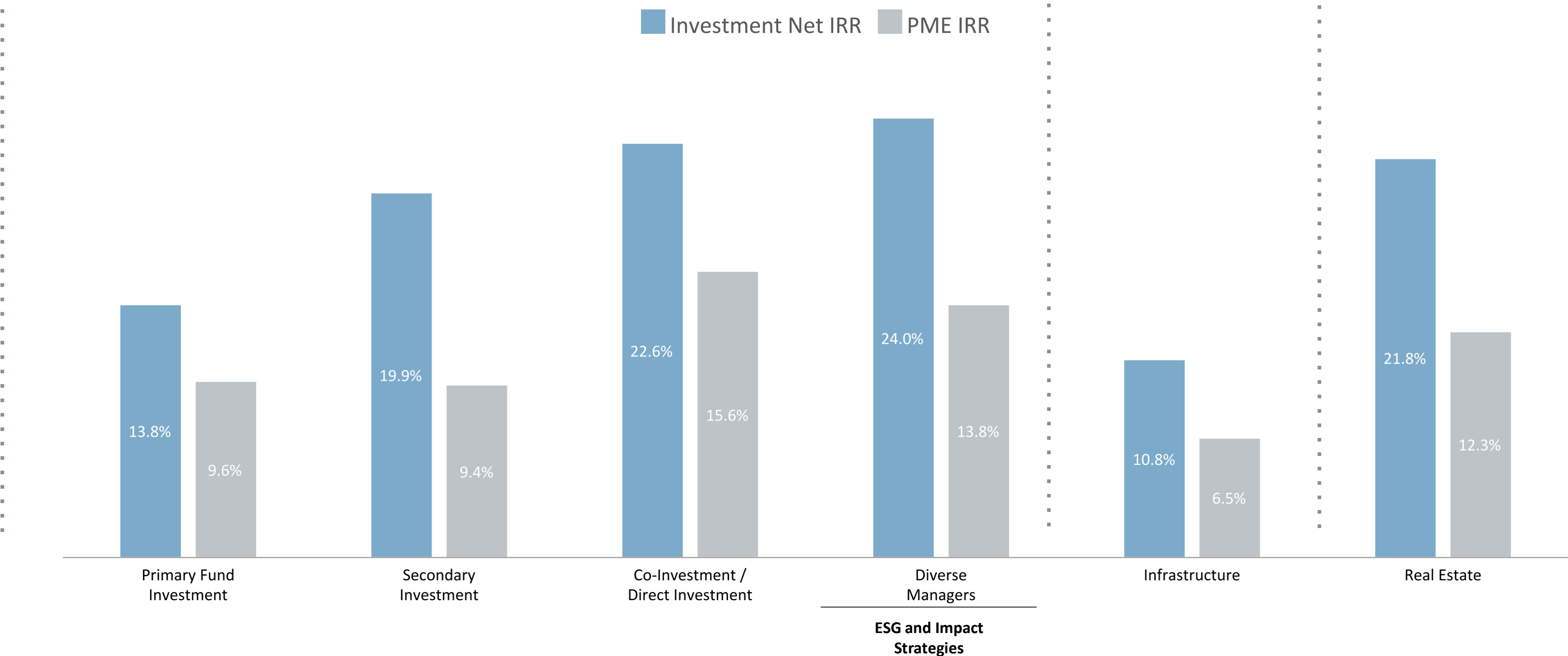
Strong Investment Performance Driven by Proven Investment Process



2020 Performance¹



Inception to Date Performance (Realized and Partially Realized Investments)²



Note: AUM as of December 31, 2020

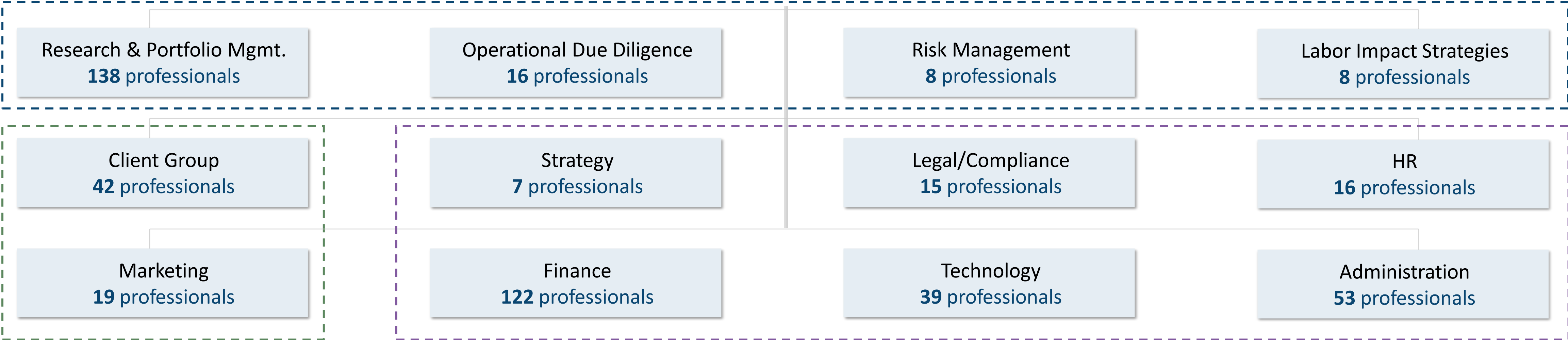
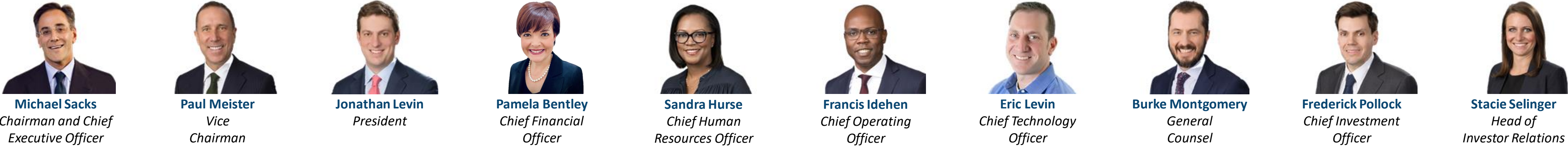
1. Multi-Strategy Absolute Return Strategies reflects GCMLP Diversified Multi-Strategy Composite.

2. Performance for Private Equity, Infrastructure and Real Estate as of September 30, 2020; "PMEs" are the S&P 500, the MSCI World Infrastructure, and the FTSE Nareit All REITS indices we present for comparison calculated on a Public Market Equivalent basis. We believe these indices are commonly used by private markets investors to evaluate performance.

Deep Bench of Talent, Strong Corporate Culture

- Investment team
- Client Group
- Support and operational team

Executive management



- ✓ Culture of **compliance** – tone at the top
- ✓ Culture of **service** – we succeed when our clients succeed
- ✓ Culture of **excellence** – people and performance
- ✓ Culture of **diversity, equity and inclusion**
- ✓ Strong **alignment of interests**

Appendix



GAAP Balance Sheets (unaudited)

\$000	Dec 31, 2019	Dec 31, 2020
Assets		
Cash and cash equivalents	\$ 79,866	\$ 198,146
Management fees receivable	13,896	14,524
Incentive fees receivable	20,771	69,424
Due from related parties	10,226	11,326
Investments	159,358	166,273
Premises and equipment, net	8,871	7,870
Intangible assets, net	16,092	8,588
Goodwill	28,959	28,959
Deferred tax assets, net	126	73,766
Other assets	34,991	53,015
Total assets	373,156	631,891
Liabilities and Equity (Deficit)		
Accrued compensation and benefits	63,668	74,681
Employee related obligations	22,614	25,274
Debt	448,500	335,155
Payable to related parties pursuant to the tax receivable agreement	—	60,131
Accrued expenses and other liabilities	52,204	60,926
Total liabilities	586,986	556,167
Commitments and contingencies		
Redeemable noncontrolling interest	—	115,121
Partners' deficit	(308,373)	—
Preferred stock, \$0.0001 par value, 100,000,000 shares authorized; 0 shares issued and outstanding as of December 31, 2020	—	—
Class A common stock, \$0.0001 par value, 700,000,000 authorized; 40,835,093 issued and outstanding as of December 31, 2020	—	4
Class B common stock, \$0.0001 par value, 500,000,000 authorized; 0 shares issued and outstanding as of December 31, 2020	—	—
Class C common stock, \$0.0001 par value, 300,000,000 authorized; 144,235,246 issued and outstanding as of December 31, 2020	—	14
Additional paid-in capital	—	2,298
Accumulated other comprehensive loss	(6,854)	(2,233)
Retained earnings	—	(20,098)
Member's deficit - GCM, L.L.C.	(66)	—
Total GCM Grosvenor Inc. deficit / partners' and member's deficit	(315,293)	(20,015)
Noncontrolling interests in subsidiaries	101,463	94,013
Noncontrolling interests in GCMH	—	(113,395)
Total deficit	(213,830)	(39,397)
Total liabilities and equity (deficit)	\$ 373,156	\$ 631,891

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Twelve Months Ended	
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020	Dec 31, 2019	Dec 31, 2020
Net incentive fees attributable to GCM Grosvenor					
Incentive fees	\$ 18,346	\$ 21,774	\$ 73,602	\$ 84,165	\$ 111,650
Less:					
Incentive fee related compensation	(6,318)	(12,155)	(25,249)	(39,560)	(46,424)
Carried interest expense attributable to redeemable noncontrolling interest holder	—	369	(4,451)	—	(7,751)
Carried interest attributable to other noncontrolling interests holders, net	(1,077)	(2,588)	(3,313)	(11,344)	(8,338)
Net incentive fees attributable to GCM Grosvenor	10,951	7,400	40,589	33,261	49,137
Net fees attributable to GCM Grosvenor					
Total operating revenues	101,296	101,746	155,488	416,394	429,981
Less:					
Fund expense reimbursement revenue	(3,041)	(2,164)	(2,441)	(6,708)	(8,406)
Incentive fee related compensation	(6,318)	(12,155)	(25,249)	(39,560)	(46,424)
Carried interest expense attributable to redeemable noncontrolling interest holder	—	369	(4,451)	—	(7,751)
Carried interest attributable to other noncontrolling interests holders, net	(1,077)	(2,588)	(3,313)	(11,344)	(8,338)
Net fees attributable to GCM Grosvenor	90,860	85,208	120,034	358,782	359,062

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Twelve Months Ended	
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020	Dec 31, 2019	Dec 31, 2020
Adjusted pre-tax income & Adjusted net income					
Net income attributable to GCM Grosvenor Inc.	\$ —	\$ —	7,507	\$ —	7,507
Plus:					
Net income (loss) attributable to GCMH	5,347	1,326	(93,121)	46,777	(100,823)
Income taxes	675	541	2,796	2,318	4,506
Change in fair value of derivatives	(2,808)	(378)	(1,101)	5,417	8,572
Amortization expense	1,934	1,876	1,876	7,794	7,504
Severance and other non-core compensation	1,906	2,261	5,802	9,585	12,580
Transaction expenses ¹	770	274	5,572	770	9,346
Loss on extinguishment of debt	—	—	—	—	1,514
Partnership interest-based compensation	17,153	21,605	133,977	30,233	172,358
Less:					
Investment income, net of noncontrolling interests	(1,477)	(506)	(421)	(5,579)	(1,070)
Net compensation expense associated with deferred revenue carry	(244)	287	(1,479)	(718)	(710)
Adjusted pre-tax income	23,256	27,286	61,408	96,597	121,284
Less:					
Income taxes ²	(5,811)	(6,822)	(15,351)	(24,149)	(30,321)
Adjusted net income	\$ 17,445	\$ 20,464	46,057	\$ 72,448	90,963

1. Represents expenses incurred in 2019 related to the Mosaic transaction. 2020 expenses relate to the Mosaic transaction, the public offering and other non-core Transaction related expenses.

2. Represents corporate income taxes at a blended effective tax rate of 21% and an estimated combined state, local and foreign income tax rate net of federal benefits of 4%. As we were not subject to U.S. federal and state income taxes prior to November 17, 2020, the blended statutory tax rate of 25% has been applied to all prior periods presented for comparability purposes.

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Twelve Months Ended	
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020	Dec 31, 2019	Dec 31, 2020
Adjusted EBITDA					
Adjusted net income	\$ 17,445	\$ 20,464	\$ 46,057	\$ 72,448	\$ 90,963
Plus:					
Income taxes ¹	5,811	6,822	15,351	24,149	30,321
Depreciation expense	670	540	542	2,544	2,314
Interest expense	6,613	5,807	5,931	25,680	23,446
Adjusted EBITDA	30,539	33,633	67,881	124,821	147,044
Adjusted Fee Related Earnings					
Adjusted EBITDA	30,539	33,633	67,881	124,821	147,044
Less:					
Incentive fees	(18,346)	(21,774)	(73,602)	(84,165)	(111,650)
Depreciation expense	(670)	(540)	(542)	(2,544)	(2,314)
Other non-operating income/(expense)	(312)	(69)	26	(922)	(524)
Plus:					
Incentive fee related compensation	6,318	12,155	25,249	39,560	46,424
Carried interest expense attributable to redeemable noncontrolling interest holder	—	(369)	4,451	—	7,751
Carried interest attributable to other noncontrolling interests holders, net	1,077	2,588	3,313	11,344	8,338
Adjusted Fee Related Earnings	\$ 18,606	\$ 25,624	\$ 26,776	\$ 88,094	\$ 95,069

1. Represents corporate income taxes at a blended effective tax rate of 21% and an estimated combined state, local and foreign income tax rate net of federal benefits of 4%. As we were not subject to U.S. federal and state income taxes prior to November 17, 2020, the blended statutory tax rate of 25% has been applied to all prior periods presented for comparability purposes.

Reconciliation to adjusted net income per share

\$000, except per share amounts	Three Months Ended		Twelve Months Ended	
	Dec 31, 2019	Dec 31, 2020	Dec 31, 2019	Dec 31, 2020
Adjusted net income	\$ 17,445	\$ 46,057	\$ 72,448	\$ 90,963
Weighted-average shares of Class A common stock outstanding - basic ⁽¹⁾	39,985	39,985	39,985	39,985
Exchange of partnership units ⁽²⁾	144,235	144,235	144,235	144,235
Weighted-average shares of Class A common stock outstanding - diluted ⁽¹⁾	184,220	184,220	184,220	184,220
Effect of dilutive warrants ⁽³⁾	897	897	897	897
Adjusted shares - diluted	185,117	185,117	185,117	185,117
Adjusted net income per share - diluted	\$ 0.09	0.25	\$ 0.39	\$ 0.49

(1) As Class A common stock did not exist prior to the Transaction, the computation of ANI per share (i.e., non-GAAP EPS) assumes the same number of adjusted shares outstanding for all periods presented for comparability purposes.

(2) Assumes the full exchange of partnership units in LLLP for Class A common stock of GCM Grosvenor Inc. pursuant to the exchange agreement.

(3) Warrants were determined to be antidilutive for GAAP diluted EPS purposes.

Quarterly and Annual Growth in FPAUM and AUM

Quarter Ended December 31, 2020

\$mm	Private Markets Strategies		Absolute Return Strategies		Total FPAUM	Contracted Not Yet FPAUM	Total AUM			
Fee-Paying AUM										
Beginning of Period (October 1, 2020)	\$	27,094	\$	22,796	\$	49,890	\$	6,639	\$	58,551
Contributions from CNYFPAUM		666		90		756				
Contributions from New Capital Raised		626		325		951				
Withdrawals		—		(583)		(583)				
Distributions		(469)		(147)		(616)				
Change in Market Value		79		1,673		1,752				
Foreign Exchange, Other		(157)		(24)		(181)				
End of Period Balance (December 31, 2020)	\$	\$27,839	\$	\$24,130	\$	\$51,969	\$	7,057	\$	61,943
<i>% Change</i>		3 %		6 %		4 %		6 %		6 %

Year Ended December 31, 2020

\$mm	Private Markets Strategies		Absolute Return Strategies		Total FPAUM	Contracted Not Yet FPAUM	Total AUM			
Fee-Paying AUM										
Beginning of Period (January 1, 2020)	\$	26,477	\$	23,556	\$	50,033	\$	5,153	\$	57,746
Contributions from CNYFPAUM		2,027		308		2,335				
Contributions from New Capital Raised		1,536		1,317		2,853				
Withdrawals		—		(3,386)		(3,386)				
Distributions		(2,022)		(256)		(2,278)				
Change in Market Value		(2)		2,721		2,719				
Foreign Exchange, Other		(177)		(130)		(307)				
End of Period Balance (December 31, 2020)	\$	27,839	\$	24,130	\$	51,969	\$	7,057	\$	61,943
<i>% Change</i>		5 %		2 %		4 %		37 %		7 %

Management Fee Detail¹

\$000	Three Months Ended			Twelve Months Ended	
	Dec 31, 2019	Sept 30, 2020	Dec 31, 2020	Dec 31, 2019	Dec 31, 2020
Management Fees					
Private Markets					
Specialized Funds	\$ 12,622	\$ 11,911	\$ 11,678	\$ 50,637	\$ 45,727
<i>Average Fee Rate³</i>	0.73 %	0.72 %	0.73 %	0.74 %	0.71 %
Customized Separate Accounts	25,333	26,677	26,712	100,347	104,263
<i>Average Fee Rate</i>	0.51 %	0.51 %	0.50 %	0.51 %	0.50 %
Private Markets Management Fees	37,955	38,588	38,390	150,984	149,990
<i>Average Fee Rate - Private Markets³</i>	0.56 %	0.56 %	0.55 %	0.56 %	0.55 %
Absolute Return Strategies Management Fees	40,012	37,517	38,807	167,023	152,349
<i>Average Fee Rate - Absolute Return Strategies (Management Fee Only)</i>	0.68 %	0.66 %	0.66 %	0.70 %	0.64 %
<i>Average Fee Rate - Absolute Return Strategies (Actual Management Fee + Run Rate Performance Fee at End of Period)²</i>	0.79 %	0.81 %	0.82 %	0.81 %	0.79 %

1. Excludes fund reimbursement revenue of \$3.0 million for the quarter ended December 31, 2019, \$2.2 million for the quarter ended September 30, 2020, \$2.4 million for the quarter ended December 31, 2020, \$6.7 million for the year ended December 31, 2019 and \$8.4 million for the year ended December 31, 2020.

2. The run rate on annual performance fees reflect a 8% gross return for both multi-strategy and credit strategies, and a 10% gross return for specialized opportunity strategies. The metric is calculated as the actual management fees during the period, plus the run rate performance fee from the end of the period, divided by the average fee-paying AUM over the period

3. Average fee rate excludes effect of catch-up management fees

Private Markets Strategies Performance Metrics – Realized and Partially Realized Investments

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
Private Equity								
Primary Fund Investments ¹	\$ 10,605	\$ 11,631	\$ 18,365	2,160	1.76	13.8 %	9.6 %	S&P 500
Secondaries Investments ²	314	184	228	62	1.57	19.9 %	9.4 %	S&P 500
Co-Investments/Direct Investments ³	2,287	2,195	3,831	299	1.88	22.6 %	15.6 %	S&P 500
Infrastructure ⁴	2,182	2,013	2,657	392	1.51	10.8 %	6.5 %	MSCI World Infrastructure
Real Estate ⁵	262	291	472	13	1.67	21.8 %	12.3 %	FNERT Index
ESG and Impact Strategies								
Diverse Managers ⁶	1,132	1,236	1,961	302	1.83	24.0 %	13.8 %	S&P 500
Labor Impact Investments	0	0	0	0	n/a	n/a	n/a	MSCI World Infrastructure

Note: Returns for each strategy are presented from the date the firm established a dedicated team focused on such strategy through September 30, 2020. Investment net returns are net of investment-related fees and expenses, including fees paid to underlying managers, but do not reflect management fees, incentive compensation, or carried interest to GCM Grosvenor or any expenses of any account or vehicle GCM Grosvenor manages. Data does not include investments that were transferred at the request of investors prior to liquidation and are no longer managed by GCM Grosvenor. Past performance is not necessarily indicative of future results.

(1) Excludes certain private markets credit fund investments outside of private equity programs.

(2) Reflects secondaries investments since 2014. In September 2014, GCM Grosvenor established a dedicated private equity secondaries vertical.

(3) Reflects co-investments/direct investments since 2009. In December 2008, GCM Grosvenor established a dedicated Private Equity Co-Investment Sub-Committee and adopted a more targeted, active co-investment strategy.

(4) Infrastructure investments exclude labor impact investments.

(5) Reflects real estate investments since 2010. In 2010, GCM Grosvenor established a dedicated Real Estate team and adopted a more targeted, active real estate strategy.

(6) Since 2007.

Private Markets Strategies Performance Metrics – All Investments

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
Private Equity								
Primary Fund Investments ¹	\$ 20,403	\$ 18,466	\$ 21,420	7,539	1.57	12.1 %	10.4 %	S&P 500
Secondary Investments ²	1,165	847	376	659	1.22	11.7 %	11.3 %	S&P 500
Co-Investments/Direct Investments ³	5,043	4,787	3,994	3,063	1.47	16.9 %	14.3 %	S&P 500
Infrastructure ⁴	5,711	5,140	3,439	3,417	1.33	9.2 %	5.6 %	MSCI World Infrastructure
Real Estate ⁵	1,891	1,399	841	835	1.2	10.7 %	5.6 %	FNERTR Index
Multi-Asset Class Programs	1,343	1,310	494	1,135	1.24	20.1 %	n/a	n/a
ESG and Impact Strategies								
Diverse Managers ⁶	5,927	4,573	2,820	3,743	1.44	16.7 %	13.3 %	S&P 500
Labor Impact Investments	215	157	0	157	1	— %	(9.1)%	MSCI World Infrastructure

Note: Returns for each strategy are presented from the date the firm established a dedicated team focused on such strategy through September 30, 2020. Investment net returns are net of investment-related fees and expenses, including fees paid to underlying managers, but do not reflect management fees, incentive compensation, or carried interest to GCM Grosvenor or any expenses of any account or vehicle GCM Grosvenor manages. Data does not include investments that were transferred at the request of investors prior to liquidation and are no longer managed by GCM Grosvenor. Past performance is not necessarily indicative of future results.

(1) Excludes certain private markets credit fund investments outside of private equity programs.

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(4) Infrastructure investments exclude labor impact investments.

(5) Reflects real estate investments since 2010. In 2010, GCM Grosvenor established a dedicated Real Estate team and adopted a more targeted, active real estate strategy.

(6) Since 2007.

Absolute Return Strategies Performance

	Assets Under Management as of December 31, 2020 (\$Bn)	Year to Date Returns Ending December 31, 2020		Annualized Returns Since Inception Through December 31, 2020	
		Gross	Net	Gross	Net
Absolute Return Strategies (Overall)	\$ 25.2	13.67 %	12.81 %	7.28 %	6.16 %
GCMLP Diversified Multi-Strategy Composite	\$ 11.8	15.64 %	14.74 %	8.24 %	6.86 %

1. Absolute Return Strategies (Overall) is since 1996. GCMLP Diversified Multi-Strategy Composite is since 1993.

Mosaic Overview and Update as of December 31, 2020

- In 2020, GCM Grosvenor formed Mosaic Acquisitions 2020, L.P. (“Mosaic”), a Cayman Limited Partnership
 - GCM Grosvenor is the general partner of the entity and controls the entity
 - In exchange for cash, GCM Grosvenor transferred i) capital interests in certain historical GCM Grosvenor funds, ii) rights to receive a percentage of “carried interest” from certain GCM Grosvenor funds, iii) an agreement to provide additional funding under certain circumstances up to a maximum amount¹
 - A third-party investor is the limited partner of the entity and contributed cash for their partnership interests, including cash specifically designated to fund future capital contributions to GCM Grosvenor funds (“Mosaic cash”)
 - Mosaic has no rights to any GCM Grosvenor management fees and has no rights to any carry associated with fundraising after 12/31/2019
- The third-party investor has a preferred return in Mosaic, after which GCM Grosvenor is entitled to all residual Mosaic economics
- GCM Grosvenor has the option to purchase the third party’s interests in Mosaic for the greater of 1.3x MOIC or an amount that results in a 12% pre-tax IRR, whichever is higher (current comparison on the right)
 - All monies received by the limited partner reduce the option call price

Option call price is the greater of the following (\$mm):

Net call price at 1.30x MOIC \$ 174.2

Net call price at 12% pre-tax IRR 138.7

		As of 12/31/20 (\$mm)
Net Purchase Price to Exercise Mosaic Call Right (as of December 31, 2020): ⁽²⁾	\$	174.2
Net Asset Value of Capital to be Acquired upon Exercise of Mosaic Call Right (as of December 31, 2020):		76.2
Net Purchase Price Less Net Asset Value of Capital		98.0
PF Mosaic LTM Carried Interest (as of December 31, 2020): ⁽³⁾		13.6
Implied Multiple of (Net Purchase Price Less Net Asset Value of Capital) / (Mosaic LTM Carried Interest as of December 31, 2020) ⁽³⁾		7.2x
Liquidation Value of Carried Interest to be Acquired upon Exercise of Mosaic Call Right (as of December 31, 2020):		114.3
Mosaic Carry Dollars at Work ⁽⁴⁾ (as of December 31, 2020):		422.7

1. Based on cash flow up to the relevant date, GCM Grosvenor made a payment of \$4.9mm at 12/31/20, may be required to make payments up to a maximum amount of \$7.5mm at 12/31/21, and \$7.5mm at 12/31/22; all such payments reduce the option price dollar for dollar. GCM Grosvenor may also be required to fund up to \$15mm for investments alongside other Limited Partners in GCM Grosvenor funds after the Mosaic cash has been fully deployed for that purpose; the interests in such investments would be included in the existing option agreement.
2. Based on a threshold equal to 130% of amounts contributed to Mosaic by the third-party investor less distributions received, net of \$32.2mm of Mosaic cash. As of December 31, 2020, the purchase price to exercise the Mosaic Call Right based on a 12% pre-tax internal rate of return on amounts contributed to Mosaic by the third-party investor would have been \$138.7mm, net of Mosaic cash. Upon any exercise of the Mosaic Call Right or the Mosaic Put Right (as defined below), the actual purchase price will be equal to the greater of the two alternatives.
3. The amount shown represents the redeemable noncontrolling interest had the transaction occurred on December 31, 2019 and included all tax carry attributable to the Mosaic interests from such time forward. Without such tax carry, the redeemable noncontrolling interest amount reflected in our financial statements for the twelve-month period ended December 31, 2020 is \$7.8mm.
4. We define “Mosaic Carry Dollars at Work” as aggregate limited partner commitments to the relevant GCM Grosvenor fund in which Mosaic has an interest, multiplied by the percentage of carried interest provided for in the governing documents of the relevant fund, multiplied by Mosaic’s share.

Certain Definitions and Use of Non-GAAP Financials and Key Performance Indicators

Adjusted net income is a non-GAAP measure that we present on a pre-tax and after-tax basis to evaluate our profitability. **Adjusted pre-tax income** represents net income attributable to GCM Grosvenor Inc. including (a) net income attributable to GCMH, excluding (b) income taxes, (c) change in fair value of derivatives, (d) partnership interest-based and non-cash compensation, (e) unrealized investment income, and (f) certain other items that we believe are not indicative of our core performance, including charges related to corporate transactions and employee severance. We believe adjusted pre-tax income is useful to investors because it provides additional insight into the operating profitability of our business. **Adjusted net income** represents adjusted pre-tax income minus income taxes, which represent corporate income taxes at a blended effective tax rate of 21% and an estimated combined state, local and foreign income tax rate net of federal benefits of 4%. As we were not subject to U.S. federal and state income taxes prior to November 17, 2020, the blended statutory tax rate of 25% has been applied to all prior periods presented for comparability purposes.

Adjusted Earnings Per Share (“EPS”) is a non-GAAP measure that is calculated by dividing adjusted net income by adjusted shares outstanding. Adjusted shares outstanding assumes the hypothetical full exchange of limited partnership interests in GCMH into Class A common stock of GCM Grosvenor Inc.

Adjusted EBITDA is a non-GAAP measure which represents adjusted net income excluding (a) income taxes, (b) depreciation expense and (c) interest expense on our outstanding debt. We believe Adjusted EBITDA is useful to investors because it enables them to better evaluate the performance of our core business across reporting periods. **Adjusted EBITDA Margin** represents Adjusted EBITDA as a percentage of our total operating revenues, net of Fund expense reimbursements.

Adjusted fee-related earnings (“FRE”) is a non-GAAP measure used to highlight earnings from recurring management fees and administrative fees. Adjusted fee-related earnings represents Adjusted EBITDA further adjusted to exclude (a) incentive fees and related compensation and (b) other non-operating income, and to include depreciation expense. We believe adjusted fee-related earnings is useful to investors because it provides additional insights into the management fee driven operating profitability of our business. **Adjusted FRE Margin** represents Adjusted FRE as a percentage of our management fee and other operating revenue, net of Fund expense reimbursements.

Adjusted Revenue represents total operating revenues excluding reimbursement of expenses paid on behalf of GCM Funds and affiliates.

Net incentive fees attributable to GCM Grosvenor is a non-GAAP measure used to highlight fees earned from incentive fees that are attributable to GCM Grosvenor. Net incentive fees represent incentive fees excluding (a) incentive fee related compensation (b) carried interest attributable to noncontrolling interest holders.

Net fees attributable to GCM Grosvenor is a non-GAAP measure used to highlight revenues attributable to GCM Grosvenor. Net fees attributable to GCM Grosvenor represent total operating revenues fees excluding (a) reimbursement of expenses paid on behalf of GCM Funds and affiliates, (b) incentive fee related compensation and (c) carried interest attributable to noncontrolling interest holders.

Fee-Paying Assets Under Management (“FPAUM” or “Fee-Paying AUM”) is a key performance indicator we use to measure the assets from which we earn management fees. Our FPAUM comprises the assets in our customized separate accounts and specialized funds from which we derive management fees. We classify customized separate account revenue as management fees if the client is charged an asset-based fee, which includes the vast majority of our discretionary AUM accounts. The FPAUM for our private market strategies typically represents committed, invested or scheduled capital during the investment period and invested capital following the expiration or termination of the investment period. Substantially all of our private markets strategies funds earn fees based on commitments or net invested capital, which are not affected by market appreciation or depreciation. Our FPAUM for our absolute return strategy is based on net asset value.

Our calculations of FPAUM may differ from the calculations of other asset managers, and as a result, this measure may not be comparable to similar measures presented by other asset managers. Our definition of FPAUM is not based on any definition that is set forth in the agreements governing the customized separate accounts or specialized funds that we manage.

Contracted, not yet fee-paying AUM (“CNYFPAUM”) represents limited partner commitments during or prior to the initial commitment or investment period where fees are expected to be charged in the future based on invested capital (capital committed to underlying investments) or on a scheduled ramp-in of total commitments.

Certain Definitions and Use of Non-GAAP Financials and Key Performance Indicators (continued)

Assets Under Management (“AUM”) reflects the sum of (a) FPAUM, (b) CNYFPAUM and (c) other mark-to-market, insider capital and non-fee-paying assets under management.

GCM Grosvenor refers to the combined accounts of (a) Grosvenor Capital Management Holdings, LLLP (“LLLP” or “GCMH”), an Delaware limited liability limited partnership, and its consolidated subsidiaries and (b) GCM, L.L.C., a Delaware limited liability company.

Transaction refers to the business combination announced August 3, 2020 and completed on November 17, 2020 through which CFAC merged with and into GCM Grosvenor Inc., ceasing the separate corporate existence of CFAC with GCM Grosvenor Inc. becoming the surviving corporation. Following the business combination, the financial statements of GCM Grosvenor Inc. will represent a continuation of the financial statements of GCM Grosvenor with the transaction being treated as the equivalent of GCM Grosvenor issuing stock for the net assets of GCM Grosvenor, Inc., accompanied by a recapitalization.

CF Finance Acquisition Corp. (“CFAC”) (NASDAQ: CFFA) was a special purpose acquisition company sponsored by Cantor Fitzgerald, a leading global financial services firm.

GCM Grosvenor Inc. was incorporated in Delaware as a wholly owned subsidiary of Grosvenor Capital Management Holdings, LLLP, formed for the purpose of completing the Transaction. Pursuant to the Transaction, Grosvenor Capital Management Holdings, LLLP cancelled its shares in GCM Grosvenor Inc. no longer making GCM Grosvenor Inc. a wholly owned subsidiary of Grosvenor Capital Management Holdings, LLLP.

Disclaimer

Forward-Looking Statements

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The non-GAAP financial measures contained in this presentation are not GAAP measures of GCM Grosvenor’s financial performance or liquidity and should not be considered as alternatives to net income (loss) as a measure of financial performance or cash flows from operations as measures of liquidity, or any other performance measure derived in accordance with GAAP. A reconciliation of such non-GAAP measures to their most directly comparable GAAP measure is included elsewhere in this presentation. You are encouraged to evaluate each adjustment to non-GAAP financial measures and the reasons management considers it appropriate for supplemental analysis. Our presentation of these measures should not be construed as an inference that our future results will be unaffected by unusual or non-recurring items. In addition, these measures may not be comparable to similarly titled measures used by other companies in our industry or across different industries.

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