

# 2021 First Quarter Supplemental Financial Data



**GCM** GROSVENOR

Note: This supplemental financial data should be read in conjunction with GCM Grosvenor's 2021 First Quarter Results Earnings Presentation.



# GAAP Statements of Income - Quarterly (unaudited)

\$000, except per share amounts	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20 (restated)	1Q'21
<b>Revenues</b>									
Management fees	\$ 81,401	\$ 79,470	\$ 82,837	\$ 81,008	\$ 77,701	\$ 75,136	\$ 78,269	\$ 79,639	\$ 82,625
Incentive fees	22,703	9,774	33,342	18,346	3,233	13,041	21,774	73,602	18,214
Other operating income	1,538	1,650	2,383	1,942	1,683	1,953	1,703	2,247	2,380
Total operating revenues	105,642	90,894	118,562	101,296	82,617	90,130	101,746	155,488	103,219
<b>Expenses</b>									
Employee compensation and benefits	58,864	53,309	62,311	68,483	55,477	55,667	75,315	202,006	83,353
General, administrative and other	21,789	22,207	20,641	23,821	24,596	16,242	17,263	26,530	24,532
Total operating expenses	80,653	75,516	82,952	92,304	80,073	71,909	92,578	228,536	107,885
Operating income (loss)	24,989	15,378	35,610	8,992	2,544	18,221	9,168	(73,048)	(4,666)
Investment income (loss)	(286)	3,394	2,962	1,451	3,373	(9,575)	7,902	9,042	13,048
Interest expense	(6,000)	(6,786)	(6,281)	(6,613)	(5,867)	(5,841)	(5,807)	(5,931)	(4,491)
Other income (expense)	(1,659)	(3,276)	(2,680)	3,121	(9,733)	(1,350)	446	1,075	1,317
Change in fair value of warrant liabilities	—	—	—	—	—	—	—	(13,315)	14,057
Net other income (expense)	(7,945)	(6,668)	(5,999)	(2,041)	(12,227)	(16,766)	2,541	(9,129)	23,931
Income (loss) before income taxes	17,044	8,710	29,611	6,951	(9,683)	1,455	11,709	(82,177)	19,265
Provision (benefit) for income taxes	661	455	527	675	643	526	541	2,796	(663)
Net income (loss)	16,383	8,255	29,084	6,276	(10,326)	929	11,168	(84,973)	19,928
Less: Net income attributable to redeemable noncontrolling interest	—	—	—	—	2,093	185	3,322	8,469	8,089
Less: Net income (loss) attributable to noncontrolling interests in subsidiaries	3,178	3,920	5,194	929	2,536	(5,183)	6,520	7,744	8,589
Less: Net income (loss) attributable to noncontrolling interests in GCMH	13,205	4,335	23,890	5,347	(14,955)	5,927	1,326	(105,235)	703
Net income (loss) attributable to GCM Grosvenor Inc.	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 4,049	\$ 2,547
<b>Earnings (loss) per share of Class A common stock <sup>(1)</sup>:</b>									
Basic	—	—	—	—	—	—	—	\$ 0.10	\$ 0.06
Diluted	—	—	—	—	—	—	—	\$ (0.58)	\$ (0.05)
<b>Weighted average shares of Class A common stock outstanding (000) <sup>(1)</sup>:</b>									
Basic	—	—	—	—	—	—	—	39,985	42,084
Diluted	—	—	—	—	—	—	—	184,220	188,872

1. There were no shares of Class A common stock outstanding prior to November 17, 2020, therefore no earnings (loss) per share information has been presented for any period prior to that date

# GAAP Statements of Income - Annually (audited)

\$000, except per share amounts	2019	2020 (restated)
<b>Revenues</b>		
Management fees	\$ 324,716	\$ 310,745
Incentive fees	84,165	111,650
Other operating income	7,513	7,586
<b>Total operating revenues</b>	<b>416,394</b>	<b>429,981</b>
<b>Expenses</b>		
Employee compensation and benefits	242,967	388,465
General, administrative and other	88,458	84,631
<b>Total operating expenses</b>	<b>331,425</b>	<b>473,096</b>
Operating income (loss)	84,969	(43,115)
Investment income	7,521	10,742
Interest expense	(25,680)	(23,446)
Other income (expense)	(4,494)	(9,562)
Change in fair value of warrant liabilities	—	(13,315)
<b>Net other income (expense)</b>	<b>(22,653)</b>	<b>(35,581)</b>
Income (loss) before income taxes	62,316	(78,696)
Provision (benefit) for income taxes	2,318	4,506
Net income (loss)	59,998	(83,202)
Less: Net income attributable to redeemable noncontrolling interest	—	14,069
Less: Net income attributable to noncontrolling interests in subsidiaries	13,221	11,617
Less: Net income (loss) attributable to noncontrolling interests in GCMH	46,777	(112,937)
<b>Net income attributable to GCM Grosvenor Inc.</b>	<b>\$ —</b>	<b>\$ 4,049</b>
<b>Earnings (loss) per share of Class A common stock <sup>(1)</sup>:</b>		
Basic	— \$	0.10
Diluted	— \$	(0.58)
<b>Weighted average shares of Class A common stock outstanding (000) <sup>(1)</sup>:</b>		
Basic	—	39,985
Diluted	—	184,220

1. 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 the Transaction

# Summary of Non-GAAP Financial Measures - Quarterly<sup>1</sup>

\$000, except per share amount	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20 (restated)	1Q'21
<b>Adjusted EBITDA</b>									
<b>Revenues</b>									
Private markets strategies	\$ 35,940	\$ 36,966	\$ 40,122	\$ 37,957	\$ 36,464	\$ 36,548	\$ 38,588	\$ 38,390	\$ 40,373
Absolute return strategies	43,999	41,603	41,410	40,011	39,263	36,761	37,517	38,808	39,892
Management fees, net <sup>(2)</sup>	79,939	78,569	81,532	77,968	75,727	73,309	76,105	77,198	80,265
Administrative fees and other operating income	1,538	1,650	2,383	1,942	1,683	1,953	1,703	2,247	2,380
<b>Fee-Related Revenue</b>	<b>81,477</b>	<b>80,219</b>	<b>83,915</b>	<b>79,910</b>	<b>77,410</b>	<b>75,262</b>	<b>77,808</b>	<b>79,445</b>	<b>82,645</b>
<b>Less:</b>									
Cash-based employee compensation and benefits, net <sup>(3)</sup>	(42,053)	(39,442)	(39,835)	(43,882)	(42,022)	(38,332)	(39,373)	(38,467)	(41,192)
General, administrative and other, net <sup>(2)</sup>	(20,327)	(21,305)	(19,335)	(20,782)	(22,619)	(14,417)	(15,100)	(24,089)	(22,171)
<b>Plus:</b>									
Amortization of intangibles	1,953	1,954	1,953	1,934	1,876	1,876	1,876	1,876	583
Non-core items <sup>(4)</sup>	17	16	281	1,426	2,916	719	413	8,011	5,328
<b>Fee-Related Earnings</b>	<b>\$ 21,067</b>	<b>\$ 21,442</b>	<b>\$ 26,979</b>	<b>\$ 18,606</b>	<b>\$ 17,561</b>	<b>\$ 25,108</b>	<b>\$ 25,624</b>	<b>\$ 26,776</b>	<b>\$ 25,193</b>
<b>Incentive fees:</b>									
Performance fees	\$ 63	\$ 20	\$ 3,923	\$ 10,407	\$ 605	\$ 132	\$ 884	\$ 51,105	\$ 6,113
Carried interest	22,640	9,754	29,419	7,939	2,628	12,909	20,890	22,497	12,101
<b>Incentive fee related compensation and NCI:</b>									
Cash-based incentive fee related compensation	—	—	—	—	—	—	—	(11,454)	(1,833)
Carried interest compensation, net <sup>(5)</sup>	(12,006)	(5,051)	(16,185)	(6,318)	(1,201)	(7,819)	(12,155)	(13,795)	(7,503)
Carried interest attributable to noncontrolling interest	(4,861)	(1,922)	(3,484)	(1,077)	(1,333)	(4,773)	(2,219)	(7,764)	(4,430)
Interest income	190	376	214	284	296	52	19	10	7
Other (income) expense	(23)	(58)	(89)	28	118	15	50	(36)	51
Depreciation	655	603	616	670	696	536	540	542	473
<b>Adjusted EBITDA</b>	<b>\$ 27,725</b>	<b>\$ 25,164</b>	<b>\$ 41,393</b>	<b>\$ 30,539</b>	<b>\$ 19,370</b>	<b>\$ 26,160</b>	<b>\$ 33,633</b>	<b>\$ 67,881</b>	<b>\$ 30,172</b>
<b>Adjusted Net Income Per Share</b>									
<b>Adjusted EBITDA</b>	<b>\$ 27,725</b>	<b>\$ 25,164</b>	<b>\$ 41,393</b>	<b>\$ 30,539</b>	<b>\$ 19,370</b>	<b>\$ 26,160</b>	<b>\$ 33,633</b>	<b>\$ 67,881</b>	<b>\$ 30,172</b>
Depreciation	(655)	(603)	(616)	(670)	(696)	(536)	(540)	(542)	(473)
Interest expense	(6,000)	(6,786)	(6,281)	(6,613)	(5,867)	(5,841)	(5,807)	(5,931)	(4,491)
<b>Adjusted Pre-tax Income</b>	<b>21,070</b>	<b>17,775</b>	<b>34,496</b>	<b>23,256</b>	<b>12,807</b>	<b>19,783</b>	<b>27,286</b>	<b>61,408</b>	<b>25,208</b>
Adjusted income taxes <sup>(6)</sup>	(5,268)	(4,445)	(8,625)	(5,811)	(3,202)	(4,946)	(6,822)	(15,351)	(6,302)
<b>Adjusted Net Income</b>	<b>\$ 15,802</b>	<b>\$ 13,330</b>	<b>\$ 25,871</b>	<b>\$ 17,445</b>	<b>\$ 9,605</b>	<b>\$ 14,837</b>	<b>\$ 20,464</b>	<b>\$ 46,057</b>	<b>\$ 18,906</b>
Adjusted shares outstanding (000) <sup>(7)</sup>	185,117	185,117	185,117	185,117	185,117	185,117	185,117	185,117	188,872
<b>Adjusted Net Income Per Share</b>	<b>\$ 0.09</b>	<b>\$ 0.07</b>	<b>\$ 0.14</b>	<b>\$ 0.09</b>	<b>\$ 0.05</b>	<b>\$ 0.08</b>	<b>\$ 0.11</b>	<b>\$ 0.25</b>	<b>\$ 0.10</b>

1. Adjusted EBITDA and Adjusted Net Income per Share are Non-GAAP financial measures. See Reconciliation of Non-GAAP Measures to GAAP slides for the reconciliations of our non-GAAP financial measures to the most comparable GAAP metric  
2-7. See Non-GAAP Financial Measure - Notes for definitions of these metrics

# Summary of Non-GAAP Financial Measures - Annually<sup>1</sup>

\$000, except per share amount	2019	2020 (restated)
<b>Adjusted EBITDA</b>		
Revenues		
Private markets strategies	\$ 150,985	\$ 149,990
Absolute return strategies	167,023	152,349
Management fees, net <sup>(2)</sup>	318,008	302,339
Administrative fees and other operating income	7,513	7,586
<b>Fee-Related Revenue</b>	<b>325,521</b>	<b>309,925</b>
Less:		
Cash-based employee compensation and benefits, net <sup>(3)</sup>	(165,212)	(158,194)
General, administrative and other, net <sup>(2)</sup>	(81,749)	(76,225)
Plus:		
Amortization of intangibles	7,794	7,504
Non-core items <sup>(4)</sup>	1,740	12,059
<b>Fee-Related Earnings</b>	<b>\$ 88,094</b>	<b>\$ 95,069</b>
Incentive fees:		
Performance fees	\$ 14,413	\$ 52,726
Carried interest	69,752	58,924
Incentive fee related compensation and NCI:		
Cash-based incentive fee related compensation	—	(11,454)
Carried interest compensation, net <sup>(5)</sup>	(39,560)	(34,970)
Carried interest attributable to noncontrolling interest	(11,344)	(16,089)
Interest income	1,064	377
Other (income) expense	(142)	147
Depreciation	2,544	2,314
<b>Adjusted EBITDA</b>	<b>\$ 124,821</b>	<b>\$ 147,044</b>
<b>Adjusted Net Income Per Share</b>		
<b>Adjusted EBITDA</b>	<b>\$ 124,821</b>	<b>\$ 147,044</b>
Depreciation	(2,544)	(2,314)
Interest expense	(25,680)	(23,446)
<b>Adjusted Pre-tax Income</b>	<b>96,597</b>	<b>121,284</b>
Adjusted income taxes <sup>(6)</sup>	(24,149)	(30,321)
<b>Adjusted Net Income</b>	<b>\$ 72,448</b>	<b>\$ 90,963</b>
Adjusted shares outstanding (000) <sup>(7)</sup>	185,117	185,117
<b>Adjusted Net Income Per Share</b>	<b>\$ 0.39</b>	<b>\$ 0.49</b>

1. Adjusted EBITDA and Adjusted Net Income per Share are Non-GAAP financial measures. See Reconciliation of Non-GAAP Measures to GAAP slides for the reconciliations of our non-GAAP financial measures to the most comparable GAAP metric  
2-7. See Non-GAAP Financial Measure - Notes for definitions of these metrics



# Reconciliation of Non-GAAP Measures to GAAP - Quarterly

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21
<b>Components of GAAP Employee Compensation and Benefits</b>									
Cash-based employee compensation and benefits, net <sup>(3)</sup>	\$ 42,053	\$ 39,442	\$ 39,835	\$ 43,882	\$ 42,022	\$ 38,332	\$ 39,373	\$ 38,467	\$ 41,192
Cash-based incentive fee related compensation	—	—	—	—	—	—	—	11,454	1,833
Carried interest compensation, net <sup>(5)</sup>	12,006	5,051	16,185	6,318	1,201	7,819	12,155	13,795	7,503
Partnership interest-based compensation	3,809	4,906	4,365	17,153	7,920	8,856	21,605	133,977	4,903
Equity-based compensation	—	—	—	—	—	—	—	—	27,036
Severance	1,095	2,347	979	229	2,280	8	760	4,588	588
Other non-cash compensation	708	1,048	1,129	1,145	1,065	1,160	1,135	1,204	941
Non-cash carried interest compensation	(807)	515	(182)	(244)	989	(508)	287	(1,479)	(643)
<b>GAAP Employee Compensation and Benefits</b>	<b>\$ 58,864</b>	<b>\$ 53,309</b>	<b>\$ 62,311</b>	<b>\$ 68,483</b>	<b>\$ 55,477</b>	<b>\$ 55,667</b>	<b>\$ 75,315</b>	<b>\$ 202,006</b>	<b>\$ 83,353</b>
<b>Net Incentive Fees Attributable to GCM Grosvenor</b>									
Incentive fees									
Performance fees	\$ 63	\$ 20	\$ 3,923	\$ 10,407	\$ 605	\$ 132	\$ 884	\$ 51,105	\$ 6,113
Carried interest	22,640	9,754	29,419	7,939	2,628	12,909	20,890	22,497	12,101
Less:									
Cash-based incentive fee related compensation	—	—	—	—	—	—	—	(11,454)	(1,833)
Cash carried interest compensation	(11,199)	(5,566)	(16,003)	(6,074)	(2,190)	(7,311)	(12,442)	(12,316)	(6,860)
Non-cash carried interest compensation	(807)	515	(182)	(244)	989	(508)	287	(1,479)	(643)
Carried interest attributable to redeemable noncontrolling interest holder	—	—	—	—	(865)	(2,804)	369	(4,451)	(1,905)
Carried interest expense attributable to other noncontrolling interest holders, net	(4,861)	(1,922)	(3,484)	(1,077)	(468)	(1,969)	(2,588)	(3,313)	(2,525)
<b>Net incentive fees attributable to GCM Grosvenor</b>	<b>\$ 5,836</b>	<b>\$ 2,801</b>	<b>\$ 13,673</b>	<b>\$ 10,951</b>	<b>\$ 699</b>	<b>\$ 449</b>	<b>\$ 7,400</b>	<b>\$ 40,589</b>	<b>\$ 4,448</b>
<b>Net Fees Attributable to GCM Grosvenor</b>									
Total operating revenues	\$ 105,642	\$ 90,894	\$ 118,562	\$ 101,296	\$ 82,617	\$ 90,130	\$ 101,746	\$ 155,488	\$ 103,219
Less:									
Fund expense reimbursement revenue	(1,462)	(900)	(1,305)	(3,041)	(1,974)	(1,827)	(2,164)	(2,441)	(2,360)
Cash-based incentive fee related compensation	—	—	—	—	—	—	—	(11,454)	(1,833)
Cash carried interest compensation	(11,199)	(5,566)	(16,003)	(6,074)	(2,190)	(7,311)	(12,442)	(12,316)	(6,860)
Non-cash carried interest compensation	(807)	515	(182)	(244)	989	(508)	287	(1,479)	(643)
Carried interest attributable to redeemable noncontrolling interest holder	—	—	—	—	(865)	(2,804)	369	(4,451)	(1,905)
Carried interest expense attributable to other noncontrolling interest holders, net	(4,861)	(1,922)	(3,484)	(1,077)	(468)	(1,969)	(2,588)	(3,313)	(2,525)
<b>Net fees attributable to GCM Grosvenor</b>	<b>\$ 87,313</b>	<b>\$ 83,021</b>	<b>\$ 97,588</b>	<b>\$ 90,860</b>	<b>\$ 78,109</b>	<b>\$ 75,711</b>	<b>\$ 85,208</b>	<b>\$ 120,034</b>	<b>\$ 87,093</b>

3, 5. See Non-GAAP Financial Measure - Notes for definitions of these metrics

# Reconciliation of Non-GAAP Measures to GAAP - Quarterly (continued)

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20 (restated)	1Q'21									
<b>Adjusted Pre-Tax Income &amp; Adjusted Net Income</b>																		
Net income attributable to GCM Grosvenor Inc.	\$	—	\$	—	\$	—	\$	—	\$	4,049	\$	2,547						
Plus:																		
Net income (loss) attributable to GCMH		13,205	4,335	23,890	5,347	(14,955)	5,927	1,326	(105,235)	703								
Income taxes		661	455	527	675	643	526	541	2,796	(663)								
Change in fair value of derivatives		1,820	3,600	2,805	(2,808)	8,634	1,417	(378)	(1,101)	(1,934)								
Change in fair value of warrants		—	—	—	—	—	—	—	13,315	(14,057)								
Amortization expense		1,953	1,954	1,953	1,934	1,876	1,876	1,876	1,876	583								
Severance		1,095	2,347	979	229	2,280	8	760	4,588	588								
Transaction expenses <sup>(1)</sup>		—	—	—	770	3,355	145	274	7,829	5,300								
Loss on extinguishment of debt		—	—	—	—	1,032	482	—	—	675								
Other		66	24	283	532	—	4	366	10	8								
Partnership interest-based compensation		3,809	4,906	4,365	17,153	7,920	8,856	21,605	133,977	4,903								
Equity-based compensation		—	—	—	—	—	—	—	—	27,036								
Other non-cash compensation		708	1,048	1,129	1,145	1,065	1,160	1,135	1,204	941								
Less:																		
Investment income, net of noncontrolling interests		(1,440)	(1,409)	(1,253)	(1,477)	(32)	(110)	(506)	(421)	(779)								
Non-cash carried interest compensation		(807)	515	(182)	(244)	989	(508)	287	(1,479)	(643)								
<b>Adjusted pre-tax income</b>		<b>21,070</b>	<b>17,775</b>	<b>34,496</b>	<b>23,256</b>	<b>12,807</b>	<b>19,783</b>	<b>27,286</b>	<b>61,408</b>	<b>25,208</b>								
Less:																		
Adjusted income taxes <sup>(2)</sup>		(5,268)	(4,445)	(8,625)	(5,811)	(3,202)	(4,946)	(6,822)	(15,351)	(6,302)								
<b>Adjusted net income</b>	\$	<b>15,802</b>	\$	<b>13,330</b>	\$	<b>25,871</b>	\$	<b>17,445</b>	\$	<b>9,605</b>	\$	<b>14,837</b>	\$	<b>20,464</b>	\$	<b>46,057</b>	\$	<b>18,906</b>
<b>Adjusted EBITDA</b>																		
<b>Adjusted net income</b>	\$	<b>15,802</b>	\$	<b>13,330</b>	\$	<b>25,871</b>	\$	<b>17,445</b>	\$	<b>9,605</b>	\$	<b>14,837</b>	\$	<b>20,464</b>	\$	<b>46,057</b>	\$	<b>18,906</b>
Plus:																		
Adjusted income taxes <sup>(2)</sup>		5,268	4,445	8,625	5,811	3,202	4,946	6,822	15,351	6,302								
Depreciation expense		655	603	616	670	696	536	540	542	473								
Interest expense		6,000	6,786	6,281	6,613	5,867	5,841	5,807	5,931	4,491								
<b>Adjusted EBITDA</b>	\$	<b>27,725</b>	\$	<b>25,164</b>	\$	<b>41,393</b>	\$	<b>30,539</b>	\$	<b>19,370</b>	\$	<b>26,160</b>	\$	<b>33,633</b>	\$	<b>67,881</b>	\$	<b>30,172</b>
<b>Fee-Related Earnings</b>																		
<b>Adjusted EBITDA</b>	\$	<b>27,725</b>	\$	<b>25,164</b>	\$	<b>41,393</b>	\$	<b>30,539</b>	\$	<b>19,370</b>	\$	<b>26,160</b>	\$	<b>33,633</b>	\$	<b>67,881</b>	\$	<b>30,172</b>
Less:																		
Incentive fees		(22,703)	(9,774)	(33,342)	(18,346)	(3,233)	(13,041)	(21,774)	(73,602)	(18,214)								
Depreciation expense		(655)	(603)	(616)	(670)	(696)	(536)	(540)	(542)	(473)								
Other non-operating income (expense)		(167)	(318)	(125)	(312)	(414)	(67)	(69)	26	(58)								
Plus:																		
Incentive fee related compensation		12,006	5,051	16,185	6,318	1,201	7,819	12,155	25,249	9,336								
Carried interest attributable to redeemable noncontrolling interest holder		—	—	—	—	865	2,804	(369)	4,451	1,905								
Carried interest expense attributable to other noncontrolling interest holders, net		4,861	1,922	3,484	1,077	468	1,969	2,588	3,313	2,525								
<b>Fee-Related Earnings</b>	\$	<b>21,067</b>	\$	<b>21,442</b>	\$	<b>26,979</b>	\$	<b>18,606</b>	\$	<b>17,561</b>	\$	<b>25,108</b>	\$	<b>25,624</b>	\$	<b>26,776</b>	\$	<b>25,193</b>

1. Represents expenses incurred in each of 2019 and 2020 related to the Mosaic transaction, 2020 expenses relate the public offering Transaction, and 2021 expenses related to a debt offering, other contemplated corporate transactions, and other public company readiness expenses
2. Represents corporate income taxes at a blended statutory rate of 25.0% applied to adjusted pre-tax 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

# Reconciliation of Non-GAAP Measures to GAAP - Annually

\$000	2019	2020
<b>Components of GAAP Employee Compensation and Benefits</b>		
Cash-based employee compensation and benefits, net <sup>(3)</sup>	\$ 165,212	\$ 158,194
Cash-based incentive fee related compensation	—	11,454
Carried interest compensation, net <sup>(5)</sup>	39,560	34,970
Partnership interest-based compensation	30,233	172,358
Severance	4,650	7,636
Other non-cash compensation	4,030	4,564
Non-cash carried interest compensation	(718)	(711)
<b>GAAP Employee Compensation and Benefits</b>	<b>\$ 242,967</b>	<b>\$ 388,465</b>
<b>Net Incentive Fees Attributable to GCM Grosvenor</b>		
Incentive fees		
Performance fees	\$ 14,413	\$ 52,726
Carried interest	69,752	58,924
Less:		
Cash-based incentive fee related compensation	—	(11,454)
Cash carried interest compensation	(38,842)	(34,259)
Non-cash carried interest compensation	(718)	(711)
Carried interest expense attributable to redeemable noncontrolling interest holder	—	(7,751)
Carried interest expense attributable to other noncontrolling interest holders, net	(11,344)	(8,338)
<b>Net incentive fees attributable to GCM Grosvenor</b>	<b>\$ 33,261</b>	<b>\$ 49,137</b>
<b>Net Fees Attributable to GCM Grosvenor</b>		
Total operating revenues	\$ 416,394	\$ 429,981
Less:		
Fund expense reimbursement revenue	(6,708)	(8,406)
Cash-based incentive fee related compensation	—	(11,454)
Cash carried interest compensation	(38,842)	(34,259)
Non-cash carried interest compensation	(718)	(711)
Carried interest expense attributable to redeemable noncontrolling interest holder	—	(7,751)
Carried interest expense attributable to other noncontrolling interest holders, net	(11,344)	(8,338)
<b>Net fees attributable to GCM Grosvenor</b>	<b>\$ 358,782</b>	<b>\$ 359,062</b>

3, 5. See Non-GAAP Financial Measure - Notes for definitions of these metrics



# Reconciliation of Non-GAAP Measures to GAAP - Annually (continued)

\$000	2019	2020 (restated)
<b>Adjusted Pre-Tax Income &amp; Adjusted Net Income</b>		
Net income attributable to GCM Grosvenor Inc.	\$ —	\$ 4,049
Plus:		
Net income (loss) attributable to GCMH	46,777	(112,937)
Income taxes	2,318	4,506
Change in fair value of derivatives	5,417	8,572
Change in fair value of warrants	—	13,315
Amortization expense	7,794	7,504
Severance	4,650	7,636
Transaction expenses <sup>(1)</sup>	770	11,603
Loss on extinguishment of debt	—	1,514
Other	905	380
Partnership interest-based compensation	30,233	172,358
Other non-cash compensation	4,030	4,564
Less:		
Investment income, net of noncontrolling interests	(5,579)	(1,069)
Non-cash carried interest compensation	(718)	(711)
<b>Adjusted pre-tax income</b>	<b>96,597</b>	<b>121,284</b>
Less:		
Adjusted income taxes <sup>(2)</sup>	(24,149)	(30,321)
<b>Adjusted net income</b>	<b>\$ 72,448</b>	<b>\$ 90,963</b>
<b>Adjusted EBITDA</b>		
<b>Adjusted net income</b>	<b>\$ 72,448</b>	<b>\$ 90,963</b>
Plus:		
Adjusted income taxes <sup>(2)</sup>	24,149	30,321
Depreciation expense	2,544	2,314
Interest expense	25,680	23,446
<b>Adjusted EBITDA</b>	<b>\$ 124,821</b>	<b>\$ 147,044</b>
<b>Fee-Related Earnings</b>		
<b>Adjusted EBITDA</b>	<b>\$ 124,821</b>	<b>\$ 147,044</b>
Less:		
Incentive fees	(84,165)	(111,650)
Depreciation expense	(2,544)	(2,314)
Other non-operating income (expense)	(922)	(524)
Plus:		
Incentive fee related compensation	39,560	46,424
Carried interest expense attributable to redeemable noncontrolling interest holder	—	7,751
Carried interest expense attributable to other noncontrolling interest holders, net	11,344	8,338
<b>Fee-Related Earnings</b>	<b>\$ 88,094</b>	<b>\$ 95,069</b>

1. Represents expenses incurred in each of 2019 and 2020 related to the Mosaic Transaction, and 2020 expenses related to the public offering Transaction.

2. Represents corporate income taxes at a blended statutory rate of 25.0% applied to adjusted pre-tax 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.

# Quarterly FPAUM and AUM

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
<b>Quarter Ended March 31, 2020</b>					
Beginning of Period (January 1, 2020)	\$ 26,477	\$ 23,556	\$ 50,033	\$ 5,153	\$ 57,746
Contributions from CNYFPAUM	560	87	647		
Contributions from New Capital Raised	248	679	927		
Withdrawals	—	(1,118)	(1,118)		
Distributions	(776)	(3)	(779)		
Change in Market Value	(305)	(1,575)	(1,880)		
Foreign Exchange, Other	(4)	(57)	(61)		
End of Period Balance (March 31, 2020)	\$ 26,200	\$ 21,569	\$ 47,769	\$ 5,395	\$ 55,779
<b>Quarter Ended June 30, 2020</b>					
Beginning of Period (April 1, 2020)	\$ 26,200	\$ 21,569	\$ 47,769	\$ 5,395	\$ 55,779
Contributions from CNYFPAUM	454	124	578		
Contributions from New Capital Raised	439	172	611		
Withdrawals	—	(732)	(732)		
Distributions	(286)	(60)	(346)		
Change in Market Value	126	1,436	1,562		
Foreign Exchange, Other	150	5	155		
End of Period Balance (June 30, 2020)	\$ 27,083	\$ 22,514	\$ 49,597	\$ 5,584	\$ 56,890
<b>Quarter Ended September 30, 2020</b>					
Beginning of Period (July 1, 2020)	\$ 27,083	\$ 22,514	\$ 49,597	\$ 5,584	\$ 56,890
Contributions from CNYFPAUM	347	7	354		
Contributions from New Capital Raised	223	130	353		
Withdrawals	—	(957)	(957)		
Distributions	(450)	(52)	(502)		
Change in Market Value	55	1,198	1,253		
Foreign Exchange, Other	(164)	(44)	(208)		
End of Period Balance (September 30, 2020)	\$ 27,094	\$ 22,796	\$ 49,890	\$ 6,639	\$ 58,551
<b>Quarter Ended December 31, 2020</b>					
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
<b>Quarter Ended March 31, 2021</b>					
Beginning of Period (January 1, 2021)	\$ 27,839	\$ 24,130	\$ 51,969	\$ 7,057	\$ 61,943
Contributions from CNYFPAUM	1,163	92	1,255		
Contributions from New Capital Raised	572	567	1,139		
Withdrawals	—	(450)	(450)		
Distributions	(907)	(4)	(911)		
Change in Market Value	223	123	346		
Foreign Exchange, Other	(1)	15	14		
End of Period Balance (March 31, 2021)	\$ 28,889	\$ 24,473	\$ 53,362	\$ 7,454	\$ 64,862



# Annual FPAUM and AUM

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
<b>Year Ended December 31, 2020</b>					
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

# Non-GAAP Financial Measures - Notes

2. Excludes fund reimbursement revenue of \$1.5 million, \$0.9 million, \$1.3 million, and \$3.0 million for the three months ended March 31, 2019, June 30, 2019, September 30, 2019, and December 31, 2019, respectively; \$2.0 million, \$1.8 million, \$2.2 million, and \$2.4 million for the three months ended March 31, 2020, June 30, 2020, September 30, 2020, and December 31, 2020, respectively, and \$2.4 million for the three months ended March 31, 2021. Also excludes fund reimbursements of \$6.7 million and \$8.4 million for the years ended December 31, 2019 and 2020, respectively.
3. Excludes severance expense of \$1.1 million, \$2.3 million, \$1.0 million, and \$0.2 million for the three months ended March 31, 2019, June 30, 2019, September 30, 2019, and December 31, 2019, respectively; \$2.3 million, \$0.0 million, \$0.7 million, and \$4.6 million for the three months ended March 31, 2020, June 30, 2020, September 30, 2020, and December 31, 2020, respectively; and \$0.6 million for the three months ended March 31, 2021. Also excludes severance expense of \$4.6 million and \$7.6 million for the years ended December 31, 2019 and 2020, respectively.
4. Includes corporate transaction related costs of \$0.0 million, \$0.0 million, \$0.0 million, and \$0.8 million for the three months ended March 31, 2019, June 30, 2019, September 30, 2019, and December 31, 2019, respectively; \$3.4 million, \$0.1 million, \$0.3 million and \$7.8 million for the three months ended March 31, 2020, June 30, 2020, September 30, 2020, and December 31, 2020 (restated), respectively; and \$5.3 million for the three months ended March 31, 2021. Includes corporate transaction related costs of \$0.8 million and \$11.6 million for the years ended December 31, 2019 and 2020 (restated), respectively.
5. Excludes the impact of non-cash carried interest expense of \$0.8 million, \$0.5 million, \$0.2 million, and \$0.2 million for the three months ended March 31, 2019, June 30, 2019, September 30, 2019, and December 31, 2019, respectively; \$1.0 million, \$0.5 million, \$0.3 million, and \$1.5 million for the three months ended March 31, 2020, June 30, 2020, September 30, 2020, and December 31, 2020, respectively; and \$0.6 million for the three months ended March 31, 2021. Excludes the impact of non-cash carried interest expense of \$0.7 million and \$0.7 million for the years ended December 31, 2019 and 2020, respectively.
6. Represents corporate income taxes at a blended statutory rate of 25.0% applied to adjusted pre-tax 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.
7. As Class A common stock did not exist prior to the Transaction, the computation of Adjusted Net Income per Share assumes the same number of adjusted shares outstanding as of December 31, 2020 for all periods prior to the Transaction.



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

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The non-GAAP financial measures contained in this presentation are not GAAP measures of GCM Grosvenor Inc.'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.

**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) changes in fair value of derivatives and warrants, (d) partnership interest-based and non-cash compensation, (e) equity-based compensation, (f) unrealized investment income, and (g) 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 net 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 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 Net Income Per Share** 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.

**Fee-Related Earnings ("FRE")** is a non-GAAP measure used to highlight earnings from recurring management fees and administrative fees. 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 Fee-Related Earnings is useful to investors because it provides additional insights into the management fee driven operating profitability of our business.

**New Capital Raised** is new limited partner commitments where fees are charged immediately at the initial commitment date.

**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 and (b) carried interest attributable to noncontrolling interest holder(s).

**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 holder(s).

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

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**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.

**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.

**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.