



# GCM Grosvenor Investment Platform Overview

June 2023



# FLEXIBLE, OPEN ARCHITECTURE PLATFORM

One platform that spans the alternatives investing universe

6,500+

Tracked managers across platform

700+

Manager relationships

Investment Areas

ABSOLUTE RETURN STRATEGIES

ALTERNATIVE CREDIT

INFRASTRUCTURE

PRIVATE EQUITY

REAL ESTATE

## MULTIPLE IMPLEMENTATION OPTIONS



Primary Investments



Co-Investments



Direct Investments



Secondaries



Custom Structures



Seeding

---

# WE HAVE PIONEERED THE CUSTOMIZED SEPARATE ACCOUNT MODEL

## WHY CLIENTS LIKE IT

Access to full platform of alternatives

Personalized portfolio design

Risk / return targets developed in partnership with client

Value-add ancillary operational services

Contract terms include both finite life and evergreen

## THE GCMG ADVANTAGE

50-year history in customization

~75% of AUM

Serve as an extension of client staff

Opportunity to grow relationship into new verticals

90%+ Re Up Rate

---

# WE COMPLEMENT OUR OFFERING WITH SPECIALIZED FUND PRODUCTS

## WHY CLIENTS LIKE IT

Turnkey solution

Limited operational lift to access

Risk / return objectives already established

Lower required investment to access

Track record of predecessor funds

## THE GCMG ADVANTAGE

~25% of AUM

Robust suite of product offerings

Proven success and track record

---

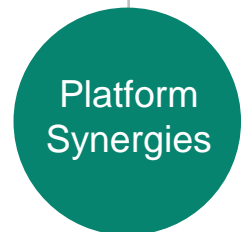
# INVESTMENT DIFFERENTIATORS



We have expertise and experience investing across all types of liquidity, risk profiles and investment types



Specific expertise in middle market and small, emerging and diverse managers



Our primary fund relationships, built over decades, are hard to replicate and provide a critical sourcing engine for other areas of the business



We have a reputational advantage as a preferred partner to GPs that gets us access to exclusive deal flow



Our clients' investments programs have generated strong and consistent long-term performance across strategies for decades

## ABSOLUTE RETURN STRATEGIES

A leading global provider of investment management for absolute return strategies programs

**1971**

first year of investing

**190+**

funds with whom we invest<sup>1</sup>

**52**

investment professionals

**>90%**

of capital invested through means of unique access<sup>2</sup>



- **Partner of choice – one of the longest tenured investors with strong industry presence**
- **Global research team covers ARS universe with a specialist approach**
- **Efficient access to managers through improved fee structures, favorable terms and/or capacity arrangements, and targeted exposures**

## ALTERNATIVE CREDIT

World class private credit platform with full market coverage

1986

first year of investing

500+

investment ideas per year

29

investment professionals

150+

clients invested in credit-focused mandates



\$12.2B

ASSETS UNDER MANAGEMENT

- Extensive track record across market cycles
- Sourcing volume and breadth powered by open architecture platform
- Flexible capital and implementation enables difficult to access and complementary exposures

## INFRASTRUCTURE

Robust infrastructure platform focused on driving positive outcomes for our clients

**2005**

first year of investing

**2,535+**

deals sourced

**20**

Managing Director average years' experience

**160+**

deals

**\$12.1B**

ASSETS UNDER MANAGEMENT

- **Established track record of successful infrastructure investing**
- **Differentiated sourcing platform allows access to unique opportunities**
- **Skilled team with deep sector knowledge, located across the globe provides full market coverage**



## PRIVATE EQUITY

Global scale with differentiated deal flow drives potential value creation opportunities

**1999**

first year of investing

**1,170+**

investments

**\$36B+**

commitments

**485+**

manager relationships



- Specialized focus on middle market buyout investing and small, emerging & diverse managers
- Deep experience and market presence drives sourcing and differentiated deal access
- Comprehensive solutions to help drive alpha, from turnkey specialized funds to bespoke portfolios

## REAL ESTATE

**Opportunistic approach targeting strategic partnerships with scalable investment partners**

**2010**

first year of investing

**15+**

asset classes

**125+**

principal investments

**1,750+**

underlying investments

**\$5.6B**

ASSETS UNDER MANAGEMENT

- **Open architecture investing focused on capturing fee alpha and value creation**
- **Flexible investments across the capital stack at the property, portfolio and entity levels**
- **Target middle market assets with an emphasis on niche strategies**

## STRATEGIC INVESTMENTS

Opportunistic direct and co-investment team leveraging the firm's open-architecture platform to source and execute the most compelling deals.

**2015**

Strategic Investments  
Group inception

**1,000+**

annual ideas sourced

**\$12B**

cumulative commitments to  
underlying investments

**260+**

investments executed

**\$5.3B**

ASSETS UNDER MANAGEMENT

- Leverage deal flow & market intelligence from our global platform to source ideas
- Seamless execution across asset classes and the liquidity spectrum
- Flexible mandate with no artificial constraints
- Access to capacity constrained transactions with world class managers

---

Appendix

# NOTES AND DISCLOSURES

---

# NOTES AND DISCLOSURES

**General** – AUM data throughout the presentation is as of March 31, 2023. Employee data throughout the presentation is as of April 1, 2023.

Unless apparent from context, all statements herein represent GCM Grosvenor's opinion. No assurance can be given that any investment will achieve its objectives or avoid losses. Past performance is not necessarily indicative of future results.

**Absolute Return Strategies (slide 6)** – Number of funds with whom we invest as of April 1, 2023. Capital invested through means of unique access as of January 1, 2023 (some funds could be categorized within 1-3 of the unique means of access buckets which include closed/capacity constrained, fee savings, and separate accounts). Includes investments by longer-duration credit programs managed by the Absolute Return Strategies team.

**Alternative Credit (slide 7)** – Client count is as of March 31, 2023 and includes clients invested in all multi-client credit focused portfolios & single-client mandates for which there has been a heavy emphasis on credit (greater than 75%).

**Infrastructure (slide 8)** – Managing Director average years' experience updated annually. Infrastructure investments data as of September 30, 2022. Deal flow count methodology changed in 2013. As a result, deal flow count for years prior to 2013 are an approximate count, updated annually.

**Private Equity (slide 9)** – All data as of December 31, 2022 except AUM, which is as of March 31, 2023 and Secondaries committed capital, which as of September 30, 2022.

**Real Estate (slide 10)** – Number of investments represents deals made since 2010 when the Real Estate team was founded. Underlying investments data as of December 31, 2022. AUM data includes real estate investments made prior to the forming of our dedicated real estate team in 2010.

**Strategic Investments (slide 11)** – Data as of March 31, 2023.

**Important Disclosures** – No assurance can be given that any investment will achieve its objectives or avoid losses. Past performance is not necessarily indicative of future results. The statements expressed herein are for informational purposes only and are not intended to serve as a forecast, a guarantee of future results, investment recommendations or an offer to buy or sell securities by GCM Grosvenor. These statements are neither promises nor guarantees, and involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied herein, including, but not limited to, macroeconomic risk, liquidity risk, manager risk, capital markets risk, credit risk & interest rate risk. Additional risks that result in losses may be present. You should carefully consider the foregoing factors and the other risks and uncertainties described in the "Risk Factors" sections of the Annual Report on Form 10-K filed by GCM Grosvenor Inc. on February 23, 2023 and its other filings from time to time with the U.S. Securities and Exchange Commission.