

# 2023 First Quarter Results Earnings Presentation

GCM GROSVENOR



# Presenters



**Michael Sacks**  
Chairman and  
Chief Executive Officer



**Jonathan Levin**  
President



**Pamela Bentley**  
Chief Financial Officer



**Stacie Selinger**  
Head of Investor Relations

# First Quarter 2023 Results

- First quarter 2023 fundraising of **\$940 million**
- **2023 Private Markets FPAUM increased 12% and Private Markets management fees increased 11% over prior year**
- GCM Grosvenor's Board of Directors approved a \$0.11 per share dividend payable on June 15, 2023 to shareholders on record June 1, 2023
- GCM Grosvenor repurchased \$22.7 million of Class A common stock during the quarter. As of March 31, 2023, \$22.8 million remained in the approved share and warrant repurchase program

\$ billion	March 31, 2022	March 31, 2023	% Change vs Q1 22
AUM	\$ 71.3	\$ 75.3	5 %
FPAUM	57.9	59.8	3 %
Private Markets FPAUM	33.8	38.0	12 %
Absolute Return Strategies FPAUM	24.0	21.8	(9)%
CNYFPAUM	6.5	6.4	(2)%

\$ million	Three Months Ended March 31, 2022	Three Months Ended March 31, 2023	% Change vs Q1 22
GAAP Revenue	105.1	\$ 99.1	(6)%
GAAP net income (loss) attributable to GCM Grosvenor Inc.	4.7	(1.2)	NM
Fee-Related Revenue <sup>1</sup>	90.6	90.0	(1)%
Private Markets Management Fees <sup>2</sup>	46.8	51.8	11 %
Absolute Return Strategies Management Fees <sup>3</sup>	42.7	37.1	(13)%
Fee-Related Earnings	31.7	30.4	(4)%
Adjusted EBITDA	37.2	32.9	(12)%
Adjusted Net Income <sup>4</sup>	23.8	19.6	(17)%

1-4. See Notes towards the end of the document.

# Fundraising: Last Twelve Months Through Q1 2023

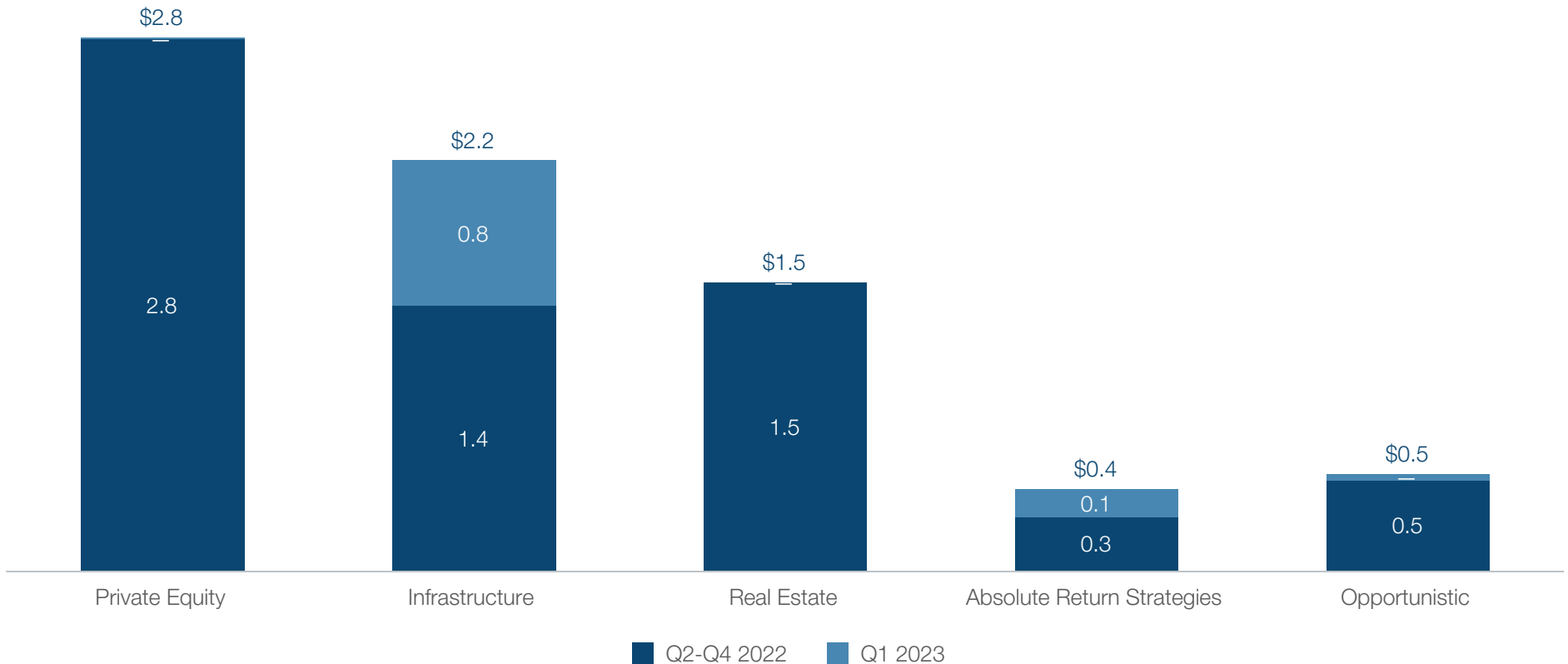
\$ billion

**\$0.9 billion**  
Q1 2023 Capital Raised

**\$7.4 billion**  
LTM Capital Raised

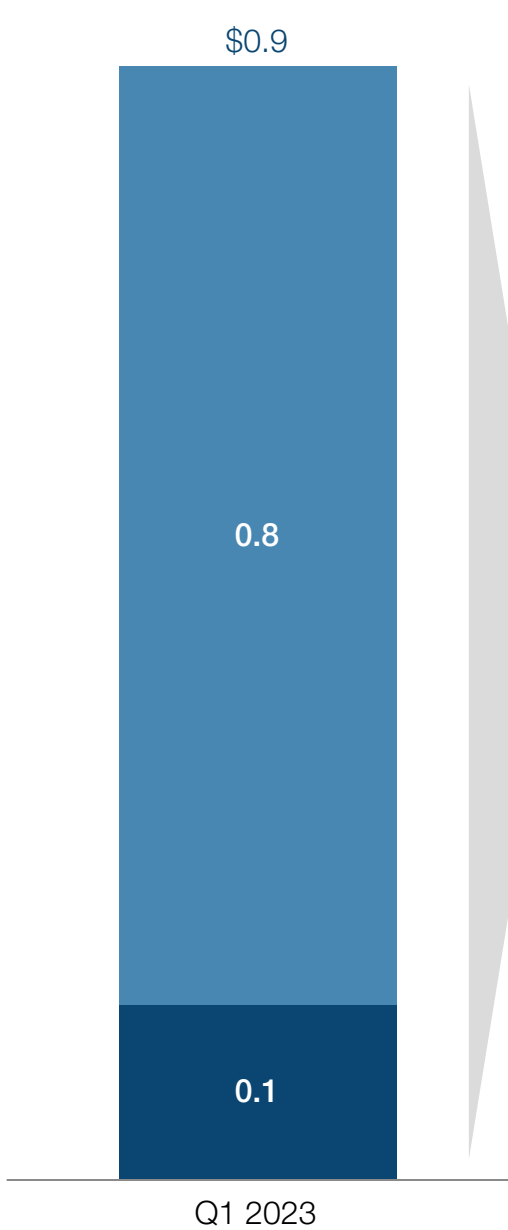
Fund	Strategy	Closed in Q1 23 (\$mm)	Closed through Q1 23 (\$mm)	Forecasted Next / First Closing	Final Close
CIS III	Diversified Infrastructure	\$72	\$653	2Q 2023	Mid 2023
MAC III	Multi-Asset Class	\$—	\$829	3Q 2023	Late 2023
GCF III	PE Co-Investments	\$—	\$204	2Q 2023	Mid 2024
IAF II	Infrastructure Advantage Fund	\$132	\$132	2Q 2023	2024+
Elevate	Sponsor Solutions	\$—	\$505	3Q 2023	2024

## LTM Fundraising By Strategy

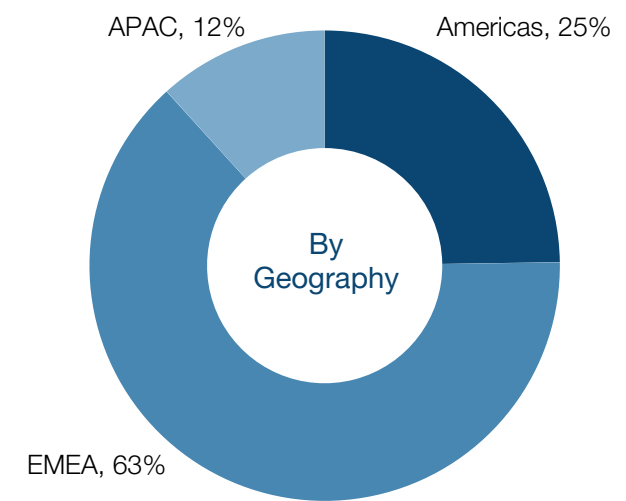
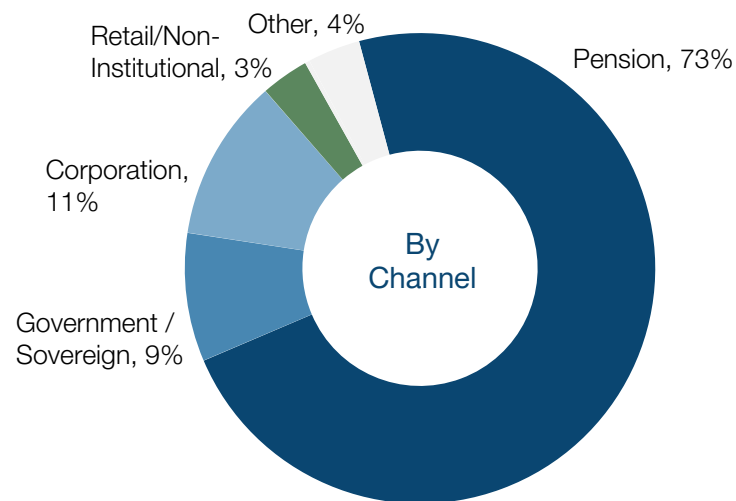
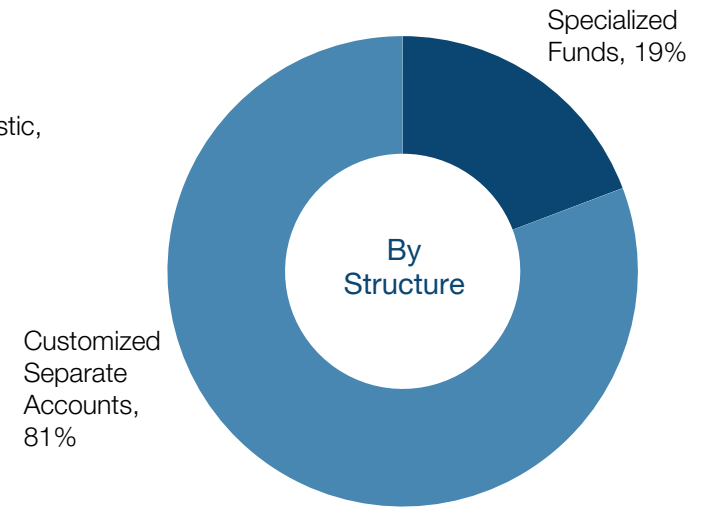
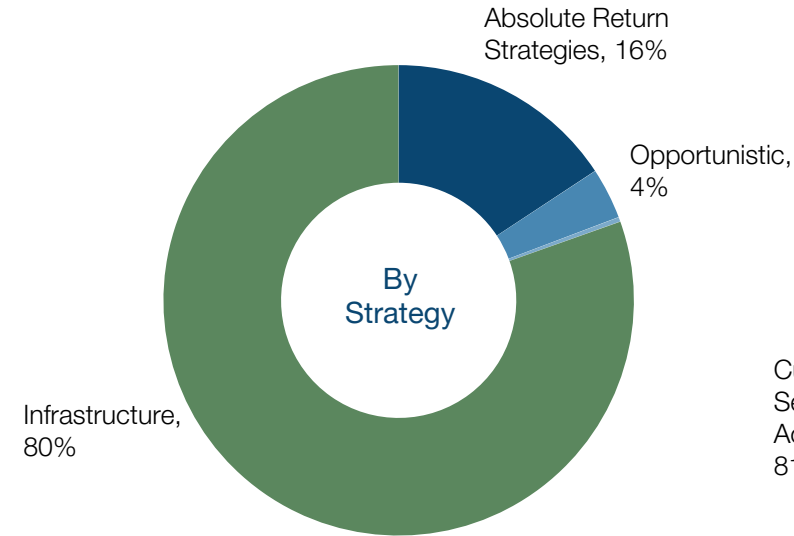


# First Quarter 2023 Fundraising Drivers

\$ billion



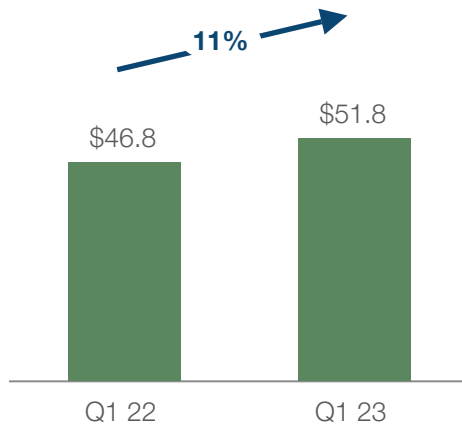
■ Absolute Return Strategies ■ Private Markets



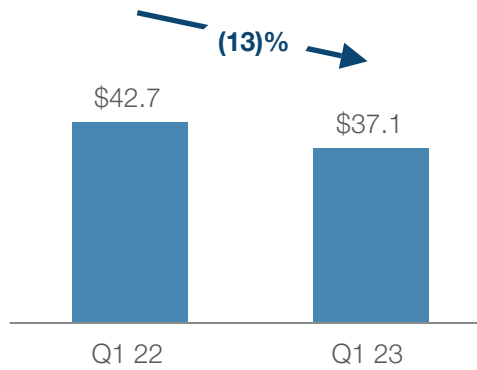
# Q1 2023 Summary

\$ million

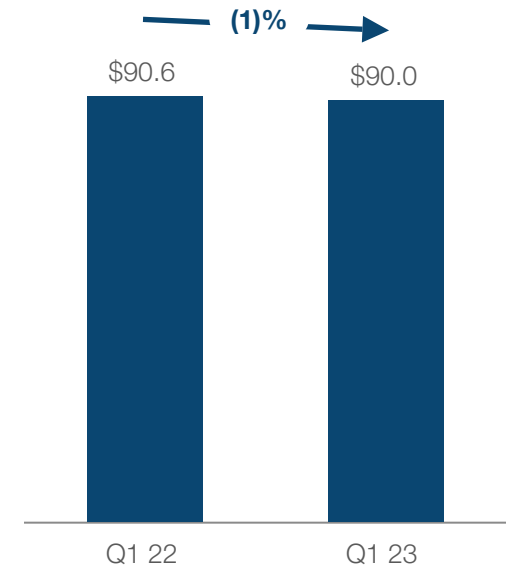
## Private Markets Management Fees<sup>2</sup>



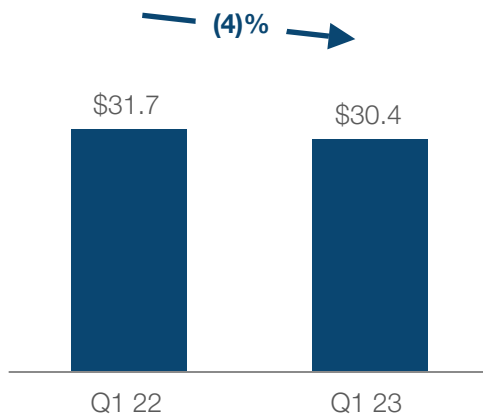
## Absolute Return Strategies Management Fees<sup>3</sup>



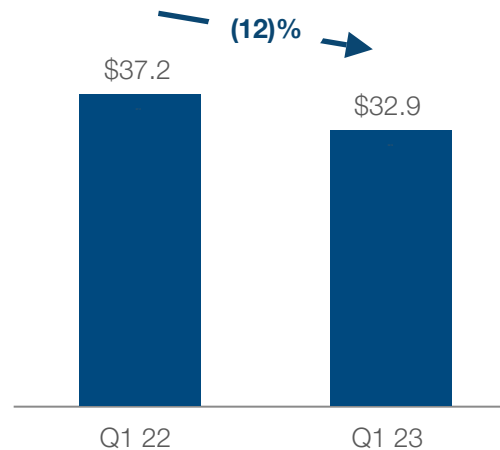
## Fee-Related Revenue<sup>1</sup>



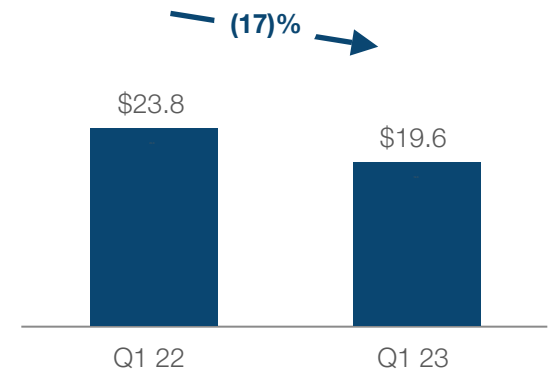
## Fee-Related Earnings



## Adjusted EBITDA



## Adjusted Net Income



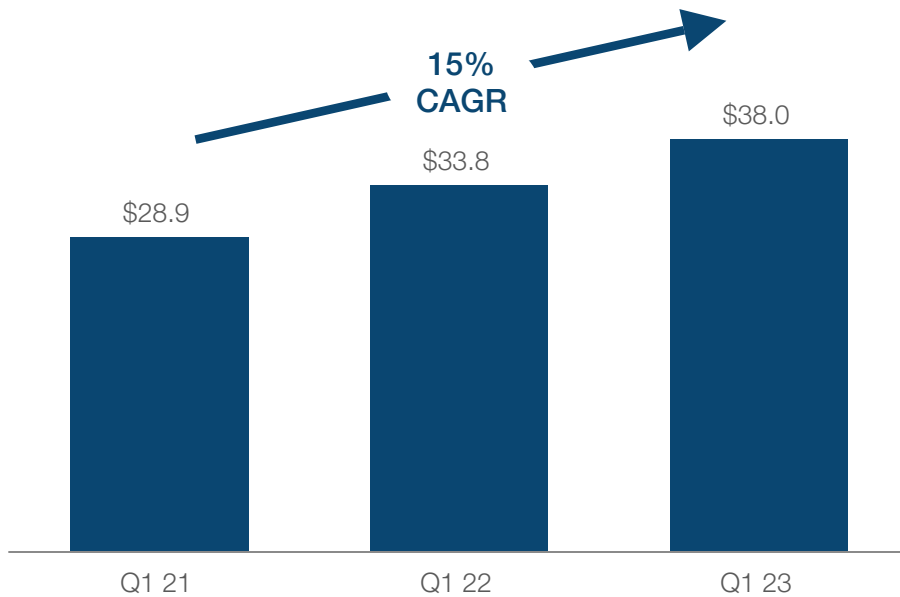
1-3. See Notes towards the end of the document.

# Private Markets Experiencing Growth and Mix Shift

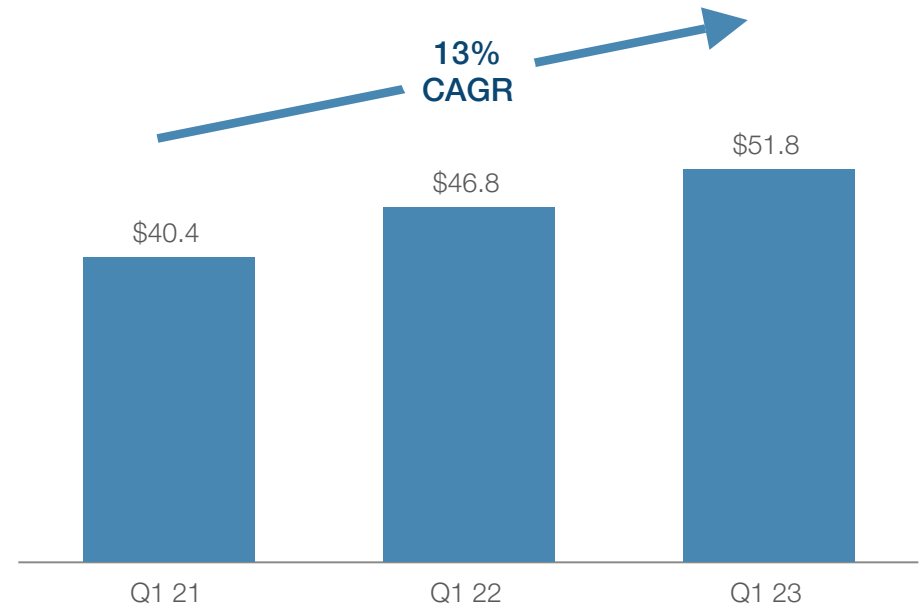
FPAUM Has Shifted Towards Private Markets...

...And Private Markets Management Fees Have Grown

### Private Markets FPAUM (bn)



### Private Markets Management Fees (mm)



Q1 21  
**54%** → Q1 23  
**64%**

Private Markets %  
of Total FPAUM

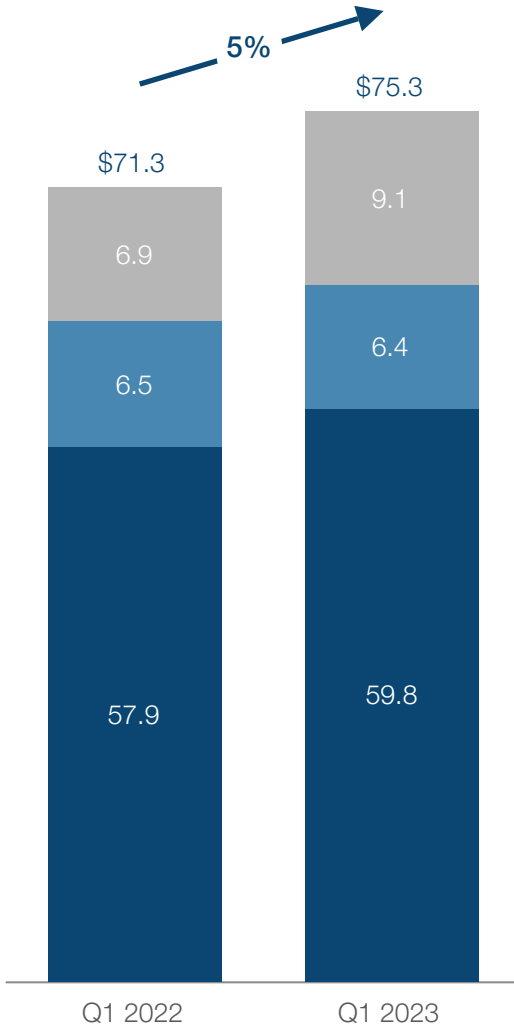
Q1 21  
**41%** → Q1 23  
**49%**

% of Private Markets AUM in  
Secondaries, Co-Investments and  
Direct Investments

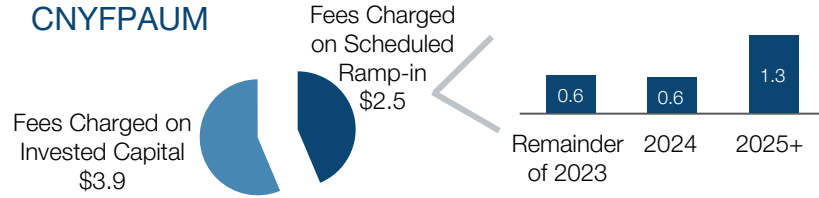
# Assets Under Management

\$ billion

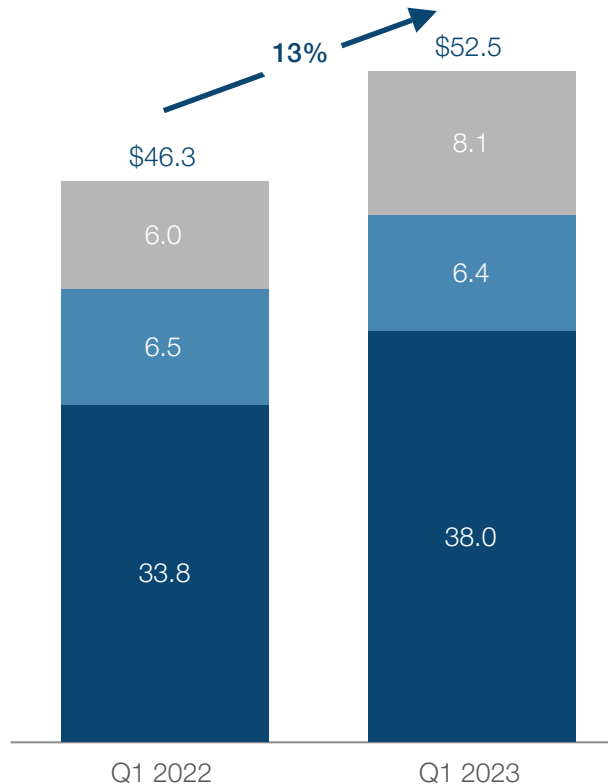
## Total AUM



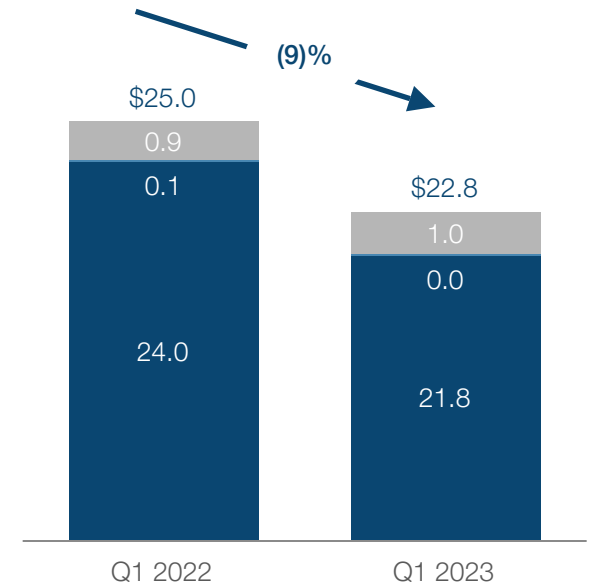
## CNYFPAUM



## Private Markets AUM



## Absolute Return Strategies AUM



■ FPAUM ■ Contracted not yet FPAUM ("CNYFPAUM") ■ Other<sup>5</sup>

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

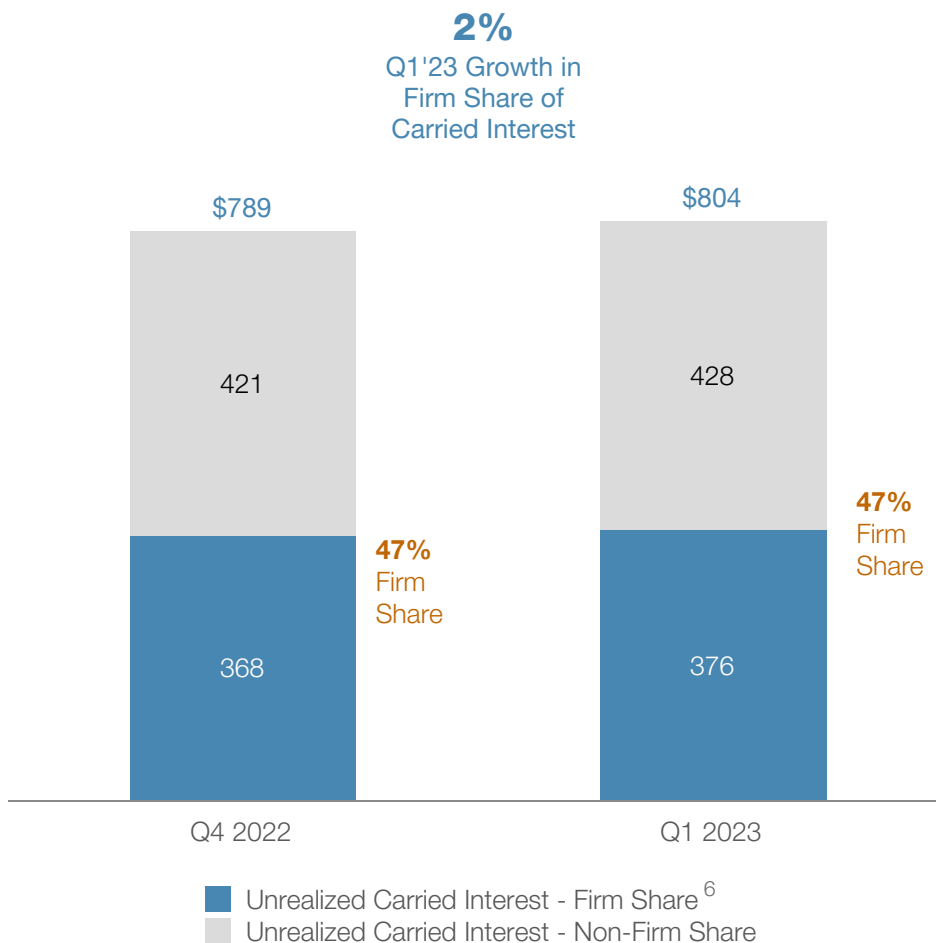


# Highly Diversified Incentive Fee Opportunity

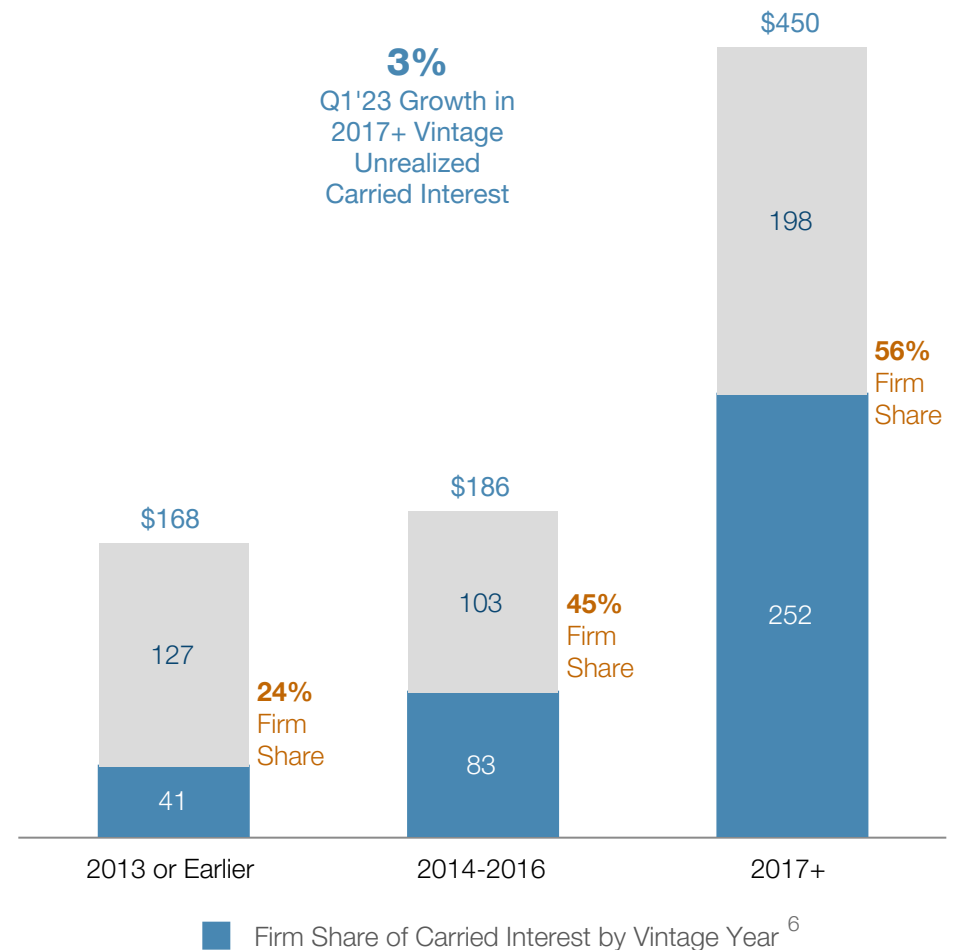
\$ million

- Annual Performance Fees: **\$29 million** annual run-rate performance fee opportunity<sup>8</sup>, from **55 programs**
  - **\$16 million** performance fee potential in 2023<sup>8</sup>
- Carried Interest: **135 programs** with unrealized carried interest

## Firm Share of Carried Interest<sup>7</sup>



## Unrealized Carried Interest by Vintage Year<sup>7</sup>



# Key 2023 and Long-Term Growth Drivers

## 1 Scale Core Capabilities

Grow with Existing Clients

**88%** Of clients have added capital in last 3 years<sup>10</sup>

**50%+** Of top clients are invested in more than 1 vertical<sup>11</sup>

Scale Specialized Funds

**\$20b**  
Specialized Fund AUM

Client Retention & Compound Capital

Approximately **90%** Private Markets Re-Up Rate<sup>12</sup>

Opportunity to Grow Absolute Return Strategies FPAUM From Compounding

## 2 New Channel Expansion<sup>13</sup>

Non-institutional / Retail

LTM Flows **5%** AUM **4%**

Insurance Solutions

LTM Flows **6%** AUM **3%**

International Geographies

LTM Flows **28%**

## 3 High-Growth Strategies

Private Markets Secondaries/Co-Invest/Direct

**\$26b** AUM **21%** YoY Increase

ESG / Impact<sup>9</sup>

**\$23b** AUM **31%** YoY Increase

Infrastructure & Real Estate

**26%** YoY Increase in Infrastructure AUM **37%** YoY Increase in Real Estate AUM

# Other Key Items

- In accordance with the firm's \$90 million stock repurchase authorization, GCM Grosvenor repurchased \$22.7 million of Class A common stock during the quarter<sup>14</sup>
  - **\$22.8 million remained in the approved share and warrant repurchase program** as of March 31, 2023

## Key Cash, Investment and Debt Metrics as of 3/31/23 (\$mm)

Cash and Cash Equivalents <sup>15</sup>	\$	62
Investments <sup>16</sup>		169
<b>Cash and Investments</b>		<b>231</b>
<b>Unrealized Carried Interest<sup>16</sup></b>		<b>376</b>
<b>Cash, Investments and Unrealized Carried Interest<sup>16</sup></b>		<b>607</b>
Debt <sup>17</sup>		392
Drawn Revolving Credit Facility (\$48.2 million available) <sup>18</sup>		0

## Summary of Ownership as of 3/31/23 (mm)

	Shares	%
Management Owned Shares	144.2	78 %
Publicly Traded Shares	41.4	22 %
<b>Total Shares</b>	<b>185.6</b>	<b>100 %</b>
Warrants Outstanding <sup>19</sup>	17.7	

14. Includes \$19.4 million of repurchases of employee RSUs that vested on March 31, 2023.

15. Reflects GAAP cash including \$15 million of cash held at consolidated carry plan entities.

16. Represents firm share of Net Asset Value as of March 31, 2023.

17. Debt principal at pricing of L+250bps as of March 31, 2023, subject to a LIBOR floor of 50bps.

18. Excludes all outstanding letters of credit.

19. Warrants strike at \$11.50 and are subject to early redemption or exercise at \$18.00 per share.

# GAAP Statements of Income

\$000, except per share amounts and where otherwise noted	Three Months Ended	
	Mar 31, 2022	Mar 31, 2023
<b>Revenues</b>		
Management fees	\$ 92,110	\$ 92,245
Incentive fees	11,992	5,815
Other operating income	1,026	1,056
<b>Total operating revenues</b>	<b>105,128</b>	<b>99,116</b>
<b>Expenses</b>		
Employee compensation and benefits	65,905	86,224
General, administrative and other	21,258	25,779
<b>Total operating expenses</b>	<b>87,163</b>	<b>112,003</b>
Operating income (loss)	17,965	(12,887)
Investment income	10,860	6,324
Interest expense	(5,284)	(6,655)
Other income	1	714
Change in fair value of warrant liabilities	2,022	(2,221)
<b>Net other income (expense)</b>	<b>7,599</b>	<b>(1,838)</b>
Income (loss) before income taxes	25,564	(14,725)
Provision for income taxes	2,333	422
<b>Net income (loss)</b>	<b>23,231</b>	<b>(15,147)</b>
Less: Net income attributable to noncontrolling interests in subsidiaries	4,836	2,773
Less: Net income (loss) attributable to noncontrolling interests in GCMH	13,669	(16,690)
<b>Net income (loss) attributable to GCM Grosvenor Inc.</b>	<b>\$ 4,726</b>	<b>\$ (1,230)</b>
<b>Earnings (loss) per share of Class A common stock:</b>		
Basic	\$ 0.11	\$ (0.03)
Diluted	\$ 0.08	\$ (0.10)
<b>Weighted average shares of Class A common stock outstanding:</b>		
Basic (in millions)	44.6	42.4
Diluted (in millions)	189.7	186.6

# Summary of Non-GAAP Financial Measures<sup>20</sup>

\$000, except per share amounts and where otherwise noted	Three Months Ended	
	Mar 31, 2022	Mar 31, 2023
<b>Adjusted EBITDA</b>		
Revenues		
Private markets strategies	\$ 46,841	\$ 51,802
Absolute return strategies	42,711	37,136
Management fees, net <sup>21</sup>	89,552	88,938
Administrative fees and other operating income	1,026	1,056
<b>Fee-Related Revenue</b>	<b>90,578</b>	<b>89,994</b>
Less:		
Cash-based employee compensation and benefits, net <sup>22</sup>	(40,863)	(39,890)
General, administrative and other, net <sup>23</sup>	(18,004)	(19,727)
<b>Fee-Related Earnings</b>	<b>31,711</b>	<b>30,377</b>
<b>Fee-Related Earnings Margin</b>	<b>35%</b>	<b>34%</b>
Incentive fees:		
Performance fees	1,001	244
Carried interest	10,991	5,571
Incentive fee related compensation and NCI:		
Cash-based incentive fee related compensation	(1,594)	(737)
Carried interest compensation, net <sup>24</sup>	(6,191)	(3,217)
Carried interest attributable to noncontrolling interests	(1,815)	(961)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>25</sup>	2,664	555
Interest income	3	695
Other (income) expense	(2)	17
Depreciation	399	347
<b>Adjusted EBITDA</b>	<b>37,167</b>	<b>32,891</b>
<b>Adjusted EBITDA Margin</b>	<b>36%</b>	<b>34%</b>
<b>Adjusted Net Income Per Share</b>		
<b>Adjusted EBITDA</b>	<b>37,167</b>	<b>32,891</b>
Depreciation	(399)	(347)
Interest expense	(5,284)	(6,655)
<b>Adjusted Pre-Tax Income</b>	<b>31,484</b>	<b>25,889</b>
Adjusted income taxes <sup>4</sup>	(7,714)	(6,266)
<b>Adjusted Net Income</b>	<b>23,770</b>	<b>19,623</b>
Adjusted shares outstanding (in millions)	189.7	188.2
<b>Adjusted Net Income per Share - diluted</b>	<b>\$ 0.13</b>	<b>\$ 0.10</b>

4, 20, 22-25. See Notes towards the end of the document.

21. Excludes fund reimbursement revenue of \$2.6 million and \$3.3 million for the three months ended March 31, 2022 and 2023, respectively.



# Appendix

# 52 Years of Alternative Asset Management Investing

**1971**

First year of investing

**74%**

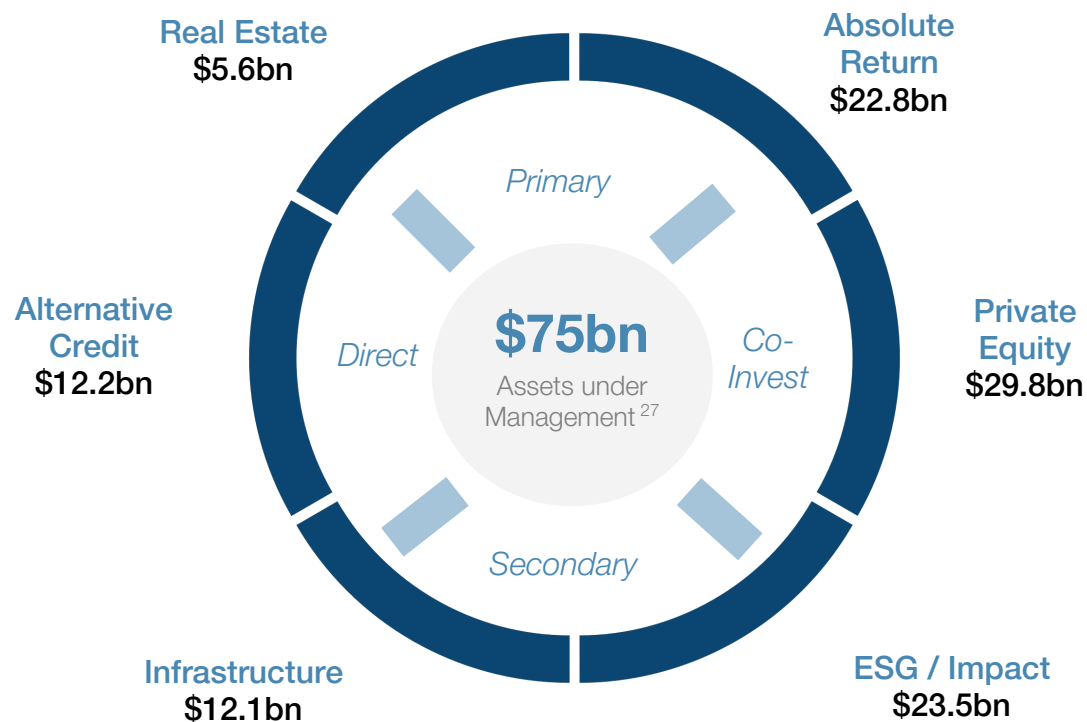
of AUM in customized separate accounts

**543**

Employees<sup>26</sup>

**178**

Investment professionals



26-27. See Notes towards the end of the document.

# Our Strategic Advantage is Our Breadth and Flexibility

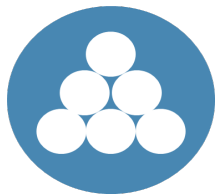
## One Platform That Spans the Alternatives Investing Universe

**\$75bn**

Assets under Management<sup>27</sup>



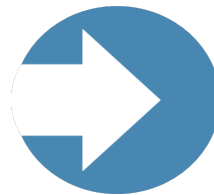
## Multiple Implementation Options



Primary Investments



Co-Investments



Direct Investments



Secondaries



Custom Structures

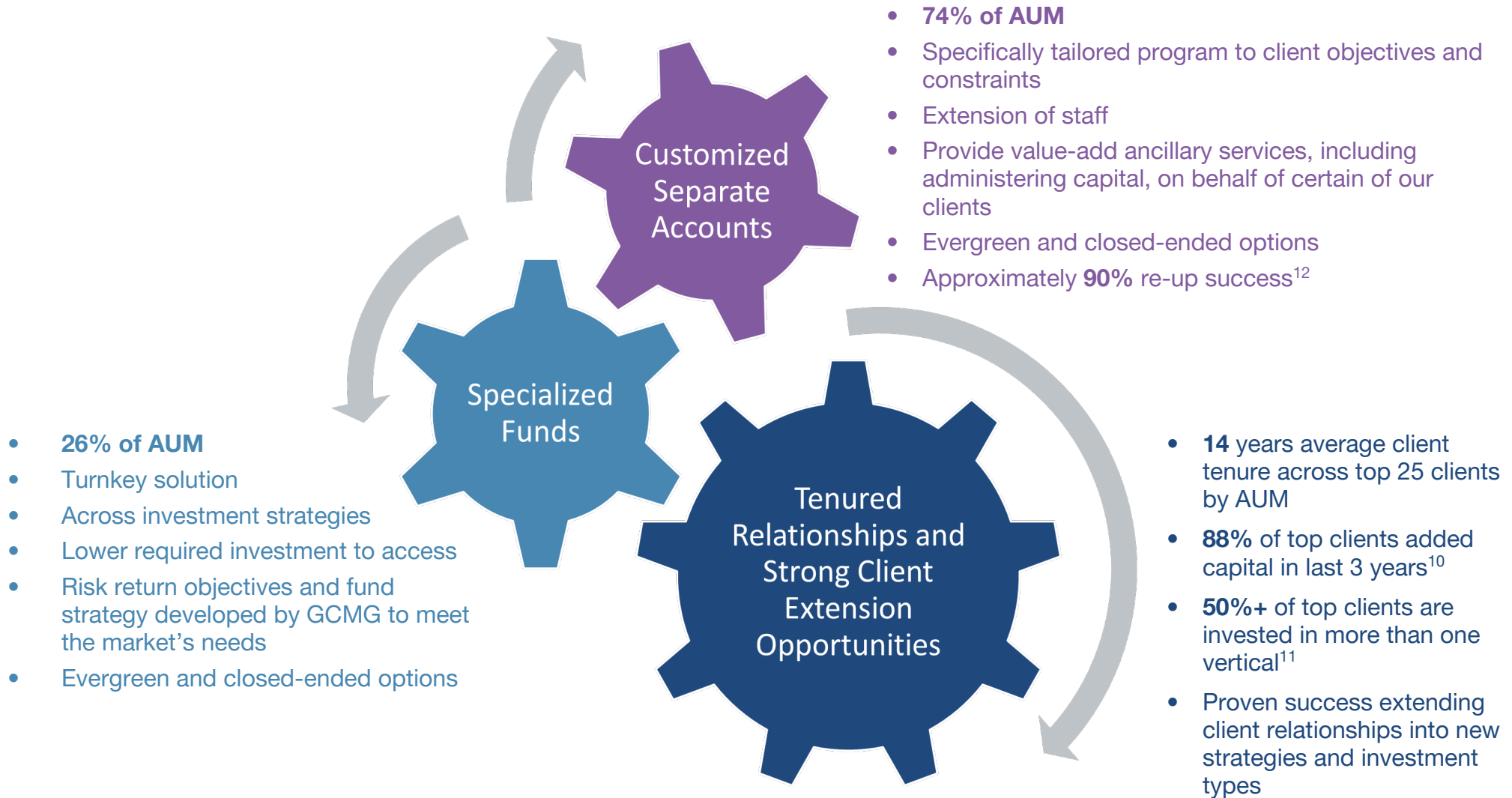


Seeding

27. See Notes towards the end of the document.



# Flexible Delivery Formats Fuel Client Extension Opportunities

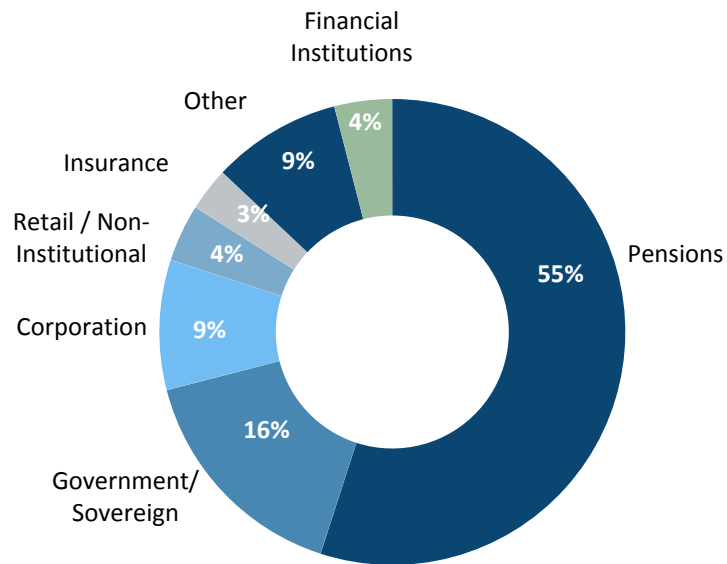


10-12. See Notes towards the end of the document.

# Strong Value Proposition Attracts Tenured and Diversified Clients

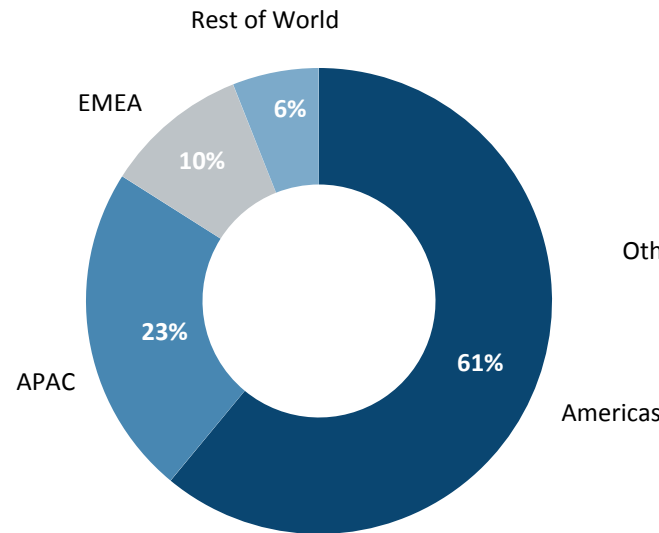
## Our client base is *institutional and stable*

% of AUM



## Our client base is *global*

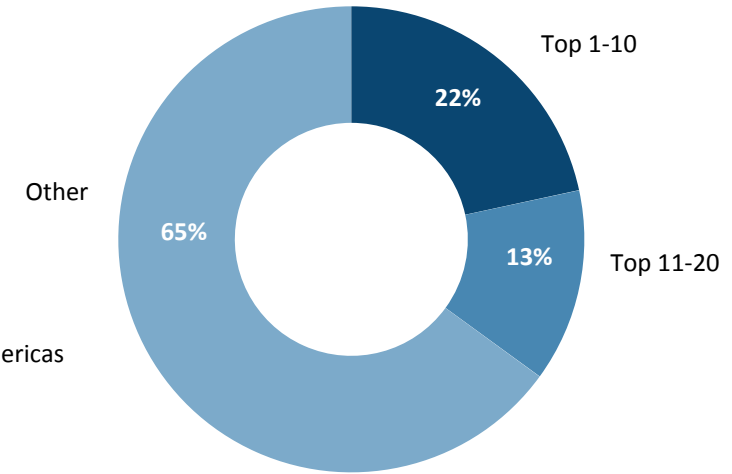
% of AUM



## Our client base is *diversified*

% of management fees

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



**\$75B** of AUM across over 500 institutional clients<sup>28</sup>

**14yrs**

Average relationship of our 25 largest clients by AUM

**88%**

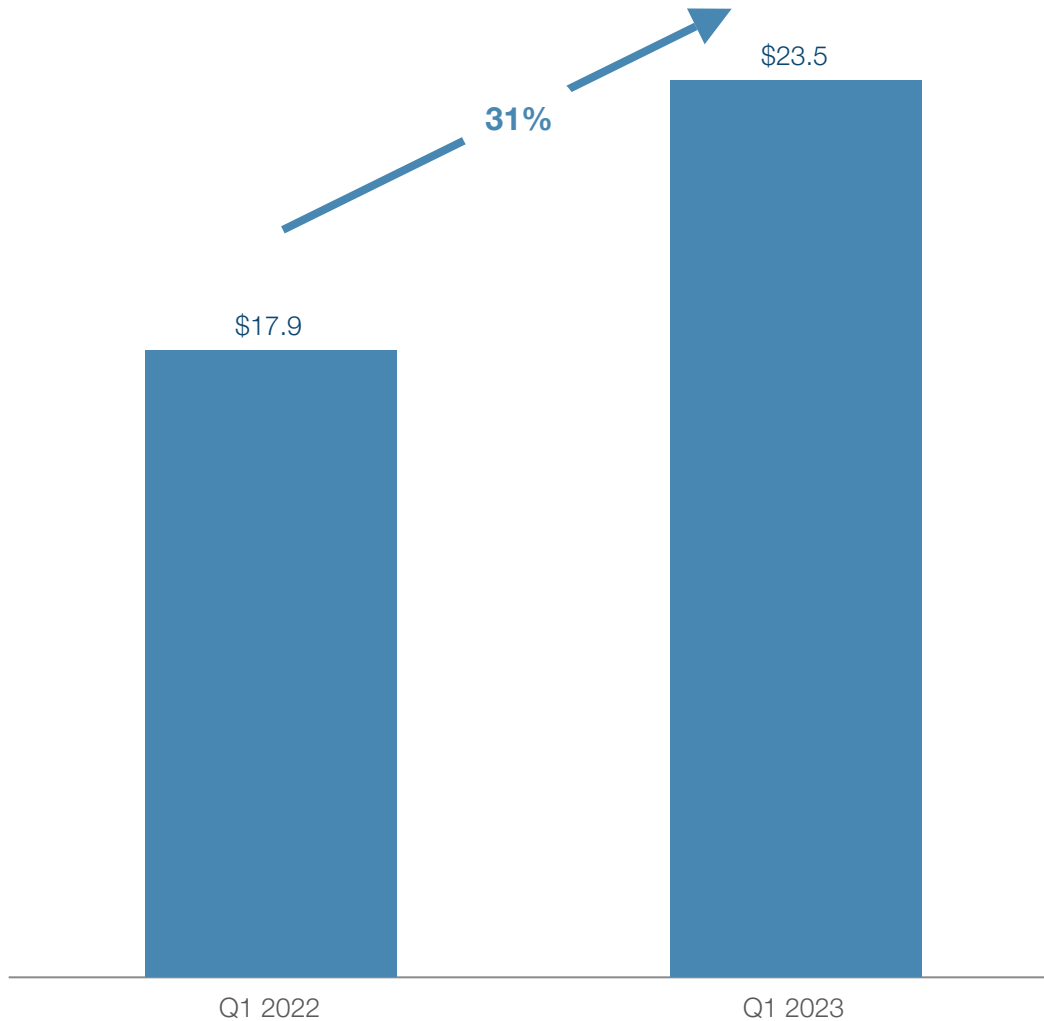
of 25 largest clients by AUM have expanded investment relationship in the last 3 years

Note: AUM as of March 31, 2023. Management fees for the twelve months ended March 31, 2023.

28. Institutional clients as of December 31, 2022.

# ESG and Impact Remains a Core Driver of AUM Growth<sup>9</sup>

## ESG and Impact Investments AUM (\$bn)



## ESG and Impact AUM by Strategy<sup>29</sup>

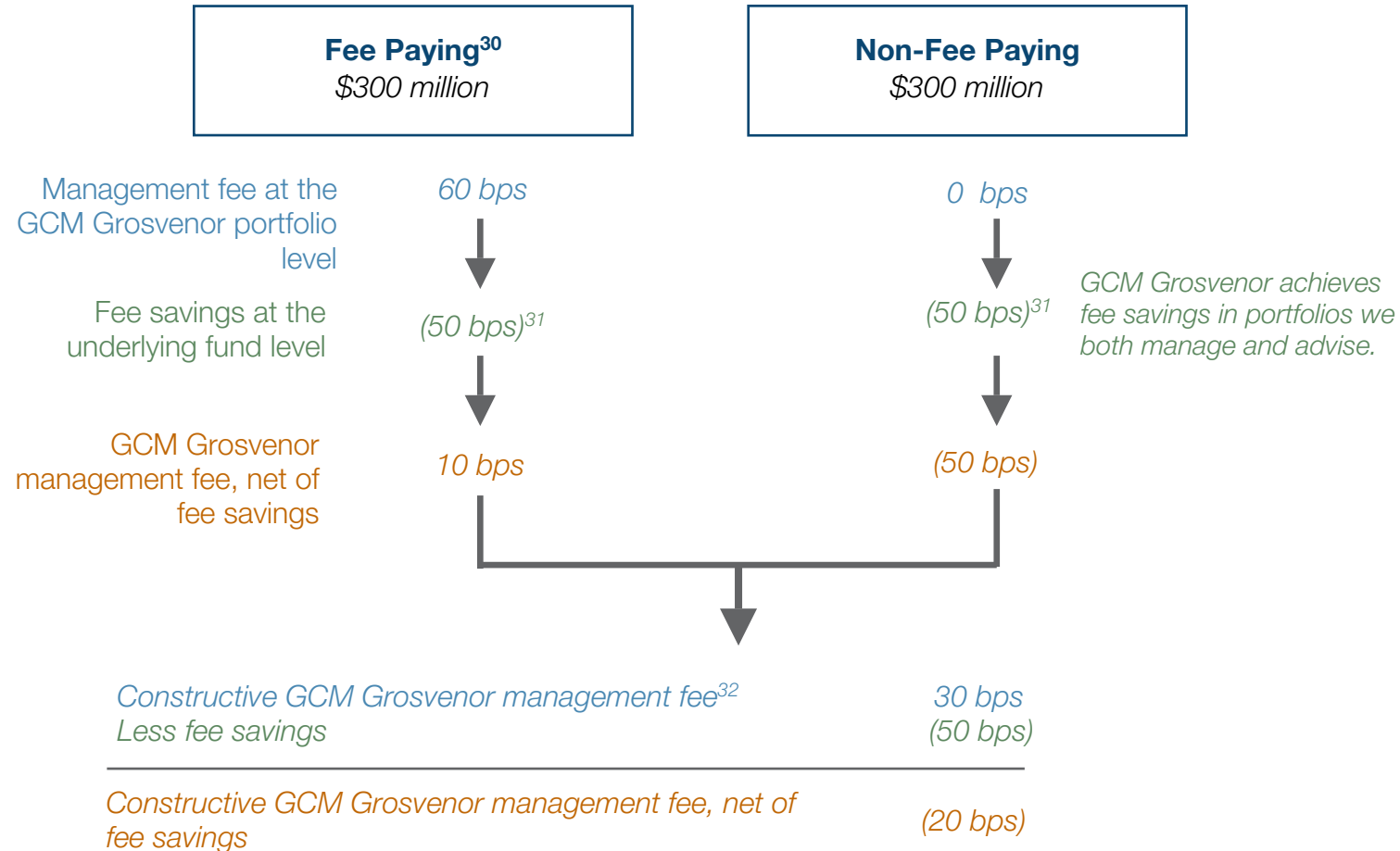


Note: ESG and Impact Investments AUM as of March 31, 2022 and March 31, 2023. ESG and Impact AUM by Strategy as of March 31, 2023. 9, 29. See Notes towards the end of the document.

# 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



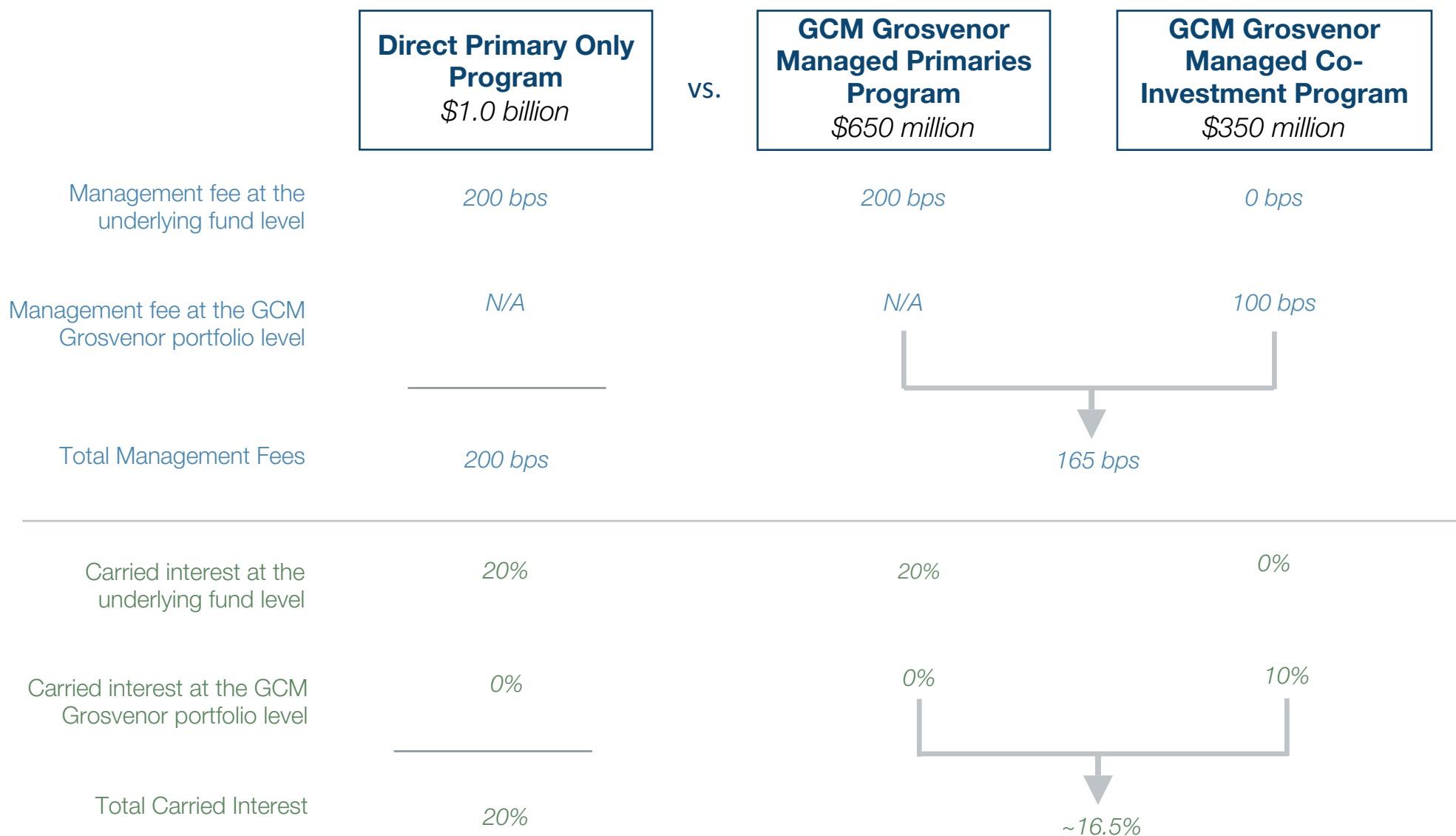
30. This hypothetical portfolio has an annual performance fee component of 5% over a hurdle (capped at 5%) of 90-day U.S. T-Bill plus 2%.

31. 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.

32. 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. GCM Grosvenor Primary + Co-Investment Program





# Supplemental Information

# GAAP Balance Sheets

\$000	Dec 31, 2022	Mar 31, 2023
<b>Assets</b>		
Cash and cash equivalents	\$ 85,163	\$ 61,873
Management fees receivable	18,720	19,962
Incentive fees receivable	16,478	14,327
Due from related parties	13,119	13,509
Investments	223,970	231,799
Premises and equipment, net	4,620	4,182
Lease right-of-use assets	12,479	12,201
Intangible assets, net	3,940	3,612
Goodwill	28,959	28,959
Deferred tax assets, net	60,320	61,521
Other assets	21,165	19,984
Total assets	<b>488,933</b>	<b>471,929</b>
<b>Liabilities and Equity (Deficit)</b>		
Accrued compensation and benefits	52,997	38,481
Employee related obligations	36,328	32,960
Debt	387,627	386,899
Payable to related parties pursuant to the tax receivable agreement	55,366	55,354
Lease liabilities	15,520	14,840
Warrant liabilities	7,861	10,081
Accrued expenses and other liabilities	27,240	41,388
Total liabilities	<b>582,939</b>	<b>580,003</b>
Commitments and contingencies		
Preferred stock, \$0.0001 par value, 100,000,000 shares authorized, none issued	—	—
Class A common stock, \$0.0001 par value, 700,000,000 authorized; 41,806,215 and 41,390,306 issued and outstanding as of December 31, 2022 and March 31, 2023, respectively	4	4
Class B common stock, \$0.0001 par value, 500,000,000 authorized, none issued	—	—
Class C common stock, \$0.0001 par value, 300,000,000 authorized; 144,235,246 issued and outstanding as of December 31, 2022 and March 31, 2023	14	14
Additional paid-in capital	—	1,283
Accumulated other comprehensive income	4,096	2,747
Retained earnings	(23,934)	(29,931)
Total GCM Grosvenor Inc. deficit	(19,820)	(25,883)
Noncontrolling interests in subsidiaries	67,900	65,863
Noncontrolling interests in GCMH	(142,086)	(148,054)
Total deficit	<b>(94,006)</b>	<b>(108,074)</b>
Total liabilities and equity (deficit)	<b>\$ 488,933</b>	<b>\$ 471,929</b>

# Components of GAAP Expenses

\$000	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Components of GAAP Employee Compensation and Benefits</b>			
Cash-based employee compensation and benefits, net <sup>33</sup>	\$ 40,863	\$ 38,080	\$ 39,890
Cash-based incentive fee related compensation	1,594	821	737
Carried interest compensation, net <sup>34</sup>	6,191	4,117	3,217
Partnership interest-based compensation	7,115	10,340	11,097
Equity-based compensation	9,881	9,530	25,793
Severance	513	445	4,563
Other non-cash compensation	84	179	584
Non-cash carried interest compensation	(336)	(37)	343
<b>GAAP employee compensation and benefits</b>	<b>\$ 65,905</b>	<b>\$ 63,475</b>	<b>\$ 86,224</b>

33-34. See Notes towards the end of the document.



# Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Net Incentive Fees Attributable to GCM Grosvenor</b>			
<b>Incentive fees:</b>			
Performance fees	\$ 1,001	\$ 299	\$ 244
Carried interest	10,991	6,904	5,571
<b>Total Incentive Fees</b>	<b>\$ 11,992</b>	<b>\$ 7,203</b>	<b>\$ 5,815</b>
Less incentive fees contractually owed to others:			
Cash carried interest compensation	(5,855)	(4,080)	(3,560)
Non-cash carried interest compensation	(336)	(37)	343
Carried interest attributable to other noncontrolling interest holders	(1,815)	(1,263)	(961)
<b>Firm share of incentive fees<sup>6</sup></b>	<b>3,986</b>	<b>1,823</b>	<b>1,637</b>
Less: Cash-based incentive fee related compensation	(1,594)	(821)	(737)
<b>Net incentive fees attributable to GCM Grosvenor</b>	<b>\$ 2,392</b>	<b>\$ 1,002</b>	<b>\$ 900</b>
<i>% of Firm Share of Incentive Fees</i>	<i>60 %</i>	<i>55 %</i>	<i>55 %</i>

6. See Notes towards the end of the document.

# Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Adjusted Pre-Tax Income &amp; Adjusted Net Income</b>			
<b>Net income (loss) attributable to GCM Grosvenor Inc.</b>	<b>\$ 4,726</b>	<b>\$ 4,390</b>	<b>\$ (1,230)</b>
Plus:			
Net income (loss) attributable to noncontrolling interests in GCMH	13,669	7,593	(16,690)
Provision for income taxes	2,333	2,478	422
Change in fair value of warrant liabilities	(2,022)	(2,679)	2,221
Amortization expense	579	579	328
Severance	513	445	4,563
Transaction expenses <sup>35</sup>	79	1	2,359
Changes in tax receivable agreement liability and other	127	(536)	—
Partnership interest-based compensation	7,115	10,340	11,097
Equity-based compensation	9,881	9,530	25,793
Other non-cash compensation	84	179	584
Less:			
Unrealized investment income, net of noncontrolling interests	(5,264)	(3,711)	(3,901)
Non-cash carried interest compensation	(336)	(37)	343
<b>Adjusted Pre-Tax Income</b>	<b>31,484</b>	<b>28,572</b>	<b>25,889</b>
Less:			
Adjusted income taxes <sup>4</sup>	(7,714)	(6,626)	(6,266)
<b>Adjusted Net Income</b>	<b>\$ 23,770</b>	<b>\$ 21,946</b>	<b>\$ 19,623</b>

4, 35. See Notes towards the end of the document.

# Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Adjusted EBITDA</b>			
Adjusted Net Income	\$ 23,770	\$ 21,946	\$ 19,623
Plus:			
Adjusted income taxes <sup>4</sup>	7,714	6,626	6,266
Depreciation expense	399	364	347
Interest expense	5,284	6,642	6,655
<b>Adjusted EBITDA</b>	<b>\$ 37,167</b>	<b>\$ 35,578</b>	<b>\$ 32,891</b>
<b>Fee-Related Earnings</b>			
<b>Adjusted EBITDA</b>	<b>37,167</b>	<b>35,578</b>	<b>32,891</b>
Less:			
Incentive fees	(11,992)	(7,203)	(5,815)
Depreciation expense	(399)	(364)	(347)
Other non-operating income	(1)	(620)	(712)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>25</sup>	(2,664)	(716)	(555)
Plus:			
Incentive fee-related compensation	7,785	4,938	3,954
Carried interest attributable to other noncontrolling interest holders, net	1,815	1,263	961
<b>Fee-Related Earnings</b>	<b>\$ 31,711</b>	<b>\$ 32,876</b>	<b>\$ 30,377</b>

4, 25. See Notes towards the end of the document.

# Reconciliation to Adjusted Net Income Per Share

\$000, except per share amounts and where otherwise noted	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Adjusted Net Income Per Share</b>			
<b>Adjusted Net Income</b>	<b>\$ 23,770</b>	<b>\$ 21,946</b>	<b>\$ 19,623</b>
Weighted-average shares of Class A common stock outstanding - basic (in millions)	44.6	42.3	42.4
Exercise of private warrants - incremental shares under the treasury stock method (in millions)	—	—	—
Exercise of public warrants - incremental shares under the treasury stock method (in millions)	—	—	—
Exchange of partnership units (in millions)	144.2	144.2	144.2
Assumed vesting of RSUs - incremental shares under the treasury stock method (in millions)	0.8	0.9	—
Weighted-average shares of Class A common stock outstanding - diluted (in millions)	189.7	187.4	186.6
Effective RSUs, if antidilutive for GAAP (in millions)	—	—	1.5
Adjusted shares - diluted (in millions)	189.7	187.4	188.2
<b>Adjusted Net Income Per Share - diluted</b>	<b>\$ 0.13</b>	<b>\$ 0.12</b>	<b>\$ 0.10</b>

Note: Amounts may not foot due to rounding.

# Change in FPAUM and AUM

## Three Months Ended March 31, 2023

\$mm	Private Markets Strategies	Absolute Return Strategies	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Fee-Paying AUM					
Beginning of Period (January 1, 2023)	\$ 36,876	\$ 21,980	\$ 58,856	\$ 7,603	\$ 73,667
Contributions from CNYFPAUM	955	3	958		
Contributions from New Capital Raised	744	113	857		
Withdrawals	(13)	(556)	(569)		
Distributions	(346)	—	(346)		
Change in Market Value	32	307	339		
Foreign Exchange and Other	(218)	(62)	(280)		
End of Period Balance (March 31, 2023)	\$ 38,030	\$ 21,785	\$ 59,815	\$ 6,436	\$ 75,252
% Change	3 %	-1 %	2 %	-15 %	2 %

# Management Fee Detail<sup>36</sup>

\$000	Three Months Ended		
	Mar 31, 2022	Dec 31, 2022	Mar 31, 2023
<b>Management Fees</b>			
<b>Private Markets</b>			
Specialized Funds	\$ 17,088	\$ 19,616	\$ 19,450
<i>Average Fee Rate<sup>37</sup></i>	<i>0.76 %</i>	<i>0.78 %</i>	<i>0.79 %</i>
Customized Separate Accounts	29,753	31,069	32,352
<i>Average Fee Rate</i>	<i>0.48 %</i>	<i>0.46 %</i>	<i>0.47 %</i>
<b>Private Markets Management Fees</b>	<b>46,841</b>	<b>50,685</b>	<b>51,802</b>
<i>Average Fee Rate - Private Markets<sup>37</sup></i>	<i>0.55 %</i>	<i>0.54 %</i>	<i>0.55 %</i>
<b>Absolute Return Strategies Management Fees</b>	<b>42,711</b>	<b>38,047</b>	<b>37,136</b>
<i>Average Fee Rate - Absolute Return Strategies (Management Fee Only)</i>	<i>0.69 %</i>	<i>0.68 %</i>	<i>0.68 %</i>
<i>Average Fee Rate - Absolute Return Strategies (Actual Management Fee + Run Rate Performance Fee at End of Period)<sup>38</sup></i>	<i>0.83 %</i>	<i>0.80 %</i>	<i>0.79 %</i>

36. Excludes fund reimbursement revenue of \$2.6 million, \$2.9 million and \$3.3 million for the three months ended March 31, 2022, December 31, 2022 and March 31, 2023, respectively.

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

38. The run rate on annual performance fees reflects potential annual performance fees generated by performance fee-eligible AUM before any loss carryforwards, if applicable, at an 8% gross return for both multi-strategy and credit strategies, and a 10% gross return for specialized opportunity strategies, and before cash-based incentive fee related compensation. 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.

# Private Markets Strategies Performance Metrics

Realized and Partially Realized Investments (\$ billion)

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
<b>Private Equity</b>								
Primary Fund Investments <sup>39</sup>	\$ 13,057	\$ 14,244	\$ 23,448	\$ 2,906	1.85	13.9 %	10.6 %	S&P 500
Secondaries Investments <sup>40</sup>	526	455	558	213	1.69	20.3 %	12.0 %	S&P 500
Co-Investments/Direct Investments <sup>41</sup>	3,142	3,002	5,066	782	1.95	21.5 %	16.4 %	S&P 500
Infrastructure <sup>42</sup>	2,892	2,867	3,761	1,286	1.76	13.0 %	6.5 %	MSCI World Infrastructure
Real Estate <sup>43</sup>	601	620	905	61	1.56	19.8 %	12.3 %	FNERT Index
<b>ESG and Impact Strategies</b>								
Diverse Managers <sup>44</sup>	2,242	2,379	3,453	1,363	2.02	23.2 %	14.9 %	S&P 500
Labor Impact Investments	\$ —	\$ —	\$ —	\$ —	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 December 31, 2022. 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.

39-44. See Notes towards the end of the document.

# Private Markets Strategies Performance Metrics

All Investments (\$ billion)

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
<b>Private Equity</b>								
Primary Fund Investments <sup>39</sup>	\$ 23,764	\$ 21,963	\$ 26,645	\$ 9,842	1.66	13.0 %	10.5 %	S&P 500
Secondary Investments <sup>40</sup>	1,816	1,609	813	1,558	1.47	19.1 %	9.1 %	S&P 500
Co-Investments/Direct Investments <sup>41</sup>	7,519	7,125	5,354	6,726	1.70	19.2 %	12.6 %	S&P 500
Infrastructure <sup>42</sup>	9,015	7,349	4,657	5,541	1.39	10.4 %	5.2 %	MSCI World Infrastructure
Real Estate <sup>43</sup>	3,928	2,869	1,585	1,911	1.22	11.5 %	4.1 %	FNERT Index
Multi-Asset Class Programs	3,026	3,012	1,738	2,226	1.32	18.5 %	N/A	N/A
<b>ESG and Impact Strategies</b>								
Diverse Managers <sup>44</sup>	10,237	8,290	4,971	8,679	1.65	20.0 %	10.7 %	S&P 500
Labor Impact Investments	882	773	21	1,038	1.37	23.2 %	0.6 %	MSCI World Infrastructure

Note: Returns for each strategy are presented from the date the firm established a dedicated team focused on such strategy through December 31, 2022. 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.

39-44. See Notes towards the end of the document.



# Absolute Return Strategies Performance

	Assets Under Management as of Mar 31, 2023 (Bn)	Annualized Returns Periods Ended Mar 31, 2023										
		Three Months Ended Mar 31, 2023		One Year		Three Year		Five Year		Since Inception		
		Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	
Absolute Return Strategies (Overall)	\$ 22.8	1.5 %	1.4 %	0.7 %	0.1 %	7.7 %	6.9 %	4.0 %	3.3 %	6.7 %	5.7 %	
GCMLP Diversified Multi-Strategy Composite	\$ 11.4	1.7 %	1.6 %	1.6 %	0.9 %	8.2 %	7.4 %	4.4 %	3.6 %	7.7 %	6.4 %	

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

# Notes

1. Excludes fund reimbursement revenue of \$2.6 million and \$3.3 million for the three months ended March 31, 2022 and 2023, respectively.
2. Excludes fund reimbursement revenue for private markets of \$1.0 million and \$1.6 million for the three months ended March 31, 2022 and 2023, respectively.
3. Excludes fund reimbursement revenue for absolute return strategies of \$1.6 million and \$1.7 million for the three months ended March 31, 2022 and 2023, respectively.
4. Reflects a corporate and blended statutory tax rate of 24.5% and 24.2% applied to Adjusted Pre-Tax Income for the three months ended March 31, 2022 and 2023. The rate was adjusted from 24.5% to 24.2% in Q4 2022 and therefore Q4 2022 reflects a true-up to bring 2022 expense to 24.2% for the year. The 24.2% and 24.5% are based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal benefits of 3.2% and 3.5%, respectively.
6. Firm share represents net of contractual obligations but before discretionary cash-based incentive compensation.
7. Represents consolidated view, including all NCI and compensation related awards.
8. Run-Rate Annual Performance Fees reflect the potential annual performance fees generated by performance fee-eligible AUM before any loss carryforwards, if applicable, at an 8% gross return for both multi-strategy and credit strategies, and a 10% gross return for specialized opportunity strategies, and before cash-based incentive fee related compensation. 2023 performance fee potential is calculated using the same assumptions as run-rate annual performance fees, but also considers existing loss carryforwards and hurdles if applicable.
9. ESG and Impact Investments AUM as of March 31, 2022 and March 31, 2023. ESG and Impact AUM by Strategy as of March 31, 2023. AUM related to certain ESG and Impact investments includes mark-to-market changes for funds that charge management fees based on commitments. Such increases in AUM do not increase FPAUM or revenue. The data regarding ESG themes presented above and otherwise contained herein is based on the assessment of each such investment by GCM Grosvenor investment team members. The relevant investments are placed into categories that are generally consistent with the categories presented in the UN PRI Impact Investing Market Map. Primary fund assessments are based on whether a significant part of the expected strategy of the primary fund falls into an ESG category. Co-investment categorizations are based either on categories represented by the co-investment sponsor or the underlying portfolio company. Diverse Manager investments include investments managed by or sponsored by a diverse manager, based on GCM Grosvenor's definition of a diverse manager, which is determined by thresholds of manager economic ownership by diverse parties (race, gender, sexual orientation, veterans, disabled persons). There is significant subjectivity in placing an investment in a particular category, and conventions and methodologies used by GCM Grosvenor in categorizing investments and calculating the data presented may differ from those used by other investment managers. Additional information regarding these conventions and methodologies is available upon request.
10. Based on 25 largest clients by AUM as of March 31, 2023.
11. Based on 50 largest clients by AUM as of March 31, 2023.
12. For Private Markets customized separate accounts from January 1, 2018 through March 31, 2023.
13. AUM as of March 31, 2023; LTM Fundraising through March 31, 2023.
20. Adjusted EBITDA and Adjusted Net Income per share are non-GAAP financial measures. See Appendix for the reconciliations of our non-GAAP financial measures to the most comparable GAAP metric.
22. Excludes severance expenses of \$0.5 million and \$4.6 million for the three months ended March 31, 2022 and 2023, respectively.
23. General, administrative and other, net is comprised of the following:

\$000	Three Months Ended	
	Mar 31, 2022	Mar 31, 2023
<b>Components of general, administrative and other, net</b>		
General, administrative and other	(21,258)	(25,779)
Plus:		
Transaction expenses	79	2,359
Fund reimbursement revenue	2,558	3,307
Amortization expense	579	328
Non-core items	38	58
<b>Total general, administrative and other, net</b>	<b>(18,004)</b>	<b>(19,727)</b>

# Notes (continued)

- 24. Excludes immaterial impacts of non-cash carried interest expense of \$0.3 million and \$(0.3) million for the three months ended March 31, 2022 and 2023, respectively.
- 25. Investment income or loss is generally realized when the Company redeems all or a portion of its investment or when the Company receives or is due cash, such as a from dividends or distributions.
- 26. Employee data as of April 1, 2023. Individuals with dual responsibilities are counted only once.
- 27. AUM as of March 31, 2023.
- 29. Some investments are counted in more than one ESG category.
- 33. Excludes severance expenses of \$0.5 million, \$0.4 million and \$4.6 million for the three months ended March 31, 2022, December 31, 2022 and March 31, 2023, respectively.
- 34. Excludes the impact of non-cash carried interest expense of \$0.3 million, \$0.0 million and \$(0.3) million for the three months ended March 31, 2022, December 31, 2022 and March 31, 2023, respectively.
- 35. Represents 2022 and 2023 expenses related to contemplated corporate transactions.
- 39. Reflects primary fund investments since 2000. Excludes certain private markets credit fund investments outside of private equity programs.
- 40. GCM Grosvenor established a dedicated private equity secondaries vertical in September 2014. Track record reflects all secondaries investments since the new vertical was formed.
- 41. GCM Grosvenor established a dedicated Private Equity Co-Investment Sub-Committee and adopted a more targeted, active co-investment strategy in December 2008. Track record reflects co-investments/direct investments made since 2009.
- 42. Reflects infrastructure investments since 2006. Infrastructure investments exclude labor impact investments.
- 43. 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.
- 44. Since 2007.

# 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 (loss) attributable to GCMH, excluding (b) provision (benefit) for income taxes, (c) changes in fair value of derivatives and warrant liabilities, (d) amortization expense, (e) partnership interest-based and non-cash compensation, (f) equity-based compensation, including cash-settled equity awards (as we view the cash settlement as a separate capital transaction), (g) unrealized investment income, (h) changes in tax receivable agreement liability and (i) certain other items that we believe are not indicative of our core performance, including charges related to corporate transactions and employee severance. **Adjusted Net Income** represents Adjusted Pre-Tax Income fully taxed at each period's blended statutory tax rate.

**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., the dilution from outstanding warrants for Class A common stock of GCM Grosvenor Inc. and the dilution from outstanding equity-based compensation. We believe adjusted net income per share is useful to investors because it enables them to better evaluate per-share performance across reporting periods.

**Adjusted EBITDA** is a non-GAAP measure which represents Adjusted Net Income excluding (a) adjusted income taxes, (b) depreciation and amortization expense and (c) interest expense on our outstanding debt. **Adjusted EBITDA Margin** represents Adjusted EBITDA as a percentage of our total operating revenues, net of fund expense reimbursements.

We believe **Adjusted Pre-Tax Income**, **Adjusted Net Income** and **Adjusted EBITDA** are useful to investors because they provide additional insight into the operating profitability of our core business across reporting periods. These measures (1) present a view of the economics of the underlying business as if GCMH Equityholders converted their interests to shares of Class A common stock and (2) adjust for certain non-cash and other activity in order to provide more comparable results of the core business across reporting periods. These measures are used by management in budgeting, forecasting and evaluating operating results.

**Fee-Related Revenue ("FRR")** is a non-GAAP measure used to highlight revenues from recurring management fees and administrative fees. FRR represents total operating revenues less (a) incentive fees and (b) fund reimbursement revenue. We believe FRR is useful to investors because it provides additional insight into our relatively stable management fee base separate from incentive fee revenues, which tend to have greater variability.

**Fee-Related Earnings ("FRE")** is a non-GAAP measure used to highlight earnings from recurring management fees and administrative fees. FRE 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 FRE is useful to investors because it provides additional insights into the management fee driven operating profitability of our business. **FRE Margin** represents 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 fees contractually owed to others and (b) cash-based incentive fee related compensation. Net incentive fees provide investors useful information regarding the amount that such fees contribute to the Company's earnings and are used by management in making compensation and capital allocation decisions.

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

**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 which are expected to be invested and begin charging fees over the ensuing five years.

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

**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.

**NM** Not Meaningful

# Disclaimer

## Forward-Looking Statements

This presentation contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding the expected future performance of GCM Grosvenor's business, including anticipated incremental revenue from fundraising for specialized funds, the expected future performance of GCM Grosvenor's business and the expected benefits of our share repurchase plan. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "may," "should," "will," "would" and similar expressions. Forward-looking statements are predictions, projections and other statements about future events that are based on current expectations and assumptions and, as a result, are subject to risks and uncertainties. These statements are neither promises nor guarantees, but 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 by the forward-looking statements, including, but not limited to, the historical performance of our funds may not be indicative of our future results; risks related to redemptions and termination of engagements; the variable nature of our revenues; competition in our industry; effects of domestic and foreign government regulation or compliance failures; operational risks and data security breaches; our ability to deal appropriately with conflicts of interest; market, geopolitical and economic conditions; identification and availability of suitable investment opportunities; risks relating to our internal control over financial reporting; and risks related to our ability to grow AUM and the performance of our investments. 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 on February 23, 2023 and its other filings from time to time with the U.S. Securities and Exchange Commission. These filings identify and address other important risks and uncertainties that could cause actual events and results to differ materially from those contained in the forward-looking statements. Forward-looking statements speak only as of the date they are made. Readers are cautioned not to put undue reliance on forward-looking statements, and GCM Grosvenor assumes no obligation and does not intend to update or revise these forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

## Non-GAAP Financial Measures

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.

This presentation includes certain projections of non-GAAP financial measures including fee-related earnings. Due to the high variability and difficulty in making accurate forecasts and projections of some of the information excluded from these projected measures, together with some of the excluded information not being ascertainable or accessible, GCM Grosvenor is unable to quantify certain amounts that would be required to be included in the most directly comparable GAAP financial measures without unreasonable effort. Consequently, no disclosure of estimated comparable GAAP measures is included and no reconciliation of the forward looking non GAAP financial measures is included.