

# 2022 Second Quarter Supplemental Financial Data



**GCM** GROSVENOR

Note: This supplemental financial data should be read in conjunction with GCM Grosvenor's 2022 Second Quarter Results Earnings Presentation.



# GAAP Statements of Income by Quarter (unaudited)

\$000, except per share amounts and where otherwise noted	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
<b>Revenues</b>														
Management fees	\$ 81,401	\$ 79,470	\$ 82,837	\$ 81,008	\$ 77,701	\$ 75,136	\$ 78,269	\$ 79,639	\$ 82,625	\$ 85,594	\$ 87,796	\$ 95,201	\$ 92,110	\$ 92,830
Incentive fees	22,703	9,774	33,342	18,346	3,233	13,041	21,774	73,602	18,214	32,227	29,178	94,234	11,992	10,505
Other operating income	1,538	1,650	2,383	1,942	1,683	1,953	1,703	2,247	2,380	1,882	1,101	1,160	1,026	1,025
Total operating revenues	105,642	90,894	118,562	101,296	82,617	90,130	101,746	155,488	103,219	119,703	118,075	190,595	105,128	104,360
<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	75,834	72,867	101,783	65,905	61,429
General, administrative and other	21,789	22,207	20,641	23,821	24,596	16,242	17,263	26,530	24,532	21,651	20,131	22,037	21,258	23,093
Total operating expenses	80,653	75,516	82,952	92,304	80,073	71,909	92,578	228,536	107,885	97,485	92,998	123,820	87,163	84,522
Operating income (loss)	24,989	15,378	35,610	8,992	2,544	18,221	9,168	(73,048)	(4,666)	22,218	25,077	66,775	17,965	19,838
Investment income (loss)	(286)	3,394	2,962	1,451	3,373	(9,575)	7,902	9,042	13,048	13,459	13,732	12,256	10,860	(1,197)
Interest expense	(6,000)	(6,786)	(6,281)	(6,613)	(5,867)	(5,841)	(5,807)	(5,931)	(4,491)	(4,563)	(5,432)	(5,598)	(5,284)	(5,591)
Other income (expense)	(1,659)	(3,276)	(2,680)	3,121	(9,733)	(1,350)	446	1,075	1,317	(261)	1,329	1,009	1	—
Change in fair value of warrant liabilities	—	—	—	—	—	—	—	(13,315)	14,057	(6,738)	(9,550)	10,084	2,022	19,640
Net other income (expense)	(7,945)	(6,668)	(5,999)	(2,041)	(12,227)	(16,766)	2,541	(9,129)	23,931	1,897	79	17,751	7,599	12,852
Income (loss) before income taxes	17,044	8,710	29,611	6,951	(9,683)	1,455	11,709	(82,177)	19,265	24,115	25,156	84,526	25,564	32,690
Provision (benefit) for income taxes	661	455	527	675	643	526	541	2,796	(663)	2,204	2,450	7,002	2,333	2,011
Net income (loss)	16,383	8,255	29,084	6,276	(10,326)	929	11,168	(84,973)	19,928	21,911	22,706	77,524	23,231	30,679
Less: Net income attributable to redeemable noncontrolling interest	—	—	—	—	2,093	185	3,322	8,469	8,089	11,738	—	—	—	—
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	11,708	10,142	6,473	4,836	844
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	(2,191)	8,508	56,828	13,669	22,230
Net income attributable to GCM Grosvenor Inc.	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 4,049	\$ 2,547	\$ 656	\$ 4,056	\$ 14,223	\$ 4,726	\$ 7,605
<b>Earnings (loss) per share of Class A common stock<sup>1</sup> :</b>														
Basic	—	—	—	—	—	—	— \$	0.10 \$	0.06 \$	0.01 \$	0.09 \$	0.32 \$	0.11 \$	0.17
Diluted	—	—	—	—	—	—	— \$	(0.58) \$	(0.05) \$	(0.02) \$	0.03 \$	0.29 \$	0.08 \$	0.13
<b>Weighted average shares of Class A common stock outstanding (000)<sup>1</sup> :</b>														
Basic	—	—	—	—	—	—	—	39,985	42,084	44,563	44,388	44,040	44,594	45,118
Diluted	—	—	—	—	—	—	—	184,220	188,872	188,799	188,877	189,060	189,666	189,354

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 by Year (audited)

\$000, except per share amounts and where otherwise noted		2019	2020	2021
<b>Revenues</b>				
Management fees	\$	324,716	\$ 310,745	\$ 351,216
Incentive fees		84,165	111,650	173,853
Other operating income		7,513	7,586	6,523
Total operating revenues		416,394	429,981	531,592
<b>Expenses</b>				
Employee compensation and benefits		242,967	388,465	333,837
General, administrative and other		88,458	84,631	88,351
Total operating expenses		331,425	473,096	422,188
Operating income (loss)		84,969	(43,115)	109,404
Investment income		7,521	10,742	52,495
Interest expense		(25,680)	(23,446)	(20,084)
Other income (expense)		(4,494)	(9,562)	3,394
Change in fair value of warrant liabilities		—	(13,315)	7,853
Net other income (expense)		(22,653)	(35,581)	43,658
Income (loss) before income taxes		62,316	(78,696)	153,062
Provision for income taxes		2,318	4,506	10,993
Net income (loss)		59,998	(83,202)	142,069
Less: Net income attributable to redeemable noncontrolling interest		—	14,069	19,827
Less: Net income attributable to noncontrolling interests in subsidiaries		13,221	11,617	36,912
Less: Net income (loss) attributable to noncontrolling interests in GCMH		46,777	(112,937)	63,848
Net income attributable to GCM Grosvenor Inc.	\$	—	\$ 4,049	\$ 21,482
<b>Earnings (loss) per share of Class A common stock<sup>1</sup> :</b>				
Basic		— \$	0.10 \$	0.49
Diluted		— \$	(0.58) \$	0.28
<b>Weighted average shares of Class A common stock outstanding (000)<sup>1</sup> :</b>				
Basic		—	39,985	43,766
Diluted		—	184,220	189,059

1. For 2020, 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. 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.

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

\$000, except per share amount and where otherwise noted	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Adjusted EBITDA														
Revenues														
Private markets strategies <sup>2</sup>	\$ 35,940	\$ 36,966	\$ 40,122	\$ 37,957	\$ 36,464	\$ 36,548	\$ 38,588	\$ 38,390	\$ 40,373	\$ 42,360	\$ 43,643	\$ 49,071	\$ 46,841	50,394
Absolute return strategies	43,999	41,603	41,410	40,011	39,263	36,761	37,517	38,808	39,892	40,680	41,878	42,947	42,711	40,123
Management fees, net <sup>3</sup>	79,939	78,569	81,532	77,968	75,727	73,309	76,105	77,198	80,265	83,040	85,521	92,018	89,552	90,517
Administrative fees and other operating income	1,538	1,650	2,383	1,942	1,683	1,953	1,703	2,247	2,380	1,882	1,101	1,160	1,026	1,025
Fee-Related Revenue	81,477	80,219	83,915	79,910	77,410	75,262	77,808	79,445	82,645	84,922	86,622	93,178	90,578	91,542
Less:														
Cash-based employee compensation and benefits, net <sup>4</sup>	(42,053)	(39,442)	(39,835)	(43,882)	(42,022)	(38,332)	(39,373)	(38,467)	(41,192)	(40,255)	(39,200)	(39,144)	(40,863)	(40,520)
General, administrative and other, net <sup>5</sup>	(18,357)	(19,335)	(17,101)	(17,422)	(17,827)	(11,822)	(12,811)	(14,202)	(16,260)	(17,211)	(16,452)	(17,252)	(18,004)	(18,463)
Fee-Related Earnings	\$ 21,067	\$ 21,442	\$ 26,979	\$ 18,606	\$ 17,561	\$ 25,108	\$ 25,624	\$ 26,776	\$ 25,193	\$ 27,456	\$ 30,970	\$ 36,782	\$ 31,711	\$ 32,559
Incentive fees:														
Performance fees	\$ 63	\$ 20	\$ 3,923	\$ 10,407	\$ 605	\$ 132	\$ 884	\$ 51,105	\$ 6,113	\$ 2,891	\$ 316	\$ 42,627	\$ 1,001	317
Carried interest	22,640	9,754	29,419	7,939	2,628	12,909	20,890	22,497	12,101	29,336	28,862	51,607	10,991	10,188
Incentive fee related compensation and NCI:														
Cash-based incentive fee related compensation	—	—	—	—	—	—	—	(11,454)	(1,833)	(868)	(3,380)	(21,921)	(1,594)	(1,219)
Carried interest compensation, net <sup>6</sup>	(12,006)	(5,051)	(16,185)	(6,318)	(1,201)	(7,819)	(12,155)	(13,795)	(7,503)	(17,967)	(17,022)	(26,587)	(6,191)	(6,092)
Carried interest attributable to noncontrolling interests	(4,861)	(1,922)	(3,484)	(1,077)	(1,333)	(4,773)	(2,219)	(7,764)	(4,430)	(10,561)	(3,187)	(3,126)	(1,815)	(1,706)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>7</sup>	—	—	—	—	—	—	—	—	—	—	629	867	2,664	793
Interest income	190	376	214	284	296	52	19	10	7	4	4	3	3	42
Other (income) expense	(23)	(58)	(89)	28	118	15	50	(36)	51	13	21	(25)	(2)	(42)
Depreciation	655	603	616	670	696	536	540	542	473	407	408	400	399	395
Adjusted EBITDA	\$ 27,725	\$ 25,164	\$ 41,393	\$ 30,539	\$ 19,370	\$ 26,160	\$ 33,633	\$ 67,881	\$ 30,172	\$ 30,711	\$ 37,621	\$ 80,627	\$ 37,167	\$ 35,235
Adjusted Net Income Per Share														
Adjusted EBITDA	\$ 27,725	\$ 25,164	\$ 41,393	\$ 30,539	\$ 19,370	\$ 26,160	\$ 33,633	\$ 67,881	\$ 30,172	\$ 30,711	\$ 37,621	\$ 80,627	\$ 37,167	\$ 35,235
Depreciation	(655)	(603)	(616)	(670)	(696)	(536)	(540)	(542)	(473)	(407)	(408)	(400)	(399)	(395)
Interest expense	(6,000)	(6,786)	(6,281)	(6,613)	(5,867)	(5,841)	(5,807)	(5,931)	(4,491)	(4,563)	(5,432)	(5,598)	(5,284)	(5,591)
Adjusted Pre-Tax Income	21,070	17,775	34,496	23,256	12,807	19,783	27,286	61,408	25,208	25,741	31,781	74,629	31,484	29,249
Adjusted income taxes <sup>8</sup>	(5,268)	(4,445)	(8,625)	(5,811)	(3,202)	(4,946)	(6,822)	(15,351)	(6,302)	(6,435)	(7,945)	(17,871)	(7,714)	(7,166)
Adjusted Net Income	\$ 15,802	\$ 13,330	\$ 25,871	\$ 17,445	\$ 9,605	\$ 14,837	\$ 20,464	\$ 46,057	\$ 18,906	\$ 19,306	\$ 23,836	\$ 56,758	\$ 23,770	\$ 22,083
Adjusted shares outstanding (000) <sup>9</sup>														
Adjusted Net Income Per Share - diluted	\$ 0.09	\$ 0.07	\$ 0.14	\$ 0.09	\$ 0.05	\$ 0.08	\$ 0.11	\$ 0.25	\$ 0.10	\$ 0.10	\$ 0.13	\$ 0.30	\$ 0.13	\$ 0.12

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.

2-9. See Non-GAAP Financial Measure - Notes for definitions of these metrics.

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

\$000, except per share amount and where otherwise noted	2019	2020	2021
Adjusted EBITDA			
Revenues			
Private markets strategies <sup>2</sup>	\$ 150,985	\$ 149,990	\$ 175,447
Absolute return strategies	167,023	152,349	165,397
Management fees, net <sup>3</sup>	318,008	302,339	340,844
Administrative fees and other operating income	7,513	7,586	6,523
Fee-Related Revenue	325,521	309,925	347,367
Less:			
Cash-based employee compensation and benefits, net <sup>4</sup>	(165,212)	(158,194)	(159,791)
General, administrative and other, net <sup>5</sup>	(72,215)	(56,662)	(67,175)
Fee-Related Earnings	\$ 88,094	\$ 95,069	\$ 120,401
Incentive fees:			
Performance fees	\$ 14,413	\$ 52,726	\$ 51,947
Carried interest	69,752	58,924	121,906
Incentive fee related compensation and NCI:			
Cash-based incentive fee related compensation	—	(11,454)	(28,002)
Carried interest compensation, net <sup>6</sup>	(39,560)	(34,970)	(69,079)
Carried interest attributable to noncontrolling interests	(11,344)	(16,089)	(21,304)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>7</sup>	—	—	1,496
Interest income	1,064	377	18
Other (income) expense	(142)	147	60
Depreciation	2,544	2,314	1,688
Adjusted EBITDA	\$ 124,821	\$ 147,044	\$ 179,131
Adjusted Net Income Per Share			
Adjusted EBITDA	\$ 124,821	\$ 147,044	\$ 179,131
Depreciation	(2,544)	(2,314)	(1,688)
Interest expense	(25,680)	(23,446)	(20,084)
Adjusted Pre-Tax Income	96,597	121,284	157,359
Adjusted income taxes <sup>8</sup>	(24,149)	(30,321)	(38,553)
Adjusted Net Income	\$ 72,448	\$ 90,963	\$ 118,806
Adjusted shares outstanding (000) <sup>9</sup>			
	185,117	185,117	189,059
Adjusted Net Income Per Share - diluted	\$ 0.39	\$ 0.49	\$ 0.63

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.  
2-9. See Non-GAAP Financial Measure - Notes for definitions of these metrics.



# Components of GAAP Expenses by Quarter

\$000	1Q'19		2Q'19		3Q'19		4Q'19		1Q'20		2Q'20		3Q'20		4Q'20		1Q'21		2Q'21		3Q'21		4Q'21		1Q'22		2Q'22	
Components of GAAP Employee Compensation and Benefits																												
Cash-based employee compensation and benefits, net <sup>4</sup>	\$	42,053	\$	39,442	\$	39,835	\$	43,882	\$	42,022	\$	38,332	\$	39,373	\$	38,467	\$	41,192	\$	40,255	\$	39,200	\$	39,144	\$	40,863	\$	40,520
Cash-based incentive fee related compensation		—		—		—		—		—		—		—		11,454		1,833		868		3,380		21,921		1,594		1,219
Carried interest compensation, net <sup>6</sup>		12,006		5,051		16,185		6,318		1,201		7,819		12,155		13,795		7,503		17,967		17,022		26,587		6,191		6,092
Partnership interest-based compensation		3,809		4,906		4,365		17,153		7,920		8,856		21,605		133,977		4,903		10,026		6,029		6,713		7,115		7,027
Equity-based compensation		—		—		—		—		—		—		—		—		27,036		5,604		5,878		5,672		9,881		5,604
Severance		1,095		2,347		979		229		2,280		8		760		4,588		588		802		592		1,128		513		268
Other non-cash compensation		708		1,048		1,129		1,145		1,065		1,160		1,135		1,204		941		683		1,080		596		84		752
Non-cash carried interest compensation		(807)		515		(182)		(244)		989		(508)		287		(1,479)		(643)		(371)		(314)		22		(336)		(53)
GAAP Employee Compensation and Benefits	\$	58,864	\$	53,309	\$	62,311	\$	68,483	\$	55,477	\$	55,667	\$	75,315	\$	202,006	\$	83,353	\$	75,834	\$	72,867	\$	101,783	\$	65,905	\$	61,429

# Components of GAAP Expenses by Year

\$000	2019		2020		2021	
Components of GAAP Employee Compensation and Benefits						
Cash-based employee compensation and benefits, net <sup>4</sup>	\$	165,212	\$	158,194	\$	159,791
Cash-based incentive fee related compensation		—		11,454		28,002
Carried interest compensation, net <sup>6</sup>		39,560		34,970		69,079
Partnership interest-based compensation		30,233		172,358		27,671
Equity-based compensation		—		—		44,190
Severance		4,650		7,636		3,110
Other non-cash compensation		4,030		4,564		3,300
Non-cash carried interest compensation		(718)		(711)		(1,306)
GAAP Employee Compensation and Benefits	\$	242,967	\$	388,465	\$	333,837

4, 6. See Non-GAAP Financial Measure - Notes for definitions of these metrics.

# Reconciliation of Non-GAAP Measures to GAAP by Quarter

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22
Net Incentive Fees Attributable to GCM Grosvenor														
Incentive fees:														
Performance fees	\$ 63	\$ 20	\$ 3,923	\$ 10,407	\$ 605	\$ 132	\$ 884	\$ 51,105	\$ 6,113	\$ 2,891	\$ 316	\$ 42,627	\$ 1,001	\$ 317
Carried interest	22,640	9,754	29,419	7,939	2,628	12,909	20,890	22,497	12,101	29,336	28,862	51,607	10,991	10,188
Less incentive fees contractually owed to others:														
Cash carried interest compensation	(11,199)	(5,566)	(16,003)	(6,074)	(2,190)	(7,311)	(12,442)	(12,316)	(6,860)	(17,596)	(16,708)	(26,609)	(5,855)	(6,039)
Non-cash carried interest compensation	(807)	515	(182)	(244)	989	(508)	287	(1,479)	(643)	(371)	(314)	22	(336)	(53)
Carried interest attributable to redeemable noncontrolling interest holder	—	—	—	—	(865)	(2,804)	369	(4,451)	(1,905)	(6,154)	—	—	—	—
Carried interest attributable to other noncontrolling interest holders, net	(4,861)	(1,922)	(3,484)	(1,077)	(468)	(1,969)	(2,588)	(3,313)	(2,525)	(4,407)	(3,187)	(3,126)	(1,815)	(1,706)
Firm share of incentive fees <sup>10</sup>	5,836	2,801	13,673	10,951	699	449	7,400	52,043	6,281	3,699	8,969	64,521	3,986	2,707
Less: Cash-based incentive fee related compensation	—	—	—	—	—	—	—	(11,454)	(1,833)	(868)	(3,380)	(21,921)	(1,594)	(1,219)
Net Incentive Fees Attributable to GCM Grosvenor	\$ 5,836	\$ 2,801	\$ 13,673	\$ 10,951	\$ 699	\$ 449	\$ 7,400	\$ 40,589	\$ 4,448	\$ 2,831	\$ 5,589	\$ 42,600	\$ 2,392	\$ 1,488

10. Firm share represents net of contractual obligations but before discretionary cash based incentive compensation.



# Reconciliation of Non-GAAP Measures to GAAP by Quarter (continued)

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22														
Adjusted Pre-Tax Income & Adjusted Net Income																												
Net income attributable to GCM Grosvenor Inc.	\$	—	\$	—	\$	—	\$	—	\$	4,049	\$	2,547	\$	656	\$	4,056	\$	14,223	\$	4,726	\$	7,605						
Plus:																												
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		(2,191)		8,508		56,828		13,669		22,230
Provision (benefit) for income taxes		661		455		527		675		643		526		541		2,796		(663)		2,204		2,450		7,002		2,333		2,011
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 warrant liabilities		—		—		—		—		—		—		13,315		(14,057)		6,738		9,550		(10,084)		(2,022)		(19,640)		
Amortization expense		1,953		1,954		1,953		1,934		1,876		1,876		1,876		1,876		583		583		583		583		579		579
Severance		1,095		2,347		979		229		2,280		8		760		4,588		588		802		592		1,128		513		268
Transaction expenses <sup>1</sup>		—		—		—		770		3,355		145		274		7,829		5,300		1,183		744		600		79		1,625
Loss on extinguishment of debt		—		—		—		—		1,032		482		—		—		675		—		—		—		—		—
Changes in tax receivable agreement liability and other <sup>2</sup>		66		24		283		532		—		4		366		10		8		274		(1,097)		(557)		127		—
Partnership interest-based compensation		3,809		4,906		4,365		17,153		7,920		8,856		21,605		133,977		4,903		10,026		6,029		6,713		7,115		7,027
Equity-based compensation		—		—		—		—		—		—		—		—		27,036		5,604		5,878		5,672		9,881		5,604
Other non-cash compensation		708		1,048		1,129		1,145		1,065		1,160		1,135		1,204		941		683		1,080		596		84		752
Less:																												
Unrealized investment (income) loss, net of noncontrolling interests		(1,440)		(1,409)		(1,253)		(1,477)		(32)		(110)		(506)		(421)		(779)		(450)		(6,278)		(8,097)		(5,264)		1,241
Non-cash carried interest compensation		(807)		515		(182)		(244)		989		(508)		287		(1,479)		(643)		(371)		(314)		22		(336)		(53)
Adjusted Pre-Tax Income		21,070		17,775		34,496		23,256		12,807		19,783		27,286		61,408		25,208		25,741		31,781		74,629		31,484		29,249
Less:																												
Adjusted income taxes <sup>3</sup>		(5,268)		(4,445)		(8,625)		(5,811)		(3,202)		(4,946)		(6,822)		(15,351)		(6,302)		(6,435)		(7,945)		(17,871)		(7,714)		(7,166)
Adjusted Net Income	\$	15,802	\$	13,330	\$	25,871	\$	17,445	\$	9,605	\$	14,837	\$	20,464	\$	46,057	\$	18,906	\$	19,306	\$	23,836	\$	56,758	\$	23,770	\$	22,083
Adjusted EBITDA																												
Adjusted Net Income	\$	15,802	\$	13,330	\$	25,871	\$	17,445	\$	9,605	\$	14,837	\$	20,464	\$	46,057	\$	18,906	\$	19,306	\$	23,836	\$	56,758	\$	23,770	\$	22,083
Plus:																												
Adjusted income taxes <sup>3</sup>		5,268		4,445		8,625		5,811		3,202		4,946		6,822		15,351		6,302		6,435		7,945		17,871		7,714		7,166
Depreciation expense		655		603		616		670		696		536		540		542		473		407		408		400		399		395
Interest expense		6,000		6,786		6,281		6,613		5,867		5,841		5,807		5,931		4,491		4,563		5,432		5,598		5,284		5,591
Adjusted EBITDA	\$	27,725	\$	25,164	\$	41,393	\$	30,539	\$	19,370	\$	26,160	\$	33,633	\$	67,881	\$	30,172	\$	30,711	\$	37,621	\$	80,627	\$	37,167	\$	35,235
Fee-Related Earnings																												
Adjusted EBITDA	\$	27,725	\$	25,164	\$	41,393	\$	30,539	\$	19,370	\$	26,160	\$	33,633	\$	67,881	\$	30,172	\$	30,711	\$	37,621	\$	80,627	\$	37,167	\$	35,235
Less:																												
Incentive fees		(22,703)		(9,774)		(33,342)		(18,346)		(3,233)		(13,041)		(21,774)		(73,602)		(18,214)		(32,227)		(29,178)		(94,234)		(11,992)		(10,505)
Depreciation expense		(655)		(603)		(616)		(670)		(696)		(536)		(540)		(542)		(473)		(407)		(408)		(400)		(399)		(395)
Other non-operating (income) expense		(167)		(318)		(125)		(312)		(414)		(67)		(69)		26		(58)		(17)		(25)		22		(1)		—
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>4</sup>		—		—		—		—		—		—		—		—		—		—		(629)		(867)		(2,664)		(793)
Plus:																												
Incentive fee-related compensation		12,006		5,051		16,185		6,318		1,201		7,819		12,155		25,249		9,336		18,835		20,402		48,508		7,785		7,311
Carried interest attributable to redeemable noncontrolling interest holder		—		—		—		—		865		2,804		(369)		4,451		1,905		6,154		—		—		—		—
Carried interest attributable to other noncontrolling interest holders, net		4,861		1,922		3,484		1,077		468		1,969		2,588		3,313		2,525		4,407		3,187		3,126		1,815		1,706
Fee-Related Earnings	\$	21,067	\$	21,442	\$	26,979	\$	18,606	\$	17,561	\$	25,108	\$	25,624	\$	26,776	\$	25,193	\$	27,456	\$	30,970	\$	36,782	\$	31,711	\$	32,559

1. Represents expenses incurred in each of 2019 and 2020 related to the Mosaic transaction and the Transaction. 2021 expenses related to a debt offering, other contemplated corporate transactions, and other public company transition expenses. 2022 expenses related to contemplated corporate transactions.

2. For the three months ended September 30, 2021 includes \$1.3 million that was recognized as other income related to the disgorgement of statutory short-swing “profits” from a holder of our Class A common stock.

3. Represents corporate income taxes at a blended statutory rate of 24.5% applied to Adjusted Pre-Tax Income for 2021 and 2022 (adjusted from 25.0% in Q4 2021) and a 25.0% rate for 2020 and periods prior. The 24.5% and 25.0% are based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal benefits of 3.5% and 4.0%, respectively. 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 periods prior to the Transaction for comparability purposes.

4. 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. Amounts were *de minimis* for periods prior to the Mosaic repurchase on July 2, 2021.

9

# Reconciliation of Non-GAAP Measures to GAAP by Year

\$000	2019		2020		2021	
Net Incentive Fees Attributable to GCM Grosvenor						
Incentive fees:						
Performance fees	\$	14,413	\$	52,726	\$	51,947
Carried interest		69,752		58,924		121,906
Less incentive fees contractually owed to others:						
Cash carried interest compensation		(38,842)		(34,259)		(67,773)
Non-cash carried interest compensation		(718)		(711)		(1,306)
Carried interest attributable to redeemable noncontrolling interest holder		—		(7,751)		(8,059)
Carried interest attributable to other noncontrolling interest holders, net		(11,344)		(8,338)		(13,245)
Firm share of incentive fees <sup>10</sup>		33,261		60,591		83,470
Less: Cash-based incentive fee related compensation		—		(11,454)		(28,002)
Net Incentive Fees Attributable to GCM Grosvenor	\$	33,261	\$	49,137	\$	55,468

10. Firm share represents net of contractual obligations but before discretionary cash based incentive compensation.



# Reconciliation of Non-GAAP Measures to GAAP by Year (continued)

\$000	2019		2020		2021	
Adjusted Pre-Tax Income & Adjusted Net Income						
Net income attributable to GCM Grosvenor Inc.	\$	—	\$	4,049	\$	21,482
Plus:						
Net income (loss) attributable to noncontrolling interests in GCMH		46,777		(112,937)		63,848
Provision for income taxes		2,318		4,506		10,993
Change in fair value of derivatives		5,417		8,572		(1,934)
Change in fair value of warrant liabilities		—		13,315		(7,853)
Amortization expense		7,794		7,504		2,332
Severance		4,650		7,636		3,110
Transaction expenses <sup>1</sup>		770		11,603		7,827
Loss on extinguishment of debt		—		1,514		675
Changes in tax receivable agreement liability and other <sup>2</sup>		905		380		(1,372)
Partnership interest-based compensation		30,233		172,358		27,671
Equity-based compensation				—		44,190
Other non-cash compensation		4,030		4,564		3,300
Less:						
Unrealized investment income, net of noncontrolling interests		(5,579)		(1,069)		(15,604)
Non-cash carried interest compensation		(718)		(711)		(1,306)
Adjusted Pre-Tax Income		96,597		121,284		157,359
Less:						
Adjusted income taxes <sup>3</sup>		(24,149)		(30,321)		(38,553)
Adjusted Net Income	\$	72,448	\$	90,963	\$	118,806
Adjusted EBITDA						
Adjusted Net Income	\$	72,448	\$	90,963	\$	118,806
Plus:						
Adjusted income taxes <sup>3</sup>		24,149		30,321		38,553
Depreciation expense		2,544		2,314		1,688
Interest expense		25,680		23,446		20,084
Adjusted EBITDA	\$	124,821	\$	147,044	\$	179,131
Fee-Related Earnings						
Adjusted EBITDA	\$	124,821	\$	147,044	\$	179,131
Less:						
Incentive fees		(84,165)		(111,650)		(173,853)
Depreciation expense		(2,544)		(2,314)		(1,688)
Other non-operating income		(922)		(524)		(78)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries <sup>4</sup>		—		—		(1,496)
Plus:						
Incentive fee-related compensation		39,560		46,424		97,081
Carried interest attributable to redeemable noncontrolling interest holder		—		7,751		8,059
Carried interest attributable to other noncontrolling interest holders, net		11,344		8,338		13,245
Fee-Related Earnings	\$	88,094	\$	95,069	\$	120,401

1. Represents expenses incurred in each of 2019 and 2020 related to the Mosaic transaction and the Transaction and 2021 expenses related to a debt offering, other contemplated corporate transactions, and other public company transition expenses.

2. For 2021, includes \$1.3 million that was recognized as other income related to the disgorgement of statutory short-swing “profits” from a holder of our Class A common stock.

3. Represents corporate income taxes at a blended statutory rate of 24.5% applied to Adjusted Pre-Tax Income for 2021 and a 25.0% rate for 2020 and periods prior. The 24.5% and 25.0% are based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal 11 benefits of 3.5% and 4.0%, respectively. 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 periods prior to the Transaction for comparability purposes.

4. 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. Amounts were de *minimis* for periods prior to the Mosaic repurchase on July 2, 2021.

# FPAUM and AUM by Quarter - 2020

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Quarter Ended March 31, 2020					
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 and Other	(4)	(57)	(61)		
End of Period Balance (March 31, 2020)	\$ 26,200	\$ 21,569	\$ 47,769	\$ 5,395	\$ 55,779
Quarter Ended June 30, 2020					
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 and Other	150	5	155		
End of Period Balance (June 30, 2020)	\$ 27,083	\$ 22,514	\$ 49,597	\$ 5,584	\$ 56,890
Quarter Ended September 30, 2020					
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 and Other	(164)	(44)	(208)		
End of Period Balance (September 30, 2020)	\$ 27,094	\$ 22,796	\$ 49,890	\$ 6,639	\$ 58,551
Quarter Ended December 31, 2020					
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 and Other	(157)	(24)	(181)		
End of Period Balance (December 31, 2020)	\$ 27,839	\$ 24,130	\$ 51,969	\$ 7,057	\$ 61,943



# FPAUM and AUM by Quarter - 2021

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Quarter Ended March 31, 2021					
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 and Other	(1)	15	14		
End of Period Balance (March 31, 2021)	\$ 28,889	\$ 24,473	\$ 53,362	\$ 7,454	\$ 64,862
Quarter Ended June 30, 2021					
Beginning of Period (April 1, 2021)	\$ 28,889	\$ 24,473	\$ 53,362	\$ 7,454	\$ 64,862
Contributions from CNYFPAUM	715	12	727		
Contributions from New Capital Raised	807	558	1,365		
Withdrawals	—	(748)	(748)		
Distributions	(740)	(103)	(843)		
Change in Market Value	50	739	789		
Foreign Exchange and Other	391	(43)	348		
End of Period Balance (June 30, 2021)	\$ 30,112	\$ 24,888	\$ 55,000	\$ 7,027	\$ 66,900
Quarter Ended September 30, 2021					
Beginning of Period (July 1, 2021)	\$ 30,112	\$ 24,888	\$ 55,000	\$ 7,027	\$ 66,900
Contributions from CNYFPAUM	526	16	542		
Contributions from New Capital Raised	921	460	1,381		
Withdrawals	(6)	(391)	(397)		
Distributions	(515)	(110)	(625)		
Change in Market Value	77	673	750		
Foreign Exchange and Other	(2)	(31)	(33)		
End of Period Balance (September 30, 2021)	\$ 31,113	\$ 25,505	\$ 56,618	\$ 7,921	\$ 70,485
Quarter Ended December 31, 2021					
Beginning of Period (October 1, 2021)	\$ 31,113	\$ 25,505	\$ 56,618	\$ 7,921	\$ 70,485
Contributions from CNYFPAUM	562	9	571		
Contributions from New Capital Raised	1,749	602	2,351		
Withdrawals	(22)	(548)	(570)		
Distributions	(501)	(102)	(603)		
Change in Market Value	246	111	357		
Foreign Exchange and Other	(67)	(2)	(69)		
End of Period Balance (December 31, 2021)	\$ 33,080	\$ 25,575	\$ 58,655	\$ 7,683	\$ 72,130

# FPAUM and AUM by Quarter - 2022

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Quarter Ended March 31, 2022					
Beginning of Period (January 1, 2022)	\$ 33,080	\$ 25,575	\$ 58,655	\$ 7,683	\$ 72,130
Contributions from CNYFPAUM	1,072	16	1,088		
Contributions from New Capital Raised	374	245	619		
Withdrawals	(9)	(437)	(446)		
Distributions	(543)	(24)	(567)		
Change in Market Value	(100)	(1,325)	(1,425)		
Foreign Exchange and Other	(27)	(38)	(65)		
End of Period Balance (March 31, 2022)	\$ 33,847	\$ 24,012	\$ 57,859	\$ 6,545	\$ 71,338
Quarter Ended June 30, 2022					
Beginning of Period (April 1, 2022)	\$ 33,847	\$ 24,012	\$ 57,859	\$ 6,545	\$ 71,338
Contributions from CNYFPAUM	634	8	642		
Contributions from New Capital Raised	788	75	863		
Withdrawals	(74)	(520)	(594)		
Distributions	(238)	—	(238)		
Change in Market Value	(33)	(796)	(829)		
Foreign Exchange and Other	(151)	(100)	(251)		
End of Period Balance (June 30, 2022)	\$ 34,773	\$ 22,679	\$ 57,452	\$ 6,669	\$ 71,204



# FPAUM and AUM by Year - 2020 and 2021

\$mm	Private Markets Strategies FPAUM	Absolute Return Strategies FPAUM	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Year Ended December 31, 2020					
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 and Other	(177)	(130)	(307)		
End of Period Balance (December 31, 2020)	\$ 27,839	\$ 24,130	\$ 51,969	\$ 7,057	\$ 61,943
Year Ended December 31, 2021					
Beginning of Period (January 1, 2021)	\$ 27,839	\$ 24,130	\$ 51,969	\$ 7,057	\$ 61,943
Contributions from CNYFPAUM	2,966	129	3,095		
Contributions from New Capital Raised	4,049	2,187	6,236		
Withdrawals	(28)	(2,137)	(2,165)		
Distributions	(2,663)	(319)	(2,982)		
Change in Market Value	596	1,646	2,242		
Foreign Exchange and Other	321	(61)	260		
End of Period Balance (December 31, 2021)	\$ 33,080	\$ 25,575	\$ 58,655	\$ 7,683	\$ 72,130

# Non-GAAP Financial Measures - Notes

2. Includes catch-up management fees for the following periods:

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Three Months Ended		1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	Years Ended		
							3Q'20	4Q'20							2019	2020	2021
Catch-up management fees	732	1,408	2,658	1,117	(473)	293	999	357	1,485	2,245	1,702	4,325	1,005	2,274	5,915	1,176	9,757

3. Excludes fund reimbursement revenue for the following periods:

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Three Months Ended		1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	Years Ended		
							3Q'20	4Q'20							2019	2020	2021
Fund reimbursement revenue	1,462	900	1,305	3,041	1,974	1,827	2,164	2,441	2,360	2,554	2,275	3,183	2,558	2,313	6,708	8,406	10,372

4. Excludes severance expense for the following periods:

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Three Months Ended		1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	Years Ended		
							3Q'20	4Q'20							2019	2020	2021
Severance	1,095	2,347	979	229	2,280	8	760	4,588	588	802	592	1,128	513	268	4,650	7,636	3,110

5. General, administrative and other, net is comprised of the following:

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Three Months Ended		1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	Years Ended		
							3Q'20	4Q'20							2019	2020	2021
General, administrative and other	(21,789)	(22,207)	(20,641)	(23,821)	(24,596)	(16,242)	(17,263)	(26,530)	(24,532)	(21,651)	(20,131)	(22,037)	(21,258)	(23,093)	(88,458)	(84,631)	(88,351)
Plus:																	
Corporate transaction related costs	—	—	—	770	3,355	145	274	7,829	5,300	1,183	744	600	79	1,625	770	11,603	7,827
Fund reimbursement revenue	1,462	900	1,305	3,041	1,974	1,827	2,164	2,441	2,360	2,554	2,275	3,183	2,558	2,313	6,708	8,406	10,372
Amortization of intangibles	1,953	1,954	1,953	1,934	1,876	1,876	1,876	1,876	583	583	583	583	579	579	7,794	7,504	2,332
Non-core items	17	18	282	654	(436)	572	138	182	29	120	77	419	38	113	971	456	645
<b>Total general, administrative and other, net</b>	<b>(18,357)</b>	<b>(19,335)</b>	<b>(17,101)</b>	<b>(17,422)</b>	<b>(17,827)</b>	<b>(11,822)</b>	<b>(12,811)</b>	<b>(14,202)</b>	<b>(16,260)</b>	<b>(17,211)</b>	<b>(16,452)</b>	<b>(17,252)</b>	<b>(18,004)</b>	<b>(18,463)</b>	<b>(72,215)</b>	<b>(56,662)</b>	<b>(67,175)</b>

6. Excludes the impact of non-cash carried interest expense for the following periods:

\$000	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Three Months Ended		1Q'21	2Q'21	3Q'21	4Q'21	1Q'22	2Q'22	Years Ended		
							3Q'20	4Q'20							2019	2020	2021
Non-cash carried interest compensation	807	(515)	182	244	(989)	508	(287)	1,479	643	371	314	(22)	336	53	718	711	1,306

7. 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. Amounts were *de minimis* for periods prior to the Mosaic repurchase on July 2, 2021.
8. Represents corporate income taxes at a blended statutory rate of 24.5% applied to Adjusted Pre-Tax Income for 2022 and 2021 (adjusted from 25.0% in Q4 2021) and a 25.0% rate for 2020 and periods prior. The 24.5% and 25.0% are based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal benefits of 3.5% and 4.0%, respectively. 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 periods prior to the Transaction for comparability purposes.
9. 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 (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, (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. We believe Adjusted Pre-Tax Income is useful to investors because it provides additional insight into the operating profitability of our business. **Adjusted Net Income** represents corporate income taxes at a blended statutory rate of 24.5% applied to Adjusted Pre-Tax Income for 2022 and 2021 (adjusted from 25.0% in Q4 2021) and a 25.0% rate for 2020 and periods prior. The 24.5% and 25.0% are based on a federal statutory rate of 21.0% and a combined state, local and foreign rate net of federal benefits of 3.5% and 4.0%, respectively. 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 periods prior to the Transaction for comparability purposes.

**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. 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., the dilution from outstanding warrants for Class A common stock of GCM Grosvenor Inc. and the dilution from outstanding equity-based compensation.

**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.

**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.

**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 fees contractually owed to others and (b) cash-based incentive fee related compensation.

# 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.