



2023 Second Quarter Results Earnings Presentation

Presenters



Michael Sacks
Chairman and
Chief Executive Officer



Jonathan Levin
President



Pamela Bentley
Chief Financial Officer



Stacie Selinger
Head of Investor Relations

Second Quarter 2023 Results

- Second quarter 2023 fundraising of **\$1.5 billion**
- **2023 Private Markets FPAUM increased 12% and Private Markets YTD management fees increased 8% over prior year**
- GCM Grosvenor's Board of Directors approved a \$0.11 per share dividend payable on September 15, 2023 to shareholders on record September 1, 2023
- As of June 30, 2023, \$21.6 million remained in the approved share and warrant repurchase program, and GCM Grosvenor's Board of Directors subsequently approved an additional \$25.0 million share repurchase authorization

\$ billion	June 30, 2022	June 30, 2023	% Change vs Q2 22
AUM	\$ 71.2	\$ 76.0	7 %
FPAUM	57.5	60.6	5 %
Private Markets FPAUM	34.8	39.1	12 %
Absolute Return Strategies FPAUM	22.7	21.5	(5)%
CNYFPAUM	6.7	6.7	— %

\$ million	Three Months Ended June 30, 2023	% Change vs Q2 22
GAAP Revenue	\$ 107.6	3 %
GAAP net income attributable to GCM Grosvenor Inc.	4.8	(36)%
Fee-Related Revenue ¹	90.8	(1)%
Private Markets Management Fees ²	53.0	5 %
Absolute Return Strategies Management Fees ³	36.8	(8)%
Fee-Related Earnings	32.8	1 %
Adjusted EBITDA	36.0	2 %
Adjusted Net Income ⁴	22.7	3 %

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

Fundraising: Last Twelve Months Through Q2 2023

\$ billion

\$2.4 billion

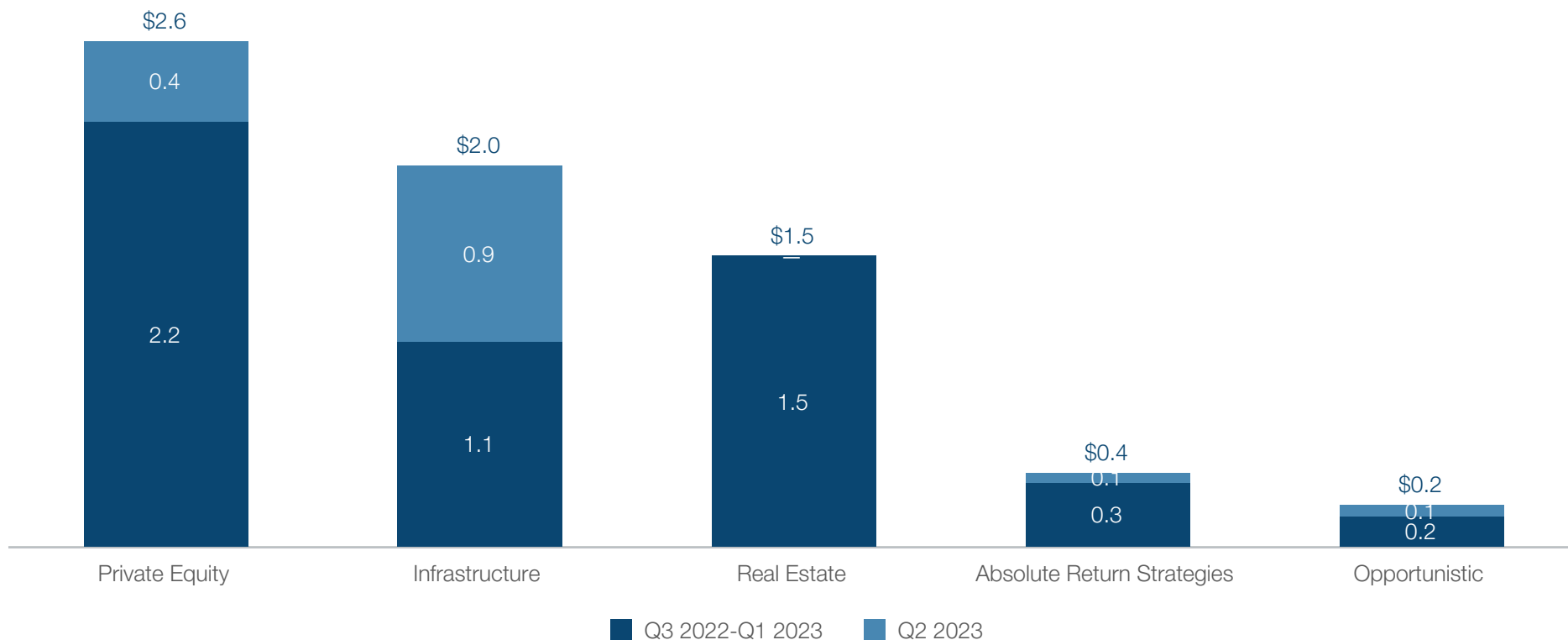
YTD 2023 Capital Raised

\$6.8 billion

LTM Capital Raised

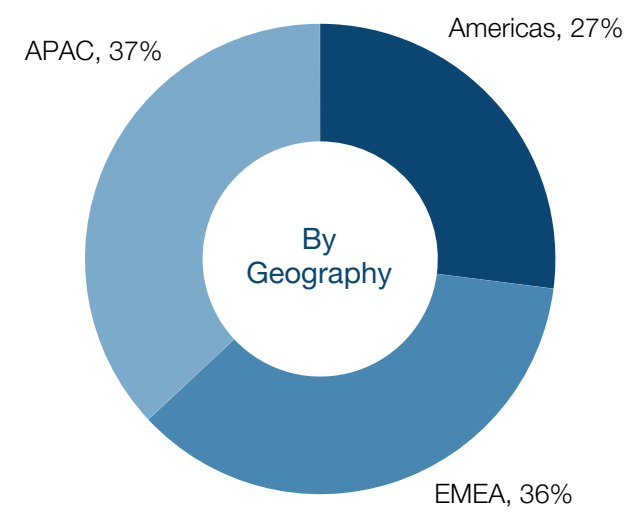
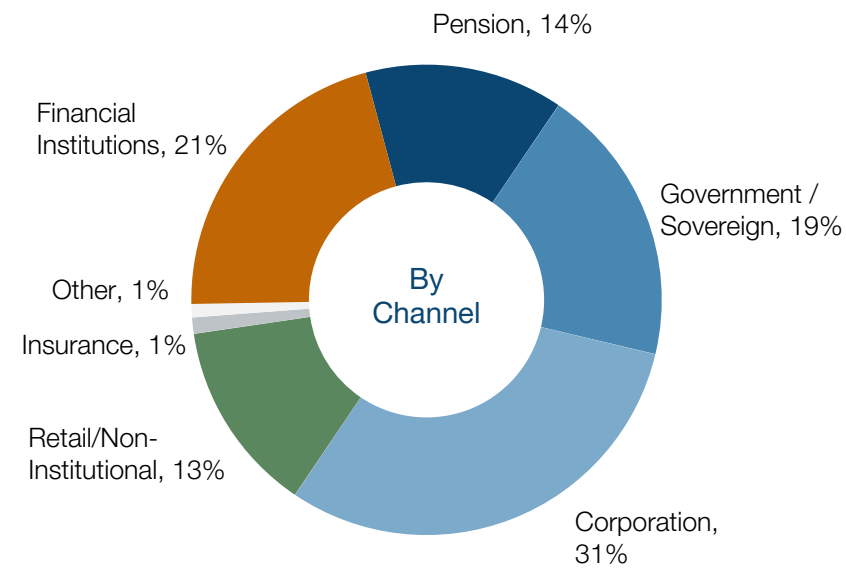
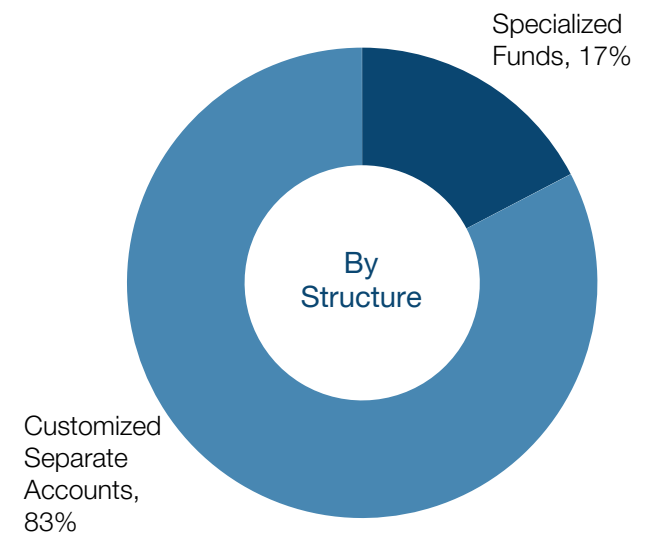
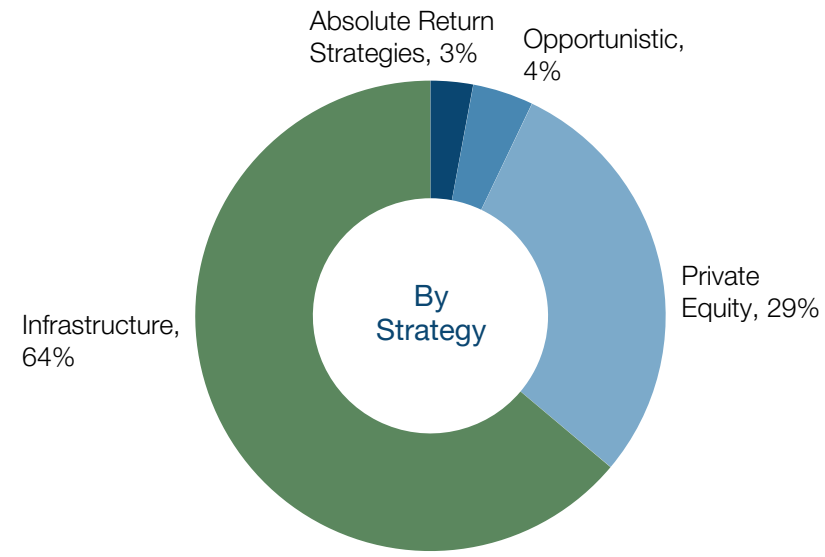
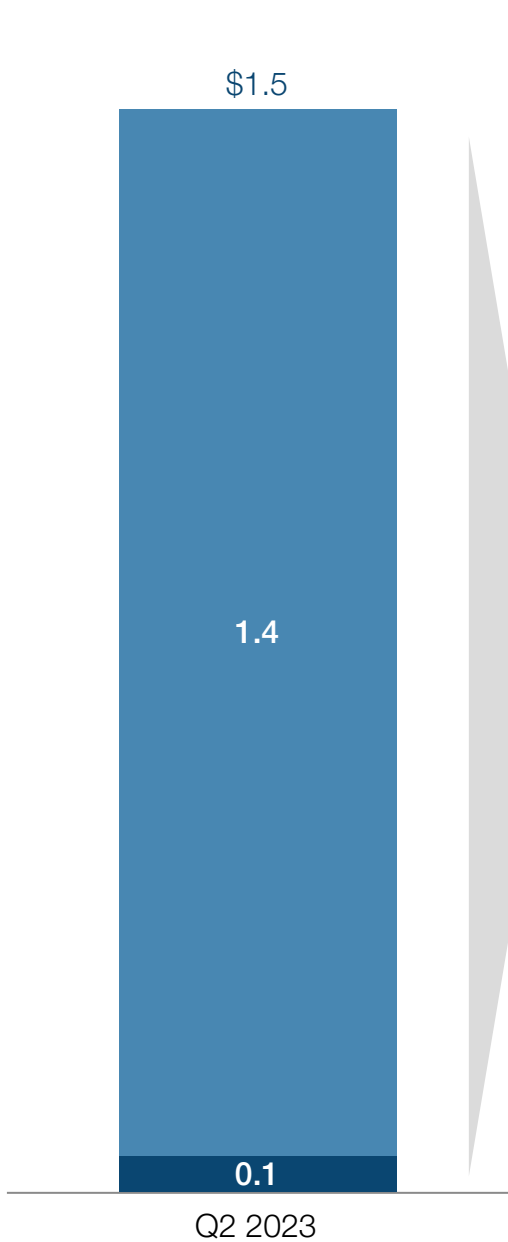
Fund	Strategy	Closed in Q2 23 (\$mm)	Closed through Q2 23 (\$mm)	Forecasted Next / First Closing	Final Close
CIS III	Diversified Infrastructure	\$145	\$798	3Q 2023	Mid 2023
MAC III	Multi-Asset Class	\$10	\$839	3Q 2023	Late 2023
GCF III	PE Co-Investments	\$20	\$224	4Q 2023	Mid 2024
IAF II	Infrastructure Advantage Fund	\$54	\$186	3Q 2023	2024+
Elevate	Sponsor Solutions	\$—	\$505	3Q 2023	2024

LTM Fundraising By Strategy



Second Quarter 2023 Fundraising Drivers

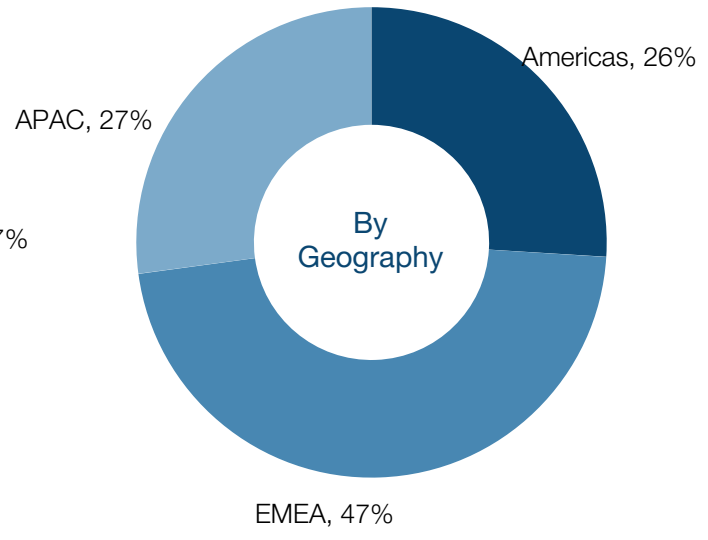
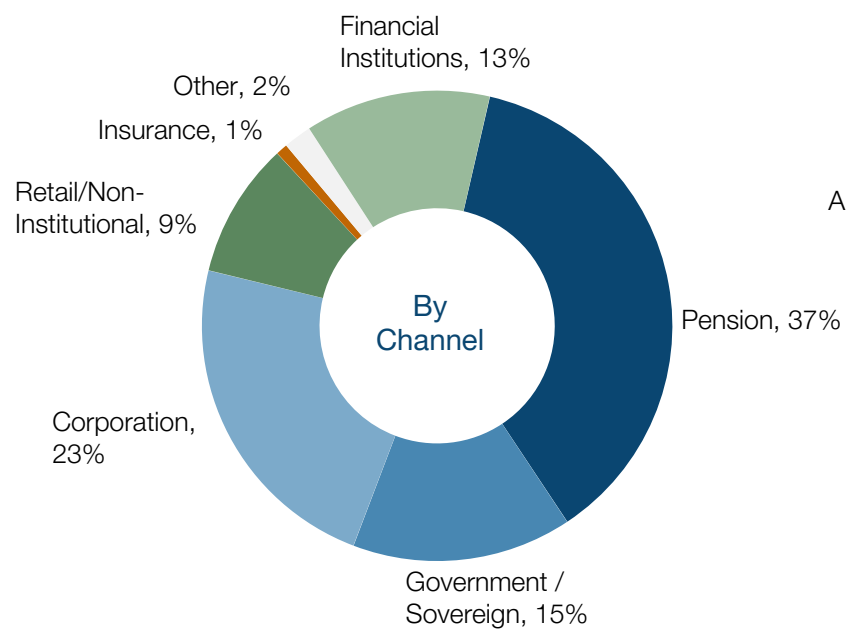
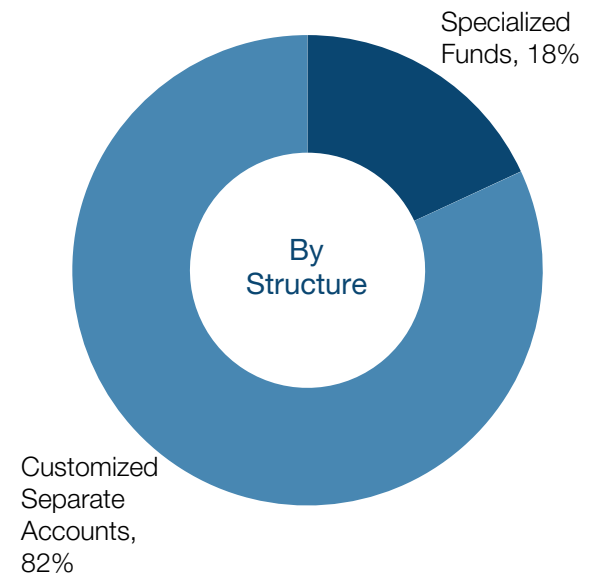
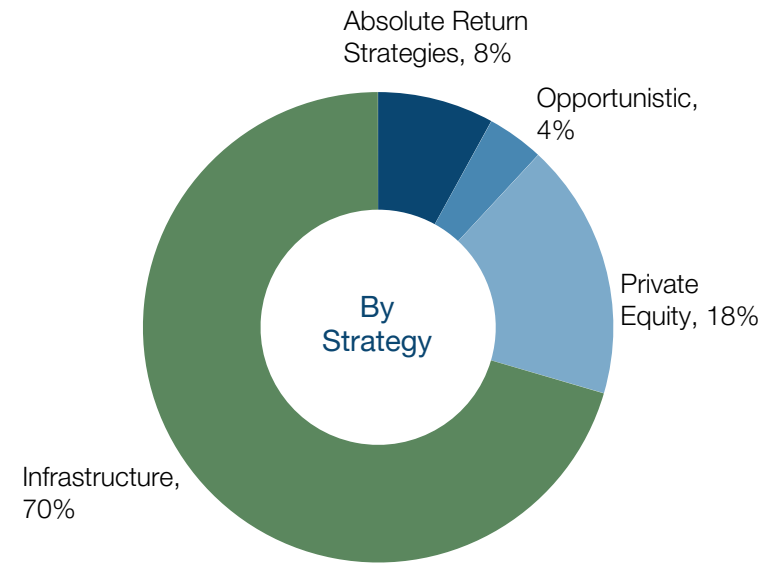
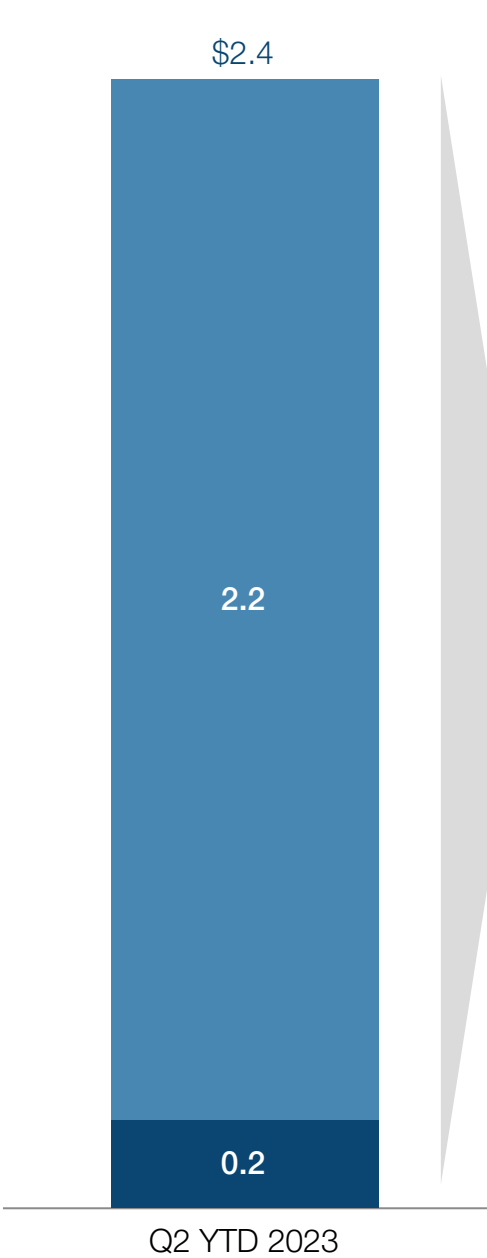
\$ billion



■ Absolute Return Strategies
 ■ Private Markets

Year-to-Date 2023 Fundraising Drivers

\$ billion

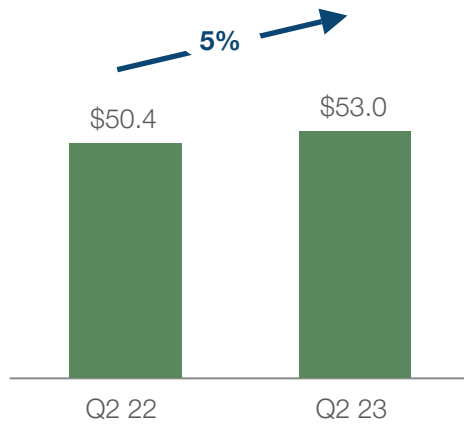


■ Absolute Return Strategies ■ Private Markets

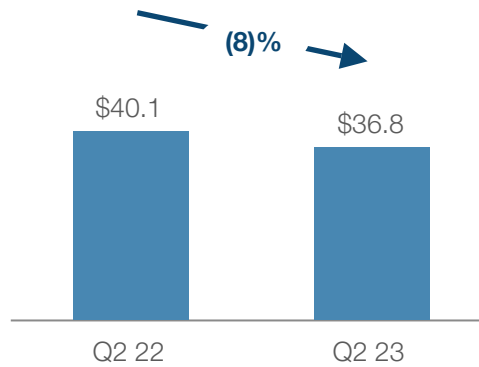
Q2 2023 Summary

\$ million

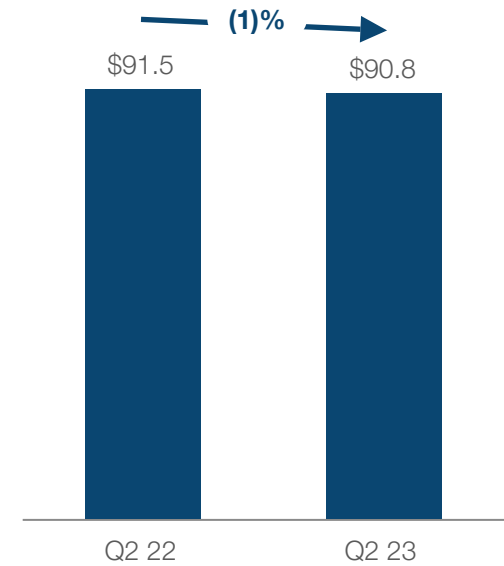
Private Markets Management Fees²



Absolute Return Strategies Management Fees³



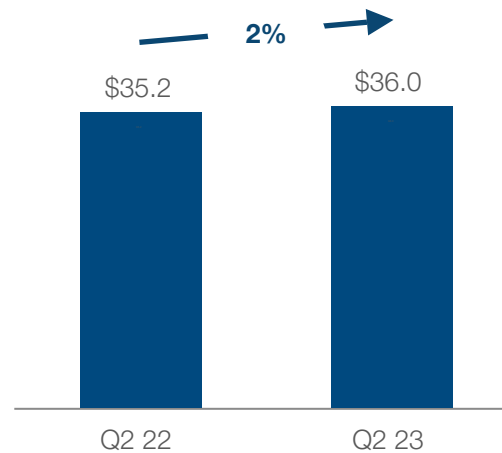
Fee-Related Revenue¹



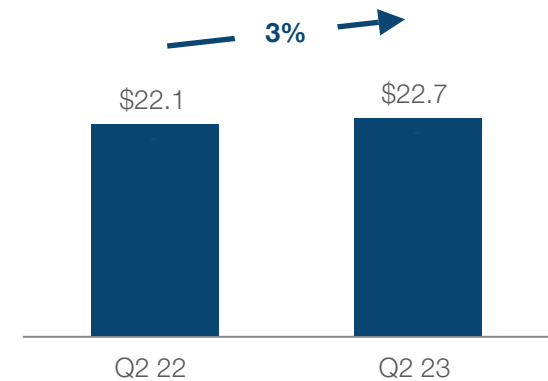
Fee-Related Earnings



Adjusted EBITDA



Adjusted Net Income



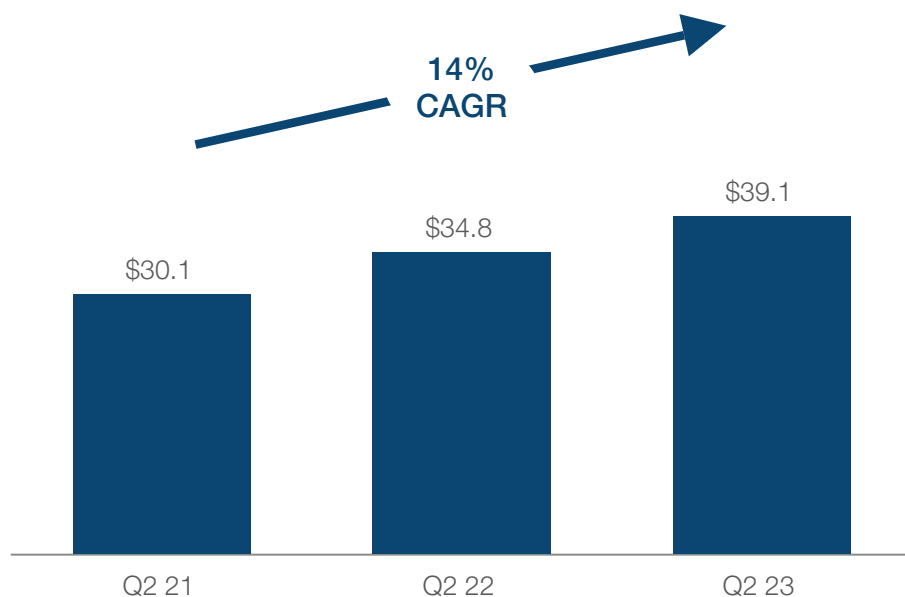
1-3. See Notes towards the end of the document.

Private Markets Experiencing Growth and Mix Shift

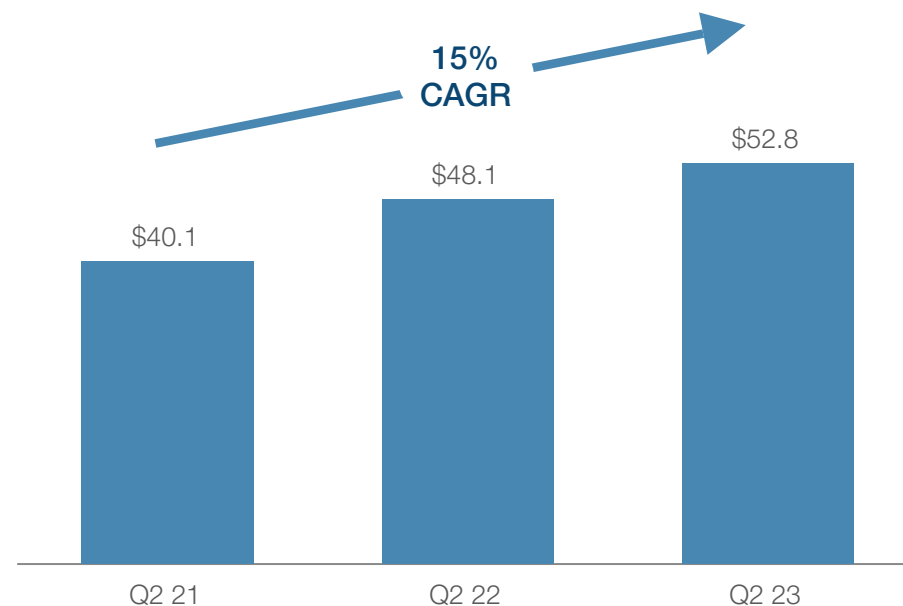
FPAUM Has Shifted Towards Private Markets...

...And Private Markets Management Fees Have Grown

Private Markets FPAUM (bn)



Private Markets Management Fees⁵ (mm)



Q2 21
55% → Q2 23
64%

Private Markets %
of Total FPAUM

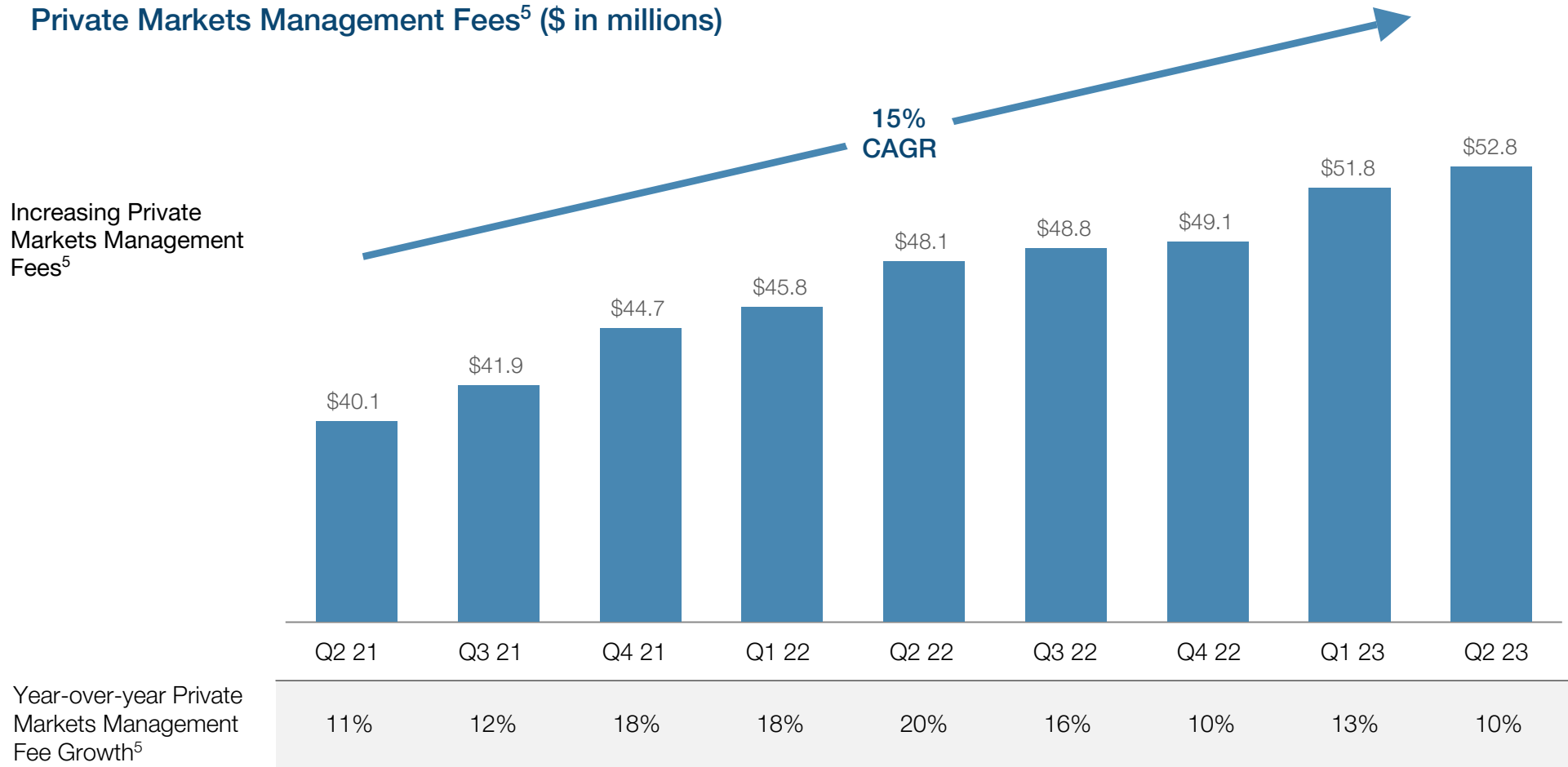
Q2 21
42% → Q2 23
49%

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

5. Excludes catch up management fees and fund reimbursement revenue.

Consistent Private Markets Growth

Private Markets Management Fees⁵ (\$ in millions)



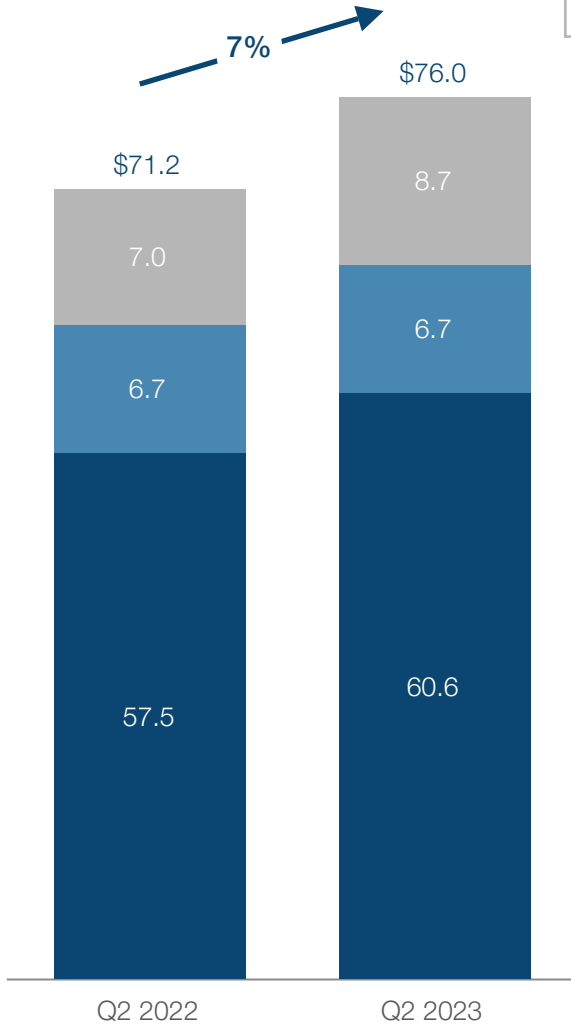
Consistent Double-Digit Private Market Management Fee Growth

5. Excludes catch up management fees and fund reimbursement revenue.

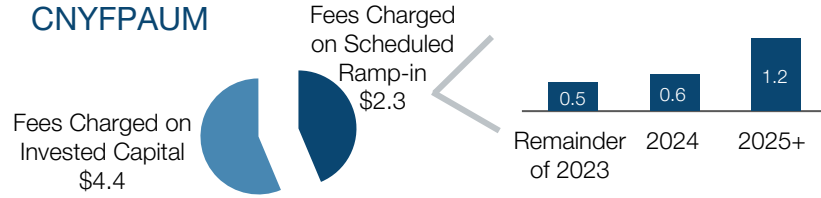
Assets Under Management

\$ billion

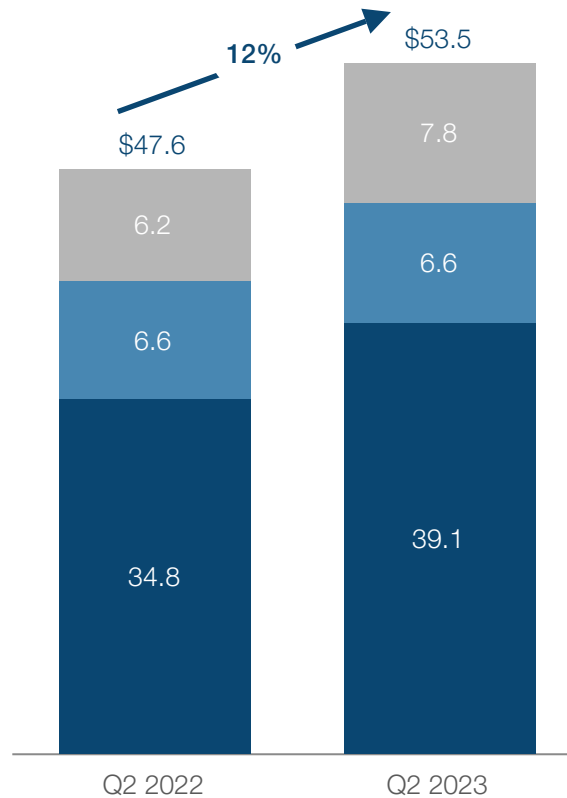
Total AUM



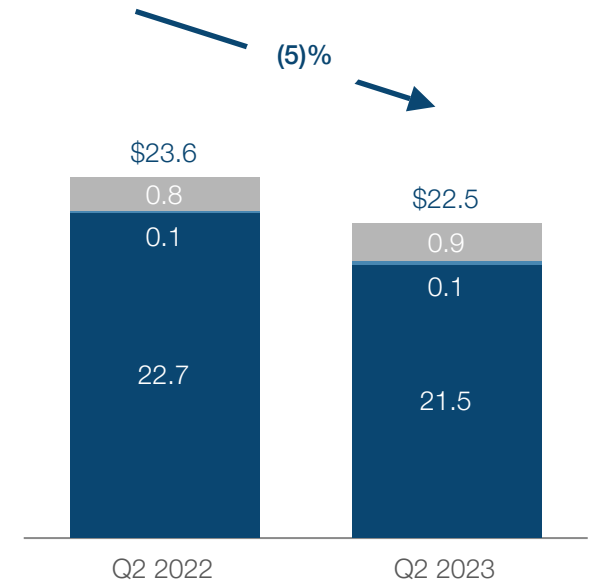
CNYFPAUM



Private Markets AUM



Absolute Return Strategies AUM



FPAUM
 Contracted not yet FPAUM ("CNYFPAUM")
 Other⁶

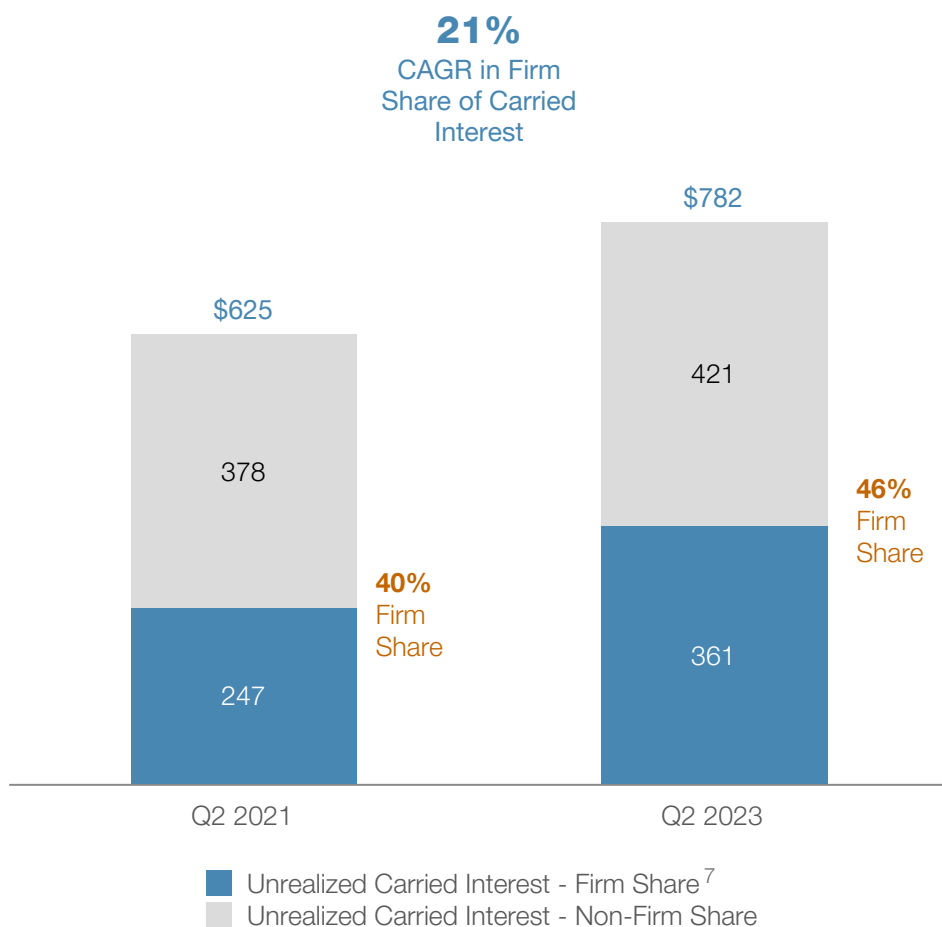
6. Includes mark to market, insider capital and non fee-paying AUM.

Highly Diversified Incentive Fee Opportunity

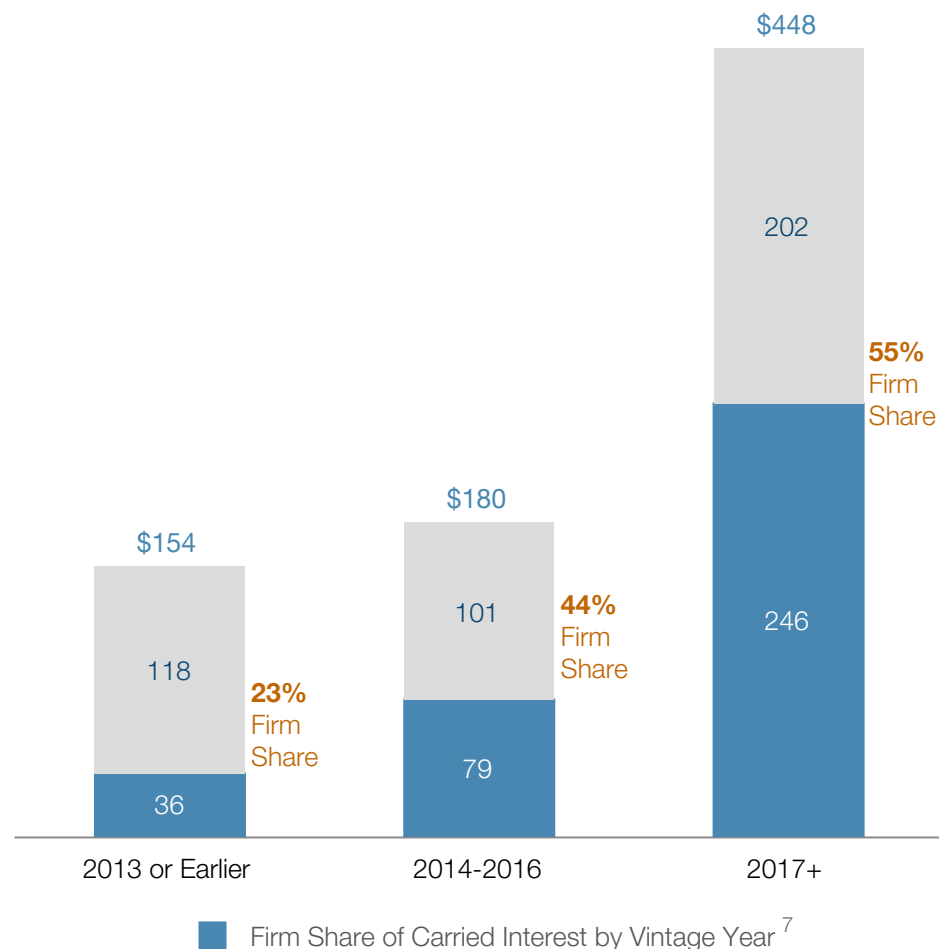
\$ million

- Annual Performance Fees: **\$28 million** annual run-rate performance fee opportunity⁹, from **55 programs**
 - **\$13 million** performance fee potential in 2023⁹
- Carried Interest: **135 programs** with unrealized carried interest

Firm Share of Carried Interest⁸



Unrealized Carried Interest by Vintage Year⁸



7-9. See Notes towards the end of the document.

Key 2023 and Long-Term Growth Drivers

1 Scale Core Capabilities

Grow with Existing Clients

50%+
Of top clients are invested in more than 1 vertical¹¹

Scale Specialized Funds

\$20b
Specialized Fund AUM

Client Retention & Compound Capital

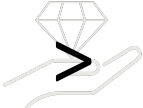
Approximately **90%** Private Markets Re-Up Rate¹²



Opportunity to Grow Absolute Return Strategies FPAUM From Compounding

2 New Channel Expansion¹³

Non-institutional / Retail

2 Year Flows **9%**  AUM **5%**

Insurance Solutions

2 Year Flows **9%**  AUM **3%**

International Geographies

2 Year Flows **41%**

3 High-Growth Strategies

Private Markets Secondaries/Co-Invest/Direct

\$26b AUM  **18%** YoY Increase

ESG / Impact¹⁰

\$24b AUM  **24%** YoY Increase

Infrastructure & Real Estate

23% YoY Increase in Infrastructure AUM  **31%** YoY Increase in Real Estate AUM

Other Key Items

- In accordance with the firm's \$90 million stock repurchase authorization, GCM Grosvenor repurchased \$1.1 million of Class A common stock during the quarter
 - **\$21.6 million remained in the approved share and warrant repurchase program** as of June 30, 2023
 - The Board of Directors approved an incremental \$25 million share authorization in August 2023

Key Cash, Investment and Debt Metrics as of 6/30/23 (\$mm)

Cash and Cash Equivalents ¹⁴	\$	51
Investments ¹⁵		175
Cash and Investments		226
Unrealized Carried Interest¹⁵		361
Cash, Investments and Unrealized Carried Interest¹⁵		587
Debt ¹⁶		391
Drawn Revolving Credit Facility (\$48.2 million available) ¹⁷		0

Summary of Ownership as of 6/30/23 (mm)

	Shares	%
Management Owned Shares	144.2	78 %
Publicly Traded Shares	41.8	22 %
Total Shares	186.0	100 %
Warrants Outstanding ¹⁸	17.7	

14. Reflects GAAP cash including \$8 million of cash held at consolidated carry plan entities.

15. Represents firm share of Net Asset Value as of June 30, 2023.

16. Debt principal at pricing of L+250bps as of June 30, 2023, subject to a LIBOR floor of 50bps.

17. Excludes all outstanding letters of credit.

18. 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		Six Months Ended	
	Jun 30, 2022	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Revenues				
Management fees	\$ 92,830	\$ 93,564	\$ 184,940	\$ 185,809
Incentive fees	10,505	12,996	22,497	18,811
Other operating income	1,025	1,053	2,051	2,109
Total operating revenues	104,360	107,613	209,488	206,729
Expenses				
Employee compensation and benefits	61,429	114,868	127,334	201,092
General, administrative and other	23,093	28,726	44,351	54,505
Total operating expenses	84,522	143,594	171,685	255,597
Operating income (loss)	19,838	(35,981)	37,803	(48,868)
Investment income (loss)	(1,197)	2,109	9,663	8,433
Interest expense	(5,591)	(5,682)	(10,875)	(12,337)
Other income	—	458	1	1,172
Change in fair value of warrant liabilities	19,640	4,895	21,662	2,674
Net other income (expense)	12,852	1,780	20,451	(58)
Income (loss) before income taxes	32,690	(34,201)	58,254	(48,926)
Provision for income taxes	2,011	2,050	4,344	2,472
Net income (loss)	30,679	(36,251)	53,910	(51,398)
Less: Net income attributable to noncontrolling interests in subsidiaries	844	1,396	5,680	4,169
Less: Net income (loss) attributable to noncontrolling interests in GCMH	22,230	(42,495)	35,899	(59,185)
Net income attributable to GCM Grosvenor Inc.	\$ 7,605	\$ 4,848	\$ 12,331	\$ 3,618
Earnings (loss) per share of Class A common stock:				
Basic	\$ 0.17	\$ 0.11	\$ 0.27	\$ 0.08
Diluted	\$ 0.13	\$ (0.23)	\$ 0.21	\$ (0.32)
Weighted average shares of Class A common stock outstanding:				
Basic (in millions)	45.1	43.7	44.9	43.0
Diluted (in millions)	189.4	187.9	189.5	187.3

Summary of Non-GAAP Financial Measures¹⁹

\$000, except per share amounts and where otherwise noted	Three Months Ended		Six Months Ended	
	Jun 30, 2022	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Adjusted EBITDA				
Revenues				
Private markets strategies	\$ 50,394	\$ 52,978	\$ 97,235	\$ 104,780
Absolute return strategies	40,123	36,752	82,834	73,888
Management fees, net ²⁰	90,517	89,730	180,069	178,668
Administrative fees and other operating income	1,025	1,053	2,051	2,109
Fee-Related Revenue	91,542	90,783	182,120	180,777
Less:				
Cash-based employee compensation and benefits, net ²¹	(40,520)	(38,492)	(81,383)	(78,382)
General, administrative and other, net ²²	(18,463)	(19,495)	(36,467)	(39,222)
Fee-Related Earnings	32,559	32,796	64,270	63,173
Fee-Related Earnings Margin	36%	36%	35 %	35 %
Incentive fees:				
Performance fees	317	269	1,318	513
Carried interest	10,188	12,727	21,179	18,298
Incentive fee related compensation and NCI:				
Cash-based incentive fee related compensation	(1,219)	(1,728)	(2,813)	(2,465)
Carried interest compensation, net ²³	(6,092)	(7,498)	(12,283)	(10,715)
Carried interest attributable to noncontrolling interests	(1,706)	(1,657)	(3,521)	(2,618)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries ²⁴	793	284	3,457	839
Interest income	42	388	45	1,083
Other (income) expense	(42)	72	(44)	89
Depreciation	395	352	794	699
Adjusted EBITDA	35,235	36,005	72,402	68,896
Adjusted EBITDA Margin	35%	35%	35 %	35 %
Adjusted Net Income Per Share				
Adjusted EBITDA	35,235	36,005	72,402	68,896
Depreciation	(395)	(352)	(794)	(699)
Interest expense	(5,591)	(5,682)	(10,875)	(12,337)
Adjusted Pre-Tax Income	29,249	29,971	60,733	55,860
Adjusted income taxes ⁴	(7,166)	(7,252)	(14,880)	(13,518)
Adjusted Net Income	22,083	22,719	45,853	42,342
Adjusted shares outstanding (in millions)	189.4	188.0	189.5	188.1
Adjusted Net Income per Share - diluted	\$ 0.12	\$ 0.12	\$ 0.24	\$ 0.23

4, 19, 21-24. See Notes towards the end of the document.

20. Excludes fund reimbursement revenue of \$2.3 million and \$3.8 million for the three months ended June 30, 2022 and 2023, respectively, and \$4.9 million and \$7.1 million for the six months ended June 30, 2022 and 2023, respectively.



Appendix

52 Years of Alternative Asset Management Investing

1971

First year of investing

74%

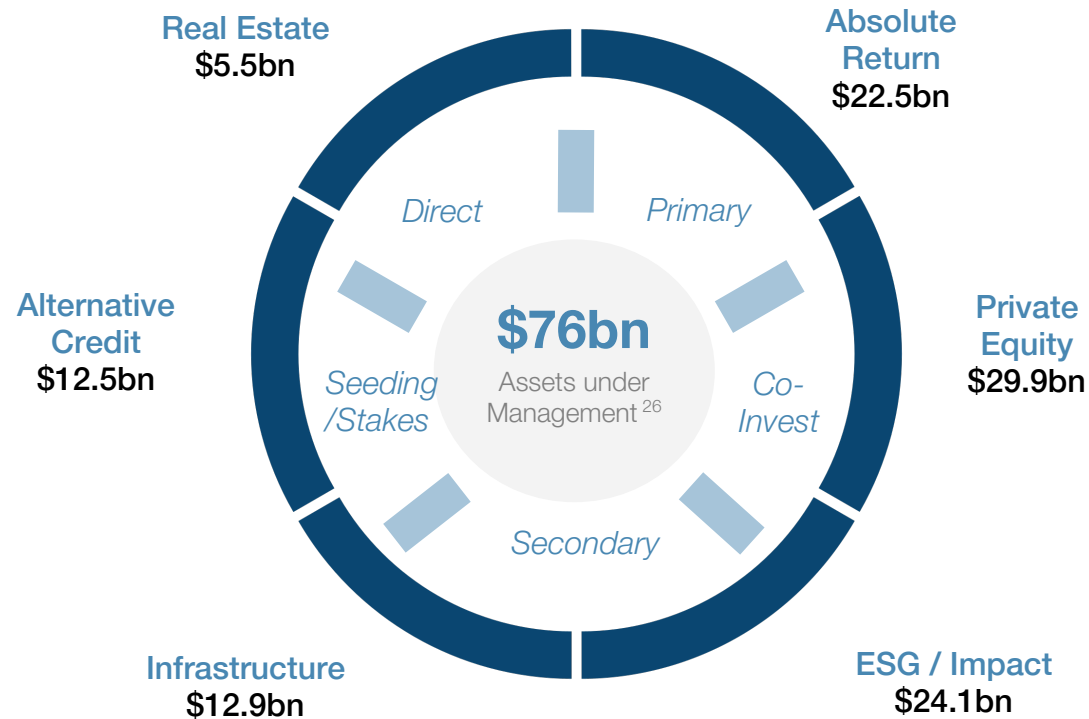
of AUM in customized separate accounts

533

Employees²⁵

173

Investment professionals



25-26. See Notes towards the end of the document.

Our Strengths Fuel Our Future Growth

OUR BREADTH

We can invest across the full spectrum of alternative strategies

\$76bn

Assets under Management²⁶

ABSOLUTE RETURN STRATEGIES

PRIVATE EQUITY

INFRASTRUCTURE

REAL ESTATE

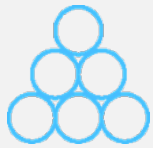
CREDIT

MULTI-ASSET CLASS

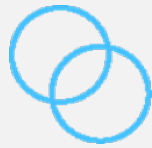
ESG & IMPACT

OUR DEPTH

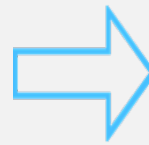
We can invest in a variety of implementation styles



Primary Investments



Co-Investments



Direct Investments



Secondaries



Seeding

OUR FLEXIBILITY

Delivered in any way the client prefers

CUSTOMIZED SEPARATE ACCOUNT

SPECIALIZED FUNDS

26. See Notes towards the end of the document.

With Alternatives, We Operate as a Solutions Provider

GCM Grosvenor is the ***connective tissue*** between the growing, fragmented deal and manager universe and the vast global pools of capital

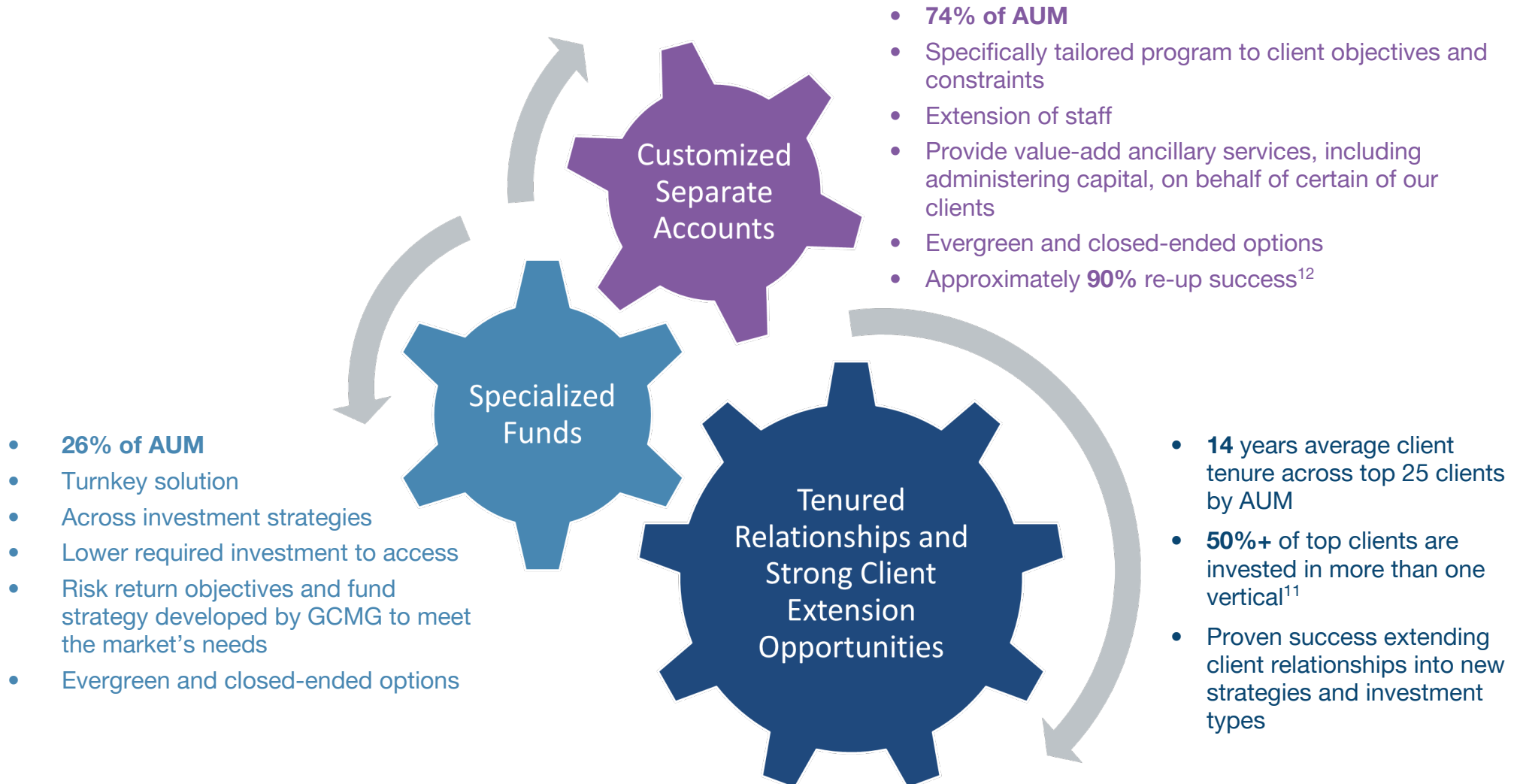
LARGE AND GROWING CLIENT UNIVERSE



Over 500 institutional clients²⁷
Over 150 clients with customized portfolios²⁷



Flexible Delivery Formats Fuel Client Extension Opportunities

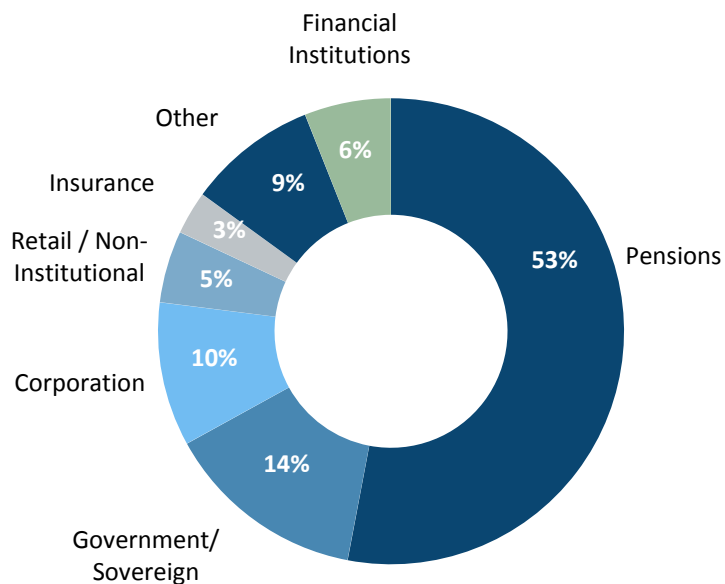


11-12. See Notes towards the end of the document.

Strong Value Proposition Attracts Tenured and Diversified Clients

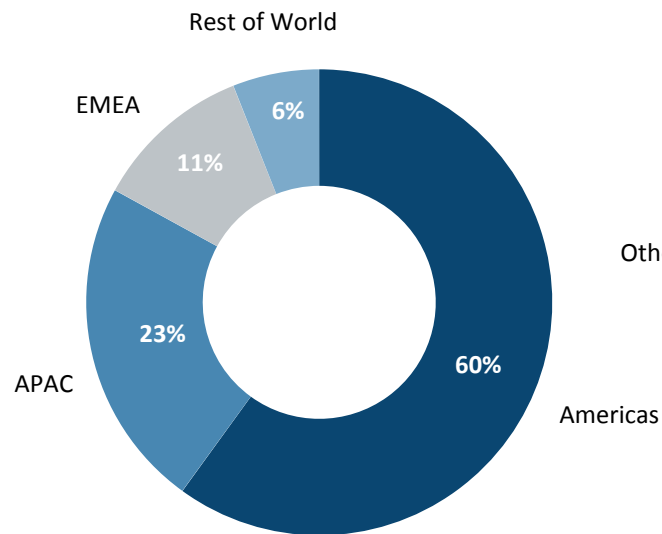
Our client base is **institutional and stable**

% of AUM



Our client base is **global**

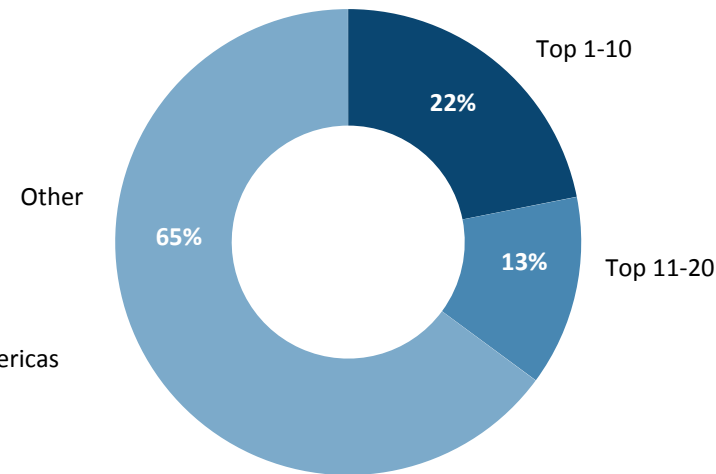
% of AUM



Our client base is **diversified**

% of management fees

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



\$76B of AUM across over 500 institutional clients²⁸

14yrs

Average relationship of our 25 largest clients by AUM

50%+

of top clients are invested in more than 1 vertical¹¹

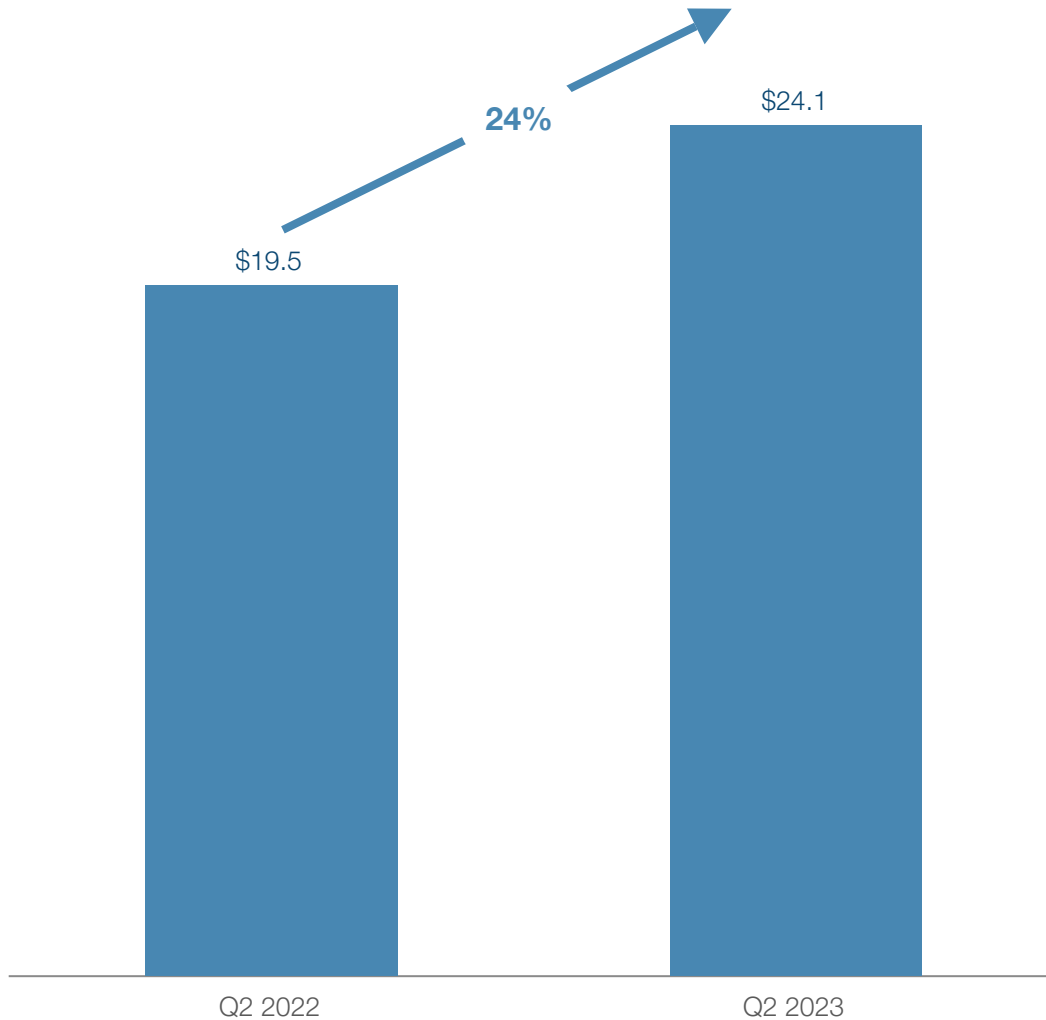
Note: AUM as of June 30, 2023. Management fees for the twelve months ended June 30, 2023.

11. See Notes towards the end of the document.

28. Institutional clients as of March 31, 2023.

ESG and Impact Remains a Core Driver of AUM Growth¹⁰

ESG and Impact Investments AUM (\$bn)



ESG and Impact AUM by Strategy²⁹

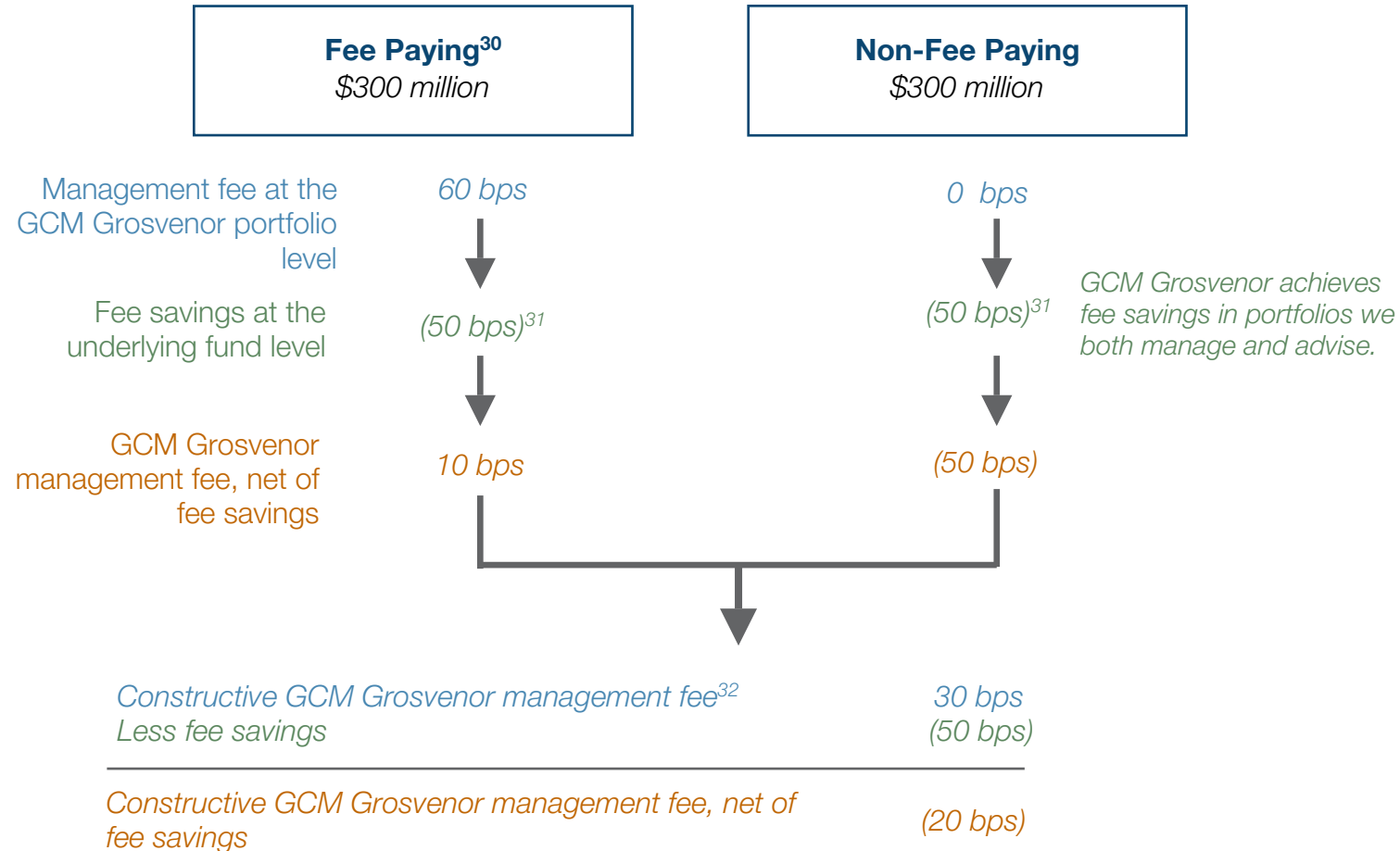


Note: ESG and Impact Investments AUM as of June 30, 2022 and June 30, 2023. ESG and Impact AUM by Strategy as of June 30, 2023. 10, 29. See Notes towards the end of the document.

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



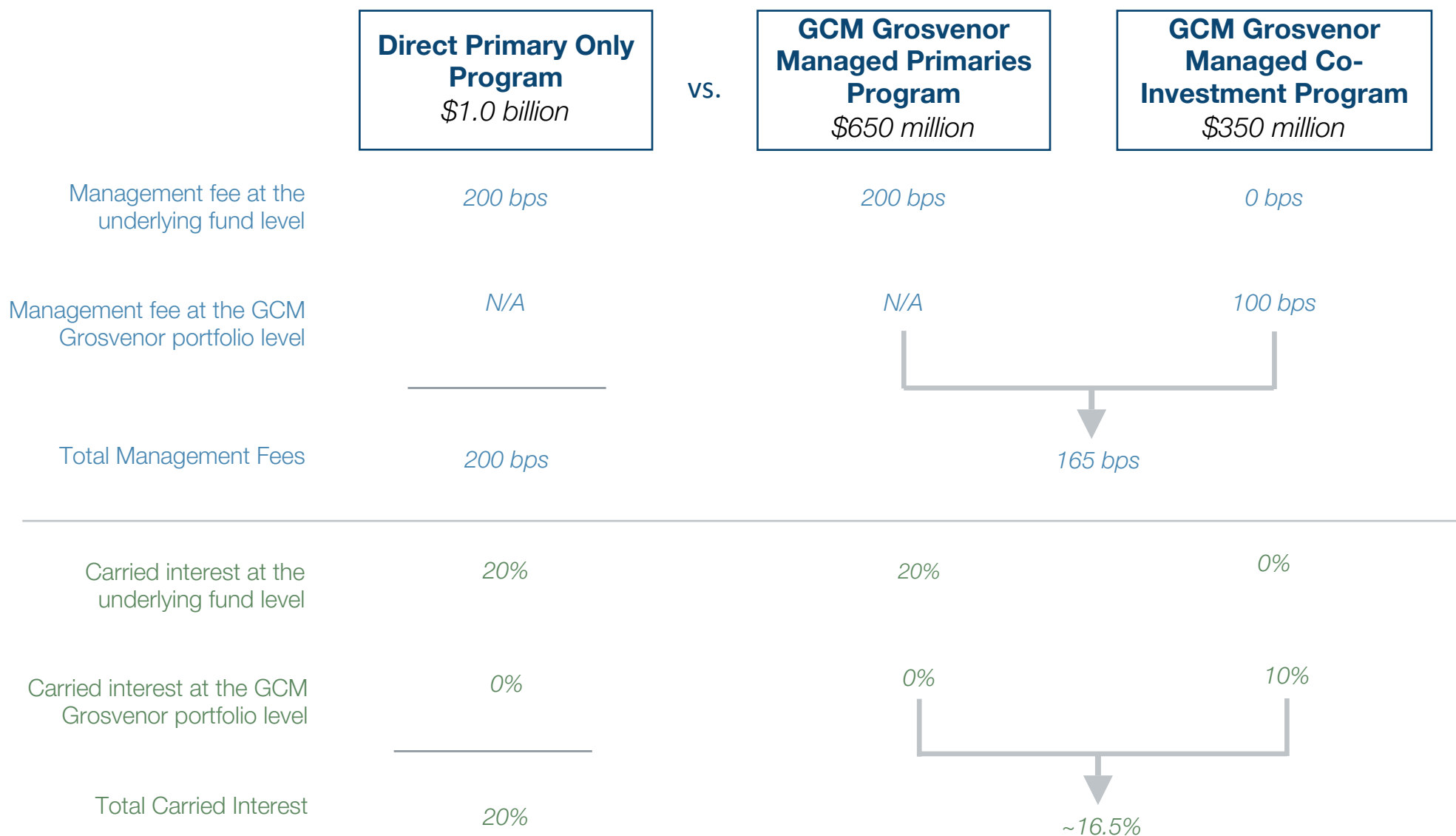
30. This hypothetical portfolio has an annual performance fee component of 5% over a hurdle (capped at 5%) of 90-day U.S. T-Bill plus 2%.

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	Jun 30, 2023
Assets		
Cash and cash equivalents	\$ 85,163	\$ 50,756
Management fees receivable	18,720	19,184
Incentive fees receivable	16,478	7,230
Due from related parties	13,119	12,266
Investments	223,970	236,014
Premises and equipment, net	4,620	4,404
Lease right-of-use assets	12,479	10,371
Intangible assets, net	3,940	3,283
Goodwill	28,959	28,959
Deferred tax assets, net	60,320	59,640
Other assets	21,165	18,716
Total assets	488,933	450,823
Liabilities and Equity (Deficit)		
Accrued compensation and benefits	52,997	28,095
Employee related obligations	36,328	31,712
Debt	387,627	386,174
Payable to related parties pursuant to the tax receivable agreement	55,366	55,361
Lease liabilities	15,520	12,677
Warrant liabilities	7,861	5,186
Accrued expenses and other liabilities	27,240	32,501
Total liabilities	582,939	551,706
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 41,833,448 issued and outstanding as of December 31, 2022 and June 30, 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 June 30, 2023	14	14
Additional paid-in capital	—	1,586
Accumulated other comprehensive income	4,096	4,048
Retained earnings	(23,934)	(30,457)
Total GCM Grosvenor Inc. deficit	(19,820)	(24,805)
Noncontrolling interests in subsidiaries	67,900	64,954
Noncontrolling interests in GCMH	(142,086)	(141,032)
Total deficit	(94,006)	(100,883)
Total liabilities and equity (deficit)	\$ 488,933	\$ 450,823

Components of GAAP Expenses

\$000	Three Months Ended			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Components of GAAP Employee Compensation and Benefits					
Cash-based employee compensation and benefits, net ³³	\$ 40,520	\$ 39,890	\$ 38,492	\$ 81,383	\$ 78,382
Cash-based incentive fee related compensation	1,219	737	1,728	2,813	2,465
Carried interest compensation, net ³⁴	6,092	3,217	7,498	12,283	10,715
Partnership interest-based compensation	7,027	11,097	63,127	14,142	74,224
Equity-based compensation	5,604	25,793	3,815	15,485	29,608
Severance	268	4,563	199	781	4,762
Other non-cash compensation	752	584	(50)	836	534
Non-cash carried interest compensation	(53)	343	59	(389)	402
GAAP employee compensation and benefits	\$ 61,429	\$ 86,224	\$ 114,868	\$ 127,334	\$ 201,092

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

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Net Incentive Fees Attributable to GCM Grosvenor					
Incentive fees:					
Performance fees	\$ 317	\$ 244	\$ 269	\$ 1,318	\$ 513
Carried interest	10,188	5,571	12,727	21,179	18,298
Total Incentive Fees	\$ 10,505	\$ 5,815	\$ 12,996	\$ 22,497	\$ 18,811
Less incentive fees contractually owed to others:					
Cash carried interest compensation	(6,039)	(3,560)	(7,557)	(11,894)	(11,117)
Non-cash carried interest compensation	(53)	343	59	(389)	402
Carried interest attributable to other noncontrolling interest holders	(1,706)	(961)	(1,657)	(3,521)	(2,618)
Firm share of incentive fees⁷	2,707	1,637	3,841	6,693	5,478
Less: Cash-based incentive fee related compensation	(1,219)	(737)	(1,728)	(2,813)	(2,465)
Net incentive fees attributable to GCM Grosvenor	\$ 1,488	\$ 900	\$ 2,113	\$ 3,880	\$ 3,013
% of Firm Share of Incentive Fees	55 %	55 %	55 %	58 %	55 %

7. See Notes towards the end of the document.

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Adjusted Pre-Tax Income & Adjusted Net Income					
Net income (loss) attributable to GCM Grosvenor Inc.	\$ 7,605	\$ (1,230)	\$ 4,848	\$ 12,331	\$ 3,618
Plus:					
Net income (loss) attributable to noncontrolling interests in GCMH	22,230	(16,690)	(42,495)	35,899	(59,185)
Provision for income taxes	2,011	422	2,050	4,344	2,472
Change in fair value of warrant liabilities	(19,640)	2,221	(4,895)	(21,662)	(2,674)
Amortization expense	579	328	329	1,158	657
Severance	268	4,563	199	781	4,762
Transaction expenses ³⁵	1,625	2,359	4,400	1,704	6,759
Changes in tax receivable agreement liability and other	—	—	468	127	468
Partnership interest-based compensation	7,027	11,097	63,127	14,142	74,224
Equity-based compensation	5,604	25,793	3,815	15,485	29,608
Other non-cash compensation	752	584	(50)	836	534
Less:					
Unrealized investment (income) loss, net of noncontrolling interests	1,241	(3,901)	(1,884)	(4,023)	(5,785)
Non-cash carried interest compensation	(53)	343	59	(389)	402
Adjusted Pre-Tax Income	29,249	25,889	29,971	60,733	55,860
Less:					
Adjusted income taxes ⁴	(7,166)	(6,266)	(7,252)	(14,880)	(13,518)
Adjusted Net Income	\$ 22,083	\$ 19,623	\$ 22,719	\$ 45,853	\$ 42,342

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

Reconciliation to Non-GAAP Metrics

\$000	Three Months Ended			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Adjusted EBITDA					
Adjusted Net Income	\$ 22,083	\$ 19,623	\$ 22,719	\$ 45,853	\$ 42,342
Plus:					
Adjusted income taxes ⁴	7,166	6,266	7,252	14,880	13,518
Depreciation expense	395	347	352	794	699
Interest expense	5,591	6,655	5,682	10,875	12,337
Adjusted EBITDA	\$ 35,235	\$ 32,891	\$ 36,005	\$ 72,402	\$ 68,896
Fee-Related Earnings					
Adjusted EBITDA	35,235	32,891	36,005	72,402	68,896
Less:					
Incentive fees	(10,505)	(5,815)	(12,996)	(22,497)	(18,811)
Depreciation expense	(395)	(347)	(352)	(794)	(699)
Other non-operating income	—	(712)	(460)	(1)	(1,172)
Realized investment income, net of amount attributable to noncontrolling interests in subsidiaries ²⁴	(793)	(555)	(284)	(3,457)	(839)
Plus:					
Incentive fee-related compensation	7,311	3,954	9,226	15,096	13,180
Carried interest attributable to other noncontrolling interest holders, net	1,706	961	1,657	3,521	2,618
Fee-Related Earnings	\$ 32,559	\$ 30,377	\$ 32,796	\$ 64,270	\$ 63,173

4, 24. 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			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Adjusted Net Income Per Share					
Adjusted Net Income	\$ 22,083	\$ 19,623	\$ 22,719	\$ 45,853	\$ 42,342
Weighted-average shares of Class A common stock outstanding - basic (in millions)	45.1	42.4	43.7	44.9	43.0
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	144.2	144.2
Assumed vesting of RSUs - incremental shares under the treasury stock method (in millions)	—	—	—	0.4	—
Weighted-average shares of Class A common stock outstanding - diluted (in millions)	189.4	186.6	187.9	189.5	187.3
Effective RSUs, if antidilutive for GAAP (in millions)	—	1.5	0.1	—	0.8
Adjusted shares - diluted (in millions)	189.4	188.2	188.0	189.5	188.1
Adjusted Net Income Per Share - diluted	\$ 0.12	\$ 0.10	\$ 0.12	\$ 0.24	\$ 0.23

Note: Amounts may not foot due to rounding.

Change in FPAUM and AUM

Three Months Ended June 30, 2023

\$mm	Private Markets Strategies	Absolute Return Strategies	Total FPAUM	Contracted Not Yet FPAUM	Total AUM
Fee-Paying AUM					
Beginning of Period (April 1, 2023)	\$ 38,030	\$ 21,785	\$ 59,815	\$ 6,436	\$ 75,252
Contributions from CNYFPAUM	499	—	499		
Contributions from New Capital Raised	654	42	696		
Withdrawals	(15)	(645)	(660)		
Distributions	(157)	(49)	(206)		
Change in Market Value	86	446	532		
Foreign Exchange and Other	(46)	(69)	(115)		
End of Period Balance (June 30, 2023)	\$ 39,051	\$ 21,510	\$ 60,561	\$ 6,700	\$ 75,967
% Change	3 %	-1 %	1 %	4 %	1 %

Six Months Ended June 30, 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	1,454	3	1,457		
Contributions from New Capital Raised	1,398	155	1,553		
Withdrawals	(28)	(1,201)	(1,229)		
Distributions	(503)	(49)	(552)		
Change in Market Value	118	753	871		
Foreign Exchange and Other	(264)	(131)	(395)		
End of Period Balance (June 30, 2023)	\$ 39,051	\$ 21,510	\$ 60,561	\$ 6,700	\$ 75,967
% Change	6 %	-2 %	3 %	-12 %	3 %

Management Fee Detail³⁶

\$000	Three Months Ended			Six Months Ended	
	Jun 30, 2022	Mar 31, 2023	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Management Fees					
Private Markets					
Specialized Funds	\$ 19,282	\$ 19,450	\$ 19,922	\$ 36,371	\$ 39,372
<i>Average Fee Rate³⁷</i>	0.79 %	0.79 %	0.79 %	0.77 %	0.80 %
Customized Separate Accounts	31,112	32,352	33,056	60,864	65,408
<i>Average Fee Rate</i>	0.48 %	0.47 %	0.46 %	0.48 %	0.47 %
Private Markets Management Fees	50,394	51,802	52,978	97,235	104,780
<i>Average Fee Rate - Private Markets³⁷</i>	0.56 %	0.55 %	0.55 %	0.55 %	0.55 %
Absolute Return Strategies Management Fees	40,123	37,136	36,752	82,834	73,888
<i>Average Fee Rate - Absolute Return Strategies (Management Fee Only)</i>	0.69 %	0.68 %	0.68 %	0.69 %	0.68 %
<i>Average Fee Rate - Absolute Return Strategies (Actual Management Fee + Run Rate Performance Fee at End of Period)³⁸</i>	0.81 %	0.79 %	0.79 %	0.80 %	0.79 %

36. Excludes fund reimbursement revenue of \$2.3 million, \$3.3 million and \$3.8 million for the three months ended June 30, 2022, March 31, 2023 and June 30, 2023, respectively, and \$4.9 million and \$7.1 million for the six months ended June 30, 2022 and 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 (\$ million)

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
Private Equity								
Primary Fund Investments ³⁹	\$ 13,214	\$ 14,386	\$ 23,691	\$ 2,973	1.85	13.9 %	10.4 %	S&P 500
Secondaries Investments ⁴⁰	538	468	585	214	1.71	19.9 %	12.1 %	S&P 500
Co-Investments/Direct Investments ⁴¹	3,160	3,020	5,071	799	1.94	21.5 %	16.2 %	S&P 500
Infrastructure ⁴²	2,997	3,018	4,000	1,262	1.74	12.8 %	6.5 %	MSCI World Infrastructure
Real Estate ⁴³	626	645	913	51	1.49	18.0 %	11.6 %	FNERT Index
ESG and Impact Strategies								
Diverse Managers ⁴⁴	2,380	2,484	3,564	1,443	2.02	23.1 %	14.7 %	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 March 31, 2023. 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 (\$ million)

Strategy	Commitments	Contributions	Distributions	Current Value	Investment Net TVPI	Investment Net IRR	PME IRR	PME Index
Private Equity								
Primary Fund Investments ³⁹	\$ 24,064	\$ 22,272	\$ 26,851	\$ 9,991	1.65	12.9 %	10.6 %	S&P 500
Secondary Investments ⁴⁰	1,887	1,696	884	1,606	1.47	18.5 %	10.5 %	S&P 500
Co-Investments/Direct Investments ⁴¹	7,715	7,275	5,368	6,895	1.69	18.8 %	13.1 %	S&P 500
Infrastructure ⁴²	9,324	7,720	4,913	5,729	1.38	10.3 %	5.4 %	MSCI World Infrastructure
Real Estate ⁴³	4,138	2,994	1,637	1,995	1.21	11.0 %	4.3 %	FNERT Index
Multi-Asset Class Programs	3,028	3,017	1,810	2,192	1.33x	17.7 %	N/A	N/A
ESG and Impact Strategies								
Diverse Managers ⁴⁴	10,673	8,642	5,053	8,965	1.62	19.3 %	11.7 %	S&P 500
Labor Impact Investments	771	682	23	879	1.32	16.9 %	2.0 %	MSCI World Infrastructure

Note: Returns for each strategy are presented from the date the firm established a dedicated team focused on such strategy through March 31, 2023. 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 June 30, 2023 (Bn)	Annualized Returns Periods Ended June 30, 2023											
		Three Months Ended June 30, 2023		Year to Date		One Year		Three Year		Five Year		Since Inception	
		Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net	Gross	Net
Absolute Return Strategies (Overall)	\$ 22.5	2.0 %	1.8 %	3.5 %	3.2 %	6.4 %	5.8 %	6.0 %	5.3 %	4.2 %	3.5 %	6.7 %	5.7 %
GCMLP Diversified Multi-Strategy Composite	\$ 11.3	2.4 %	2.3 %	4.2 %	3.9 %	7.4 %	6.7 %	6.6 %	5.8 %	4.5 %	3.8 %	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 \$3.8 million and \$7.1 million for the three and six months ended June 30, 2023, respectively.
2. Excludes fund reimbursement revenue for private markets of \$1.4 million and \$3.0 million for the three and six months ended June 30, 2023, respectively.
3. Excludes fund reimbursement revenue for absolute return strategies of \$2.4 million and \$4.1 million for the three and six months ended June 30, 2023, respectively.
4. Reflects a corporate and blended statutory tax rate of 24.5% for the three and six months ended June 30, 2022 and of 24.2% for the three and six months ended June 30, 2023 applied to Adjusted Pre-Tax Income. The 24.5% and 24.2% 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 3.2%, respectively.
7. Firm share represents net of contractual obligations but before discretionary cash-based incentive compensation post-Mosaic repurchase, which occurred on July 2, 2021.
8. Represents consolidated view, including all NCI and compensation related awards.
9. 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.
10. ESG and Impact Investments AUM as of June 30, 2022 and June 30, 2023. ESG and Impact AUM by Strategy as of June 30, 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.
11. Based on 50 largest clients by AUM as of June 30, 2023.
12. For Private Markets customized separate accounts from January 1, 2018 through June 30, 2023.
13. AUM as of June 30, 2023; 2 Year Fundraising through June 30, 2023.
19. 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.
21. Excludes severance expenses of \$0.3 million and \$0.2 million for the three months ended June 30, 2022 and 2023, respectively, and \$0.8 million and \$4.8 million for the six months ended June 30, 2022 and 2023, respectively.
22. General, administrative and other, net is comprised of the following:

\$000	Three Months Ended		Six Months Ended	
	Jun 30, 2022	Jun 30, 2023	Jun 30, 2022	Jun 30, 2023
Components of general, administrative and other, net				
General, administrative and other	(23,093)	(28,726)	(44,351)	(54,505)
Plus:				
Transaction expenses	1,625	4,400	1,704	6,759
Fund reimbursement revenue	2,313	3,834	4,871	7,141
Amortization expense	579	329	1,158	657
Non-core items	113	668	151	726
Total general, administrative and other, net	(18,463)	(19,495)	(36,467)	(39,222)

Notes (continued)

23. Excludes immaterial impacts of non-cash carried interest expense of \$0.1 million and \$(0.1) million for the three months ended June 30, 2022 and 2023, respectively, and \$0.4 million and \$(0.4) million for the six months ended June 30, 2022 and 2023, respectively.
24. 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.
25. Employee data as of July 1, 2023. Individuals with dual responsibilities are counted only once.
26. AUM as of June 30, 2023.
29. Some investments are counted in more than one ESG category.
33. Excludes severance expenses of \$0.3 million, \$4.6 million and \$0.2 million for the three months ended June 30, 2022, March 31, 2023 and June 30, 2023, respectively, and \$0.8 million and \$4.8 million for the six months ended June 30, 2022 and 2023, respectively.
34. Excludes immaterial impact of non-cash carried interest expense of \$0.1 million, \$(0.3) million and \$(0.1) million for the three months ended June 30, 2022, March 31, 2023 and June 30, 2023, respectively, and \$0.4 million and \$(0.4) million for the six months ended June 30, 2022 and 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 ("LLLLP" or "GCMH"), an Delaware limited liability limited partnership, and its consolidated subsidiaries and (b) GCM, L.L.C., a Delaware limited liability company.

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.