

## Full year results 2024

Announced 27 February 2025









### Business update

Robyn Grew

Chief Executive Officer



# 2024 results showcase our progress on diversifying and strengthening our business



#### **Overview**



1. Calculated using an asset-weighted average performance relative to peers for all strategies where we have identified and can access an appropriate peer composite. As at 31 December 2024, it excludes infrastructure managed account mandates, real estate, US direct lending and CLO strategies

2. Comprises \$50m share buyback announced in February 2024, interim dividend payment of \$65m and estimated final dividend payment of \$134m

Past performance is not an indication of future performance

Note: all earnings per share measures shown above are on a diluted basis

# We delivered outperformance for our clients, with notable strength from our long-only strategies



IIIV	estinent performance	Absolute		Relative <sup>1</sup>		Highlights <sup>2</sup>	
•	Alternative	\$1.0bn	+2.4%	\$(2.3)bn	(3.1)%	<ul> <li>1783: +14.5%</li> <li>Evolution: -6.1%</li> <li>Alternative Risk Premia: +8.4%</li> <li>TargetRisk: +7.3%</li> </ul>	
0	Long-only	\$9.9bn	+15.2%	\$3.6bn	+5.9%	<ul> <li>Global Investment Grade: +9.5%</li> <li>Emerging Markets Core: +7.5%</li> <li>Global Core: +5.4%</li> <li>Continental European Growth: -4.7%</li> </ul>	
•	Total	\$10.9bn	+8.4%	\$1.3bn	+1.0%		

1. Calculated using an asset-weighted average performance relative to peers for all strategies where we have identified, and can access, an appropriate peer composite. As at 31 December 2024, it excludes

infrastructure managed account mandates, real estate, US direct lending and CLO strategies

2. Return (net of fees) for 12 months to 31 December 2024. Outperformance versus relevant benchmark shown for long-only strategies

Past performance is not an indication of future performance

Man 2025

Investment performance

# While trend-following absolute return strategies profited in some asset classes, others proved more challenging





Shifting interest rate and inflation expectations generated losses in fixed income across both strategies

US 10-year Treasury yield, number of Fed cuts priced and trend-following bond exposure<sup>2</sup>



Number of Fed cuts priced

A lack of trends and higher frequency of reversals in alternative commodities markets post-Q1 negatively impacted AHL Evolution



1. As at 31 December 2024, net of fees. See 'Investment performance' section of press release for additional details. Past performance is not an indication of future performance 2. Source: Bloomberg. Trend-following's bond exposure is from a representative programme trading ~140 liquid futures and FX forwards markets. Fixed income exposure has been inverted 3. At 10% volatility

### Strong client engagement throughout the year was offset by an increase in redemptions



Net flows

	L HOWS	2023	2024	Key drivers
•	Alternative	\$2.4bn	\$(4.0)bn	<ul> <li>\$0.7 billion of net outflows from absolute return, driven by client rebalancing in the first quarter</li> <li>\$3.9 billion of net outflows from multi-manager solutions, with an average net management fee margin of 18bps</li> </ul>
0	Long-only	\$0.6bn	\$0.7bn	<ul> <li>\$4.9 billion of net outflows from systematic long-only, driven by a single client redemption of \$7.0 billion in the third quarter</li> <li>\$5.6 billion of net inflows to discretionary long-only, driven by continued demand for credit and convertibles</li> </ul>
•	Total	\$3.0bn	\$(3.3)bn	• 0.2% ahead of the industry <sup>1</sup>

1. Man Group analysis based on asset-weighted industry net flows. Source: HFR, Morningstar

# Allocators continue to value the investment strategies and solutions that we offer





A longstanding track-record of delivering uncorrelated returns in varying market regimes The breadth and quality of what we offer our clients is a key differentiator

No. of investment strategies



A range of alternative and long-only capabilities across liquid and private markets Our ability to customise at scale makes us a partner of choice

AUM customised for client needs<sup>2</sup>

\$100bn+

The ability to deliver for sophisticated clients across the globe based on their unique requirements

1an 2025

1. Annualised return (net of fees) since inception to 31 December 2024 2. As at 31 December 2024 Past performance is not an indication of future performance





### **Financial results**

#### **Antoine Forterre**

**Chief Financial Officer** 



# Core net managemen S1,459m

**39% growth in core profit before tax** 

- Core net management fees of \$1,097 million, 14% higher than 2023
- Core performance fees of \$310 million despite a muted contribution from trend-following strategies
- Core gains on investments of \$50 million highlights the benefit of our seed investments

**\$473m** Core profit before tax

Core net revenue

**Financial highlights** 

- Fixed cash costs of \$412 million<sup>1</sup>; increase driven by Man Varagon and investments to support growth
- 47% compensation ratio, within our guided range
- \$323 million of core management fee PBT, the highest in more than ten years

#### **\$867m** Net tangible assets

- Seed investments<sup>2</sup> of \$532 million, with 13 new strategies seeded in 2024
- Continue to manage our liquidity dynamically to drive the growth of our business
- Strong balance sheet allows us to invest in line with our multi-year strategic priorities



## \$168.6 billion of assets under management

AUM, \$bn

1. Includes the impact of foreign currency exchange rate fluctuations, performance-linked leverage movements, distributions and realisations (proceeds from maturities or disposals) across private market strategies, and capital returned to investors from CLO strategies

2. Calculated using an asset-weighted average performance relative to peers for all strategies where we have identified and can access an appropriate peer composite. As at 31 December 2024, it excludes

infrastructure managed account mandates, real estate, US direct lending and CLO strategies

3. Man Group analysis based on asset-weighted industry net flows. Source: HFR, Morningstar

Past performance is not an indication of future performance



### Run-rate net management fees of \$1,058 million

Actual and run-rate core net management fees (NMF)



## \$310 million of performance fees from a range of strategies



\$m	2020	2021	2022	2023	2024
AHL Alpha	76	88	185	13	51
AHL Dimension	-	9	90	24	25
AHL Evolution	10	154	195	4	13
Discretionary absolute return	48	58	21	55	32
Institutional solutions and other alternatives	41	224	270	67	143
Long-only	4	36	18	17	46
Core performance fees	179	569	779	180	310
Core gains / (losses) on investments	20	27	(15)	48	50
Total	199	596	764	228	360
PF eligible AUM, \$bn	49.0	60.2	57.9	56.7	51.2
Alternative	33.4	42.6	46.1	48.4	45.4
Long-only	15.6	17.6	11.8	8.3	5.8



c.\$25m PF accrued at Feb-25<sup>1</sup>

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47%

32%

\$425m

Compensation ratio

Core PBT margin<sup>3</sup>

2025 fixed cash costs target<sup>4</sup>

## Higher fixed cash costs driven by the Man Varagon acquisition

Core costs, \$m

		2023	2024	Change
	Fixed compensation	239	264	10%
	Variable compensation	356	420	18%
	Other cash costs	131	148	13%
Core costs	Asset servicing	58	67	16%
Core costs	D&A	48	51	6%
	Net finance expense	21	23	10%
	Other <sup>1</sup>	3	13	333%
	Total	856	986	15%
	Fixed cash costs <sup>2</sup>	370	412	11%
Key metrics	Compensation ratio	50%	47%	
	Core PBT margin <sup>3</sup>	28%	32%	
			6% underlying	increase in

6% underlying increase in fixed cash costs<sup>5</sup>

1. Includes rollover and third-party share of post-tax profits

- 2. Includes fixed compensation and core other cash costs
- 3. Defined as: core profit before tax / core net revenue
- 4. Target assumes 1.25 USD:GBP in 2025

5. Adjusted to reflect the partial year (2023) vs. full year (2024) core costs related to Man Varagon

## 43% growth in core earnings per share





## \$764m of seed investments across liquid and private markets



Net tangible assets and seed investments at 31 December 2024, \$m





1. Excludes cash and cash equivalents held in consolidated fund entities 2. Exposure to investments via total return swap arrangements

## \$1.8 billion of capital returned to shareholders since 2020

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Cumulative shareholder returns and number of shares outstanding



1. Comprises \$50m share buyback announced in February 2024, interim dividend payment of \$65m and estimated final dividend payment of \$134m

2. Calculated using weighted average basic number of shares between 2020 and 2024





### Strategy update

**Robyn Grew** 

Chief Executive Officer



## Multi-year strategic priorities to sustain our growth





### Good progress made during 2024



Focused on executing plans for growth without compromising the existing platform• Successful launch of first evergreen private credit strategy and scaling of liquid credit offering • Continued technology investments to support trading across all asset classes, in particular equities • Introduced partial pass-through fees for 1783 and other multi-strategy solutionsExpanded sales efforts• New team leads and additional resources in North America and Wealth • Planned launch of newly developed products • Leveraged existing relationships (e.g. Asteria JV) • Meiji Yasuda partnership reflects good momentum in the insurance channel	Laid the foundations	<ul> <li>Reviewed brands, organisational structure, processes</li> <li>Reviewed business lines / activities and reallocated resources</li> </ul>
<ul> <li>Planned launch of newly developed products</li> <li>Leveraged existing relationships (e.g. Asteria JV)</li> </ul>	plans for growth without compromising	Continued technology investments to support trading across all asset classes, in particular equities
	Expanded sales efforts	<ul> <li>Planned launch of newly developed products</li> <li>Leveraged existing relationships (e.g. Asteria JV)</li> </ul>

Good early progress, with the impact expected to be gradually perceived over 2025

# Credit: US direct lending integration complete, building the foundations for accelerating growth in the future





Portfolio	<ul> <li>Strong credit performance: default rate of 0.13%, 150bps lower than the middle-market average<sup>1</sup></li> <li>Proactive and vigilant portfolio management resulted in outperformance vs. the benchmark group of KPIs<sup>2</sup></li> </ul>
Deployment	<ul> <li>Origination strength supports continued discipline in highly competitive markets: 90+ transactions closed in 2024</li> <li>Lead/co-lead in ~87% of transactions closed, enabling deeper diligence, greater control and superior economics</li> </ul>
Product development	<ul> <li>New evergreen private credit strategy launched successfully in H2</li> <li>Anchor commitments of \$540 million from an existing Man Group client</li> </ul>
Distribution	<ul> <li>High levels of activity during 2024: over 1,000 sales meetings with clients</li> <li>Entering 2025 with good momentum and a pipeline of advanced opportunities across North America and Europe</li> </ul>
Operations	<ul> <li>Successfully integrated, centralised, or enhanced functions with Man Group across several business areas</li> <li>Established a dedicated technology team to embed the use of technology across US direct lending</li> </ul>

1. Man Varagon default rate is annualised and represents the period beginning 1 January 2015 to 30 September 2024. Average based on data per S&P Leverage Loan Index 2. KPIs include LTM losses (gross/net), % non-accrual loans, % payment in kind of total investment, covenant defaults, interest coverage ratio, % of borrowers growing revenue Past performance is not an indication of future performance

# Quant equity: leveraging our core strengths to diversify and scale our capabilities



1. Source: Goldman Sachs, Barclays and Man Group analysis 2. Correlation of daily returns for the 12 month period ending 31 December 2024

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# Operating platform and capital: deploying our resources strategically and actively





Operating platform	•	<ul> <li>Resource reallocation across the firm to focus on strategy and maintain cost discipline</li> <li>Exit of US real estate equity business</li> <li>Targeted additional <u>direct</u> investments in Credit, North America, Quant equity and Wealth</li> <li>Remain committed to investing in the core strengths of our business to support future growth</li> </ul>
Capital	•	<ul> <li>Actively managing our seed portfolio to support the launch of new strategies</li> <li>Redeemed \$434 million and reinvested \$332 million during 2024</li> <li>13 new strategies seeded; 81% of the portfolio is now directly aligned with strategic priorities<sup>1</sup></li> <li>Disciplined approach to M&amp;A aligned with our strategic priorities</li> </ul>

# Confidence in our ability to deliver for our clients and our shareholders





A competitive edge from combining exceptional talent and market-leading technology

Track record of delivering strong and consistent returns to clients and shareholders



Executing on our strategy and key priorities to drive the next chapter of growth for Man Group





# Additional resources, including a data pack with financial information and modelling guidance, can be found on our website: <u>www.man.com/investor-relations</u>



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