## Investor Presentation - March 2023 <br> Don't look up! - The world is not ready for the coming economic planet killer!



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## Who we are

- One Business: Quantitative Asset Management.
- One Team: Enthusiastic technologists, building innovative trading systems and asset management strategies.
- One Trading Principle: Quantitative arbitrage on all kinds of assets.
- One Conviction: Investing our own Equity in our strategies.
- One Proof: 28 consecutive profitable years with ROE > 10\%.
- One Methodology: Risk mitigation \& Risk Management.


## 1. What we do

Arbitrage: Providing liquidity to the market with systematic mechanical or statistical hedging position

| $\square$ | Sophisticated trading techniques using scientific \& data driven approach to generate alpha. |
| :--- | :--- |
| $\square$ | Statistical and Event Driven strategies - focus on niche, mid-short term trading opportunities with capital protection. |
| $\square$ | 40 main strategies, multi-assets, multi markets on almost 100 exchanges around the world. |
| $\square$ | ABC strategies are correlated to Volatility, M\&A activity, Corporate actions and traded markets volumes. |


| Markets Parameters | Impact on ABC Activity |
| :--- | :---: |
| Volatility on assets | ++ |
| Equity Index Prices | $=$ |
| Rates Level | $=$ |
| Commodities Prices | $=$ |
| Strong Markets volumes | ++ |
| Weak volumes | - |
| M\&A Activity | ++ |
| Corporate Actions Activity | ++ |
| Bank credit issue | - |
| Market Regulation | + |

## ABC arbitrage



## 2. 2022 Market Parameters

2022 - [almost] The end of Central Banks Paradigm under inflation pressure \& UA/RUS War

Historical VIX since Jan 2021




Markets parameters


## Price of FTX token (FTT)



| 0 |  |  |
| :--- | :--- | :--- |
| Sept. | Oct. | Nov. |
| 2022 |  |  |

Source: Refinitiv, CoinMarketCap • By The New York Times

## ABC arbitrage



## 3. 2022 Financial Results

| In Euro millions - IFRS | S1 2020 | 2020 | 2021 | $\begin{gathered} 2021 \\ \text { Pro forma*** } \end{gathered}$ | 2022 | Change 2022/2021 | Change 2022/2021 Pro forma |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Services Fees* $-14 \%$ from external third party | 14.9 | 22,5 | 59,9 | 25,3 | 27,4 | -54,2\% | 8,5\% |
| Net gains at fair value through profit or loss** | 16,6 | 46,3 | 4,2 | 34,5 | 33,8 | 700,5\% | -2,2\% |
| Net revenues | 31,5 | $68,8$ | -64,1 | 59,8 | 61,2 | -4,6\% | 2,3\% |
| Payroll costs $\quad$ Tax \& costs included | -10,6 | -25,9 | -20,7 | -21,2 | -22,9 | 10,6\% | 8,0\% |
| Occupancy costs | -0,8 | $-1,4$ | -1,4 | -1,4 | -1,4 | -2,7\% | -2,8\% |
| Other expense $\quad$ <br>  <br> ABC arb. AM Asia | -3,4 | -5,9 | -6,4 | -6,4 | -7,2 | 12,0\% | 12,0\% |
| Other taxes | -0,5 | -0,1 | -0,3 | -0,3 | -0,7 | 140,3\% | 140,3\% |
| Total costs | -15,3 | -33,4 | $\underbrace{-28,8}$ | -29,3 | -32,1 | 11,5\% | 10\% |
| Income before tax | 16,2 | 35,4 | 35,4 | -30,5 | 29,1 | -17,7\% | -4,7\% |
| Income tax | 0,0 | -0,3 | -7,3 | 0,2 | $0,1$ | -101\% | -75,5\% |
| Net income attributable to equity holders | 16,2 | 35,1 | 28,0 | 30,8 | 29,2 | 4,0\% | -5,2\% |

*: Management fees on all AuM (included ABCA's own equity)
**: Quartys' (group investment company) financial result (after costs and taxes)
***: Link to the press release Activity pace and specific event 2021

## $A B C$ Team $=A B C$ first priority $=A B C$ first expense



## ABC arbitrage is a "French Tech" Company! IT Costs ~ 70\% of the "other costs".

IT costs (M€)
IT costs - \% allocation 2022



Documentation + Terminals + Data simulation Hardware + Hosting + Connectivity

- Market Data+Providers
80
$\rightarrow$ Revenue from third party capital is historically in the 5\%-20\% range.
$\rightarrow$ Relative decrease during ABC 2022...because of an increased ABC Gross Profit...
$\rightarrow \quad$...and a relative failure in increasing the third party AUM.



## ABC arbitrage


4. Review of ABC 2022 strategic plan.

## Net Income ( $\mathrm{M} €$ ) and ROE




## Drawdown Protection*

Multi-Managers have outperformed HFs overall and MSCl over the last 5 years, due to their steady return stream and downside protection during market drawdowns


- Over the last three drawdowns, MMs have protected the downside better than the Overall HF Industry
- While MMs captured significantly less of the downside during drawdown periods vs. the HF Industry, MMs captured almost all of the upside relative to the HF Industry during the recovery periods
- In 2022, MMs have had negative downside capture, generating positive returns while the HF Industry and MSCI have both been down Source: HFR, Barclays Strategic Consulting analysis, Note: drawdown returns are cumulative, while recovery returns are annualized

BARCLAYS

Net Income (M€) and Return On Equity (ROE)


EPS, DPS and Pay Out Ratio
$\square$ EPS $\square$ DPS POR




## ABC 2022 - Review

## ABCA Funds - 2022 returns.



## Successes

1. Creation of a dedicated commercial team + CRM Implementation.
2. New client base up from 500 to $\mathbf{1 2 0 0}$ names.
3. New product launch as Managed Account.
4. New dev. for numerous managed accounts.
5. WiP to open a EU FIA Digital Assets Fund.
6. WiP to develop a strategies catalogue for ETP.

## To improve

1. Deceptive return of ABCA Reversion in a volatile environment in March 2022...
2. ...With temporary negative csq on ETP AUM.
3. ETP AUM << ABC 2022 ambitions.
4. Small product catalogue 2022 eoy.
5. Some delay on ETP catalogue especially in Digital Assets after FTX \& Silvergate.

## ABC Group - Implementation of a strong expertise COMEX ABC arbitrage Asset Management - New executive team

## Objectives

$\rightarrow$ Increase ABC agility.
$\rightarrow$ Increase number of new projects/products.
$\rightarrow$ Decrease time to market.
$\rightarrow$ Guarantee a transition plan.
$\rightarrow \quad$ Guarantee an independence from too few key people.


## ABC arbitrage



## 5. How we do it

## ABC Equity as a strong development tool



## 100+ people dedicated to ABC arbitrage Business

```
~10% - Risk Management
    \square Risk Control
    \square Process Control
    \square Risk Committee
    \square Compliance
```


## ~70\% - R\&D + Front

$\square \quad$ Quant Traders \& Research
$\square$ IT developers \& IS
$\square \quad$ Data analysis
$\square$ Operations
$\square$ Markets Lawyers

$$
\sim 10 \% \text { - Sales }
$$

- Marketing
- Investor Relations
$\square$ Due Diligence Team
- Senior management
~10\% - Support
- Human Resources
- Office Management
$\square$ Others (ABC arbitrage corporate, Com. etc...)


## Tech company! <br> Robust internally-developed 24/7 trading systems*



## Risk Mitigation Process

## Maximum Risk Budget for ABC group since 2010



- Compound of "every" possible risk even "opposite" risks.
- No significant increase in the risk budget over time.
- Failover technology and counterparties in place for all trading and portfolio management requirements

Strict Quality Control

Group incident over net revenues rate


|  |  |
| :--- | :--- |
| $\square \quad$ External incident* in Dec 2020 concerning 2016 to 2019. |  |
| $\square$ | Excluding this incident*: 2020 ratio $=0.35 \%$. |
|  |  |
| $\quad$ recognised in FY 2020 Result, 2020 Annual Financial Report-Page 61 |  |

## ABC arbitrage


6. From 2023 to 2025... ...Don't look up!

## 2022 Global Debt Monitor

Figure 1. Global Public and Private Debt, 19702021 (Percent of GDP, weighted averages)


Source: IMF Global Debt Database, 2022

Eurozone inflation remains uncomfortably high

- Eurozone HICP* (annual \% change) - Eurozone core inflation (annual \% change)
- ECB target (\%)

But inflation is back...worldwide!
An economic world with contradictory pressures!

*Harmonised index of consumer prices
Source: Eurostat
(c) FT

Reference rates level - back to reality!


Too long of a period with "negative" rates and a way too brutal rate hike => Look up!!

MTM evolution with a rate evolution from 1\% to $2 \%$




Some reasonably logical difficulties in bank sector...and it's probably not over yet! Markets \& Govt's should have prepared the end of "negative rate paradigm" more carefully! Stop the Moral Hazard! (SVB - 100\% deposit guarantee \& CS - Shareholders>CoCo invest.)

## SIGNATURE BANK




## The democratic world is not ready for the long grind to come!*

\%Time in recession

*Source: Ruchir SHARMA - Chairman of Rockefeller International.

Gov. spending \& Central banks purchases in \%GDP equiv.
$40 \longrightarrow$



## ABC arbitrage

## 7. Springboard 2025 For today and for tomorrow!

## Springboard 2025 income targets.

$\rightarrow$ ROE Min $>10 \%=>$ annual CNI of $16 M €$ based on ABC Equity as of $31 / 12 / 22$.
$\rightarrow$ ROE Target $>=15 \%=>$ annual CNI of $24 \mathrm{M} €$ based on ABC Equity as of $31 / 12 / 22$.
$\rightarrow$ Keeping predictive CNI correlated to ABC's Historical 3 Market Parameters (3MP).

## An ambition of Cumulative Net Income of $100 \mathrm{M} €$ over 3 y . <br> Under the assumption that the 3 Market Parameters (Volatility, Corporate Actions and M\&A, Traded volumes) $\approx$ Average last 10 years*

 $\rightarrow$ implies a cumulative distribution of $1.30 €$ over 3 years with a POR of $80 \%$.$\rightarrow$ implies an average ROE $\gg 15 \%$.
Springboard 2025 distributions figures.
$\rightarrow$ Min Distribution of $0.30 €$ (ie Consolidated Net Income (CNI) ~ 18M€).
$\rightarrow$ Payout Ratio (POR) ~ 80\%.
$\rightarrow$ A principle of "no Scrip Dividend".

## Cornerstones for Springboard 2025

$\rightarrow$ Cornerstone 1-ABC Equity invested in ABC strat. - For Return \& Seed Money.
$\rightarrow$ Cornerstone 2 - Substantial group investment in HC but under PnL threshold.
$\rightarrow$ Cornerstone 3 - Substantial group investment \& implication in IT.
$\rightarrow$ Cornerstone 4 - Develop scalability to succeed in further growth.

## Core Business (CB)

$\rightarrow$ Continued diversification - Multi Assets / Geography / Investment Strat.
$\rightarrow$ Focus on significant alpha strategies with global correlation to the 3MP.
$\rightarrow$ Focus on "niche" investment strat. (from $5 \mathrm{M} €$ to $100 \mathrm{M} €$ capacity).
$\rightarrow$ Increase the number of our strat. to increase our diversification/mutualization.

## Asset Management for External Third Party (AM-ETP)

$\rightarrow$ Increase the capacity for AM-ETP.
$\rightarrow$ Renew AM-ETP business \& develop Turnover on MF\&PF ETP.
$\rightarrow$ Focus on our expertise - ABC is not a global player so far.
$\rightarrow$ Develop an extensive but selective catalog of products \& management vehicles for ETP.

## HC Costs Management

$\rightarrow$ Monitoring of the KPi - PnL/unit to challenge hiring plan
$\rightarrow \quad+33 \%$ on $A B C$ staff

IT Costs - Stay in the competition!
An investment in agility and performance.


${ }^{*} E T P=$ External Third Party, i.e. excluded ABC arbitrage Equity. AUM = Asset Under Management.
**QUARTYS AUM = Asset Under Management used to charge fees by ABC arbitrage AM and ABC arbitrage AM Asia. QUARTYS is a $100 \%$ subsidiary of ABC arbitrage.


## Annual Gross MF+PF Scenarios (from ETP only)

With BP2025 Market Parameters $=$ Average 10 years


[^0]
## Springboard 2025 is a necessary lay up for the the next BP2028!

## ABC arbitrage



## 8. Shares \& Distributions

22\% owned by Executive Top management => Alignment of interests between Shareholders and Management Team

Share ownership as of 31/12/2022


* Holding company 50,01\% held by Dominique Ceolin
** Management and independent non-executive directors excluding Dominique Ceolin and David Hoey


## ABCA share price with reinvested dividends and CAC mid / small GR

base 100 = January 4th 2016
Compound Average Gross Rate (CAGR) $=+8.5 \% /$ year over 7 years.
(From 12\%, decrease due to a recent share price decrease)

## FY2022 distribution = €0.41

- $€ 0.10$ - Ex date 11 October 2022.
- $€ 0.10$ - Ex date 6 December 2022.
- $€ 0.10$ - Ex date 18 April 2023.
- €0.11 - Ex date July 2023-2022 final dividend*
*: if approved by the AGM


## Buyback program

- € 4m authorization by the Board in line with AGM resolution of 10th June 2022
- $\quad \sim 1 \%$ of share capital


## Payout Ratio (POR) Policy

- Since 1999, average POR =95\%
- $\quad 2020$ \& 2021 \& 2022 ~ 80\%

Dividend/share ( $($ ) $\boldsymbol{=}$ Yield


This slideshow is a communication support for the investor presentation on FY 2022. This document includes some forward-looking statements as statements regarding $A B C$ arbitrage business operations. Although ABC arbitrage believes its expectations are based on reasonable assumptions, these forward-looking statements are subject to numerous risks and uncertainties, which could cause actual results to differ materially from those anticipated in these forward-looking statements.

These documents and information are given for illustrative purposes and do not substitute for official documents relating to the 2022 financial year.


## Q\&A


[^0]:    *ETP=External Third Party, i.e. excluded ABC arbitrage Equity.

