

Investor Presentation - March 2024 2024 Markets - Anatomie d'une chute ? - Anatomy of a fall ?

- 1. What we do
- 2. 2023 Market Parameters
- 3. 2023 Financial Results
- 4. Springboard 2025 plan Situation update
- 5. How we do it
- 6. Outlook for the 2024 markets
- 7. Springboard 2025 plan Decisions for 2024
- 8. ABC Shares & distributions



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.

ABC arbitrage



1. What we do



Our business: Trading Arbitrage

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

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

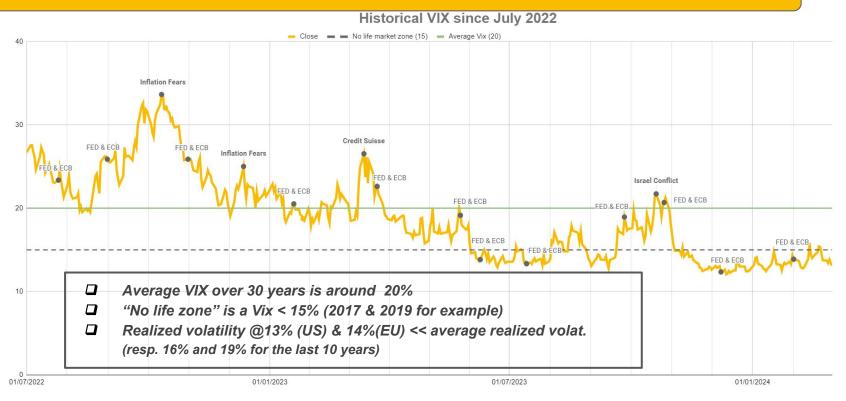
Markets Parameters	Impact on ABC Activity	
Volatility on assets	++	
Equity Index Prices	=	
Rates Level	=	
Commodities Prices	=	
Strong Markets volumes	++	
Weak volumes	-	
M&A Activity	++	
Corporate Actions Activity	++	
Bank credit issue	-	
Market Regulation	+	



2. 2023 Market Parameters

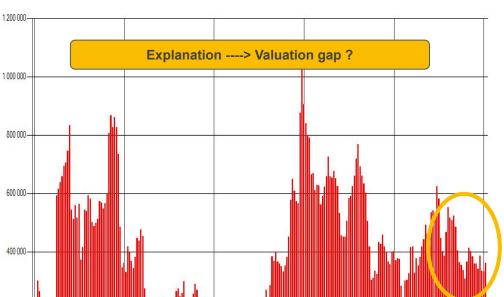


2023 - Surprising drop in volatility despite refinancing risks and geopolitical situation

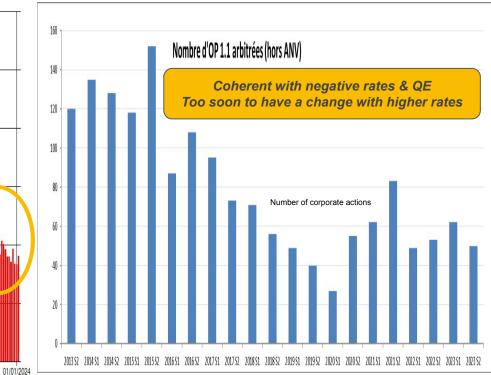




Monthly existing M&A announced offers(B€) 30% reduction vs. 2022 (listed target)



Corporate actions opportunities
Divided by 3 since 2014 - Divided by 1.5 since 2018



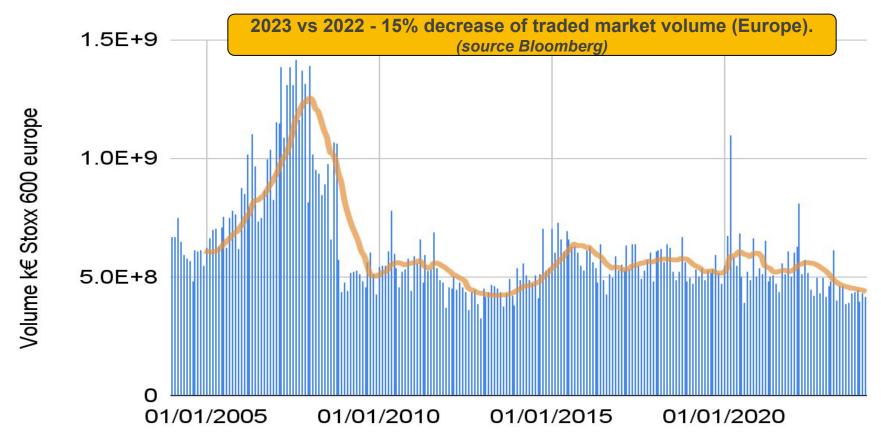
01/01/2020

01/01/2012

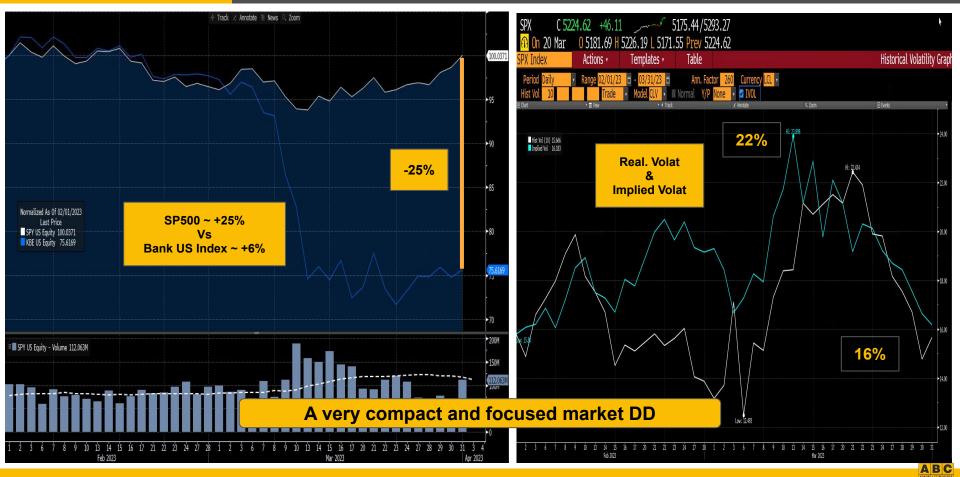
01/01/2016

01/01/2008

01/01/2004

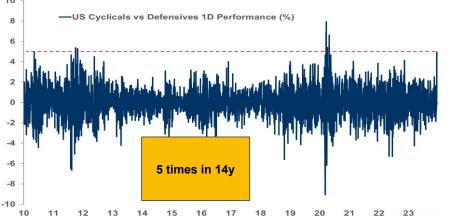


Specific market situation - Feb. 2023 - US Regional bank



Specific market situation - Dec 2023 - Huge sector-based rotation





- Strong sector & market Cap rotation
- → High level of exposure to US mid-caps vs SP500
- → Low level of market volatility during this period
- → A very rare phenomenon over the last 15 years

Difficult situation for Stat. Arb.



3. 2023 Financial Results

2023 ABC Results

In Euro millions - IFRS

loss**

Net revenues

Payroll costs

Occupancy costs

Other expense

Other taxes

Total costs

Income tax

holders

Income before tax

Investment Services Fees*

Net gains at fair value through profit or

Net income attributable to equity

*: 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

ABC arbitrage FY 2023 - Investor Presentation

Profit & Loss Breakdown

2020

22.5

46.3

68.8

-25.9

-1.4

-5.9

-0.1

-33.4

35.4

-0.3

35.1

2021

59.9

4.3

64.1

-20.7

-1.4

-6.4

-0.3

-28.7

35.4

-7.3

28.0

13

2019

14.4

22.6

37.0

-12.0

-1.3

-5.5

-0.1

-18.9

18.1

0.2

18.3

Change

2023/2022

-33.3%

-37.7%

-35.7%

-36.2%

10.0%

-2.8%

-123.2%

-28.6%

-43.6%

27.7%

-43.5%

party

Cf. Slide 15

Cf. Slide 16

Useful comment

~16% from external third

Tax and costs included

For ABCA / ABAM / ABAA

For ABCA / ABAM / ABAA

ABC

2023

18.3

21.0

39,3

-14.6

-1.5

-7.0

0.2

-22,9

16,4

0,1

16.5

2022

27.4

33.8

61.2

-22.9

-1.4

-7.2

-0.7

-32.1

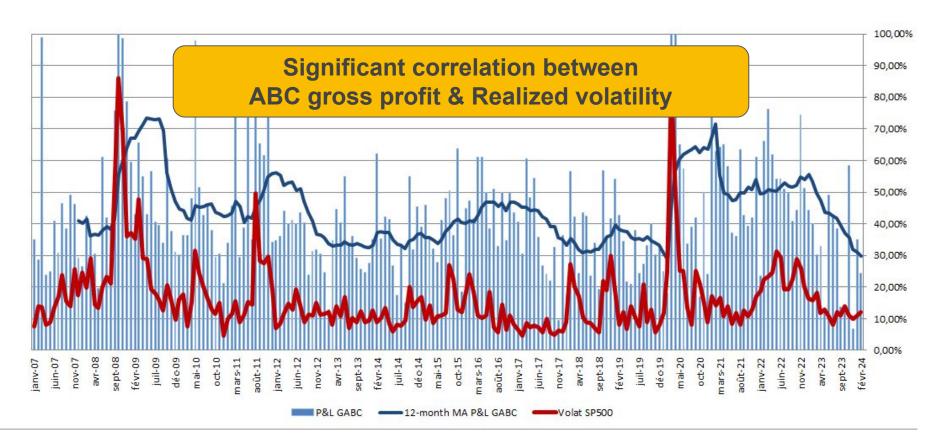
29.1

0.1

29.2

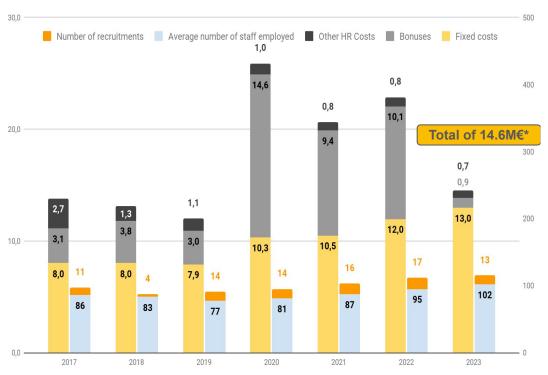
Specific situations in 2023 for the constitution of ABCA revenues



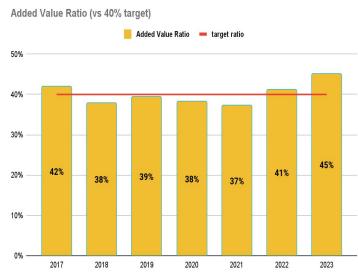




ABC Team = ABC first priority = ABC first expense



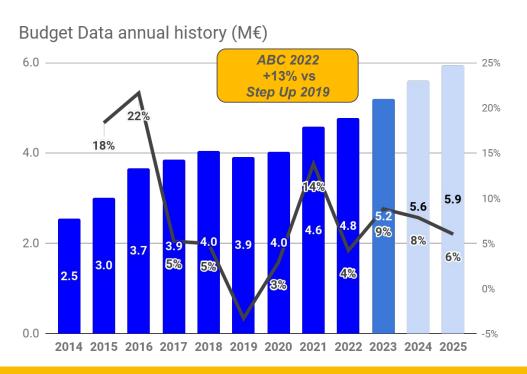
^{*:} Average number of staff employed = 102 + 4 service providers equivalent to FTE = total equivalent FTE = 106



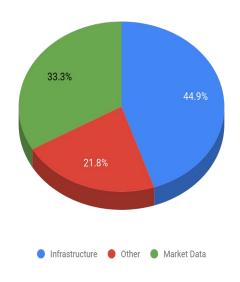
- Base cost increase = partial adaptation to HR market + new R&D people.
- Strong correlation between Bonuses and ABC arbitrage performance.
- ☐ Targeted Equity Incentives on a long term basis.

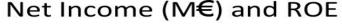
ABC arbitrage is a "French Tech" Company!

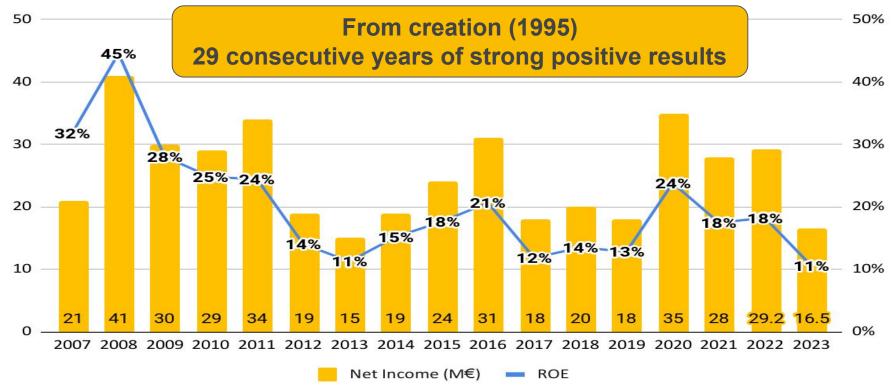
IT Costs ~ 70% of the "other costs".



Budget Data - allocation 2023









4. Springboard 2025 plan. Situation Update

Springboard 2025 income targets.

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

An ambition of Cumulative Net Income of 100M€ over 3y.

Under the assumption that the 3 Market Parameters (Volatility, Corporate Actions and M&A, Traded volumes) ≈ Average last 10 years*

- **→** implies a cumulative distribution of 1.30€ over 3 years with a POR of 80%.
- → implies an average ROE >> 15%.

Springboard 2025 distributions figures.

- → Min Distribution of 0.30€ (ie Consolidated Net Income (CNI) ~ 18M€).
- → Payout Ratio (POR) ~ 80%.
- → A principle of "no Scrip Dividend".





ABC arbitrage 2023 results evaluation



CNI=Consolidated Net income - EPS=Earnings Per Share - DPS=Distribution Per Share

^{*} Target means the targeted value IF the 3 Market Parameters (3MP) = 10y average (Volatility, Volumes, M&A)

ABCA Reversion Fund Short Term - Market Neutral ABCA Opportunities Fund
Diversified - Low Net

Customised Options

Mean Reversion
Equity Index Futures

Term Structure *Volatility Futures* Quant M&A Equities Stat Arb
Equities

Futures Strategies

Target Performance: 5 - 15% Perf. Profile: <u>Convex</u>

Expected Perf. Volatility: 8-10% Target Corr to S&P: Negative

"Defensive'

Target Performance: 8 - 12%
Perf. Profile: <u>Uncorrelated</u>

Expected Perf. Volatility: 8% Target Corr to S&P: Low

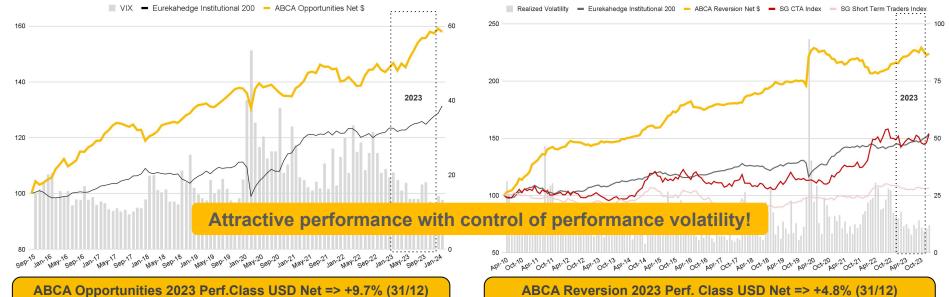
"All Weather"

Custom Features:

- Performance Profile
- Volatility & Leverage
 - Restriction Lists

2023 - Structural improvements in the products offered by the Group.

ABCA Funds - 2023 Returns



2021 Eurohedge Awards Nominee - 2022 Top Performer Investor Choice Awards Best Multi Strategy under 500m\$ Hedgeweek Awards 2024

29/02/2024	ABCA Opportunities (Net \$)	S&P 500	Eurekahedge Institutional 200
Annualized Perf	5.6%	12.9%	3.4%
Volatility	5%	16%	5%
Sharpe	1.2	0.8	0.7
		Since	01/10/2015

ABCA Reversion 2023 Perf. Class USD Net => +4.8% (31/12) 2020 - BarclayHedge Recognition award for excellence - EMN Winner

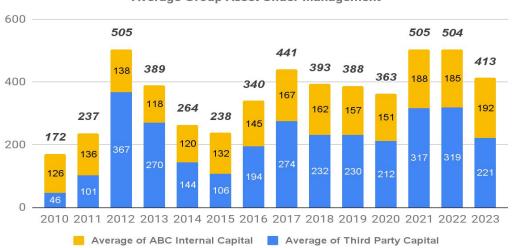
29/02/2024	Reversion (Net \$)	S&P 500	SG CTA Index	Eurekahedge Institutional 200
Annualized Perf	6.0%	11.7%	3.5%	3.2%
Volatility	5%	15%	8%	4%
Sharpe	1.1	0.8	0.4	0.7
			Since	01/05/2010

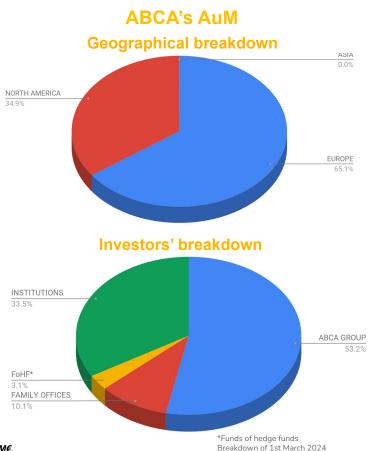
External Third Party (ETP) - Assets under Management under pressure.

- ☐ Pre-2010: generated through trading of our own equity.
- Post-2010: opened to third party funds.
- ☐ Limited capacity strategies: via Managed Accounts.
- ☐ High Capacity strategies: via AIF (Alternative Investment Funds).

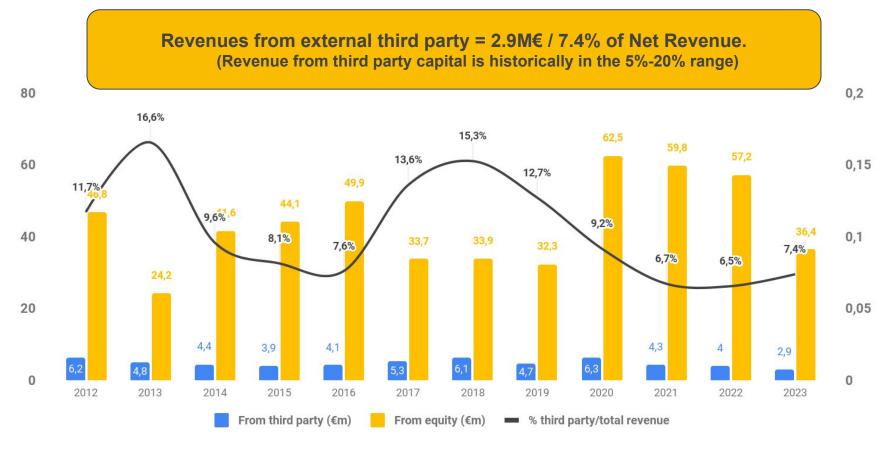
AUM as of 31/12/2023 = 385M€** (-5%) AUM External Third Party (ETP) as of 31/12/2023 = 191M€ => 15% Decline in ETP AUM

Average Group Asset Under Management





^{**} This figure is a specific calculus to uniformize the AUM from a fee perspective. From a regulatory perspective, AUM are 343M€.



Core Business Evaluation

- → Total ABC2022 New Strat PNL (~ 3M€) = 33% of Target* PNL (9M€).
- → Digital Assets = Temporary suspended in (-1.2M€(e)) Extended license on 6 feb 24.
- → New Assets Strat = The complexity of developing these strategies has led to delays New resources have been put in place for Q4 2023.
- → Pro Volat Strats = Volatility was too low in 2023 to be conclusive.
- → New Strat. Of Springboard 2025 = too early to be conclusive.

Some conclusions = Time to market still to improve - 3MP too low to be conclusive - Some business stopped (Russia) or suspended (Digital Assets) with negative impact on ABCA revenues. The low point of recurring earnings is still not growing fast enough.



^{*} Target means the targeted value IF the 3 Market Parameters (3MP) = 10y average (Volatility, Volumes, M&A)

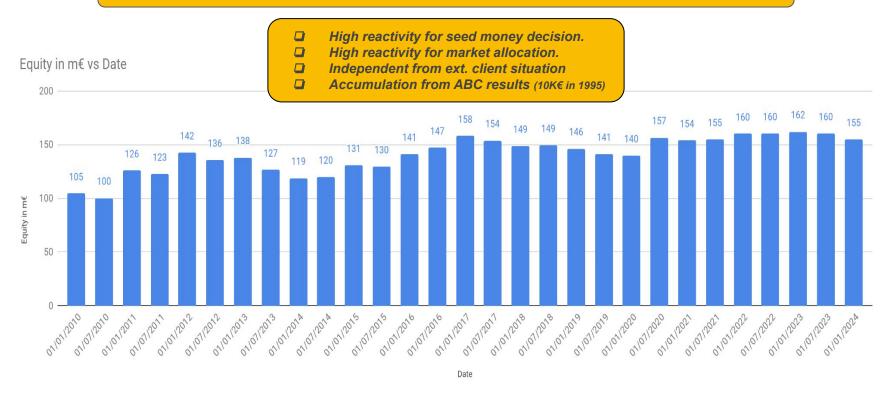
ABC arbitrage



5. How we do it



ABC Equity as a strong development tool



100+ people dedicated to ABC arbitrage Business

~10% - Risk Management

- Risk Control
- Process Control
- Risk Committee
- Compliance

~70% - R&D + Front

- Quant Traders & Research
- ☐ IT developers & IS
- Data analysis
- Operations
- → Markets Lawyers

~10% - Sales

- Marketing
- ☐ Investor Relations
- Due Diligence Team
- **☐** Senior management

~10% - Support

- Human Resources
- Office Management
- Others (ABC arbitrage corporate, Com. etc...)



Tech company!

Robust internally-developed 24/7 trading systems*

- Billions of data elements processed each year
- Active in almost 100 markets across the world 24/7
- Not a High Frequency Trading player but Top Tier 2



x3 to x5 if high volatility

+ 300 millions

messages in the IS

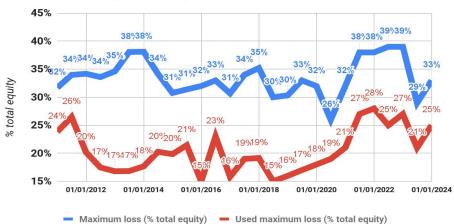
^{*}Daily average figures

^{**} All updates in the order books or trades for each share followed in ABCA's algos

Focus on risk mitigation

Risk Mitigation Process

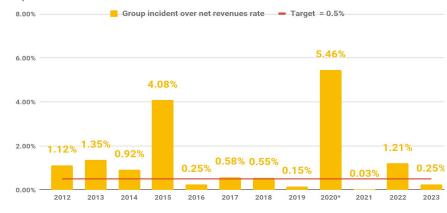
Maximum Risk Budget for ABC group since 2010



- ☐ 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





- External incident* in Dec 2020 concerning 2016 to 2019.
- Excluding this incident*: 2020 ratio = 0.35%.

*recognised in FY 2020 Result, 2020 Annual Financial Report- Page 61



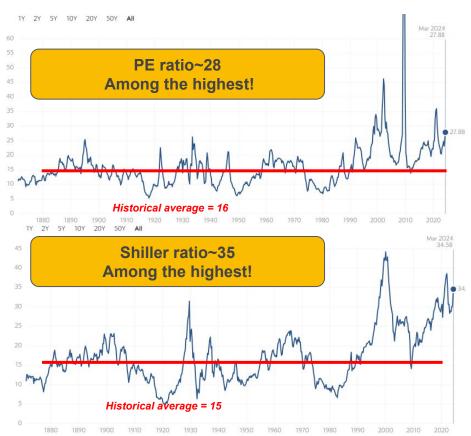


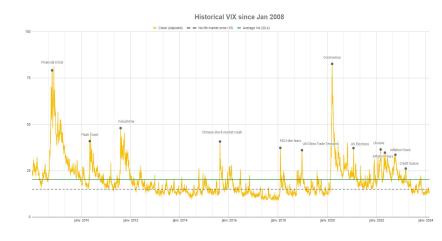
6. Outlook for the 2024 markets Anatomy of a fall?

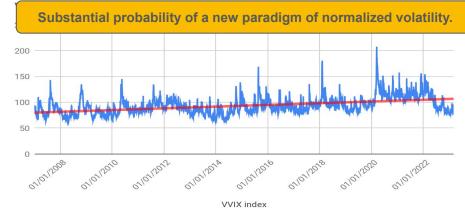
Equity markets ...and others...



Shares Valuation...what is the next move ?!



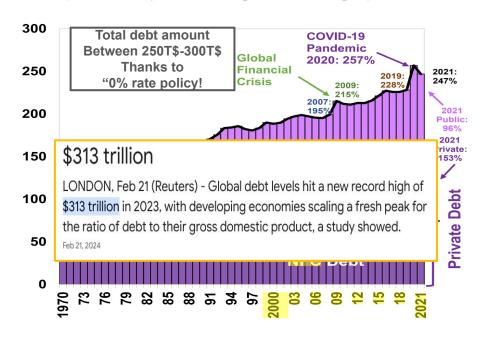






2022 Global Debt Monitor

Figure 1. Global Public and Private Debt, 1970–2021 (Percent of GDP, weighted averages)



An economic world with contradictory pressures!



Source: IMF Global Debt Database, 2022

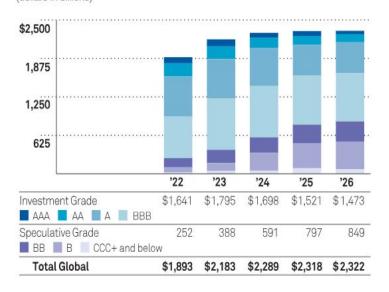


the wall of debt in the face of current inflation incompatible with a return to negative interest rates!



Global Corporate Debt Maturities by Rating Category (2022–2026)

(dollars in billions)



Source = S&P Global - Research and Insights



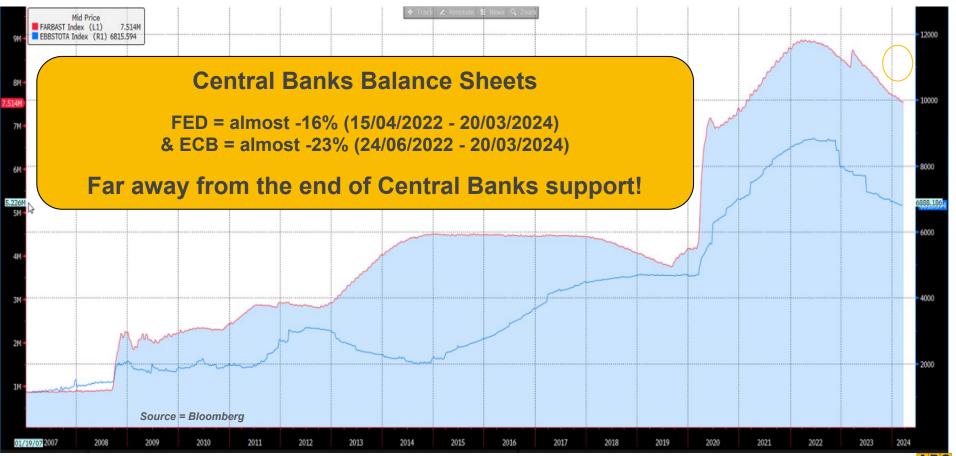
Are interest rates at the centre of the game?



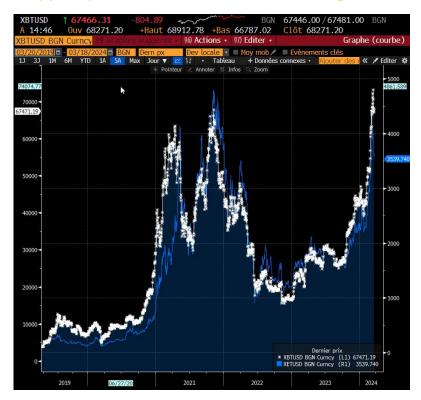




Central banks Balance sheets

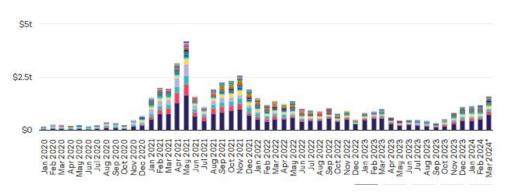


Crypto prices reached all time highs



Source = Bloomberg

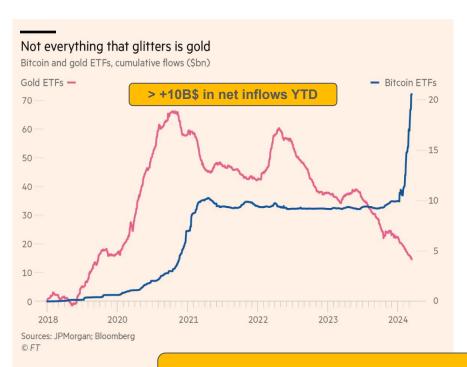
Monthly crypto exchange trading volumes



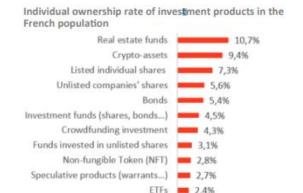
- Bitcoin crossed \$73k for the first time, surpassing the \$1.37T market cap of silver
- Ethereum hit its own milestone of \$4k before receding slightly
- Monthly exchange trading volumes are picking up after reaching lows post FTX bankruptcy
- Source: theblock.co

bitcoin seems to be making a comeback





9% of French people own crypto-assets



Source: New retail investors in France, OECD, November 2023

- 9% of French people own crypto-assets (versus 7% for listed shares)
- Source: The AMF Household Savings Observatory Newsletter, Nov 2023

The digital assets ecosystem still seems to offer real opportunities!



7. Springboard 2025 plan.

Decisions for 2024



Cornerstones for Springboard 2025

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

Core Business (CB)

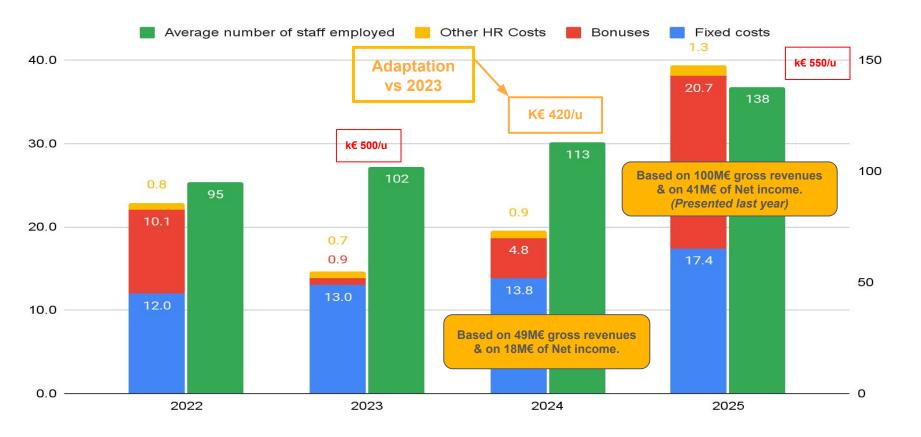
- → Continued diversification Multi Assets / Geography / Investment Strat.
- → Focus on significant alpha strategies with global correlation to the 3MP.
- → Focus on "niche" investment strat. (from 5M€ to 100M€ capacity).
- → Increase the number of our strat. to increase our diversification/mutualization.

Asset Management for External Third Party (AM-ETP)

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

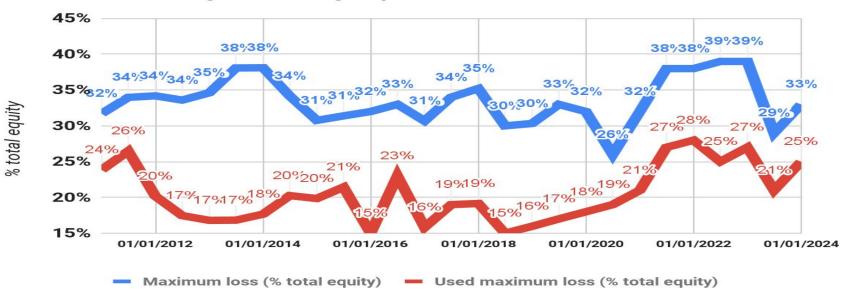


HR - Success in a competitive environment but necessary adaptation

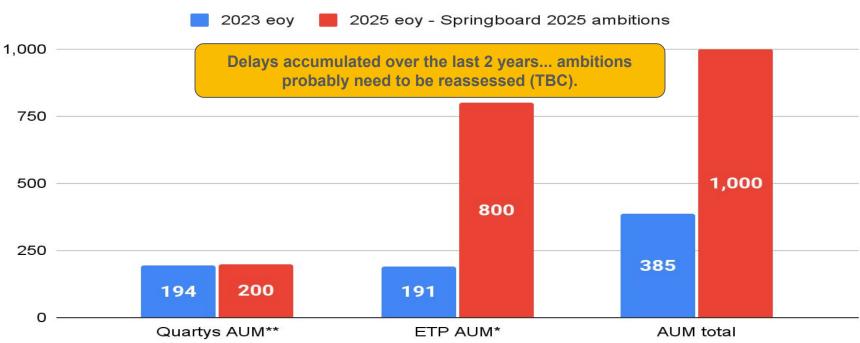


The 2023 risk budget was based on the PPMAX ratio with a limit of 40% of ABCA Equity
The 2024 risk limit will evolve towards a new limit of 46% (+15%)

Maximum Risk Budget for ABC group since 2010







^{*}ETP = 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.

Macro maturity matrix

	+3 months	+6 months	+12 months
Core Business	#Objectives for digital assets strategies following the relaunch of the business.	#ABC 2022 Strat => Visibility and improvements expected even in low volatility environments	#ABC 2022 added results expected #Springboard 2025 Strat. visibility expected
Asset Management	#ABCA Funds - To adjust => which expectations of visibility on the 2023/2024 works.	#Springboard 2025 objectives - To be confirmed or to be modified	#Depends on previous stages
Human Capital	#Treshold PNL/u confirmation @420K€/u instead 525K€/u	#Focus on Core Business Investment #Market Watch on HR market	+10 People (under treshold 420K€/u) +2M€ on HR Costs
IT	#Confirmation of Springboard 2025 investments	#Confirmation of Springboard 2025 investments	#Confirmation of Springboard 2025 investments
ABCA Equity	#Specific work on ABCA equity consumption	#Distribution Commitment - Max(0.30, POR of 80%)	#Distribution Commitment - Max(0.30, POR of 80%)
Risk Budget	#Risk budget increased by 15%.	#Risk budget and ABC Equity synchronisation	#To be confirmed

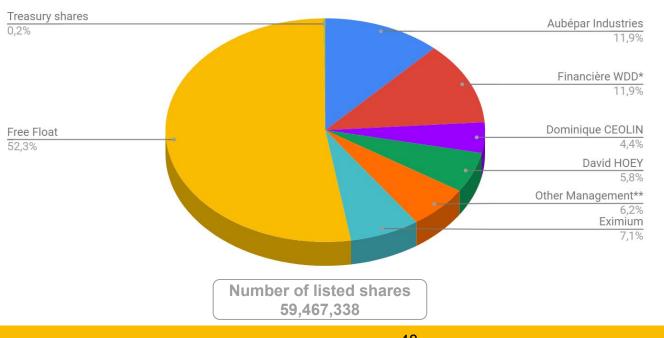




8. Shares & Distributions

20% owned by Executive Top management => Alignment of interests between Shareholders and Management Team

Share ownership as of 31/12/2023

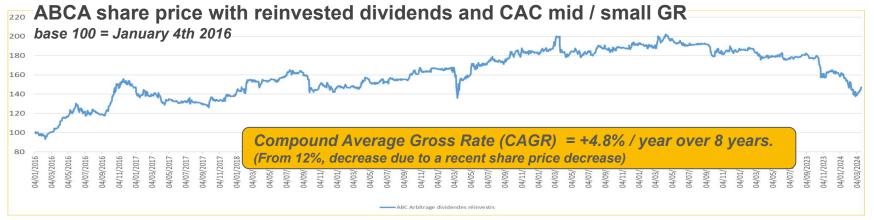




^{*} Holding company 50,01% held by Dominique Ceolin

^{**} Management and independent non-executive directors excluding Dominique Ceolin and David Hoey

Historical share prices







FY2023 distribution = €0.30

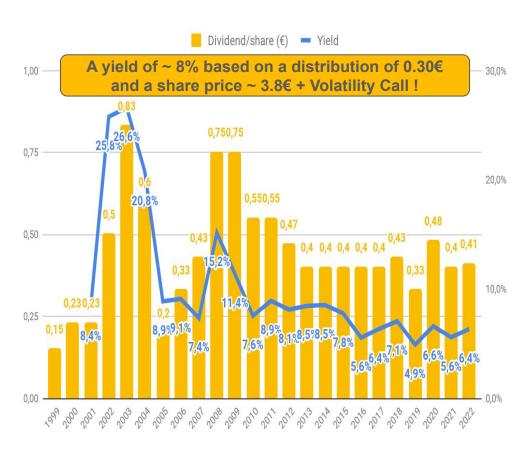
- €0.10 Ex date 10 October 2023.
- **1** €0.10 Ex date 5 December 2023.
- **□** €0.10 Ex date 23 April 2024.
- No 2023 final dividend (TBC AGM).
- ☐ Distributions planned in Oct. 2024 (€0.10) &
 - Dec.2024 (€0.10). (TBC board decision September 2024)

Buyback program

- €4m authorization by the Board in line with AGM resolution of 9th June 2023
- □ ~1% of share capital

Payout Ratio (POR) Policy

- ☐ Since 1999, average POR = 98%
- **2020 & 2021 & 2022 ~ 80%**
- □ Springboard 2025 commitment (Max(€0.30, POR of 80%)) => POR 2023~108%





This slideshow is a communication support for the investor presentation on FY2023. This document includes some forward-looking statements as statements regarding ABC 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 2023 financial year.





Q&A

