

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

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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. 2023 Market Parameters

2023 - Surprising drop in volatility despite refinancing risks and geopolitical situation
Historical VIX since July 2022


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


Traded markets Volume




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

Difficult situation for Stat. Arb.

## ABC arbitrage



## 3. 2023 Financial Results

## 2023 ABC Results

Profit \& Loss Breakdown


## CH Withholding Tax

$\rightarrow$ QTYS receives dividends from its current operations
$\rightarrow \quad$ Switzerland is a country with large market caps and significant returns on its equity.
$\rightarrow \quad$ From 2017 to 2021, 8M€ of withholding tax pending reimbursement.
$\rightarrow$ Usual delay $+/-3$ years to recover $=>$ real delay since 2021.
$\rightarrow \quad$ No legal "no" so far, but longer-than-average delays.

| In Euro millions - IFRS | 2023 pro forma <br> ABCA estimations | 2023 | Useful comment <br> suspension of activity - <br> pending AMF approval <br> - estimation based on <br> 2022 business. |
| :--- | :---: | :---: | :--- |
| Digital Assets Business | +1.2 | 0 | -1.35 |
| Withholding Tax CH | Page 17 (§4.1) Financial <br> Report |  |  |
| Net revenues | 41.6 | 39,3 | Delta bonuses on <br> revenues (estimation) |
| Payroll costs | -15.1 | $-14,6$ | $-1,5$ |



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



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

Budget Data annual history (M€)


Budget Data - allocation 2023


Infrastructure


## ABC arbitrage



## 4. Springboard 2025 plan. Situation Update

## Springboard 2025 income targets.

$\rightarrow$ ROE Min $>10 \%=>$ annual CNI of $16 \mathrm{M} €_{\text {based on ABC Equity as of } 31 / 12 / 22 .}$
$\rightarrow$ 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 100M€ over 3y.

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€).
$\rightarrow \quad$ Payout Ratio (POR) ~ 80\%.
$\rightarrow$ A principle of "no Scrip Dividend".


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


| Target Performance: | $5-15 \%$ |
| :--- | :--- |
| Perf. Profile: | Convex |
|  |  |
| Expected Perf. Volatility: $8-10 \%$ <br> Target Corr to S\&P: Negative |  |
| "Defensive" |  |

ABCA Opportunities Fund
Diversified - Low Net
Customised Options

Futures Strategies

Custom Features:

- Performance Profile
- Volatility \& Leverage
- Restriction Lists


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



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 External Third Party (ETP) as of 31/12/2023 = 191 M€ => $15 \%$ Decline in ETP AUM
Average Group Asset Under Management


ABCA's AuM


Investors' breakdown


Breakdown of 1st March 2024


## Core Business Evaluation

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

> |  | 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 |  |



## Risk Mitigation Process

## Maximum Risk Budget for ABC group since 2010



## Strict Quality Control

Group incident over net revenues rate

$\square \quad$ 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

## ABC arbitrage



## 6. Outlook for the 2024 markets

 Anatomy of a fall?

## 2024-2025 Outlook

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


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Historical VIX since Jan 2008


> Substantial probability of a new paradigm of normalized volatility.


## 2022 Global Debt Monitor

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


An economic world with contradictory pressures!

Interactive: central bank policy rates


FINANCIAL TIMES

Source: IMF Global Debt Database, 2022
the wall of debt in the face of current inflation incompatible with a return to negative interest rates!

Core goods inflation rose later in the eurozone and has dropped everywhere, while services inflation remains high

Inflation rate (\%)


Sources: Factset, St Louis Fed, ONS • Services inflation excludes energy servi

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


[^0]


Crypto prices reached all time highs


Source $=$ Bloomberg

## Monthly crypto exchange trading volumes

$\$ 5 t$
$\$ 2.5 \mathrm{t}$



NNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNNN

- Bitcoin crossed $\$ 73 \mathrm{k}$ for the first time, surpassing the $\$ 1.37 \mathrm{~T}$ market cap of silver
- Ethereum hit its own milestone of $\$ 4 \mathrm{k}$ 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

Not everything that glitters is gold
Bitcoin and gold ETFs, cumulative flows (\$bn)


## 9\% of French people own crypto-assets

Individual ownership rate of investment products in the French population

| Real estate funds | $10,7 \%$ |
| :---: | :---: |
| Crypto-assets | - $9,4 \%$ |
| Listed individual shares | - $7,3 \%$ |
| Unlisted companies' shares | -5,6\% |
| Bonds | -5,4\% |
| Investment funds (shares, bonds...) | 4,5\% |
| Crowdfunding investment | - $4,3 \%$ |
| Funds invested in unlisted shares | -3,1\% |
| Non-fungible Token (NFT) | - $2,8 \%$ |
| Speculative products (warrants...) | - $2,7 \%$ |
| ETFs | [nin $2,4 \%$ |

- $9 \%$ 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!

## ABC arbitrage



## 7. Springboard 2025 plan.

 Decisions for 2024
## 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.


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




|  | +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 <br> @420K€/u instead 525K€/u | \#Focus on Core Business Investment \#Market Watch on HR market | +10 People (under treshold 420K€/u) <br> +2 M € 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 |

## ABC arbitrage



## 8. Shares \& Distributions

20\% owned by Executive Top management => Alignment of interests between Shareholders and Management Team
Share ownership as of 31/12/2023

> | Number of listed shares |
| :---: |
| $59,467,338$ |

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


ABC Arbitrage with reinvested dividends / CAC mid small GR


## FY2023 distribution $=€ 0.30$

- $€ 0.10$ - Ex date 10 October 2023.
- $€ 0.10$ - 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

․ € 4 m authorization by the Board in line with AGM resolution of 9th June 2023

- $\quad \sim 1 \%$ of share capital


## Payout Ratio (POR) Policy

- Since 1999, average POR =98\%
- $\quad 2020$ \& 2021 \& 2022 ~ 80\%
- Springboard 2025 commitment (Max( 60.30 , PoR of $80 \%)$ ) $=>$ POR 2023~108\%

Dividend/share (€) $=$ Yield
-


This slideshow is a communication support for the investor presentation on FY2023. 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 2023 financial year.


## Q\&A


[^0]:    Source $=$ S\&P Global - Research and Insights

