

Investor Presentation - September 2024 HY2024 and Outlook for Springboard 2025.



### Key topics of the presentation

- 1. What we do
- 2. HY2024 Market Parameters
- 3. HY2024 Financial Results
- 4. How we do it
- 5. Springboard 2025 plan Situation update
- 6. 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.





## 1. What we do

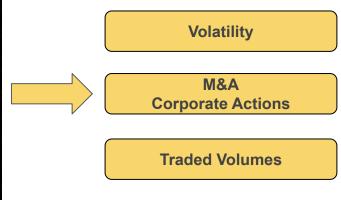


### Our business: Trading Arbitrage

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	++
<b>Equity Index Prices</b>	=
Rates Level	=
Commodities Prices	=
Strong Markets volumes	++
Weak volumes	
M&A Activity	++
Corporate Actions Activity	++
Bank credit issue	-
Market Regulation	+





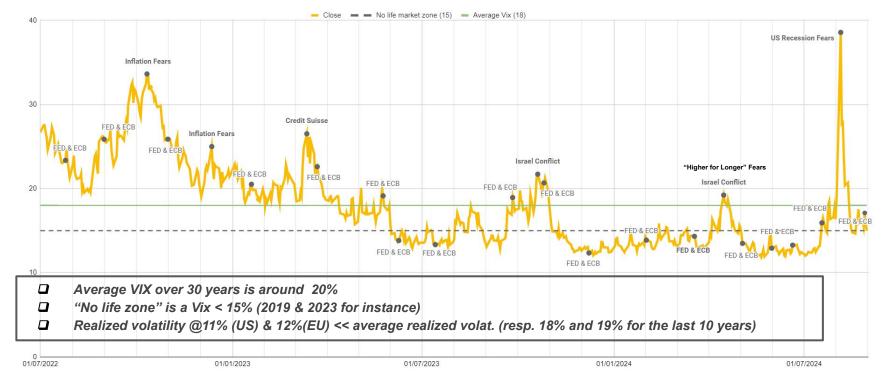


## 2. 2023 Market Parameters

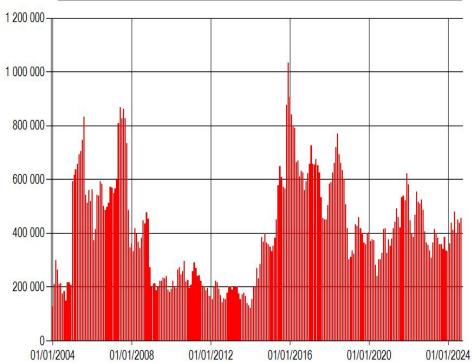


### 2023 - Surprising drop in volatility despite refinancing risks and geopolitical situation

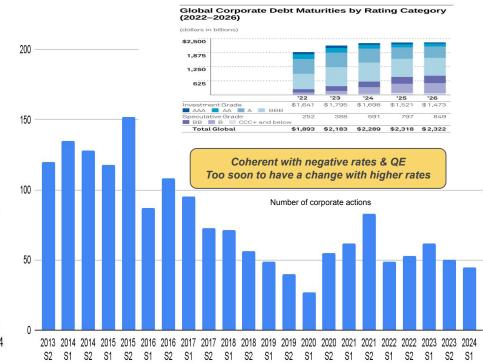






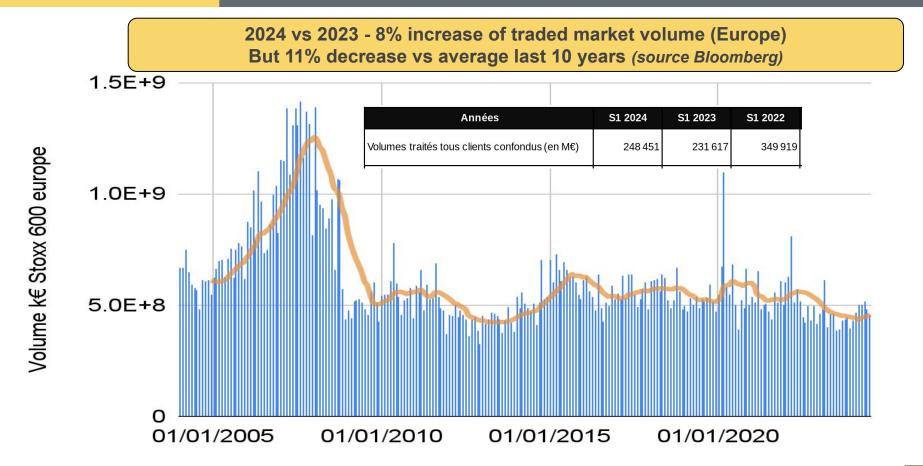


## Corporate actions opportunities Divided by 3 since 2014 - Divided by 1.5 since 2018





### Traded markets Volume







## 3. 2023 Financial Results



# HY2024 ABC Results

Net gains at fair value through profit or loss\*\*

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)

ABC arbitrage HY 2024 - Investor Presentation

In million euros - IFRS

**Net revenues** 

Payroll costs

Occupancy costs

Other expense

Other taxes

**Total costs** 

Income tax

holders

Income before tax

Investment Services Fees\*

# Profit & Loss Breakdown

FY 2022

27.4

33,8

61,2

-22,9

-1.4

-7.2

-0.7

-32,1

29.1

0,1

29.2

HY 2023

9.0

11,2

20,2

-7,4

-0.8

-3.4

0.2

-11,4

8.8

0.0

8.8

11

**Change HY** 

2024/2023

13.5%

12,4%

12,9%

27,7%

14.7%

5.9%

-94.2%

22,5%

0.4%

-3.3%

0.4%

**Useful comment** 

~10% from external third party

Tax and costs included

For ABCA / ABAM / ABAA

For ABCA / ABAM / ABAA

ABC

Cf. Slide 14

Cf. Slide 15

HY 2024

10,2

12,6

22,8

-9,5

-0.9

-3,6

0,0

-14,0

8,8

0,0

8,9

FY 2023

18.3

21,0

39,3

-14,6

-1.5

-7.0

0.2

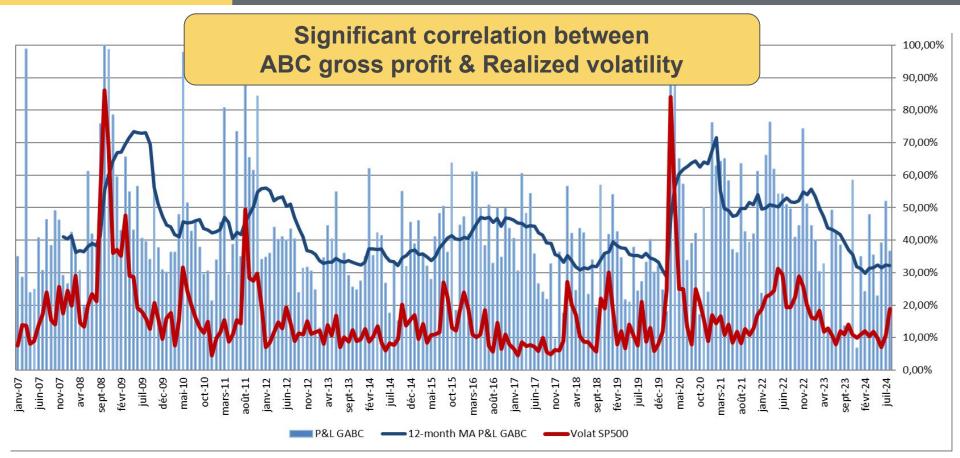
-22,9

16.4

0,1

16.5

### Moral contract fulfilled!





### Comparaison to 2019 & 2023

- Similar Market Parameters especially concerning volatility (~11% vs ~13% in 2023 & 2019)
- PAC HY2024 = +13% PAC HY2023 & ROE FY2023 = 10.6% (~ 160M€ ABCA Equity)
- PAC HY2024 = +28% PAC HY2019 & ROE FY2019 = 12.8% (~ 140M€ ABCA Equity)

### **New Market Models**

- Contribution to net revenues ~15% / ~3.5M€.
- Target\* 2024 ~ Mini of 5M€ for HY2024 (70%) Time to Market still to improve.
- Full resumption on Digital assets in march => 1.2M€ mini. targeted on FY2024 vs 375K€ Realised on a 4 months basis. (The level of this activity is slightly below the expected minimum)

### Other explanations for the HY2024 results

- Higher rates a disadvantage for some Strat. and advantages for others (for instance disadvantage for risk arbitrage but positive contribution for the remuneration of our equity ~ +1.7M€ vs HY2023)
- Management Fees HY2024 ETP = 1M€ vs 1.3M€ for HY2023.
- Pending Perf. Fees HY2024 for ETP = 0M€ vs 0.3M€ for HY2023.



<sup>\*</sup> Target means the targeted value IF the 3 Market Parameters (3MP) = 10y average (Volatility, Volumes, M&A)

### HR Costs Breakdown

### **ABC Team = ABC first priority = ABC first expense**





<sup>\*:</sup> Average number of staff employed = 106 + 4 service providers equivalent to FTE = total equivalent FTE = 110 - Based on 16M€ CNI



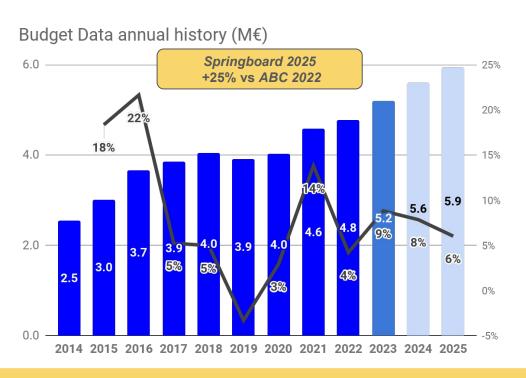


- Base cost increase = partial adaptation to HR market + new R&D people.
- Strong correlation between Bonuses and ABC arbitrage performance.
- ☐ Targeted Equity Incentives on a long term basis.

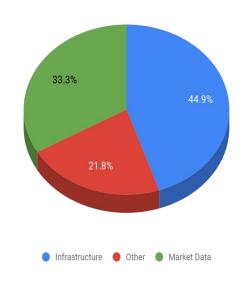


## ABC arbitrage is a "French Tech" Company!

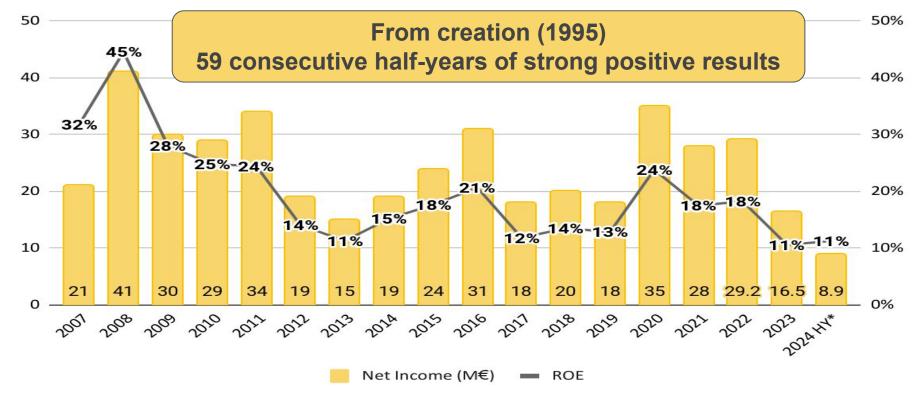
IT Costs ~ 70% of the "other costs".



Budget Data - allocation 2023



### Net Income (M€) and ROE



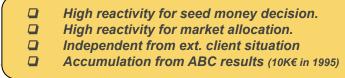


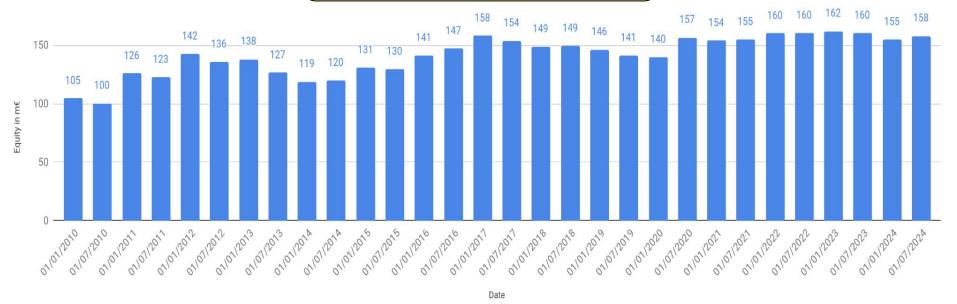
4. How we do it

Equity in m€ vs Date

200

## ABC Equity as a strong development tool





18



### 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

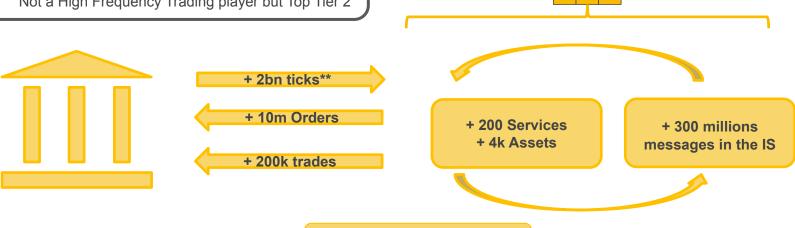
- Human Resources
- Office Management
- Others (ABC arbitrage corporate, Com. etc...)



## **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



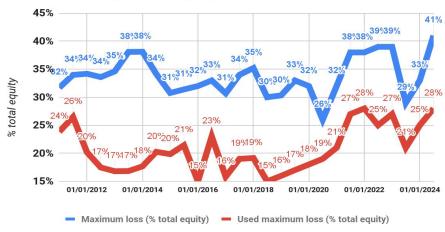
<sup>\*</sup>Daily average figures

<sup>\*\*</sup> All updates in the order books or trades for each share followed in ABCA's algos

### Focus on risk mitigation

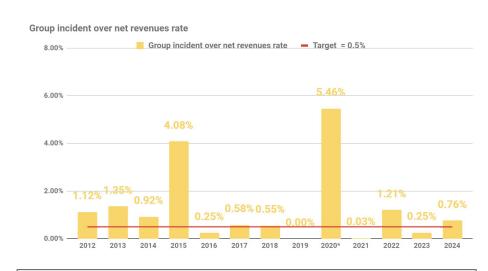
### Risk Mitigation Process

#### Maximum Risk Budget for ABC group since 2010



- Maximum Loss Ratio (MLR) = Compound of "every" possible risk even "opposite" risks.
- No significant increase in the risk budget over time but new limit @ 46% (instead 40% / +15%) for MLR.
- ☐ Used MLR still under 30% for many years.

### **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





# 5. 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".

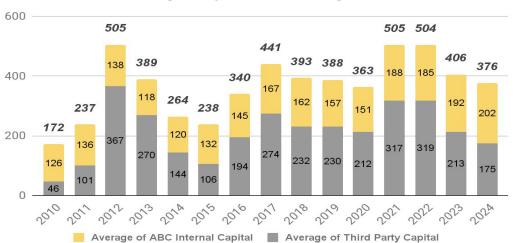


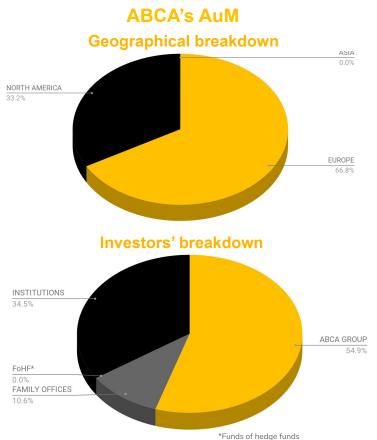
### External Third Party (ETP) - Assets under Management under pressure

- □ 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 30/06/2024 = 363M€\*\* (-6%) AUM External Third Party (ETP) as of 30/06/2024 = 169M€ => 11% Decline in ETP AUM

**Average Group Asset Under Management** 





<sup>\*\*</sup> This figure is a specific calculus to uniformize the AUM from a fee perspective. From a regulatory perspective, AUM are 322M€.

Breakdown of 1st Sept 2024



### ABCA Funds - AIF & Professional Investors only!

## **ABCA Reversion Fund**

Short Term - Market Neutral

Mean Reversion

Equity Index Futures

Term Structure
Volatility Futures

Target Performance: 5 - 15%
Perf. Profile: Convex

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

"Defensive"

## **ABCA Opportunities Fund**

Quant Multi-Strategy

Stat Arb/EMN, Event, Systematic Futures *Equities & Futures* 

Target Performance: >10%
Perf. Profile: Uncorrelated

Exp. Volatility: 8-10%
Target Corr to S&P: Low

"All Weather"

**Customised Options** 

**Futures Strategies** 

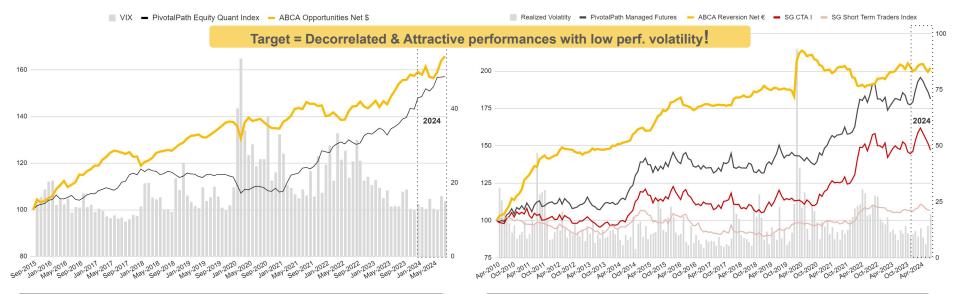
**Custom Features:** 

- Performance Profile
- Volatility & Leverage
- Restriction Lists

2023/2024 - Structural improvements in the products offered by the Group.



### ABCA Funds - 2023 Returns



### ABCA Opportunities 2024 Perf.Class USD Net => +5.3% (31/08) (+7.5% for 20/09 weekly estimates)

2021 Eurohedge Awards Nominee - 2022 Top Performer Investor Choice Awards Best Multi Strategy under 500m\$ Hedgeweek Awards 2024 (for 2023 Perf.)

31/08/2024	ABCA Opportunities (Net \$)	S&P 500	PivotalPath Equity Quant Index
Annualized Perf	5.8%	13.4%	5.2%
Volatility	5%	16%	4%
Sharpe RFR=0	1.2	0.9	1.2
		Since	01/10/2015

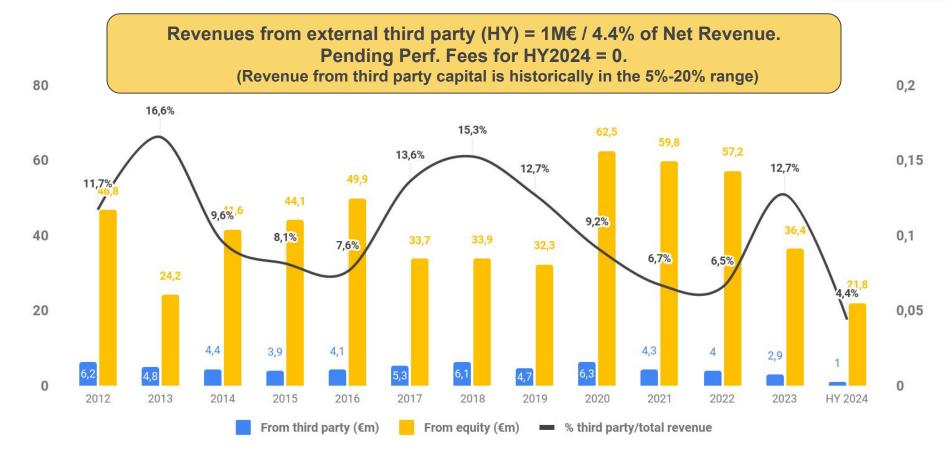
### ABCA Reversion 2024 Perf. Class USD Net => +0.6% (31/08)

(-0.1% for 20/09 weekly estimates)

2020 - BarclayHedge Recognition award for excellence - EMN Winner

31/08/2024	Reversion (Net \$)	S&P 500	SG CTA Index	PivotalPath Managed Futures
Annualized Perf	5.9%	12.0%	3.1%	4.5%
Volatility	5%	15%	8%	8%
Sharpe RFR=0	1.1	0.8	0.4	0.6
			Since	01/05/2010

## Split of revenues between equity and third party AuM





### Macro maturity matrix

MARCH 24	+3 months	+6 months	+12 months
Core Business	#Objectives for digital assets strategies following the relaunch of the business. <b>DONE</b>	#ABC 2022 Strat => Visibility and improvements expected even in low volatility environments. WIP	#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. WIP	#Springboard 2025 objectives - To be confirmed or to be modified. WIP (mar 25)	#Depends on previous stages WIP (next step on march 25)
Human Capital	#Treshold PNL/u confirmation @420K€/u instead 525K€/u DONE	#Focus on Core Business Investment #Market Watch on HR market.WIP	+10 People (under threshold 420K€/u) +2M€ on HR Costs DONE
ΙΤ	#Confirmation of Springboard 2025 investments DONE	#Confirmation of Springboard 2025 investments DONE	#Confirmation of Springboard 2025 investments
ABCA Equity	#Specific work on ABCA equity consumption DONE (nov.24)	#Distribution Commitment - Max(0.30, POR of 80%) DONE	#Distribution Commitment - Max(0.30, POR of 80%) DONE (almost)
Risk Budget	#Risk budget increased by 15%.	#Risk budget and ABC Equity synchronisation WIP	#To be confirmed WIP



### **NEXT STEP FOR ABC arbitrage**

- → Group Activity Pace (GAP) Market Parameters (MP) Q3 = MP HY2024 => GAP Q3 = GAP HY2024.
- New strategies ABC2022 & Springboard 2025 Time to demonstrate => Target mini > 10M€/an (+3M€ for a FY Group Activity Pace vs 2023).
- → Asset Management Finalize the transformation of our products and reverse the trend in assets under management (AUM) with controlled operating costs.
- → Correlation to volatility Maintain the turbo effect in case of a return to historical volatility levels => If the 3 Market Parameters (3MP) = 10y average (Volatility, Volumes, M&A), the group still believes in its ability to achieve results exceeding €30 million.





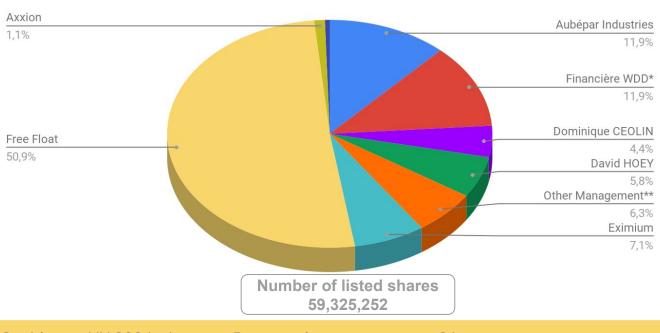
## 6. Shares & Distributions



### Shareholders breakdown

14% owned by Executive Top management => Alignment of interests between Shareholders and Management Team

### Share ownership as of 07/06/2024

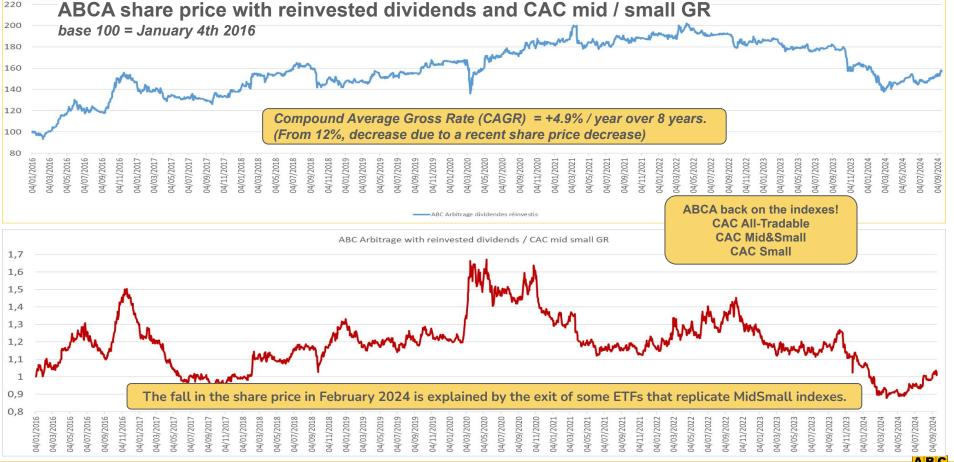


- \* Holding company 50,01% held by Dominique Ceolin
- \*\* Management and independent non-executive directors excluding Dominique Ceolin and David Hoey



### Shares & dividends

### Historical share prices





### FY2023 distribution = €0.30

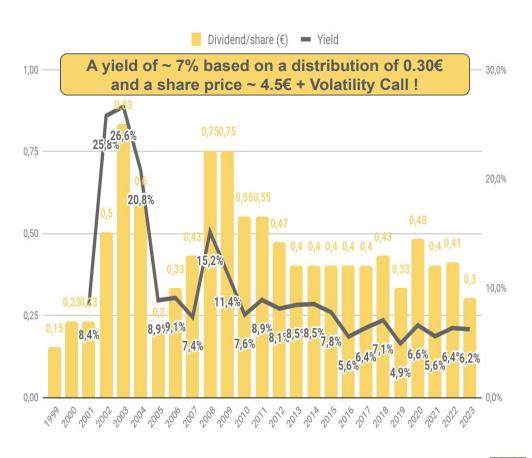
- €0.10 Ex date 10 October 2023.
- **□** €0.10 Ex date 23 April 2024.
- No 2023 final dividend (AGM).
- Distributions validated in Oct. 2024 (€0.10) & Dec.2024 (€0.10)

### **Buyback program**

- €4m authorization by the Board in line with AGM resolution of 7th June 2024
- □ ~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%





### Disclaimer

This slideshow is a communication support for the investor presentation on HY2024. 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 2024 first semester.





Q&A

