

AMK Report – 2021 Annual Summary

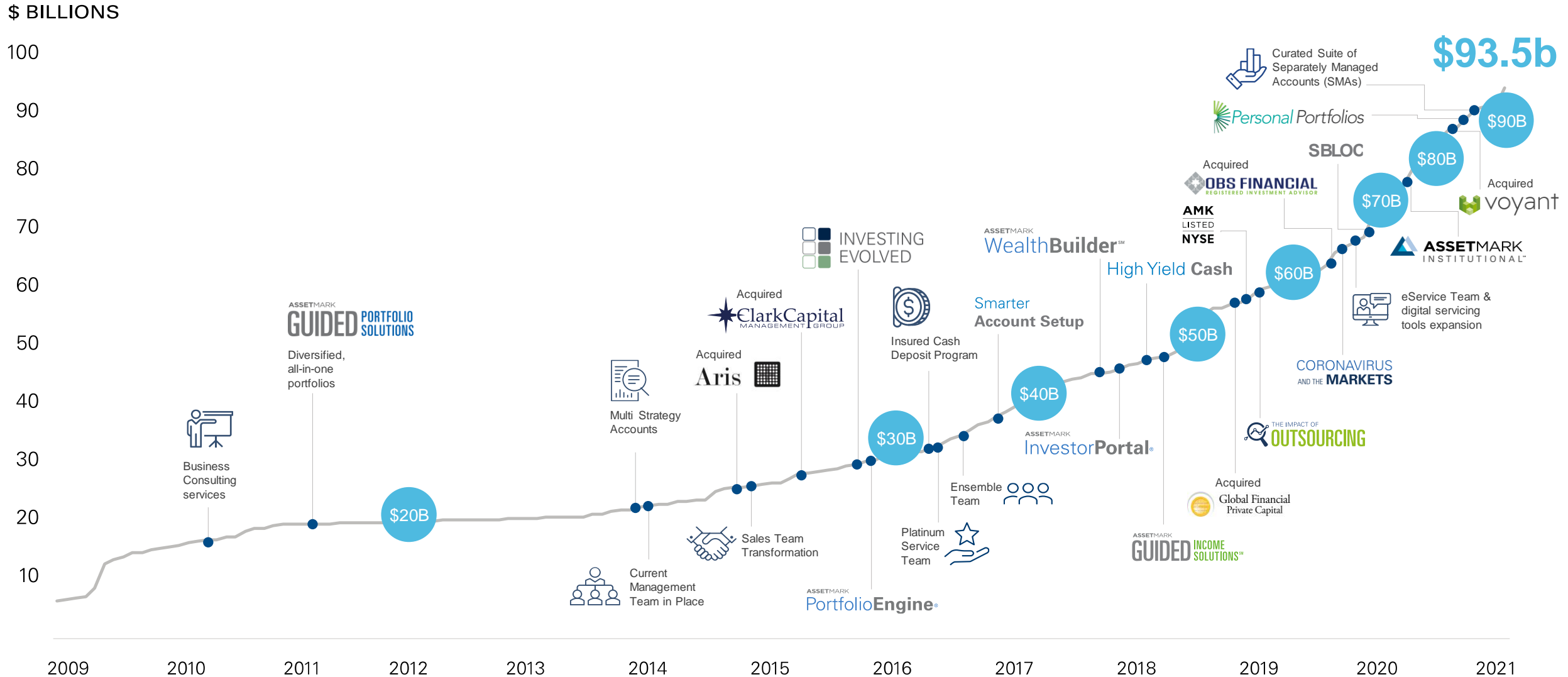
January 10, 2022



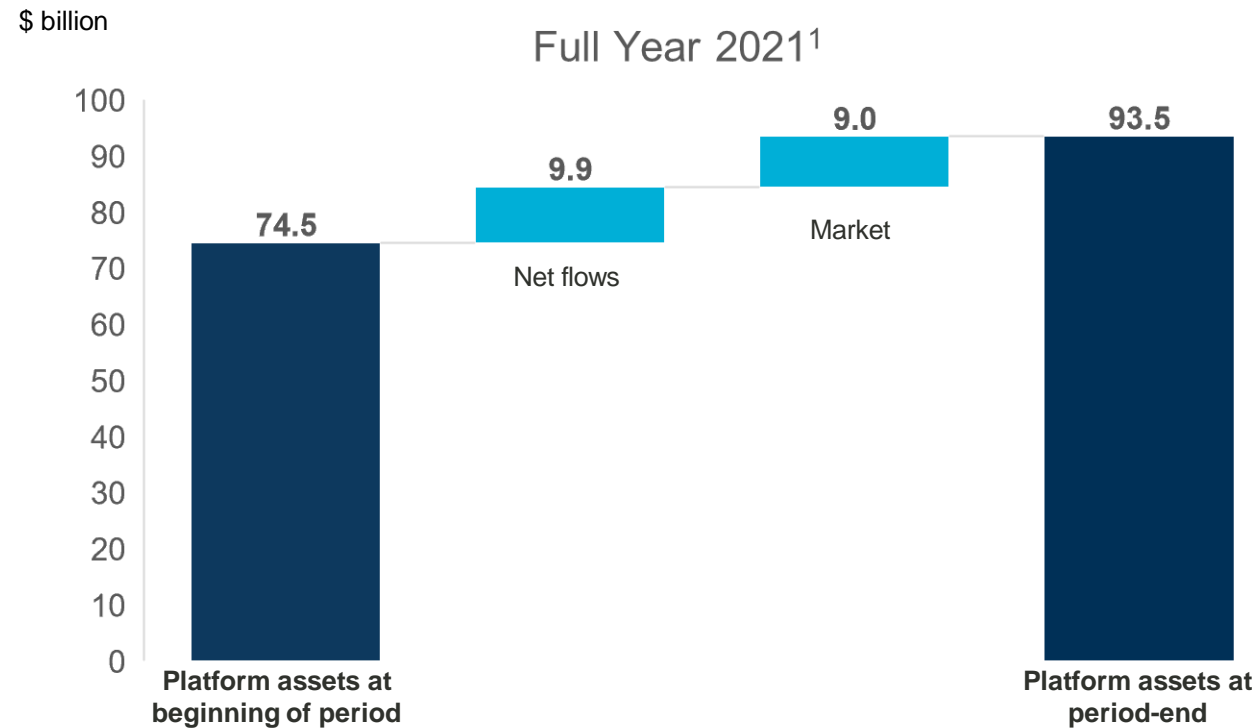
Forward-looking statements

This presentation and corresponding press release may contain "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical facts included in this presentation and corresponding press release are forward-looking statements and are not guarantees of future performance or results and involve a number of risks and uncertainties. Actual results may differ materially from those in the forward-looking statements as a result of a number of factors, including those described from time to time in filings we make with the Securities and Exchange Commission. AssetMark undertakes no duty to update any forward-looking statement made herein. All forward-looking statements speak only as of the date of this presentation and corresponding press release.

Year-end platform assets of \$93.5b are an all-time high



Driven by another year of strong organic growth



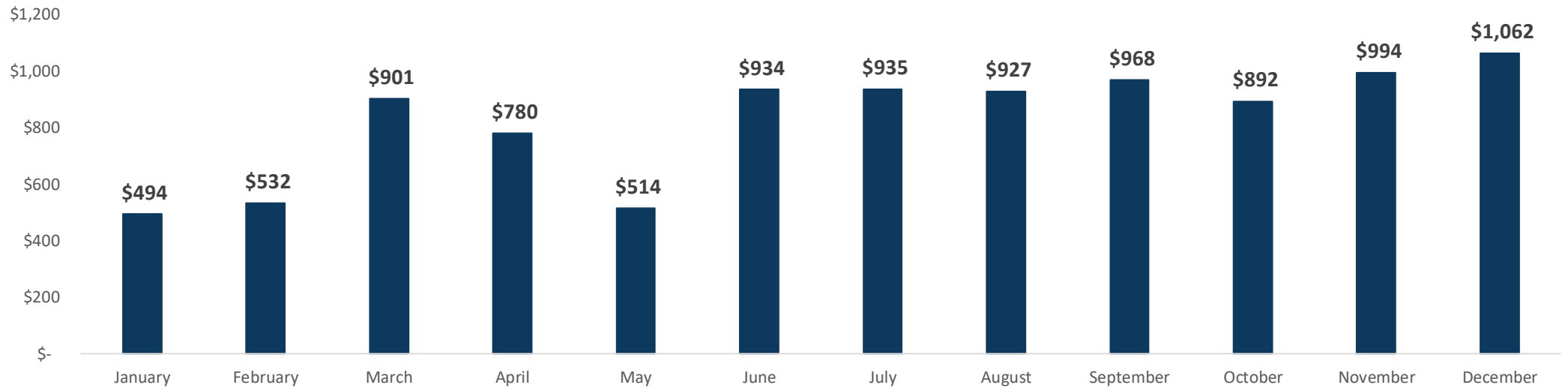
13.3% Net Flows as a % of Beginning-of-Period Platform Assets²

¹As of December 31, 2021.

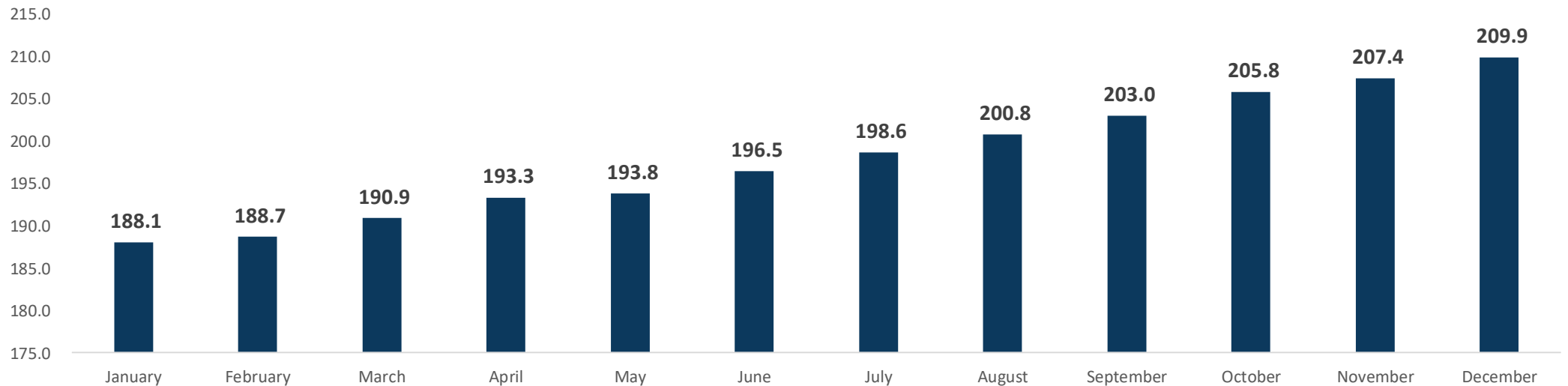
²Calculated as annualized net flows of \$9.9 billion divided by beginning-of-period platform assets of \$74.5 billion as of January 1, 2021.

2021 monthly net flows and households

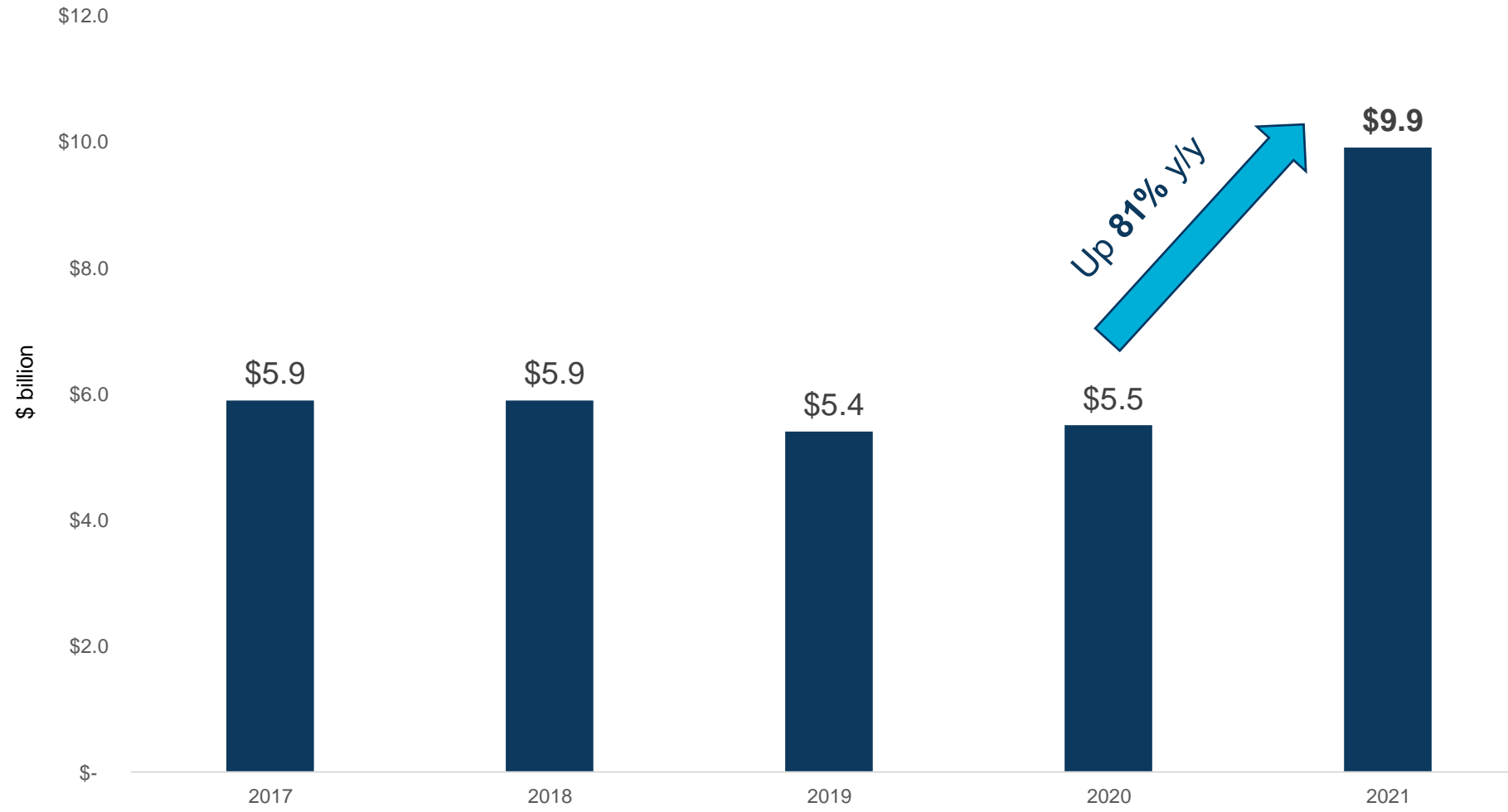
Net Flows
(in millions)



Households
(in thousands)



2021 net flows significantly increased vs. prior years



Commentary from the CFO

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Our 2021 organic growth was phenomenal. AssetMark ended the year with annual net flows of \$9.9 billion or 13.3% of beginning-of-period assets, above our guidance of 10%. We are a trusted partner to our advisors and our reframed growth strategy, centered around the advisor, is paying dividends.

We are consistently realizing monthly net flows north of \$900 million, including our first month of \$1 billion plus net flows in December. Platform assets were up 25.5% year-over-year, setting us up for a strong start to 2022.

”

Gary Zyla, Chief Financial Officer