



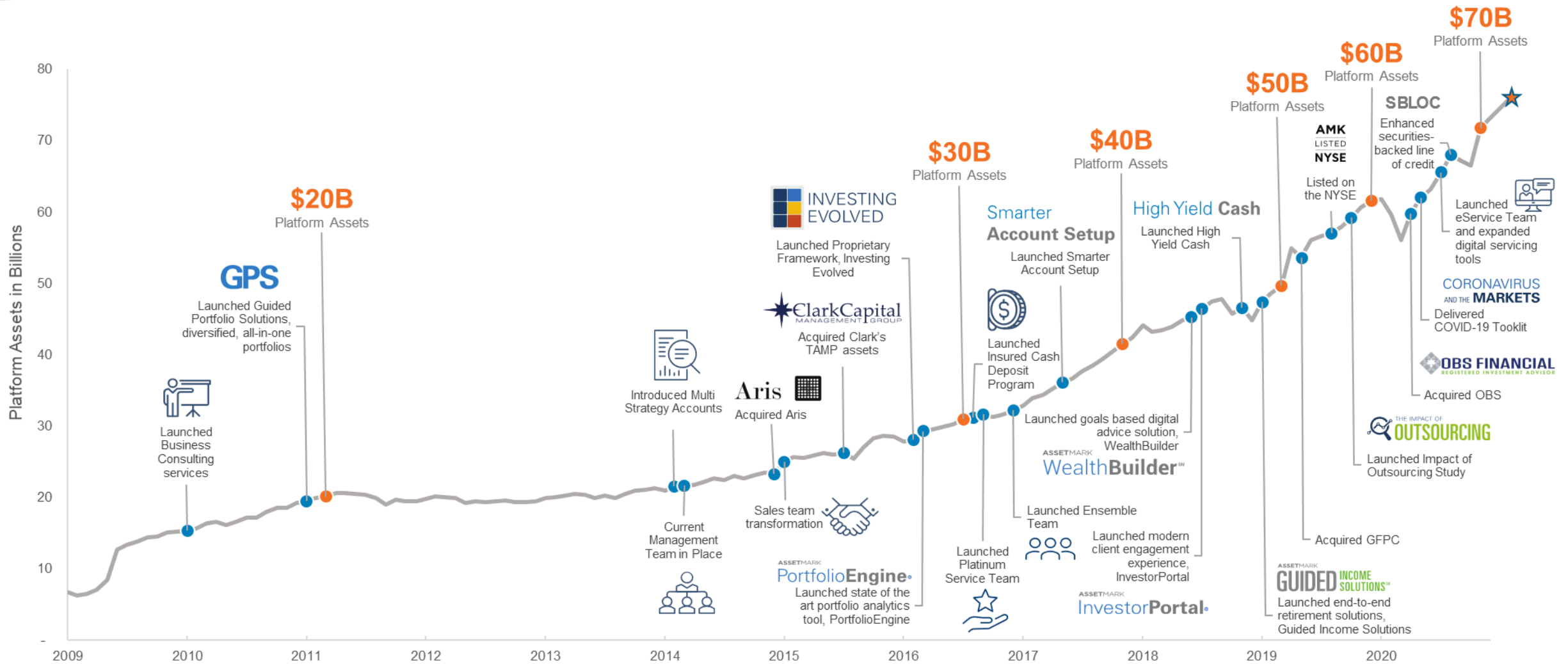
# AMK Report – 2020 Annual Summary of Net Flows

January 11, 2021

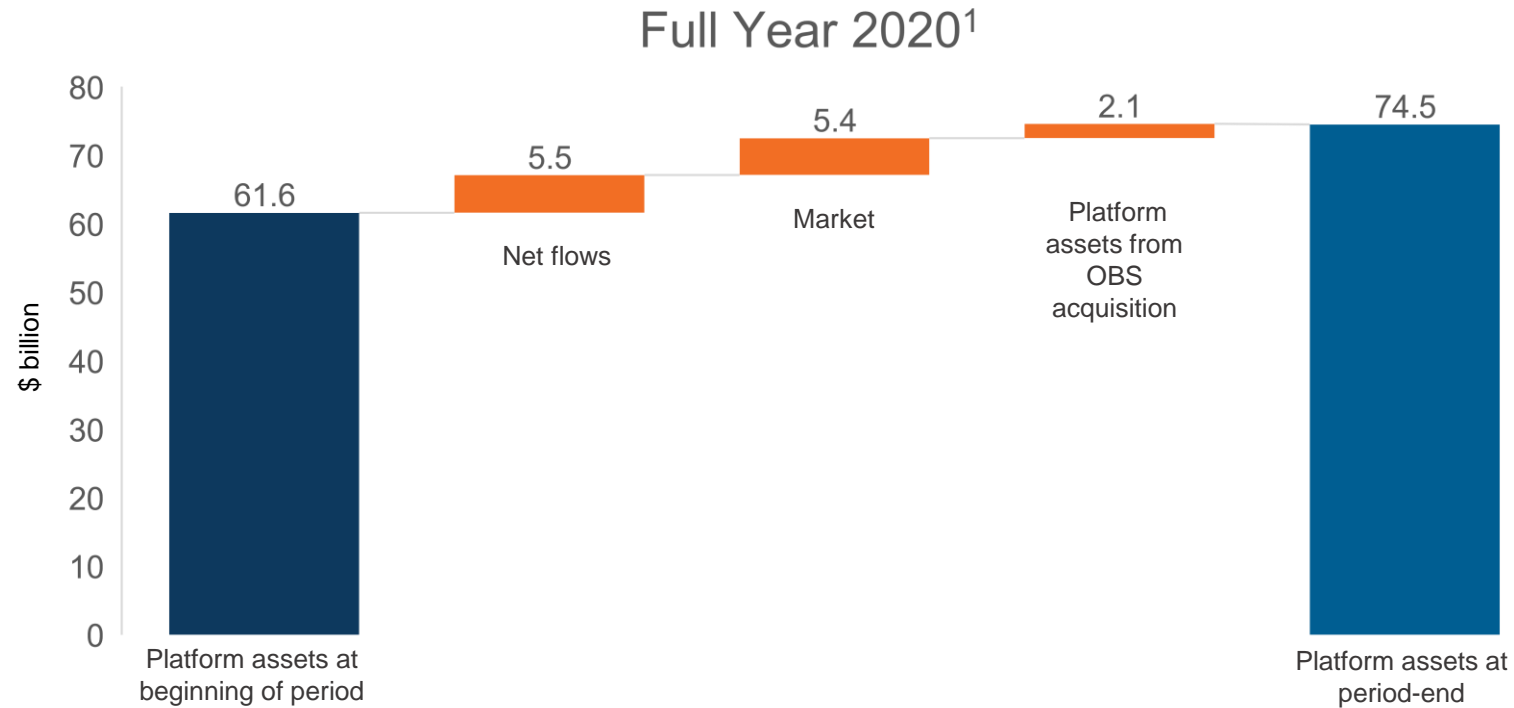
# Forward looking statements

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.

# End of year platform assets of \$74.5B are an all time high



# Driven by another year of strong organic growth



**8.9%** Net Flows as a % of Beginning-of-Period Platform Assets<sup>2</sup>

<sup>1</sup> As of December 31, 2020.

<sup>2</sup> Calculated as annualized total net flows of \$5.5B as of December 31, 2020, divided by beginning-of-period platform assets of \$61.6B as of January 1, 2020.

# 2020 net flows trend analysis

(dollars in millions)

	4Q19 assets	1Q20	2Q20	3Q20	4Q20	2020 Annualized Growth Rate <sup>1</sup>
<b>Core</b>	58,718.0	1,940.3	1,139.0	1,321.0	1,675.4	10.3%
<b>OBS</b>	-	(21.0)	(27.2)	(113.6)	(163.0)	-
<b>GFPC AMP</b>	613.0	1.6	(146.4)	22.0	20.1	-
<b>GFPC Managed</b>	2,277.0	(86.5)	(58.1)	(20.5)	-	-
<b>Total</b>	61,608.0	1,834.4	907.3	1,209.0	1,532.5	8.9%

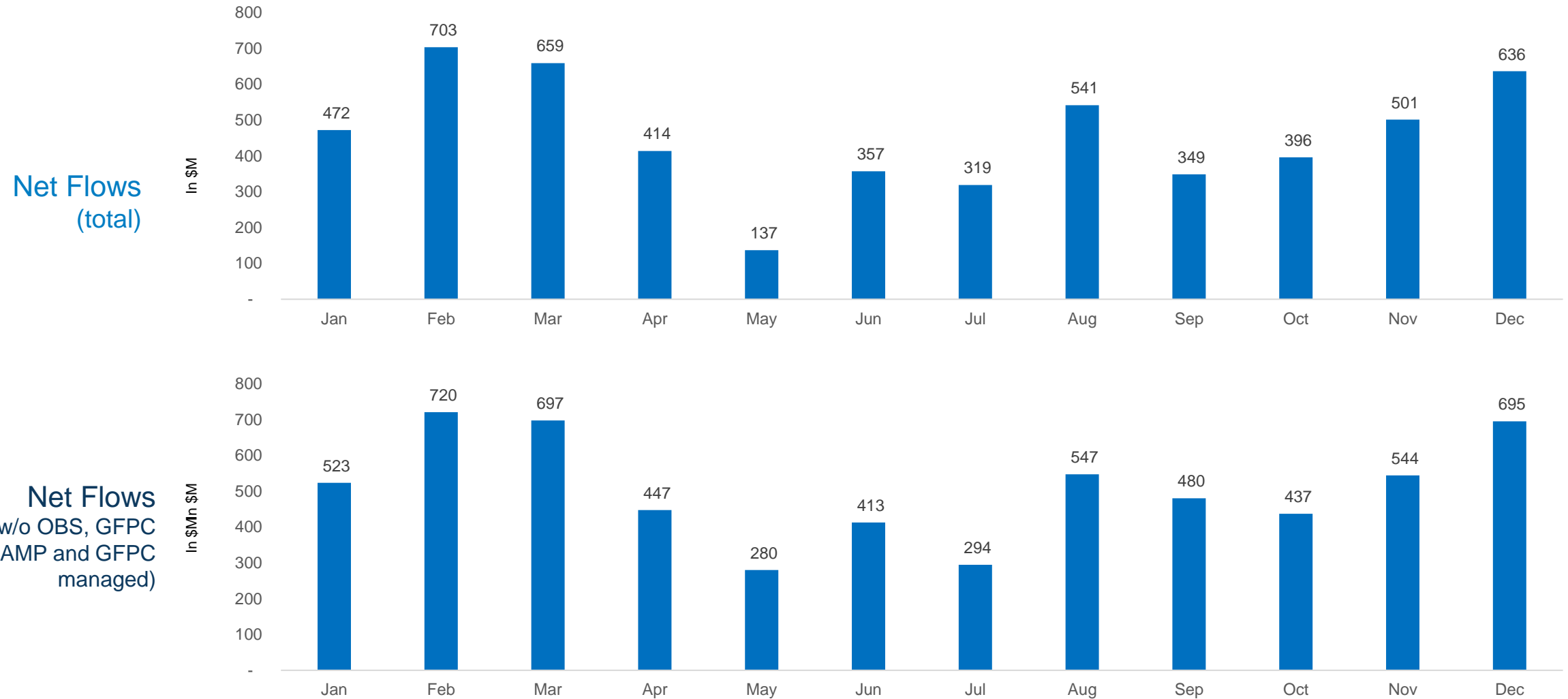
## Net Flows Commentary

- Core business remains strong, with an annualized growth rate of 10.3%. Additionally, core business is recovering well - in 4Q20, net flows were \$1.7B vs. \$1.3B in 3Q20.
- Despite the redemptions at OBS and GFPC, both deals continue to display economics that are highly accretive. OBS advisor engagement continues to be strong.

<sup>1</sup>Calculated as annualized net flows divided by beginning-of-period platform assets as of January 1, 2020.

Note: As of November 1, the majority of OBS TAMP business is consolidated in the core line item. What remains in the OBS line item is OBS retirement, bank trust and strategist business. As of August 1, GFPC managed is consolidated in the core line item. Therefore, 3Q20 GFPC managed net flows only includes July.

# 2020 monthly net flows



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We are extremely pleased with our organic growth in 2020. AssetMark ended the year with annual net flows of \$5.5 billion or 8.9% of beginning-of-period-assets. These results are a testament to our ability to make a difference in the lives of our advisors and their clients.

Since the start of the pandemic, our quarterly net flows have increased each quarter as we deepen our engagement with our advisors, helping them become more efficient and effective at virtually servicing existing clients and prospecting for new clients.



Gary Zyla, Chief Financial Officer