



# Diversified Resilient Dynamic

December 2024

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#### Forward-Looking Statements

This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including expected outlook, financial results, expected growth, business plans, expected investments and dividend payments. In some cases, these forward-looking statements can be identified by words or phrases such as "may," "will," "expect," "anticipate," "aim," "estimate," "intend," "plan," "believe," "potential," "continue," "is/are likely to" or other similar expressions.

These forward-looking statements are subject to risks, uncertainties and assumptions, some of which are beyond our control. In addition, these forward-looking statements reflect our current views with respect to future events and are not a guarantee of future performance. Actual outcomes may differ materially from the information contained in the forward-looking statements as a result of a number of factors, including, without limitation: subdued commodity market activity or pricing levels; the effects of geopolitical events, terrorism and wars, such as the effect of Russia's military action in Ukraine, on market volatility, global macroeconomic conditions and commodity prices; changes in interest rate levels; the risk of our clients and their related financial institutions defaulting on their obligations to us; regulatory, reputational and financial risks as a result of our international operations; software or systems failure, loss or disruption of data or data security failures; an inability to adequately hedge our positions and limitations on our ability to modify contracts and the contractual protections that may be available to us in OTC derivatives transactions; market volatility, reputational risk and regulatory uncertainty related to commodity markets, equities, fixed income, foreign exchange and cryptocurrency; the impact of climate change and the transition to a lower carbon economy on supply chains and the size of the market for certain of our energy products; the impact of changes in judgments, estimates and assumptions made by management in the application of our accounting policies on our reported financial condition and results of operations; lack of sufficient financial liquidity; if we fail to comply with applicable law and regulation, and expless on our business, financial reporting or prevent material weaknesses in the future, the accuracy and timing of our financial statements may be impacted, which could result in material misstatements in our financial statements or failure to meet our re



#### Forward-Looking Statements Continued

The forward-looking statements made in this presentation relate only to events or information as of the date on which the statements are made in this presentation. Except as required by law, we undertake no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

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#### Industry and Statistical Data

Unless otherwise indicated, information contained in this presentation concerning our industry, competitive position and the markets in which we operate is based on information from independent industry and research organizations, other third-party sources and management estimates. Management estimates are derived from publicly available information released by independent industry analysts and other third-party sources, as well as data from our internal research, and are based on assumptions made by us upon reviewing such data, and our experience in, and knowledge of, such industry and markets, which we believe to be reasonable. In addition, projections, assumptions and estimates of the future performance of the industry in which we operate and our future performance are necessarily subject to uncertainty and risk due to a variety of factors, including those described above. These and other factors could cause results to differ materially from those expressed in the estimates made by independent parties and by us. Industry publications, research, surveys and studies generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of such information is not guaranteed. Forecasts and other forward-looking information obtained from these sources are subject to the same qualifications and uncertainties as the other forward-looking statements in this presentation.

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#### **Financial Information**

The financial information presented herein for the periods prior to the year ended December 31, 2021 have been prepared in accordance with United Kingdom adopted international accounting standards and IFRS as issued by IASB and in accordance with the Companies Act 2006 (the "Private Company Financials") and as such, may not be directly comparable to audited financial information presented in accordance with IFRS as issued by the IASB.

#### Non-IFRS Financial Measures

We report under International Financial Reporting Standards ("IFRS") as issued by the "IASB". None of our financial statements were prepared in accordance with generally accepted accounting principles in the United States ("U.S. GAAP"). We maintain our financial books and records and publish our consolidated financial statements in U.S. dollars, which is our functional and reporting currency. There are important differences between IFRS and U.S. GAAP. This presentation also contains certain supplemental financial measures that are not calculated pursuant to IFRS, including but not limited to Adjusted Operating Profit Adjusted Operating Profit after Tax Attributable to Common Equity, Return on Adjusted Operating Profit after Tax Attributable to Common Equity, Adjusted Earnings per Share, Adjusted Diluted Earnings per Share and Adjusted Sharpe Ratio.

These non-IFRS financial measures are in addition to, and not as a substitute for or superior to, measures of financial performance prepared in accordance with IFRS. There are a number of limitations related to the use of these non-IFRS financial measures versus their nearest IFRS equivalents. For example, other companies may calculate non-IFRS financial measures differently or may use other measures to evaluate their performance, all of which could reduce the usefulness of our non-IFRS financial measures as tools for comparison. Furthermore, the non-IFRS financial measures presented herein may not be presented in future SEC filings by the Company. See slide 46 to this presentation for a reconciliation of the Adjusted Operating Profit, Adjusted Operating Profit after Tax Attributable to Common Equity, Return on Adjusted Operating Profit after Tax Attributable to Common Equity and Adjusted Earnings per Share.

# Highly Experienced Management Team





lan Lowitt

lan joined Marex in November 2012 as CFO and became CEO in 2016. He was previously at Barclays Bank and Lehman Brothers.



Paolo Tonucci Chief Strategist

Paolo joined Marex in May 2018 as COO, became CFO in 2020 and is currently Chief Strategist and CEO of Marex Capital Markets. He was previously Group Treasurer at Commonwealth Bank.



Rob Irvin

Rob joined Marex in March 2023 as CFO. He was previously at HSBC where he held CFO roles for both the Private Bank and Investment Banking divisions. Rob is a chartered accountant, having started his career at Deloitte.



## Marex at a Glance



A diversified global financial services platform, providing essential liquidity, market access and infrastructure services to participants in the energy, commodities and financial markets



Over 35
Offices Around the Globe



5,000+
Active Clients



\$1.2b YTD Revenue



100%
Positive Trading
Months Since 2021



24+ years
Average Experience
Held by Management



60 Exchanges Globally Connected



\$240m YTD Adjusted Operating Profit<sup>2</sup>



25% YTD Return on Equity<sup>3</sup>

Note(s): Financial data and Company statistics shown as of September 30, 2024.

<sup>1.</sup> Active clients include clients that have generated more than \$5,000 in revenue for us in a given year. Active clients who have, on an annualized basis in that period, generated more than \$5,000 revenue for us.

<sup>2.</sup> Adjusted Operating Profit is a non-IFRS measure. We define Adjusted Operating Profit as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortization of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of growth shares, (iv) IPO preparation costs and (x) fair value of the cash settlement option on the growth shares.

<sup>3.</sup> Return on Equity is calculated as annualized profit after tax for the period divided by average equity for the period, which is calculated as the average of total equity as at December 31 of the prior period, March 31, June 30 and September 30 of the current period.

# Four Core Businesses Delivering Critical Services to Our Clients











|  | Clearing  | Agency & Execution   | Market Making   | Solutions   |
|--|---|--|---|---|
| Business<br>Description                      | Acting as principal on behalf of our clients, providing access to 58 exchanges globally | Utilizing broad market connectivity to match buyers and sellers on an agency basis               | Acting as principal to provide direct liquidity to our clients  | Bespoke hedging solutions for commodity producers and consumers and investment solutions for asset managers   |
| Revenue<br>Model                             | <ul><li>Commission per trade</li><li>Interest income</li></ul>                          | Commission per trade   | <ul> <li>Spread between buying and selling prices</li> </ul>  | Return built into pricing   |
| Risk<br>Considerations                       | Credit risk managed by holding client<br>collateral and daily margin calls              | <ul><li>Lower risk service offering</li><li>Limited capital and liquidity requirements</li></ul> | <ul> <li>Client-flow driven business with limited overnight exposure</li> <li>Low average VaR (~\$2.5m)²</li> </ul> | <ul> <li>Market risk managed by hedging of<br/>underlying assets or liabilities</li> <li>Credit risk managed beginning at<br/>onboarding with ongoing monitoring</li> </ul> |
| % of<br>Revenue <sup>1</sup>                 | 29%   | 43%  | 14%   | 10%   |
| Adj. Operating<br>Profit Margin <sup>1</sup> | 53%   | 14%  | 35%   | 27%   |

#### Note(s):

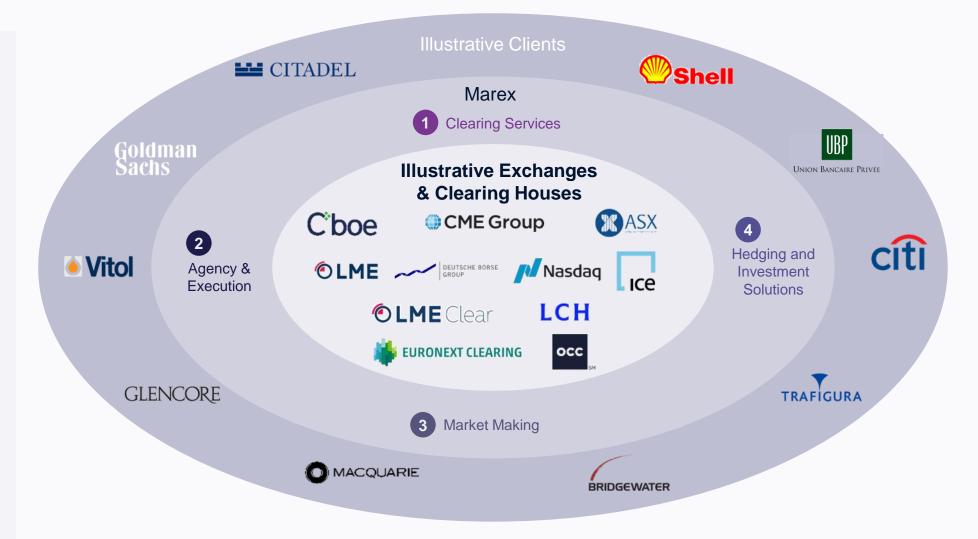
<sup>1. %</sup> of Revenue and Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit Margin are for nine months ended September 30, 2024. Revenue values do not sum to 100% due to exclusion of Corporate segment Revenue. Adjusted Operating Profit is a non-IFRS measure. We define Adjusted Operating Profit data for the profit of the cash settlement of the cash settlemen

<sup>2. \$2.5</sup>m represents daily average value at risk (VaR) for the period between January 02, 2024 and September 30, 2024. The Marex VaR model is based on a Monte Carlo simulation technique that incorporates the following features: 5,000 simulations using a variance covariance matrix; simulations generated using geometric Brownian motion; an exceptional decay factor is applied across an estimation period of 250 days, and; VaR is calculated to a one-day 99.75% one-tail confidence interval. VaR is reflective of risk in the Market Making segment.

# Marex Plays a Key Role in Connecting Our Clients to Commodity and Financial Markets



- 1 Clearing Services
  Key market connectivity to global exchanges
- 2 Agency & Execution
  Acting as agent matching
  buyers and sellers
- 3 Market Making
  Trading as principal to
  provide critical liquidity for
  buyers and sellers to
  transact
- 4 Hedging and Investment Solutions
  Delivering custom hedging and investment solutions







# Key Investment Highlights







Large, growing market with high barriers to entry and declining competitive intensity



Scalable platform providing critical services to growing client base



Client-driven business model; prudent approach to capital and liquidity management



Diversified and resilient business delivering strong performance in variety of market conditions



Proven track record of organic growth, combined with selective value-enhancing acquisitions



Committed to supporting our clients in achieving their sustainability goals



Supported by a highly experienced and innovative management team with a positive culture



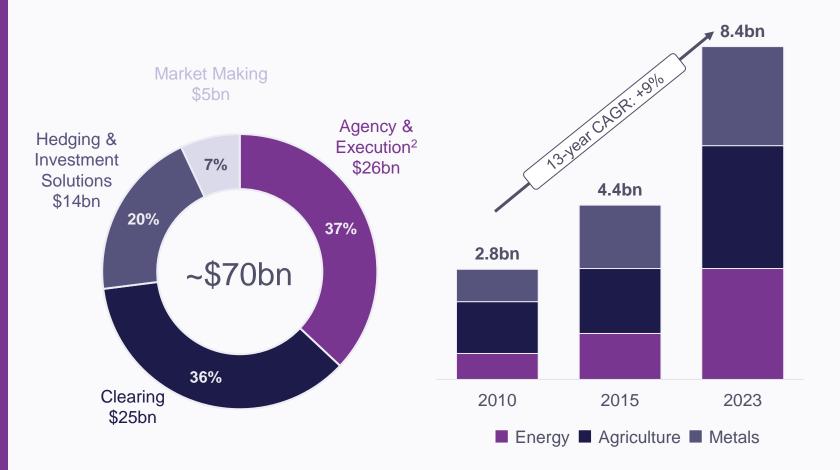
# Well Positioned in Large and Growing Markets



Marex has a ~2%1 share of the addressable market, providing significant opportunity for growth

Large Serviceable Addressable Market<sup>1</sup> Exchange-Traded Energy & Commodity Derivative Contract Volumes

Barriers to Entry/Scale and Declining Competitive Intensity



#### **Investment & Commercial Banks**

Generally retrenching from commodities trading and reducing capital intensive activities



- ✓ Investment grade credit rating
- ✓ Strong capital and liquidity
- ✓ Scalable platform

#### **Small Independents**

Barriers to scale given regulatory complexity and technology requirements

Source: Marex estimates, Bloomberg, BIS, FIA Data

2. Includes management estimates based on publicly available data for peers. Peer data may not be directly comparable.

<sup>1.</sup> Serviceable addressable market as of December 31, 2023, based on management estimates. Methodology compares Marex's volumes to total market volumes in each segment to derive market share. Market share is then grossed up by Marex revenue to derive total addressable market.



# Diversified Business Model to Satisfy Varied Client Needs...

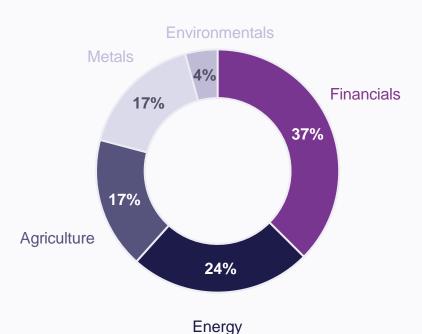


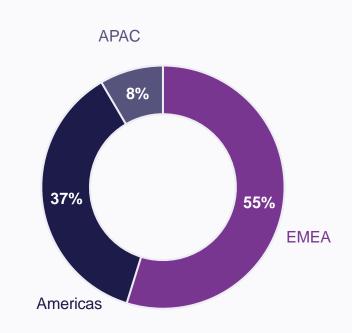
Adjusted Operating Profit by Core Business<sup>1,2</sup>

Revenue by Asset Class<sup>3</sup>

Revenue by Geography<sup>4</sup>







Note(s): Values for the nine months ended September 30, 2024.

<sup>1.</sup> Adjusted Operating Profit is a non-IFRS measure. We define Adjusted Operating Profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortization of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of growth shares, (iv) IPO preparation costs and (x) fair value of the cash settlement option on the growth shares.

<sup>2.</sup> Splits of Adj. Operating Profit excludes our Corporate segment.

<sup>3.</sup> Represents revenue by underlying asset class in each transaction.

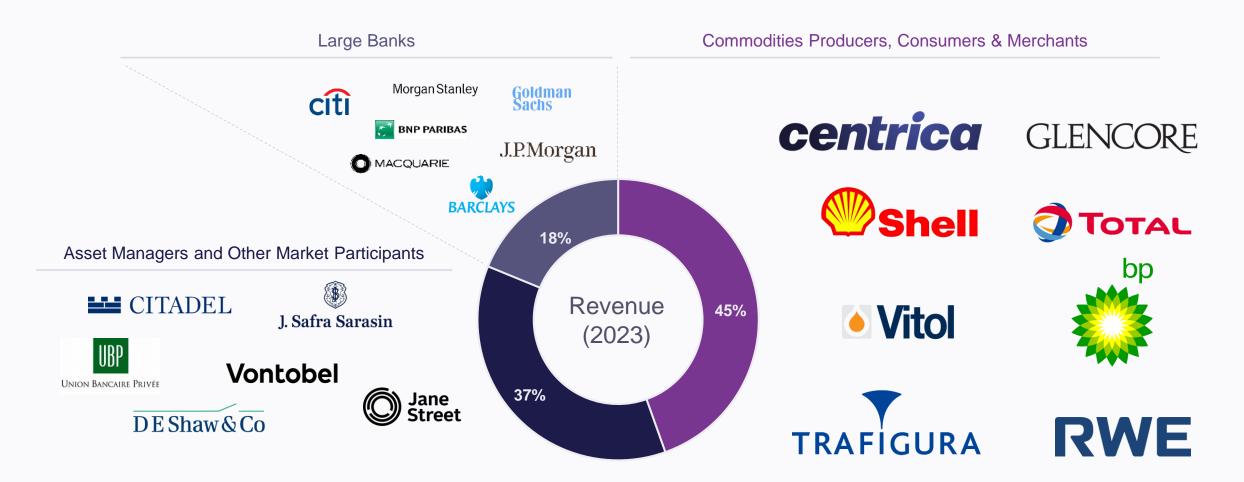
Represents revenue generated by the location of the desk, not the legal entity.



# ...and Provide Non-Discretionary Services to an Established Client Base



Top Marex Clients<sup>1</sup>



Client revenue weighted towards producers and consumers of commodities or clients who have to trade regardless of market conditions



# Delivering Performance for the Last Decade





Notes (metrics as of each respective year ended December 31, unless otherwise stated):

<sup>1.</sup> This is a non-IFRS financial measure. Adjusted Operating Profit defined as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortisation of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of Growth Shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the Growth Shares. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

<sup>2. 2014</sup> represents total number of clients at the end of the year. 2019, 2022, and 2023 represents active clients (those that generate > \$5,000 in revenue) for that year.

<sup>3.</sup> Staff includes both permanent employees and contractors as of the end of a given period.



# Strong Track Record of Organic Growth, Combined With Selective Value Accretive Acquisitions



Driving growth in our business ...

... supported by selective acquisitions building the bottom line



#### **Bringing New Clients onto Our Platform**

Grown active clients<sup>1</sup> from ~2,000 in 2018 to > 5,000 in Q3 2024



#### **Deepening Our Relationships**

25% growth in revenue from top 10 clients from 2018 to 2023





#### **Diversifying Larger Clients**

40% increase in clients who generated over \$1mm revenue from 2018 to 2023





Note(s): Acquisition benefit calculated as Operating Profit contribution in first 12 months of ownership. Adjusted Operating Profit is a non-IFRS measure. We define Adjusted Operating Profit as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortization of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of growth shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the growth shares.

- 1. Represents active clients (those that generate > \$5,000 in revenue) in a given year. Active clients include clients who have, on an annualized basis generated more than 5,000 revenue for us.
- 2. Organic growth is derived from our internal processes and our ordinary course of activities excluding Adjusted Operating Profit generated from M&A activities
- 3. Represents growth associated with the acquisitions of CSC Commodities, Rosenthal Collins Group, Tangent Trading Ltd., XFA, Volcap, and ED&F Man Capital Markets.



# Supporting Our Clients in Achieving Their Sustainability Goals



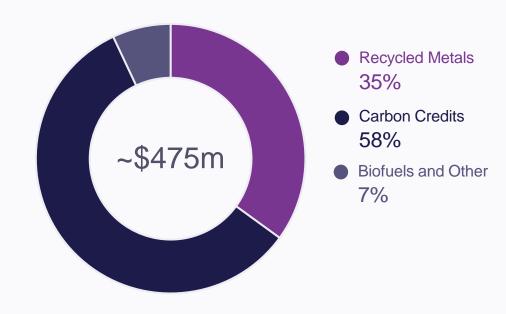
#### Commentary

 Marex has created a full service offering to support our clients in achieving their sustainability commitments and transition toward a low carbon economy

|                                   | Clearing | Market<br>Making | Agency & Execution | Solutions |
|-----------------------------------|----------|------------------|--------------------|-----------|
| Emissions <sup>1</sup>            | ✓        | ✓                | ✓                  | ✓         |
| Renewable<br>Power <sup>2</sup>   | ✓        | ✓                | ✓                  |           |
| Biofuels &<br>Biogas <sup>3</sup> | ✓        | ✓                | ✓                  | ✓         |
| Recycled<br>Metals                |          | ✓                |                    |           |

- Partnership with OxCarbon<sup>4</sup> to increase transparency and commercial availability in the carbon offset market
- Opportunity to create bespoke "green" contracts for our clients, pairing carbon offsets with underlying commodities and investing to expand our green product coverage

#### Large and Growing Sustainable Total Addressable Market<sup>5</sup>



- Fast growing market opportunity:
  - Recycled metals market growing at ~8% annually<sup>6</sup>
  - Carbon credits market growing at ~20% annually<sup>6</sup>

#### Note(s)

- 1. Emissions includes both voluntary and compliance mandated emissions trading.
- 2. Renewable Power includes hydro, solar, and wind power.
- 3. Biofuels is paper trading for bio-oil and used cooking oil, Biogas is the trade concerning physical manure, compost, and other waste.
- 4. Through our partnership with The Mangrove Trust.
- 5. TAM figures prepared as of December 31, 2023, based on management estimates.
- 6. Recycled metals growth rate from Maximize Market Research and represents 2022-2029 CAGR. Carbon credits market growth rate based on Shell / BCG's "The voluntary carbon market: 2022 insights and trends" and represents 2020-2030 CAGR.



# Prudent Approach to Capital and Liquidity Underpin Our Strategy





Investment grade ratings from S&P Global and Fitch make Marex a trusted counterparty for our clients.

Note(s): Metrics as of each respective period ended September 30, 2024 unless otherwise stated

<sup>1.</sup> Capital requirement reflects Own Funds Requirement presented as Own Funds Threshold Requirement based on the latest Individual Capital and Risk Assessment (ICARA') process.

<sup>2.</sup> Liquidity headroom is calculated as the maximum cumulative outflow based on three scenarios that we consider (systemic, idiosyncratic and combined) together with assumptions based on various factors, such as variation margin requirements, initial margin call requirements and our ability to draw on our RCF to give a total headroom over and above triggers and limits approved by our board of directors for each factor.



# Structurally Supported by a Highly Experienced Management Team



Cultivating an environment where talent can thrive...

...led by our experienced executive team

- Strong culture and values that revolve around respect, integrity and development
- Actively working to increase diversity across our work force and provide training initiatives to raise awareness
- Support for educational programs and fundraising to build stronger ties with our local communities
- Employee engagement scores stable despite transformational acquisition<sup>1</sup>
- ✓ Staff turnover below industry average<sup>2</sup>



Ian Lowitt
Group Chief
Executive Officer



Paolo Tonucci Chief Strategist & CEO, Capital Markets



Rob Irvin Group Chief Financial Officer



Dean Shoosmith Group Chief Risk Officer



Liz Barrett Group Head of Human Resources



Graham Francis
Group Chief
Operating Officer



Thomas Texier Clearing



Matt Thistle OTC Energy



Simon van den Born Market Making & President



Nilesh Jethwa Marex Solutions



Arthur Fan APAC



Ram Vittal North America

24+ years industry experience on average across executive team



Years at Marex



Industry Experience

#### Note(s)

<sup>1.</sup> Global and departmental employee engagement scores are based on a survey sent to employees relating to the drivers of engagement and general feedback on an annual basis for the past 5 years. The results are averaged per driver in order to determine the underlying scores that demonstrate the level of employee engagement.



# Financials

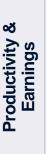


# Delivering Strong Progress In Our Key Metrics



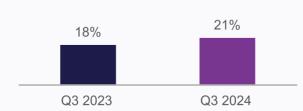


# Margins & Returns









Revenue per Front Office FTE<sup>2</sup>
(Annualised; \$m)

1.2

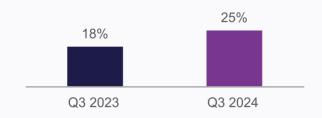
1.3

Q3 2023

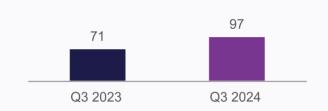
Q3 2024



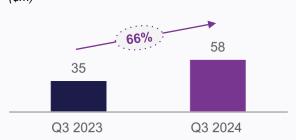
Reported ROE



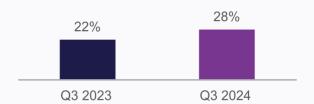
Adjusted Operating PAT Attr. to Common Equity per FTE<sup>3</sup> (Annualised: \$'000)



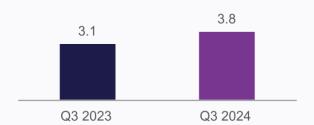
Adjusted Operating PAT Attr. to Common Equity<sup>1</sup> (\$m)



Return on Adjusted Operating PAT Attr. to Common Equity<sup>1</sup>



Adjusted Sharpe Ratio (of Adj. Operating Profit)<sup>4</sup>



## **Growth In Market Volumes**



Strong growth in commodity market volumes, particularly in metals

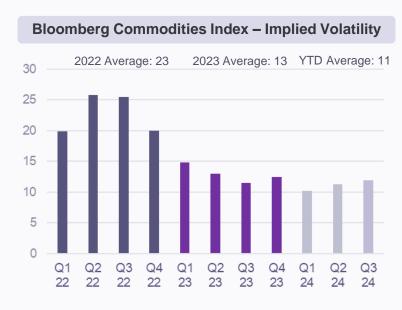


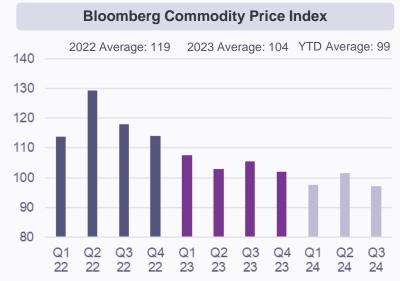
# **Operating Environment**

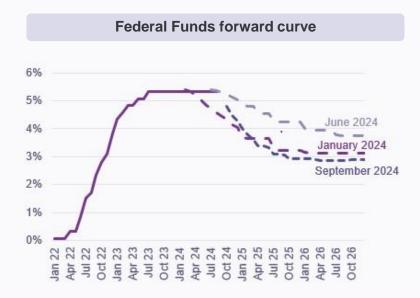


21

- 2022 was characterised by elevated volatility and higher commodity prices following the Ukraine Invasion
- In 2023 and 2024 YTD, volatility and commodity prices have returned to more normalised levels
- Federal Funds rate forward curve reflects anticipated rate cuts through 2024 and 2025.





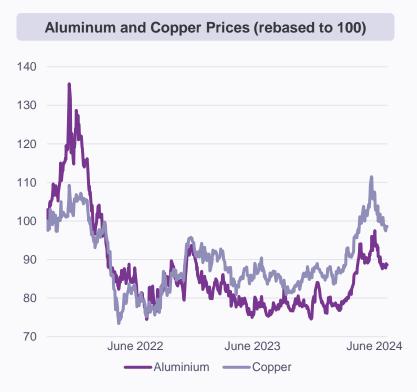


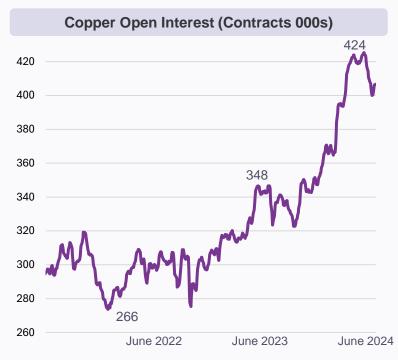
Source: Bloomberg, Federal Reserve

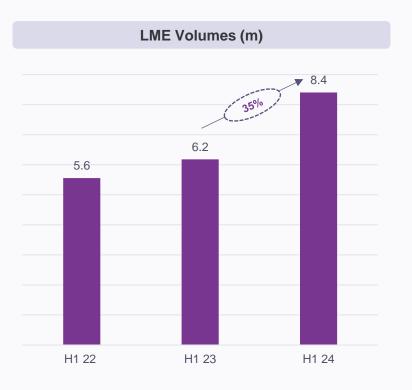
# Market Opportunity in Market Making in Metals



Disruption in metals market resulting from revised guidance on restrictions on Russian material, caused increased prices, market volumes and client activity on Marex platform in Q2 2024





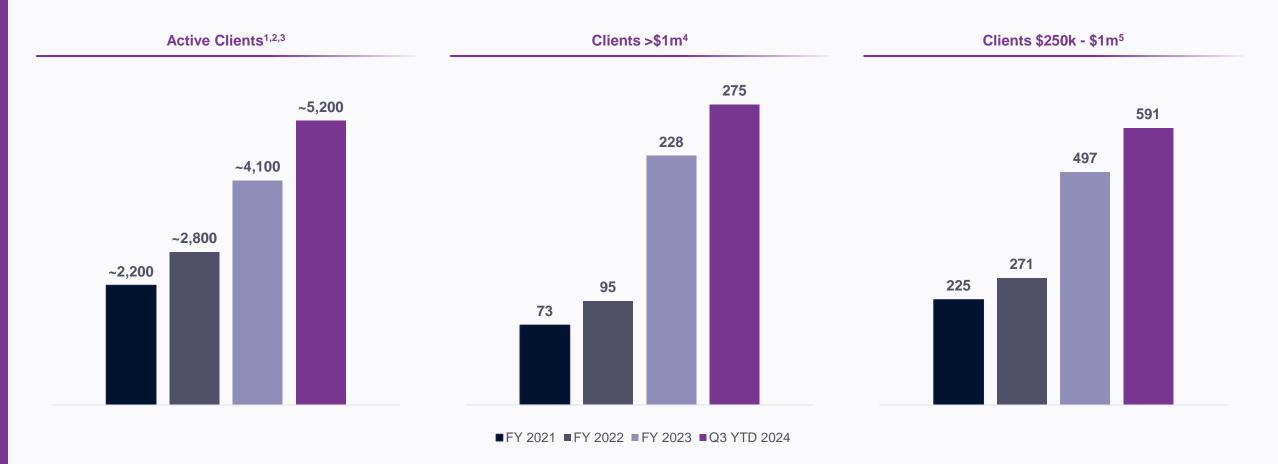


Source: Bloomberg, London Metals Exchange

## Consistent Growth in Clients



We have added around 900 clients in 2024, primarily driven by our onboarding of new clients, as well as a portion through the acquisition of Cowen Prime Services business



#### Note(s)

- . Active clients refer to client balances that generate >\$5k annual revenue
- 2. Q3 YTD 2024 active clients include clients who have, on an annualized basis of revenue generated more than \$5,000 revenue for us.
- 3 Data based on internal management information.
- 4. Represent clients generating more than \$1 million in annual revenue, with Q3 YTD 2024 number based on annualized revenue.
- Represent clients generating between \$250,000 and \$1 million in annual revenue, with Q3 YTD 2024 number based on annualized revenue.

# Q3 2024 Highlights



- A combination of favourable market conditions, strong underlying growth and the benefits from our acquisitions have maintained momentum in our business segments
- 92% of Adjusted Operating Profit growth in Q3 was organic
- Adjusting items reduced due to non-recurrence of IPO costs and owner fees in the prior period
- Modest release of provisions for previously provided for credit losses
- Tax rate of 26% reflects impact of one-off non-deductible expenses
- Current share count of 70.3 million (excluding 1.9m treasury shares)
   reflects the primary issuance and share consolidation done as part of the IPO

| (\$m)  | 3 months<br>ended 30<br>September<br>2024 | 3 months<br>ended 30<br>September<br>2023 | %<br>Change <sup>2</sup> | 9 months<br>ended 30<br>September<br>2024 | 9 months<br>ended 30<br>September<br>2023 | %<br>Change <sup>2</sup> |
|--|---|---|--------------------------|---|---|--------------------------|
| Revenue  | 391.2                                     | 296.6                                     | 32%                      | 1,179.1                                   | 919.0                                     | 28%                      |
| Front Office Costs   | (214.8)                                   | (167.3)                                   | 28%                      | (649.7)                                   | (502.5)                                   | 29%                      |
| Control and Support Costs  | (92.5)                                    | (71.1)                                    | 30%                      | (276.0)                                   | (218.1)                                   | 27%                      |
| Recovery/provision for credit losses   | 0.6                                       | (0.2)                                     | (400)%                   | 2.8                                       | (4.7)                                     | (160)%                   |
| Depreciation and amortisation  | (5.6)                                     | (5.5)                                     | 2%                       | (18.6)                                    | (19.7)                                    | (6)%                     |
| Other income and associates  | 1.6                                       | 0.4                                       | 300%                     | 2.1                                       | 3.4                                       | (38)%                    |
| Adjusted Operating Profit <sup>1</sup>   | 80.5                                      | 52.9                                      | 52%                      | 239.7                                     | 177.4                                     | 35%                      |
| Adjusted Operating Profit Margin <sup>1</sup>  | 21%                                       | 18%                                       | 300 bps                  | 20%                                       | 19%                                       | 100 bps                  |
| Adjusting items <sup>3</sup>   | (1.5)                                     | (5.3)                                     | (72)%                    | (21.7)                                    | (20.3)                                    | 7%                       |
| Reported Profit before tax   | 79.0                                      | 47.6                                      | 66%                      | 218.0                                     | 157.1                                     | 39%                      |
| Tax  | (20.6)                                    | (15.2)                                    | 36%                      | (56.7)                                    | (43.9)                                    | 29%                      |
| Reported Profit after tax  | 58.4                                      | 32.4                                      | 80%                      | 161.3                                     | 113.2                                     | 42%                      |
| Profit attributable to AT1 note holders, net of tax <sup>3</sup>                     | (2.5)                                     | (2.5)                                     | —%                       | (7.4)                                     | (7.4)                                     | <b>-</b> %               |
| Tax and the tax effect on the Adjusting Items <sup>3</sup>                           | (20.5)                                    | (15.8)                                    | 30%                      | (59.1)                                    | (45.3)                                    | 30%                      |
| Adjusted Operating Profit After<br>Tax Attributable to Common<br>Equity <sup>1</sup> | 57.5                                      | 34.6                                      | 66%                      | 173.2                                     | 124.7                                     | 39%                      |
| Tax rate   | 26%                                       | 32%                                       | (18)%                    | 26%                                       | 28%                                       | (7)%                     |
| Return on Adjusted Operating PAT Attr. to Common Equity <sup>1</sup>                 | 28%                                       | 22%                                       | 600 bps                  | 31%                                       | 27%                                       | 400 bps                  |
| Reported Basic EPS   | 0.78                                      | 0.44                                      | 77%                      | 2.20                                      | 1.57                                      | 40%                      |
| Reported Diluted EPS   | 0.73                                      | 0.41                                      | 78%                      | 2.05                                      | 1.47                                      | 39%                      |

 Reported Basic EPS
 0.78
 0.44
 77%
 2.20
 1.57
 40%

 Reported Diluted EPS
 0.73
 0.41
 78%
 2.05
 1.47
 39%

 Adjusted EPS
 0.82
 0.53
 55%
 2.51
 1.90
 32%

 Adjusted Diluted EPS
 0.76
 0.49
 55%
 2.35
 1.78
 32%

Notes (table may not directly cast due to rounding):

<sup>1.</sup> These are non-IFRS financial measures. Adjusted results excludes non-operating and other non-recurring expenses such as the impairment of goodwill, bargain purchase gains, acquisition costs, amortisation of acquired intangibles, activities relating to shareholders, owner fees and IPO preparation costs. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

<sup>2.</sup> Percentage change calculated on numbers presented to the nearest tenth of a million.

<sup>3.</sup> See slide 46 for Reported to Adjusted Reconciliation.

# Double Digit Growth Across Our Core Service Areas Year-to-Date





Note (charts may not directly cast due to rounding)::

<sup>1.</sup> These are non-IFRS financial measures. Adjusted results excludes non-operating and other non-recurring expenses such as the impairment of goodwill, bargain purchase gains, acquisition costs, amortisation of acquired intangibles, activities relating to shareholders, owner fees and IPO preparation costs. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure

# Strong Performance in Q3 2024





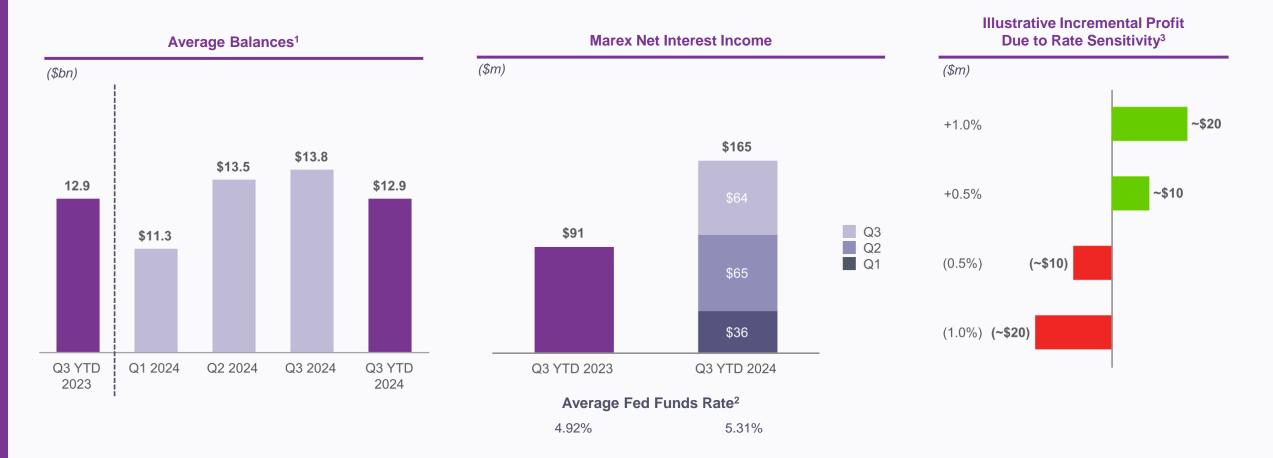
Notes (charts may not directly cast due to rounding):

<sup>1.</sup> These are non-IFRS financial measures. Adjusted results excludes non-operating and other non-recurring expenses such as the impairment of goodwill, bargain purchase gains, acquisition costs, amortisation of acquired intangibles, activities relating to shareholders, owner fees and IPO preparation costs. See Appendix 1 "Non-IFRS Financial Measures and Key Performance Indicators" on the Earnings Release for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

# Client Balances Provide Exposure to Net Interest Income



A high proportion of client balances have a fixed interest payout, limiting impact from changes in interest rates



#### Notes:

<sup>1.</sup> Average daily balances are calculated using an average of the daily holdings in exchanges, banks and other investments over the period. Previously, average balances were calculated as the average month end amount of segregated and non-segregated client balances that generated interest income over a given period.

Represents average effective federal funds rate in each period.

Reflects incremental profit or loss over a given financial year.

# Majority of Balance Sheet Supports Client Activity



| Period End September 30, 2024 |                |                          |            |             |                    |          |
|-------------------------------|----------------|--------------------------|------------|-------------|--------------------|----------|
| (\$b)                         | Marex<br>Total | Repurchase<br>Agreements | Securities | Derivatives | Client<br>Balances | Residual |
| Cash and Liquid Assets        | 5.8            | -                        | -          | -           | 3.4                | 2.4      |
| Trade Receivables             | 4.5            | -                        | -          | -           | 4.1                | 0.5      |
| Reverse Repurchase Agreements | 2.6            | 2.6                      | -          | -           | -                  | -        |
| Securities                    | 5.1            | -                        | 5.1        | -           | -                  | -        |
| Derivative Assets             | 1.0            | -                        | -          | 1.0         | -                  | -        |
| Other Assets                  | 0.2            | -                        | -          | -           | -                  | 0.2      |
| Goodwill and Intangibles      | 0.2            | -                        | -          | -           | -                  | 0.2      |
| Total Assets                  | 19.5           | 2.6                      | 5.1        | 1.0         | 7.5                | 3.3      |
|                               |                |                          |            |             |                    |          |
| Total Payables                | 8.1            | -                        | -          | -           | 7.6                | 0.5      |
| Repurchase Agreements         | 2.3            | 2.3                      | -          | -           | -                  | -        |
| Securities                    | 4.7            | -                        | 4.7        | -           | -                  | -        |
| Debt Securities               | 2.6            | -                        | -          | -           | -                  | 2.6      |
| Derivative Instruments        | 0.7            | -                        | -          | 0.7         | -                  | -        |
| Other Liabilities             | 0.1            | -                        | -          | -           | -                  | 0.1      |
| Total Liabilities             | 18.5           | 2.3                      | 4.7        | 0.7         | 7.6                | 3.3      |

1.0

1.0

| (\$b)                         | Marex<br>Total | Repurchase<br>Agreements | Securities | Derivatives | Client<br>Balances | Residual |
|-------------------------------|----------------|--------------------------|------------|-------------|--------------------|----------|
| Cash and Liquid Assets        | 5.8            | -                        | -          | -           | 3.4                | 2.4      |
| Trade Receivables             | 4.5            | -                        | -          | -           | 4.1                | 0.5      |
| Reverse Repurchase Agreements | 2.6            | 2.6                      | -          | -           | -                  | -        |
| Securities                    | 5.1            | -                        | 5.1        | -           | -                  | -        |
| Derivative Assets             | 1.0            | -                        | -          | 1.0         | -                  | -        |
| Other Assets                  | 0.2            | -                        | -          | -           | -                  | 0.2      |
| Goodwill and Intangibles      | 0.2            | -                        | -          | -           | -                  | 0.2      |
| Total Assets                  | 19.5           | 2.6                      | 5.1        | 1.0         | 7.5                | 3.3      |
|                               |                |                          |            |             |                    |          |
| Total Payables                | 8.1            | -                        | -          | -           | 7.6                | 0.5      |
| Repurchase Agreements         | 2.3            | 2.3                      | -          | -           | -                  | -        |
| Securities                    | 4.7            | -                        | 4.7        | -           | -                  | -        |
| Debt Securities               | 2.6            | -                        | -          | -           | -                  | 2.6      |
| Derivative Instruments        | 0.7            | -                        | -          | 0.7         | -                  | -        |
| Other Liabilities             | 0.1            | -                        | -          | -           | -                  | 0.1      |
| Total Liabilities             | 18.5           | 2.3                      | 4.7        | 0.7         | 7.6                | 3.3      |



#### **Driven by Client Activity**

90%<sup>1</sup> of the balance sheet is driven by client activity....



#### **Modest Corporate Balance Sheet**

....leading to a relatively modest sized corporate balance sheet



#### **Low Net Debt & Leverage Levels**

Net debt and leverage levels managed to maintain investment grade rating



#### **Highly Liquid Balance Sheet**

The balance sheet is made up of short-duration, highly liquid instruments, driving fast turnover in items

**Net Assets** 

**Total Equity** 

Period ended September 30, 2024.

Cash and liquid assets are eash and cash equivalents, treasury instruments unpledged as collateral and treasury instruments unpledged. Securities assets are equity instruments and stock borrowing. Other assets are inventory, corporate income tax receivable, deferred tax investment in associate, investments, right-of-use assets, and property plant and equipment. Securities liabilities are stock lending and short securities. Other liabilities are deferred tax liability, provisions, and corporation tax.

# Delivering Against Our Capital Allocation Principles





Maintain strong capital position and significant liquidity headroom to underpin our investment grade credit ratings (BBB- S&P<sup>1</sup> / BBB- Fitch<sup>2</sup>)



Support organic growth opportunities that expand our product coverage and geographic reach



Dividend policy, consistent with our capital allocation policy set out at the time of the IPO

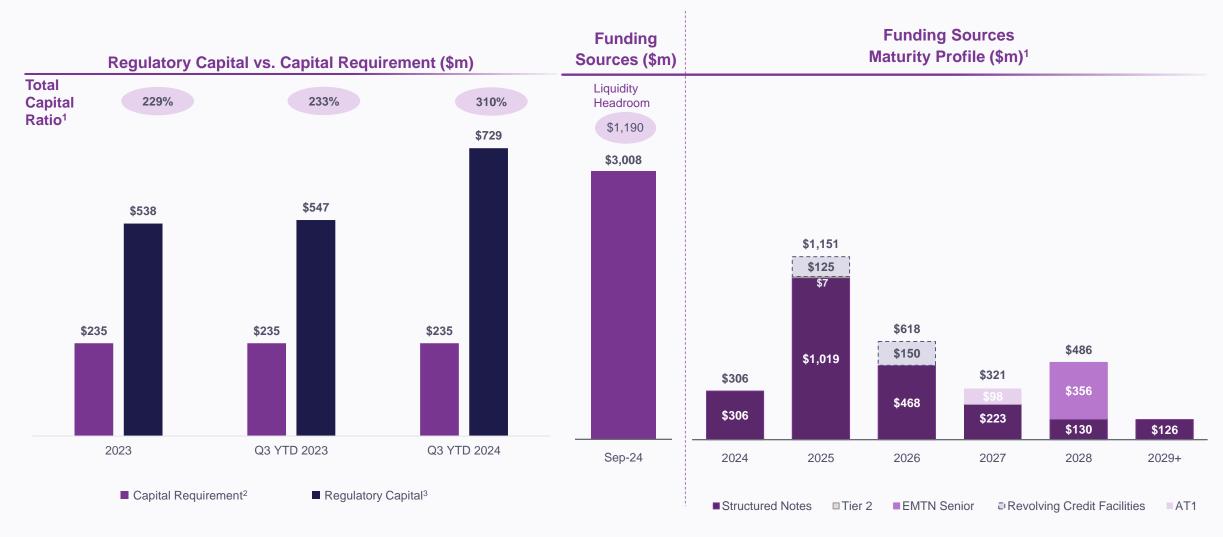


Deploy surplus capital to inorganic growth opportunities that meet our strategic objectives

# Growing Capital Base and Diversified Funding Sources



Renegotiation of RCF facilities and senior debt issuance have extended the Company's funding maturity profile



Note(s): Some of the funding shown above is denominated in other currencies that have been converted to USD. Dotted boxes indicate undrawn revolving credit facilities.

<sup>.</sup> AT1 is a perpetual note, with the first call option in 2027 but a maturity beyond 2029.

<sup>2.</sup> Minimum capital requirement determined by the Own Funds Threshold Requirement ("OFTR") based on Marex's latest Internal Capital Adequacy and Risk Assessment ("ICARA") process.

<sup>3.</sup> Regulatory capital represents tangible equity and other instruments that qualify as regulatory capital.

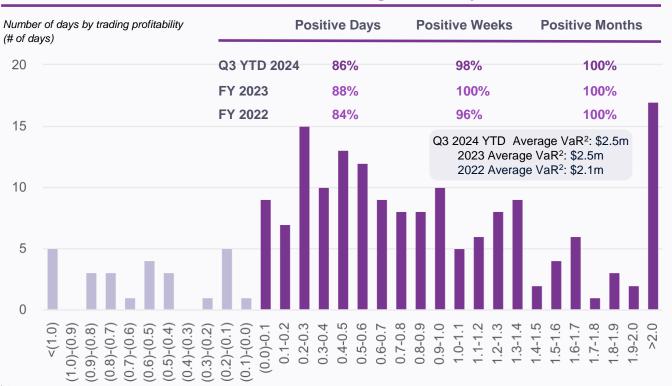
# Low-Risk Business Model and Robust Risk Management



Robust and proactive risk management has limited any negative impacts from recent market volatility

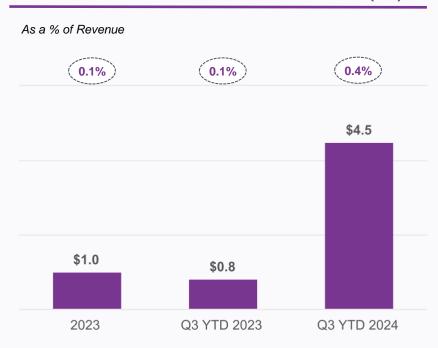
- Client driven business; do not take a directional view on prices or indices, limited overnight exposure.
- Successful track record of managing credit risk, with limited provision of committed facilities and close monitoring of client accounts and positions.
- Average VaR stable at \$2m-2.5m<sup>1,2</sup> despite growth in our Market Making operations.

#### Q3 2024 YTD Market Making Profitability



- Continue to manage credit risk while scaling the business
- Realized losses YTD 2024 reflect 7 previously provided for client exposures
- Proactive approach to credit risk management and good recovery resulted in a \$2.8m release YTD 2024

#### Track Record of Low Realized Credit Losses (\$m)



Notes:

<sup>1.</sup> Represents average value at risk (VaR) from 2020–2023, across both Marex Financial and MCMI.

<sup>2.</sup> The Marex VaR model is based on a Monte Carlo simulation technique that incorporates the following features: 5,000 simulations using a variance covariance matrix; simulations generated using geometric Brownian motion; an exceptional decay factor is applied across an estimation period of 250 days, and; VaR is calculated to a one-day 99.75% one-tail confidence interval. VaR is reflective of risk in the Market Making segment and excludes the Hedging and Investment Solutions business which is controlled through stress testing.

# Growth Investments to Expand Product Capabilities and Geographic Footprint





#### Middle East Expansion

- Acquisition of Aarna Capital, Abu Dhabi-based clearing firm, broadens our international client base
- Anticipated day one synergies, including savings from internalised clearing fees and higher net interest income
- Brings to our platform 150 new clients, posting \$330 million of cash balances
- Attractive valuation combined with alignment to growth objectives





#### **FX** Acquisition

- The acquisition of Hamilton Court Group expands our FX offering and complements our existing solutions business
- Adds 1,000 corporate clients in the UK and Europe
- 170 employees located in London, Milan, Madrid, and Toronto





### **Expanding our Environmental Capabilities**

- Investment in Key Carbon, a carbon financing company, provides Marex access to a wider carbon client base and greater access to carbon credits, allowing us to play a more relevant role in helping clients meet their sustainability goals
- The acquisition of Dropet enhances Marex's range of renewable products, including physical and paper biofuels across Europe, Latin America, the Middle East and Africa





# Key Metrics Demonstrate Scalable Nature of the Platform





Note(s): Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

<sup>1.</sup> We define Adjusted Operating Profit as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortization of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of growth shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the growth shares. Adjusted Operating Profit divided by revenue.

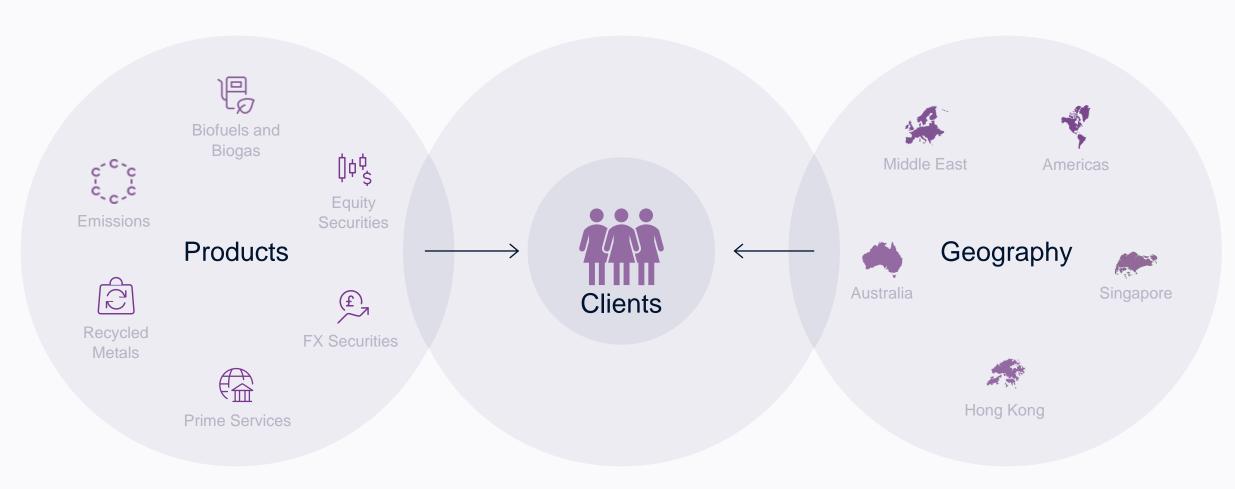
Return on Equity is calculated as profit after tax divided by the average total equity taken for the prior year, half year and full year results.

Calculation is based on average FTEs.

# Client-Driven Growth Strategy



We have identified and are in process of implementing a series of growth initiatives across new products, asset classes and geographies to spur client-driven growth in the business



# Driving Growth Through Bringing New Clients Onto Our Platform





#### Note(s)

<sup>1.</sup> Active clients include clients that have generated more than \$5,000 in revenue for us in a given year.

#### **Cross-Selling in Action**



Track record of deepening our relationships through successfully cross-selling our complementary services



- Large global commodities group
- Increased volumes transacted and added Agriculture and Metals to the existing services: Energy, Securities, and Market Data
- Revenue more than doubled in four years

- Large global cross-asset trading business
- Increased services, adding Agriculture and Market Data to Energy, Metals, Securities, and Clearing
- Extended relationship with large energy supplier by expanding our offering to include Clearing
- Onboarded in the second half of 2022, growing to over \$5m by 2023

#### Global Platform with Opportunity for Further Geographic Expansion





#### M&A Strategy Offers Significant Opportunities for Further Consolidation





Considerations



Strategy



Consolidation Opportunities



Representative Transactions

#### Take advantage of consolidation opportunities through continued bolt-on transactions

Funded through retained cash flow while maintaining an attractive dividend payment policy

Horizontal inorganic growth focus to enhance product capabilities and geographical reach

Supportive market context with large market players retrenching from many market activities

In house origination and execution capabilities

Trusted acquiror-of-choice following recent successful acquisitions
Significant opportunities for bolt-on M&A, capitalizing on fragmented
markets particularly in Americas and APAC regions





#### **COWEN**

Acquisition of prime brokerage & outsourced trading business closed in Dec 2023

#### Opportunistically consider larger acquisitions where potential for significant value creation exists

Transformational and highly strategic transactions
Shareholder interests at forefront of decision making

Transformational acquisitions are highly opportunistic, with limited visibility on timing

Handful of larger targets that may become available in medium-to-long term

Opportunistic approach given non-recurring nature of such transactions







Financial Strength



Integration Expertise



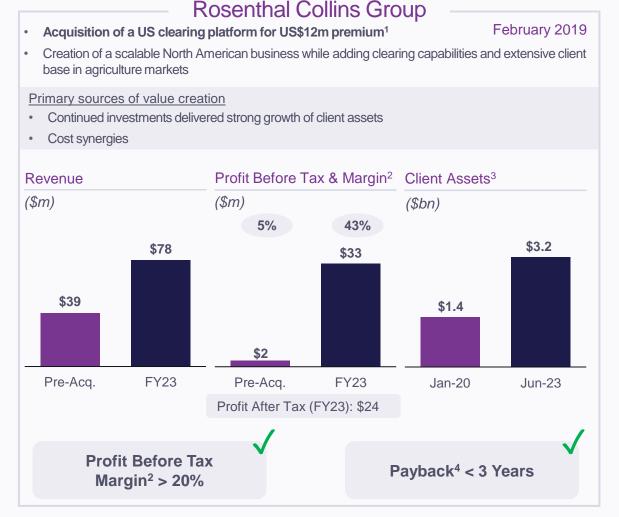
Strong Culture / Acquiror-of-Choice

Total focus on maintaining discipline in M&A strategy

#### Track Record of Value Adding M&A



#### Selective M&A accelerates entry into new product areas or geographies





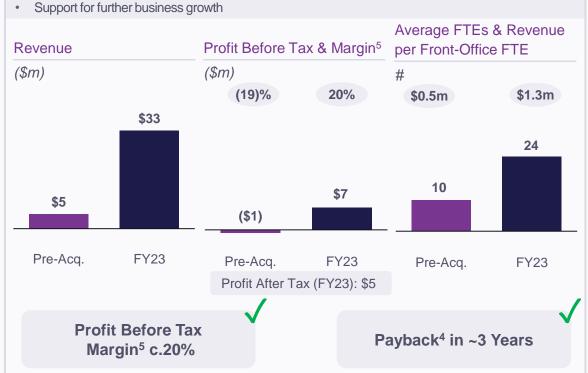
Acquisition of an Energy market maker for US\$21m premium<sup>1</sup>

January 2019

Strengthening of platform in environmental products through adding a low risk and highly complementary market making business

#### Primary sources of value creation

- Revenue synergies from cross-selling new products



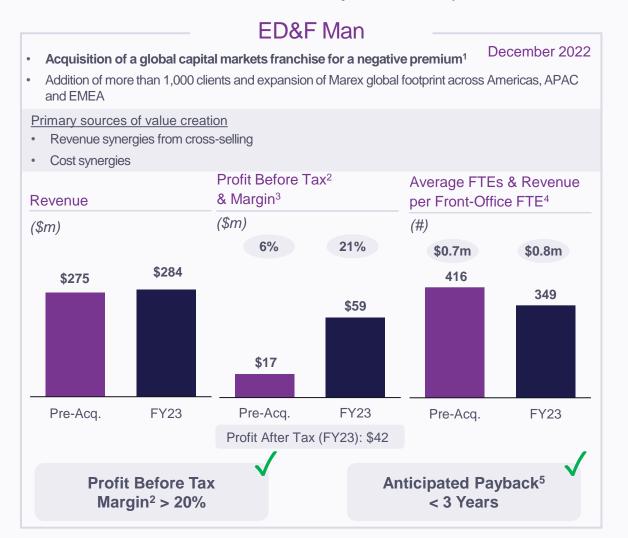
Note(s): Pre-Acq. figures represent FY 2018 figures, which were prepared in accordance with UK GAAP, which is a different standard compared to the company financials.

- 1. Premium is the purchase price paid over the net asset value.
- 2. Excludes \$9 million of tax to Rosenthal Collins Group, which is apportioned based on the Group's effective tax rate of 28%. Profit Before Tax Margin is calculated as profit before tax divided by revenue.
- 3. Reflects total segregated client assets for respective months.
- 4. Payback is defined as: premium paid divided by profit after tax since completion.
- 5. Excludes \$2 million of tax to CSC Commodities, which is apportioned based on the Group's effective tax rate of 28% in 2023. Profit Before Tax Margin is calculated as profit before tax divided by revenue.

#### Track Record of Value Adding M&A



#### Selective M&A accelerates entry into new product areas or geographies





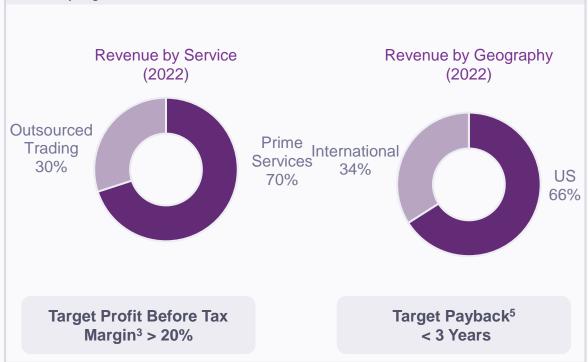
Acquisition of a global prime brokerage business for US\$25m premium<sup>1</sup>

December 2023

Increasing capabilities in custody to securities lending and capital introduction while accessing an enlarged global client base

#### Primary sources of value creation

- · Revenue synergies from cross-selling onto a new client base
- Cost synergies



Note(s):Pre-Acq. figures for ED&F Man represent the period from September 2021 to August 2022 and were audited in accordance with US GAAP which is a different standard compared to the company financials.

- 1. Premium is the purchase price paid over the net asset value.
- 2. Excludes \$17 million of tax to ED&F Man, which is apportioned based on the Group's effective tax rate of 28% in 2023.
- 3. Profit Before Tax Margin is calculated as profit before tax divided by revenue.
- 4. Full Time Equivalents ("FTE") includes both permanent employees and contractors Revenue per FTE is calculated based on revenue divided by average FTEs.
- 5. Payback is defined as: premium paid divided by profit after tax since completion.



#### Positive Momentum and Executing Against Our Growth Strategy





Diversified and resilient business delivering strong performance YTD



Scalable platform delivering improving margins and returns YTD, 20% Adjusted Operating Profit<sup>1</sup> Margin and 25% Return on Equity



Executed several growth investments in line with strategy to expand client base, build out product capabilities and geographic footprint



Diversified our funding sources and increased liquidity headroom, maintaining a prudent approach to capital and liquidity management



Dividend policy, consistent with our capital allocation policy set out at the time of IPO



Upgraded full year Adjusted Operating Profit<sup>1</sup> outlook, driven by positive momentum in our core businesses and supportive market environment



Diversified.

Resilient.

Dynamic.

# Appendix

#### Unique Service Offering and Market Leading Position

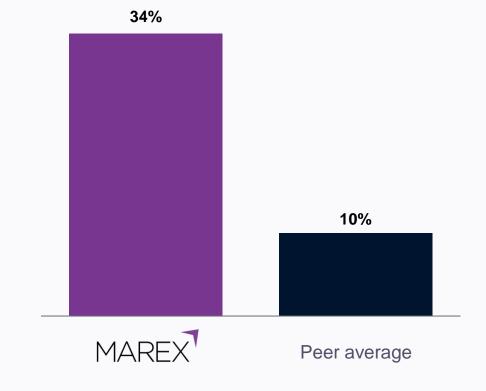


Marex's Primary Competitors by Core Businesses<sup>1</sup>

| Out | performing | Peers | and | <b>Taking</b> | Market | Share |
|-----|------------|-------|-----|---------------|--------|-------|
|     |            |       |     |               |        |       |

|                      |                     | Clearing             | Market Making | Agency and Execution         | Hedging and<br>Investment<br>Solutions |
|----------------------|---------------------|----------------------|---------------|------------------------------|--|
|                      | MAREX               | ✓                    | ✓             | <b>✓</b>                     | ✓                                      |
| erage                | Clarkson PLC        |                      |               | <b>√</b>                     |  |
| FCMs and Brokerage   | RJO'Brien           | <b>√</b>             |               | ✓                            |  |
| FCMs                 | StoneX              | <b>√</b>             | <b>√</b>      | ✓                            | No structured notes business           |
| okers                | ¬ <sup>∟</sup> bgc  |                      |               | ✓                            |  |
| Inter-dealer Brokers | <b>TPICAP</b>       |                      |               | Focused on financial markets |  |
| Inter-c              |                     |                      |               | ✓                            | <b>√</b> Distribution only             |
| Market<br>Makers     | VIRTU               |                      | ✓             | ✓                            |  |
|                      | ⊕ CME Group         | <b>√</b>             |               | ✓                            |  |
| Exchanges            | ice                 | ✓                    |               | ✓                            |  |
|                      | Investment<br>Banks | Largely pulling back | <b>√</b>      |                              | <b>√</b>                               |

Revenue CAGR - Marex vs. Public Peers<sup>2</sup> ('18 – '23)



#### Note(s):

<sup>1.</sup> Represents management's view of core competitors by our core businesses.

<sup>2.</sup> Peer average Revenue growth is an average of reported Revenue for 2018-2023 for public peers as taken from publicly available information.

#### Profit Before Tax to Adjusted Operating Profit Reconciliation

| $\vee$ | А | R | ΕX | / \<br>\ |
|--------|---|---|----|----------|

| (\$m)  | Q3 2024 | Q3 2024 | YTD 2024 | YTD 2023 | Applicable<br>Post-IPO |
|--|---------|---------|----------|----------|------------------------|
| Profit after Tax   | 58.4    | 32.4    | 161.3    | 113.2    |                        |
| Taxation Charges   | 20.6    | 15.2    | 56.7     | 43.9     |                        |
| Profit before tax  | 79.0    | 47.6    | 218.0    | 157.1    |                        |
| Goodwill impairment charge <sup>1</sup>                                    | -       | -       | -        | 10.7     |                        |
| Bargain purchase gains <sup>2</sup>  | -       | -       | -        | (0.3)    |                        |
| Acquisition costs <sup>3</sup>   | -       | 0.1     | -        | 0.6      |                        |
| Amortisation of acquired brands and customer lists <sup>4</sup>            | 1.2     | 0.6     | 3.8      | 1.4      |                        |
| Activities relating to shareholders <sup>5</sup>                           | -       | 0.9     | 2.4      | 0.9      | ✓                      |
| Employer tax on vesting of the growth shares <sup>6</sup>                  | -       | -       | 2.2      | -        | ✓                      |
| Owner fees <sup>7</sup>  | -       | 1.5     | 2.4      | 4.8      | ✓                      |
| IPO preparation costs <sup>8</sup>   | 0.3     | 2.2     | 8.6      | 2.2      | ✓                      |
| Fair value of the cash settlement option on the growth shares <sup>9</sup> | -       | -       | 2.3      | -        | ✓                      |
| Adjusted Operating Profit  | 80.5    | 52.9    | 239.7    | 177.4    |                        |
| Tax and the tax effect on the Adjusted Items <sup>10</sup>                 | (20.5)  | (15.8)  | (59.1)   | (45.3)   |                        |
| Profit attributable to AT1 note holders <sup>11</sup>                      | (2.5)   | (2.5)   | (7.4)    | (7.4)    |                        |
| Adjusted Operating Profit After Tax Attributable to Common Equity          | 57.5    | 34.6    | 173.2    | 124.7    |                        |
| Adjusted Operating Profit Margin <sup>12</sup>                             | 21%     | 18%     | 20%      | 19%      |                        |
| Adjusted Earnings per Share(\$) <sup>13</sup>                              | 0.82    | 0.53    | 2.51     | 1.90     |                        |
| Adjusted Diluted Earnings per Share(\$) <sup>14</sup>                      | 0.76    | 0.49    | 2.35     | 1.78     |                        |
| Common Equity <sup>15</sup>  | 823.5   | 622.0   | 749.7    | 622.0    |                        |
| Adjusted Operating Return on Common Equity (%)                             | 28%     | 22%     | 31%      | 27%      |                        |

- IPO preparation costs primarily include legal, and accounting expenses associated with our successful IPO
- Employer tax on vesting of growth shares, relate to the tax expense associated with the vesting of growth shares triggered by the IPO
- Fair value of the cash settlement option on the growth shares, relates to a technical accounting booking to recognise the theoretical liability value of the cash settlement option available to growth shareholders. All growth shareholders settled for equity and thus this booking had no impact on distributable reserves as it was fully offset in retained earnings
- Owner fees, which were a function of profitability, related to management services fees paid to private equity shareholders.
   These fees ceased at IPO

Notes (table may not directly cast due to rounding): 1. Goodwill impairment charges in 2023 relates to the impairment recognised for goodwill relating to the Volatility Performance Fund S.A. CGU ("VPF") largely due to declining projected revenue .2. A bargain purchase gain was recognised as a result of the ED&F Man Capital Markets division acquisition costs are costs, such as legal fees incurred in relation to the business acquisitions of ED&F Man Capital Markets business, the OTCex group and Cowen's Prime Services and Outsourced Trading business. 4. This are presents the amortisation charge for the period of acquired brands and customers lists. 5. Activities in relation to shareholders primarily consist of dividend-like contributions made to participants within certain of our shares based payments schemes. 6. Employer tax on vesting of the growth shares represents the formal to the income statement within other expenses. 8. IPO preparation costs related to consulting, legal and audit fees, presented in the income statement within other expenses. 9. Fair value of the cash settlement option on the growth shares represents the fair value liability of the growth shares at \$2.3 m. Subsequent to the initial public offering when the holders of the growth shares elected to settle the awards in ordinary shares, the liability was descented in the income statement within other expenses. 9. Fair value of the growth shares represents the tax for the period and the tax effect of the other Adjusting Items removed from profit after tax to calculate Adjusted Operating Profit. The tax effect of the other Adjusting Items was calculated at the Group's effective tax rate for the respective period. 11. Profit attributable to AT1 note holders, net of tax are the coupons on the AT1 issuance, which are accounted for as dividends, adjusted for the tax benefit of the coupons which is calculated using the Group's effective tax rate for the period. 12. Adjusted Operating Profit (as defined above) divided by revenue for the period. 13. The

#### **Summary Balance Sheet**



#### Balance sheet consists of high-quality liquid assets which underpin client activity

- Cash and Liquid Assets represent cash and cash equivalents, treasury instruments pledged as collateral and treasury instruments unpledged
- Trade Receivables primarily reflect balances due from exchanges or other counterparties which relate to client activity on our platform
- Securities assets are equity instruments and stock borrowing
- Derivative Assets reflect the fair value of derivatives on the balance sheet, including forward currency contracts, OTC precious and base metal contracts, agriculture contracts, energy contracts, and equities
- Other Assets are inventory, corporate income tax receivable, deferred tax, investment in associate, investments, right-of-use assets and property, plant and equipment
- Goodwill and Intangibles are primarily composed of goodwill from prior M&A transactions and capitalized IT spend
- **Trade Payables** primarily reflect balances payable to clients or due to exchanges, clearing houses or other counterparties
- Repurchase Agreements balances relate to repo and reverse repo activity in highly-liquid securities within the newly acquired MCM business
- Securities Liabilities are stock lending and short securities
- **Debt Securities** primarily reflect the structured notes portfolio which underpin our investment solutions offering to clients, which is an important source of liquidity for the Group
- Other Liabilities are deferred tax liability, lease liability, provisions and corporate tax
- **Total Equity** increased, reflecting growth in retained earnings due to strong profitability during the period, partly offset by a dividend payment to shareholders

| (\$m)                         | 30 Sept 2024 | 31 Dec 2023 | % change |
|-------------------------------|--------------|-------------|----------|
| Cash and Liquid Assets        | 5,829.2      | 4,465.9     | 31%      |
| Trade Receivables             | 4,526.0      | 4,789.8     | (6%)     |
| Reverse Repurchase Agreements | 2,583.8      | 3,199.8     | (19%)    |
| Securities                    | 5,111.7      | 4,022.7     | 27%      |
| Derivative Instruments        | 1,008.6      | 655.6       | 54%      |
| Other Assets                  | 226.4        | 258.2       | (12%)    |
| Goodwill and Intangibles      | 220.0        | 219.6       | -%       |
| Total Assets                  | 19,505.7     | 17,611.6    | 11%      |
| Trade Payables                | 8,078.3      | 6,785.9     | 19%      |
| Repurchase Agreements         | 2,333.7      | 3,118.9     | (25%)    |
| Securities                    | 4,740.8      | 4,248.1     | 12%      |
| Debt Securities               | 2,635.0      | 2,216.3     | 19%      |
| Derivative Instruments        | 652.1        | 402.2       | 62%      |
| Other Liabilities             | 106.0        | 64.3        | 65%      |
| Total Liabilities             | 18,545.9     | 16,835.7    | 10%      |
|                               |              |             |          |
| Total Equity                  | 959.8        | 775.9       | 24%      |



## Reconciliation to Statutory Balance Sheet The size of our balance sheet will mostly be driven by client activity and balances

| Summary Balance Sheet         | Statutory Balance Sheet  | Growth Drivers   |
|-------------------------------|--|--|
| Cash and Liquid Assets        | Cash and cash equivalents, Treasury instruments (pledged as collateral and unpledged)  | Primarily driven by Clearing client asset balances and growth in house cash balances, anticipated to grow broadly in line with underlying business |
| Trade Receivables             | Trade and Other Receivables  | Primarily reflect balances due from exchanges or other counterparties which relate to client activity on our platform                              |
| Reverse Repurchase Agreements | Reverse Repurchase Agreements  | Balances primarily relate to repo and reverse repo activity in highly-liquid securities within Agency and Execution capital markets business       |
| Securities                    | Equity instruments, Stock Borrowing  | Growth drivers primarily stock lending, complimentary service to prime services and clearing   |
| Derivative Assets             | Derivative Instruments   | Primarily driven by Solutions and Market Making segments, anticipated to grow broadly in line with trading revenues                                |
| Other Assets                  | Property, software and equipment, Right-of-use assets, investments (shares and seats held in clearing houses), inventory, investments in associates & subsidiaries, and deferred tax | • Primarily Marex house balances, anticipated to grow in line with underlying business growth  |
| Goodwill and Intangibles      | Goodwill and Other Intangibles   | Growth dependent on future M&A activity, as well as capitalized IT spend   |
| Total Assets                  | Total Assets   | <br>   |
|                               |  |  |
| Trade Payables                | Trade and Other Payables   | Primarily reflect balances payable to clients or due to exchanges, clearing houses or other counterparties   |
| Repurchase Agreements         | Repurchase Agreements  | Balances primarily relate to repo and reverse repo activity in highly-liquid securities within Agency and Execution capital markets business       |
| Securities                    | Stock Lending and Short Securities   | Growth drivers primarily stock lending, complimentary service to prime services and clearing   |
| Debt Securities               | Short-Term Borrowings, Long-Term Borrowings, and Debt Securities   | Primarily driven by growth in Structured Notes portfolio   |
| Derivative Liabilities        | Derivative Instruments   | Primarily driven by Solutions and Market Making segments, anticipated to grow broadly in line with trading revenues                                |
| Other Liabilities             | Corporation Tax, Lease Liability, Provisions, and Deferred Tax Liability   | Primarily Marex house balances, anticipated to grow in line with underlying business growth  |
| Total Liabilities             | Total Liabilities  | 1  |
| Total Equity                  | Share Capital, Share Premium, Additional Tier 1 Capital, Retained Earnings and Other Reserves  | Growth in retained earnings, offset by any payments of dividends to shareholders   |

# Clearing Segment



#### Overview of Clearing Segment



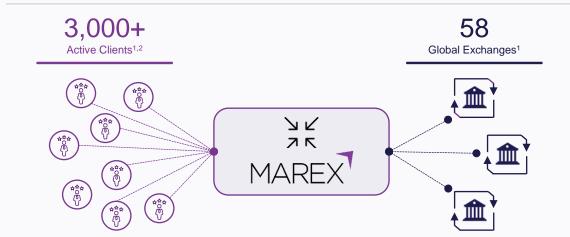
#### Senior Management





Thomas Texier
MD, Marex Clearing

 Previously Managing Director and Chief Operating Officer at R.J. O'Brien



Clearing by the Numbers

#### Revenue by Segment (\$m)





\$13.2bn

FY23 Average Balances<sup>6</sup> (Average of 12 months to Dec' 2023)

Proven scale as a top 10 FCM<sup>5</sup> in the U.S. by client assets

275

Front-Office FTEs at year-end FY23

Dedicated team with expertise

Note(s): Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

- 1. For year ended December 31, 2023.
- 2. Active clients include clients that have generated more than \$5,000 in revenue for us in a given year.
- 3. Other Income includes Other Income and Net Trading Income.
- 4. This is a non-IFRS financial measure. Adjusted Operating Profit defined as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortisation of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of Growth Shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the Growth Shares. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.
- 5. FCM = "futures commission merchant." Ranking based on client assets average over 12 months ended December 31, 2023.
- 6. Average balances means the average amount of balances that generate interest income for the group over a given period, which is calculated by taking the average at the end of each quarter for the prior five quarters

#### Clearing Business Model

Client

General

**Clearing Member** 

MAREX

Clearing

Commissions

Settlement

Daily Margin

Settlement



Marex Provides Essential Market Connectivity to Clients to Transact on Global Exchanges

Exchange

Central

Counterparty

**Clearing Houses** 



Client

General

Clearing Member

### Clearing Revenue Model



#### Commissions for Clearing Trades



Interest Income on Client Balances

- Commissions paid by clients for clearing, typically on a per-trade basis
- Interest income earned on balances that clients are required to post when they take futures and options positions
- Marex has established minimum commissions with many of its clients
- Pricing is established on a client-by-client basis, considering credit worthiness, client type, and products
- Some products (e.g., commodities) demand higher commissions than others (e.g., options)

- On ~60% of client balances, Marex shares in NII with clients, with Marex typically earning 100 – 120 bps
  - True in interest rate environments where Fed Funds is above ~1.5%
- On the remaining ~40% of balances, Marex retains all interest earned
- 60% / 40% split is a function of the pricing power of the underlying clients

Clearing Workflow

Execution

Clearing





#### Marex's Differentiated Model and High Barriers to Entry



#### Barriers to Entry within Clearing

#### Strategic & Operational

- Requires a global presence to serve the largest, most important clients, who demand the ability to trade in any region
- Gaining exchange memberships is a long, complicated and timeconsuming process

#### Technological

- Significant ongoing technology spend is required to maintain competitiveness in systems
- This is particularly challenging for small firms or competitors for whom clearing is not a priority

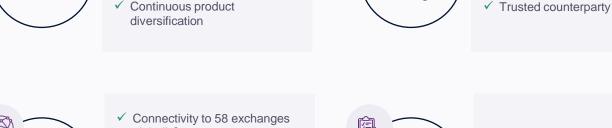
#### Liquidity

- Holding excess liquidity is critical given clearers need to be able to meet margin calls of exchanges immediately and are only later reimbursed by clients
- This liquidity requirement is a challenge for smaller firms with smaller capital bases and cash balances

#### Regulatory & Compliance

- Regulatory capital rules for banks make clearing an expensive business, paving the way for growth from non-bank clearers
- Requires global compliance and risk management staff to continuously monitor positions and limits











- ✓ Reputation for serving clients consistently across market environments
- Not retrenching during periods of market volatility



Investment

Grade Credit

Rating

 Marex's ability to provide margin financing is differentiated from other nonbank clearers

✓ Investment grade credit rating

separates Marex from

independent competitors

#### Note(s):

2. As of December 31, 2023.

<sup>1.</sup> See slide 54 titled 'Marex is a Top-10 Player in a Market Demonstrating Declining Competitive Intensity'

#### Competitive Landscape & Competitive Dynamics



#### Competitive Landscape

#### Served by: Marex is aiming to **Large Banks & Investment Banks** take share from Large Global Banks large competitors J.P.Morgan **MIZUHO** SOCIETE GENERALE **Mid-Tier Competitors Mid-Tier** MAREX ABN-AMRO **FCMs** RIO'Brien StoneX' Small firms struggling to meet Retail technology, liquidity and **Providers** compliance challenges **Small Retail Clearers**

#### Key Competitors Comparison<sup>1</sup>

|                     | Product<br>Coverage | Funding | IG Rating <sup>2</sup> | Execution |
|---------------------|---------------------|---------|------------------------|-----------|
| MAREX               | <b>⊘</b>            |         |                        | <b>Ø</b>  |
| ABN·AMRO            |                     |         |                        |           |
| RJO'Brien           |                     |         |                        |           |
| StoneX <sup>*</sup> |                     |         |                        |           |

#### Competitive Strengths and Weaknesses

Large Banks & Investment Banks

- Retrenching from clearing due to increased capital requirements
- Decreasing exposure in challenging market environments
- Increasingly serving only the largest clients that need multiple bank services
- Burdened by legacy technology that raises cost-to-serve



- ✓ Clearing is the central focus of Marex's business model
- ✓ Global geographic coverage
- ✓ Ability to serve clients in a variety of market environments
- ✓ Well-invested technology and compliance infrastructure
- ✓ Strong capital and liquidity position and investment grade credit rating makes Marex a trusted counterparty

#### Smaller Competitors

- Lack global presence
- Select product coverage and expertise
- Offer other services outside of clearing
- Non-investment grade
- No credit / less capacity
- · No scale or capacity for large accounts
- Struggle to make required investments in technology and compliance systems

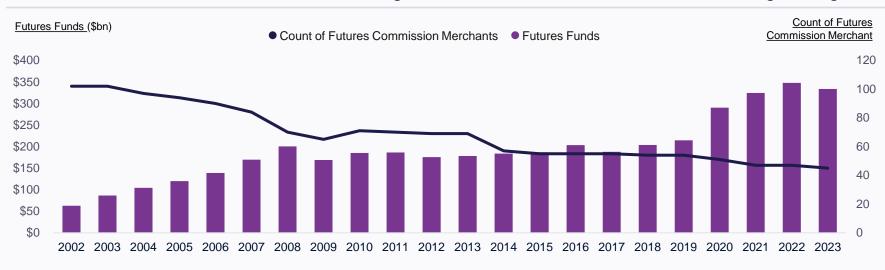
#### Note(s)

- 1. Key Competitor Comparison prepared as management's assessment of competitor's services and capabilities based on public information, previous experience, and feedback from clients.
- 2. RJO'Brien does not have any outstanding debt and therefore does not require an investment grade credit rating.

#### Marex is a Top-10 Player in a Market with Declining Competitive Intensity



Declining Number of Clearers while Futures Funds Continuing Growing<sup>1</sup>



- The market is characterized by declining competitive intensity; the number of Futures Commission Merchants has declined 55% since 2002<sup>2</sup>
- There is also concentration amongst the largest providers; the top 10 FCM players hold ~75% of the margin balances<sup>2</sup>

Marex is Now a Top 10 FCM in the U.S. by client assets, Competing with the Largest Global Banks<sup>3</sup>



Source: FIA.

<sup>1.</sup> For U.S. only; Count excludes FCMs that have zero customer funds and does not consolidate affiliated FCMs; Futures funds include Section 4(d) and Part 30. Data as of each respective year ended December 31st, unless otherwise noted. Data to December 2023.

<sup>2.</sup> As of December 2023

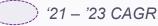
<sup>3.</sup> Ranking based on client assets average over 12 months to December 2023.

# Agency and Execution Segment



#### Overview of Agency and Execution Business





Low-Risk Client Execution Generating Stable & Repeatable Revenue





Joined Marex in May 2018 as COO, became CFO in 2020 and is currently Chief Strategist and CEO of Marex Capital Markets



Global Head of OTC Energy, formerly Head of Energy North America, Marex since 2019



#### Energy

Listed derivatives and physical products:

- Oil
- · Gas & Power
- Environmental
- Freight

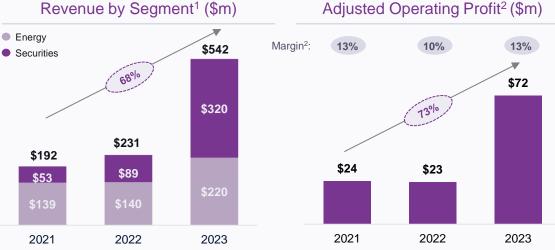


On an Agency, Low-Risk Basis

#### Securities

- Equities
- Credit
- FX
- Rates
- Prime Services

#### Revenue by Segment<sup>1</sup> (\$m)



One Business Model Across Two Different Product Segments



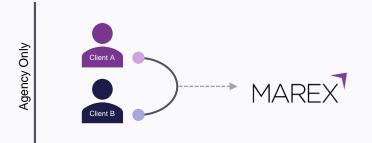
Note(s): Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

- 1. Revenue in 2022 and 2023 include \$2 million per annum of Other, not included in Energy or Securities.
- 2. This is a non-IFRS financial measure. Adjusted Operating Profit defined as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortisation of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax of 56 the vesting of Growth Shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the Growth Shares. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

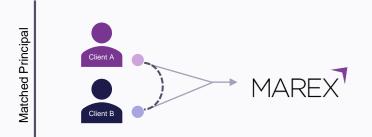
#### Agency & Execution – Business Model Overview



Multiple Execution Models, with minimal market risk



Marex is not a counterparty and acts as an agent, matching buyers and sellers who face off against each other



Marex acts as counterparty to both buyer and seller once a trade is matched, but is not exposed to market risk



On-Exchange Execution

Marex provides on-exchange execution on behalf of clients

#### **Execution Channels**



- Large block trades
- Require specialist execution
- Differentiation through quality of service
- In house market making



- Direct market access
- Pure electronic and hybrid model
- Simpler transactions

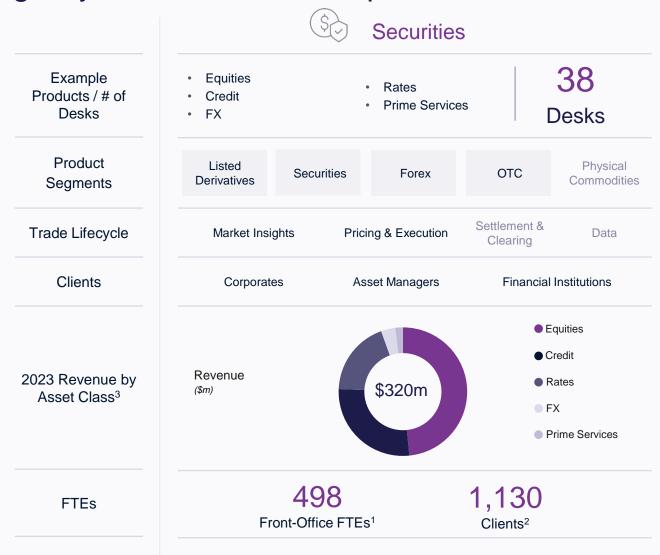


- Minimize market impact
- Provide best execution
- Specialist commodities algorithms

Capital light business model, generating strong repeat revenues by offering consistent liquidity and anonymity in execution

#### Agency & Execution is Comprised of Two Businesses







Note(s): Number of desks as of December 31, 2023. Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

<sup>1.</sup> Represents number of Front-Office FTEs as of December 31, 2023.

<sup>2.</sup> Includes clients that generate over \$1,000 in revenue per annum as of December 31, 2023.

<sup>3. 2023</sup> revenue by asset class includes \$2m classified as other, not shown here.

#### Energy | Competitive Advantages



#### **Competitive Advantages**

**Broad Product** Coverage

 Covering energy asset classes in our major markets<sup>2</sup> offering comprehensive product coverage



Deep Liquidity · Leading market share in many products provides Marex a competitive advantage in accessing liquidity



Relationships & Experience

 Many of our desks hold a leading position in their respective categories



Marex **Platform**   Ability to offer multiple products allows Marex to cross-sell across desks and offer "one-stop shopping" for clients

**Our Key Competitors** 











boutiques

#### 36<sup>1</sup> Trading Desks Providing Full Product Coverage

#### **Energy Products**



Natural Gas

✓ European Nat Gas, US Nat Gas

√ Financial

✓ ICE, CME, EEX



Power

✓ European Power, US Power, Aus Power

√ Financial

✓ ICE, CME, EEX, NODAL, ASX



Renewables

 ✓ Compliant & Voluntary, Biofuels, **Emissions** 

√ Financial

✓ CBL, ICE, CME

✓ Off Exchange



**PetChems** 

✓ Financial & Physical

✓ ICE, CME

✓ Off Exchange

#### Oil Products



Crude Oil

✓ Canadian Crude, US Crude, Cross Barrells, Crude Swaps

✓ ICE, CME ✓ Off Exchange

5

Light Ends

✓ LPG, NGLs, Gasoline, Naphtha √ Financial

✓ Financial & Physical

✓ ICE, CME



Mid Distillates

✓ Gas oil

✓ Financial & Physical

✓ ICE, CME

✓ Off Exchange



Fuel Oil

✓ Fuel Oil, Freight

✓ Financial & Physical

✓ ICE, CME

✓ Off Exchange



1. Number of desks as of December 31, 2023.

2. Based on latest available data for 2023.

#### Securities | Product Coverage





Note(s):

<sup>1.</sup> Serviceable addressable market as of December 31, 2023 and based on management estimates. Methodology compares Marex's volumes to total market volumes.



#### Overview of Market Making



#### Senior Management





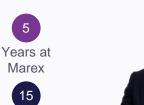
Goldman Sachs

Previously Portfolio Manager at Valhalla

Capital Advisor and worked in commodities at



Simon van den Born President, Market Making

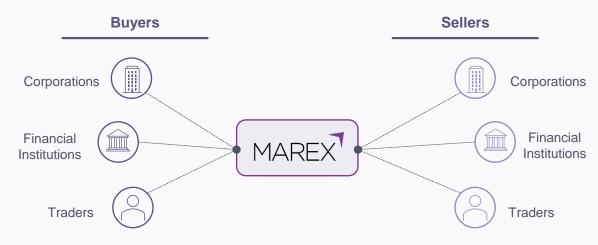


Industry Experience

Bastien Declercq
Head of Energy & Environmentals
Market Making

 Previously MD at CSC Commodities UK and an Oil Derivatives Trader with Morgan Stanley and UBS

#### Providing Liquidity by Leveraging Extensive Market Connectivity



Market Making by the Numbers

#### Segment Summary Financial (\$m)



Asset Classes Traded

Solution

Avg. Monthly VaR2

Broad product and asset class coverage

Client flow driven business

Broad product and asset class coverage

Client flow driven business

Expertise

Note(s): Financial and company data as of December 31, 2023. Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

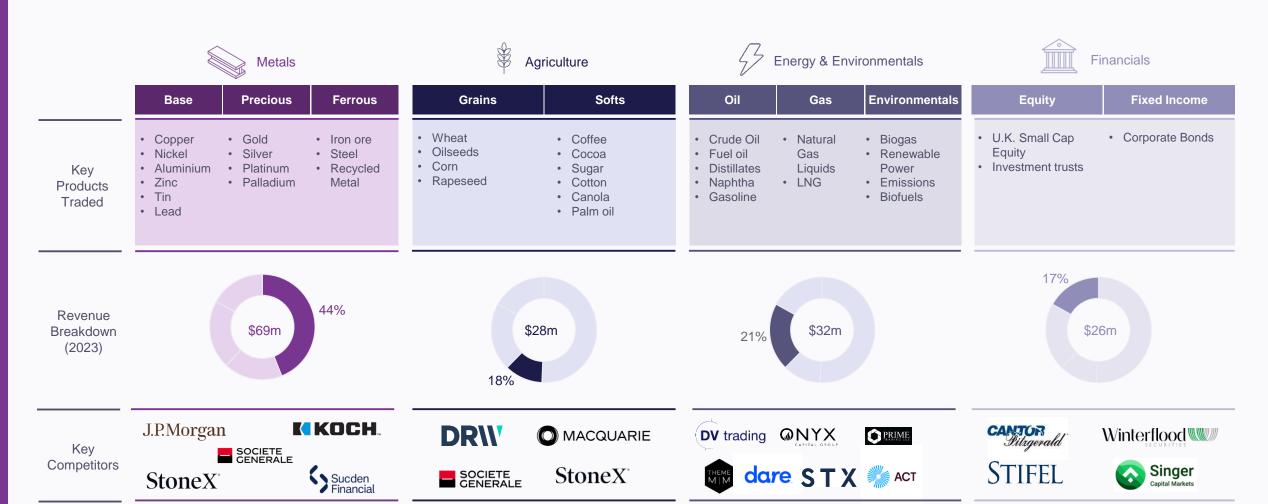
<sup>1.</sup> This is a non-IFRS financial measure. Adjusted Operating Profit defined as profit after tax adjusted for (i) tax, (ii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortisation of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of Growth Shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the Growth Shares. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

<sup>2.</sup> The Marex VaR is across both Marex Financial and Marex Capital Markets Inc. ("MCMl"). The Marex VaR model is based on a Monte Carlo simulation technique that incorporates the following features: 5,000 simulations using a variance covariance matrix; simulations generated using geometric Brownian motion; an exceptional decay factor is applied across an estimation period of 250 days, and; VaR is reflective of risk in the Market Making segment.

#### **Diversity Across Asset Classes**



We operate in opaque and non-commoditized markets where specializing is key



#### Our Clients – Focus On Producers and Consumers of Commodities



|                | Producers & Refiners   | Consumers  | Banks                                    | Trading Firms & Asset Managers  |
|----------------|--|--|--|---|
| Metals         | CODELCO CITIC Group  SI制集団 ②ZiJin  | Anheuser-Busch  HunterDouglas                                    | Goldman Citi  J.P.Morgan                 | BlackRock   |
| Agriculture    | AL KHALEEJ SUGAR  GHANA COCOA BOARD  COOXUPÉ   | 中粮国际 COFCO INTL Nestle   | SOCIETE GENERALE  MACQUARIE  BNP PARIBAS | WELLINGTON MANAGEMENT®  DEShaw&Co   |
| Energy         | INEOS CEPSA  SINOPEC SARAS  GLENCORE   | NORDIN PetroChina  | RWE<br>DBS                               | ODEC SINOPEC GLENCORE   |
| Environmentals | Gasum  SEVERN TRENT  Barrow Green Gas  Casum Cas | ENOWA  ENERGROUP  AIR LIQUIDE  ADMANCED BUSINESS & TECHNICLORIES | Absent notable clients or competitors    | Shell ENERGY Energy  Statkraft  Adanske commodities  SEFE MARKETING SEFE MARKETING STRADING |
|                | Clients whose business re  | elies on day-to-day trading                                      |  |   |



#### Segment Overview and Highlights





'21 - '23 CAGR

#### Segment Leadership



 Previously an equity derivatives trader at Lehman Brothers and helped Leonteq successfully IPO 5 years from inception

#### Manufacturing and Distribution of Customized Derivatives

Manufacturing

**>>>** 

Distribution

The Derivatives Engine



A Customized Cross-Asset Derivative Manufacturing Capability

Powered by agile

Hedging Solutions

Financial

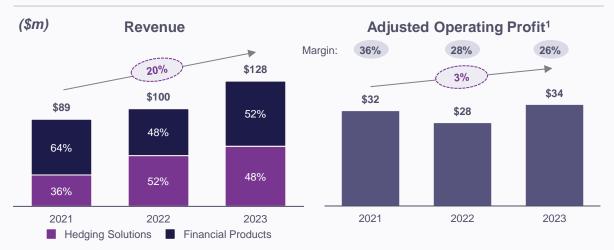
OTC derivatives for corporates to hedge commodities, FX and rates

Tailor-made derivative solutions for clients

Structured investment products, which also provides liquidity to Marex



#### Contribution of Solutions Segment



Hedging and Investment Solutions by the Numbers

**Products** 

20%

Revenue Growth (2021 – 2023 CAGR)

Strong organic growth driven by increasing clients numbers

144

FTEs at year-end FY23

13

Offices in 5 Continents

Global support across "24-5" trading hubs

Note(s): Hedging and Investment Solutions by the numbers figures as at 2023 period end, unless otherwise stated. Full Time Equivalents (FTE) includes both permanent employees and contractors as of the end of a given period.

<sup>1.</sup> This is a non-IFRS financial measure. Adjusted Operating Profit defined as profit after tax adjusted for (i) tax, (ii) goodwill impairment charges, (iii) acquisition costs, (iv) bargain purchase gains, (v) owner fees, (vi) amortisation of acquired brands and customer lists, (vii) activities in relation to shareholders, (viii) employer tax on the vesting of Growth Shares, (ix) IPO preparation costs and (x) fair value of the cash settlement option on the Growth Shares. See Slide 46 for additional information and for a reconciliation of each such IFRS measure to its most directly comparable non-IFRS measure.

#### One Capability, Two Distinct Distribution Channels



Providing customized derivative solutions to different client bases



**Hedging Solutions** 



**Financial Products** 

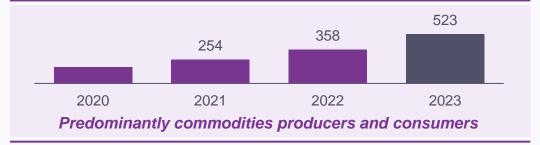
Distribution Channel Overview

- Enables corporates to hedge their exposure to commodities, FX and rates
- Organized into four primary categories: (i) Participation; (ii) Protection; (iii)
   Price Improvement and (iv) Range Extraction
- A customizable investment platform that allows investors to gain exposure to a particular market or asset class through a structured note
- Organized into four primary categories: (i) Participation; (ii) Capital Protection; (iii) Yield Enhancement and (iv) Leverage
- Important source of liquidity for Marex Group

Revenue Model

Revenue generated through the marking up of customized derivatives which are hedged with lower margin vanilla derivatives

Total Client Growth<sup>1</sup>





Key Competitors





Morgan Stanley









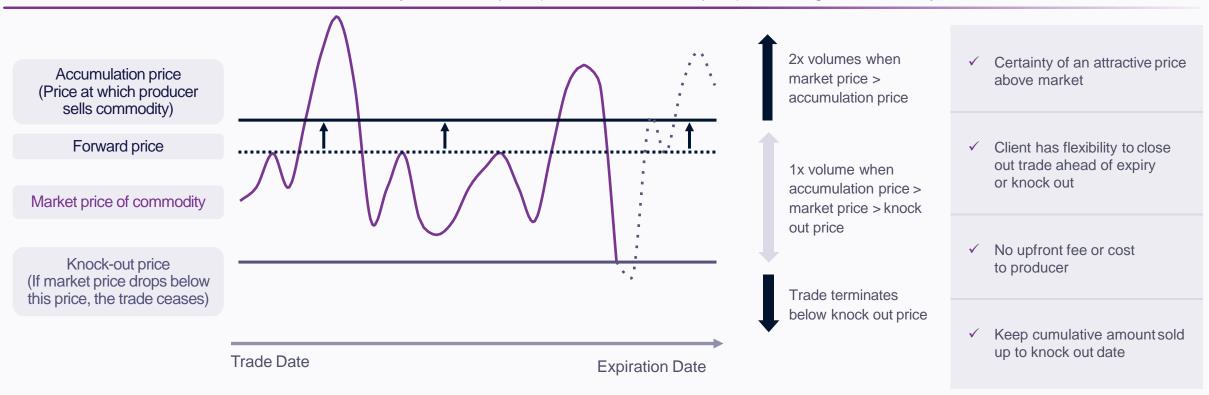
Note(s):

<sup>1.</sup> Total client growth is depicted as of 31 December year-end for each respective year.

# Hedging Solutions Example: Increasing the Profit Margin For a Client Through Price Improvement



Producer forward sells a commodity at attractive price (above market forward price) in exchange for uncertainty of volume sold



Market risk hedged through the Marex Solutions Derivatives Engine

#### Financial Products Overview



#### Marex Financial Products

- Marex offers a broad range of customized structured notes with varied terms across numerous asset classes, including auto-callable and capital protected notes
- The notes are distributed to investors through a network of distributors
- Marex's risk exposure hedged through a combination of exchange-traded derivatives and OTC trades with top-tier investment banks
- Structured notes program is an important source of liquidity for the Group

#### Structured Notes Portfolio



Yield Enhancement Product Example

#### Illustrative Revenue Model Revenue from the spread between the present value of note and the cost of the derivative to deliver desired return If S&P 500 goes up, \$90 \$100 **Customer Demand:** client gets full upside S&P 500 Upside \$8 \$2 If S&P 500 goes down, Issues S&P 500 linked + Principal protection client receives 100% of principal protected Cost of customized Marex Financial Notional value of Present value of if S&P 500 goes down principal back note Products revenue notional derivative note

Note(s): All figures as of December 31st year-end for each respective year.

