

Q4/21 Results

January 28, 2022



Forward looking statements

This presentation contains forward-looking statements that are based on our management's beliefs and assumptions and on information currently available to our management. Although we believe that the expectations reflected in these forward-looking statements are reasonable, these statements relate to future events or our future financial performance, and involve known and unknown risks, uncertainties and other factors that may cause our actual results, levels of activity, performance or achievements to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. In some cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "expects," "intends," "plans," "anticipates," "believes," "estimates," "predicts," "potential," "continue" or the negative of these terms or other comparable terminology. These statements are only predictions. You should not place undue reliance on forward-looking statements because they involve known and unknown risks, uncertainties and other factors, which are, in some cases, beyond our control and which could materially affect results. Factors that may cause actual results to differ materially from current expectations include, among other things, the risks described below. If one or more of these or other risks or uncertainties occur, or if our underlying assumptions prove to be incorrect, actual events or results may vary significantly from those implied or projected by the forward-looking statements. No forward-looking statement is a guarantee of future performance. You should read this press release completely and with the understanding that our actual future results may be materially different from any future results expressed or implied by these forward-looking statements.

In particular, forward-looking statements in this press release may include statements about: the ultimate duration of the COVID-19 pandemic and its short-term and long-term impact on our business and the global economy; anticipated trends, conditions and investor sentiment in the global markets and ETPs; anticipated levels of inflows into and outflows out of our ETPs; our ability to deliver favorable rates of return to investors; competition in our business; whether we will experience future growth; our ability to develop new products and services; our ability to maintain current vendors or find new vendors to provide services to us at favorable costs; our ability to successfully implement our digital assets strategy, including WisdomTree Prime, and achieve its objectives; our ability to successfully operate and expand our business in non-U.S. markets; and the effect of laws and regulations that apply to our business.

Our business is subject to many risks and uncertainties, including without limitation:

- adverse market developments arising from the COVID-19 pandemic could negatively impact our assets under management, resulting in a decline in our revenues and other potential operational challenges;
- declining prices of securities, gold and other precious metals and other commodities can adversely affect our business by reducing the market value of the assets we manage or causing WisdomTree ETP investors to sell their fund shares and trigger redemptions;
- fluctuations in the amount and mix of our AUM, whether caused by disruptions in the financial markets or otherwise including but not limited to a pandemic event such as COVID-19, may negatively impact revenues and operating margins, and may impede our ability to refinance our debt upon maturity or increase the cost of borrowing upon a refinancing;
- competitive pressures could reduce revenues and profit margins;
- we derive a substantial portion of our revenues from a limited number of products, and as a result, our operating results are particularly exposed to investor sentiment toward investing in the products' strategies and our ability to maintain the AUM of these products, as well as the performance of these products and market-specific and political and economic risk;
- a significant portion of our AUM is held in products with exposure to U.S. and international developed markets and we therefore have exposure to domestic and foreign market conditions and are subject to currency exchange rate risks;
- withdrawals or broad changes in investments in our ETPs by investors with significant positions may negatively impact revenues and operating margins;
- over the last few years, we have expanded our business internationally. This expansion subjects us to increased operational, regulatory, financial and other risks;
- many of our ETPs have a limited track record, and poor investment performance could cause our revenues to decline;
- we depend on third parties to provide many critical services to operate our business and our ETPs. The failure of key vendors to adequately provide such services could materially affect our operating business and harm WisdomTree ETP investors; and
- Actions of activist stockholders against us could be disruptive and costly and may cause uncertainty about the strategic direction of our business.

Other factors, such as general economic conditions, including currency exchange rate fluctuations, also may have an effect on the results of our operations. For a more complete description of the risks noted above and other risks that could cause our actual results to differ from our current expectations, please see the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2020 and our Quarterly Reports on Form 10-Q for the quarters ended June 30, 2021 and September 30, 2021.

The forward-looking statements in this presentation represent our views as of the date of this presentation. We anticipate that subsequent events and developments may cause our views to change. However, while we may elect to update these forward-looking statements at some point in the future, we have no current intention of doing so except to the extent required by applicable law. Therefore, these forward-looking statements do not represent our views as of any date other than the date of this presentation.

Continued Inflow Momentum

+ 5th consecutive quarter of net inflows

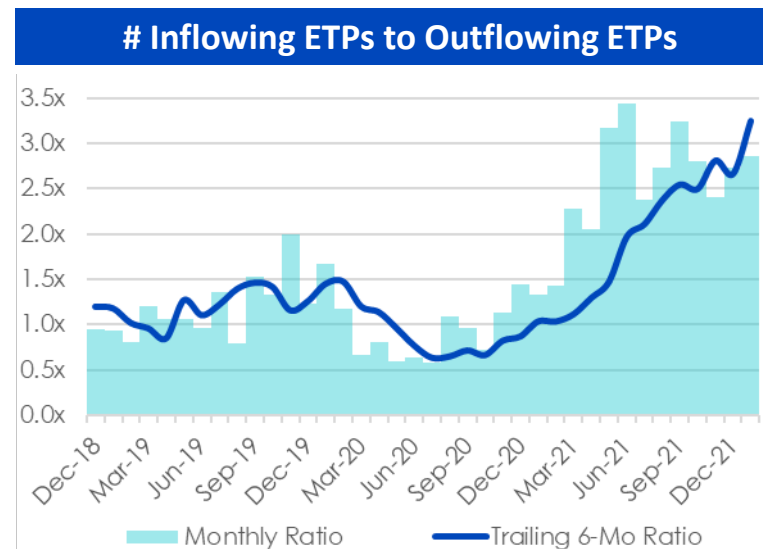
- Achieved ~7% organic growth in 2021
- 10.5% organic growth in Q4
- Ratio of inflowing to outflowing ETPs & UCITS showcases strong breadth & depth of WisdomTree’s lineup
- January flows over \$600m
- Fee rates remain generally stable

+ U.S. Flows

- Positive flows for last 6 consecutive quarters and 17 of the past 18 months
- Approximately 13% annualized organic growth in 2021
- Over \$500m inflows January to date

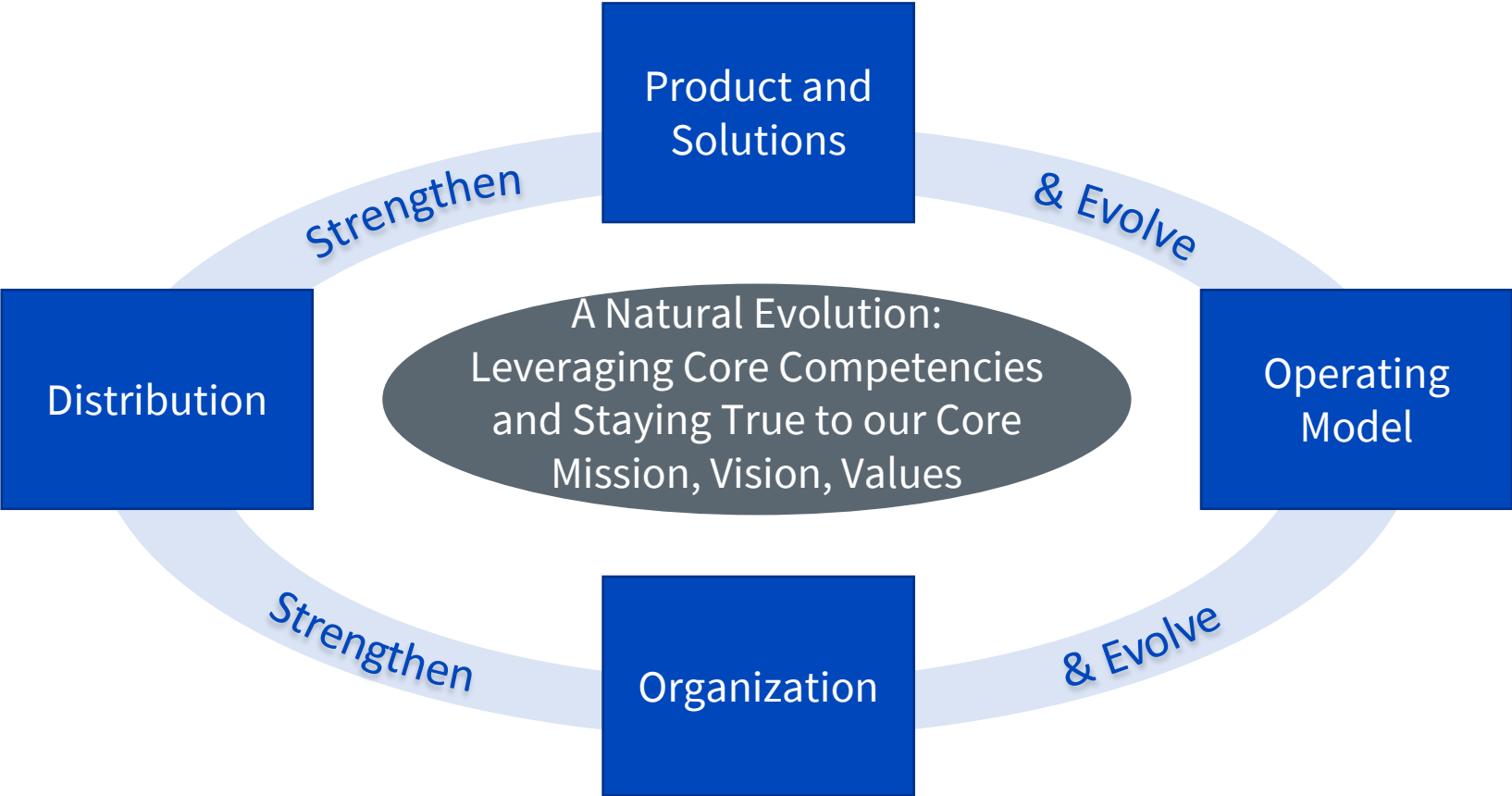
+ European Flows

- \$1.8b of UCITS inflows in 2021 with a 15-month inflow streak
- \$289m total 2021 outflows, but modest Q4 inflows and \$100m+ January inflows to date



Note: UCITS and ETFs only as other vehicles are more precision exposures

2022 Key Initiatives: Strengthening & Evolving WisdomTree's Business



Differentiating WisdomTree, Fueling Growth and Upside



2022 Key Initiatives: Strengthening & Evolving WisdomTree's Business

Distribution

- + Continue to invest in Sales, Marketing and PR
- + Continue to leverage data to be smarter and more efficient
- + Launch WisdomTree Prime™ – our digital wallet which adds a new direct-to-client distribution channel

Product & Solutions

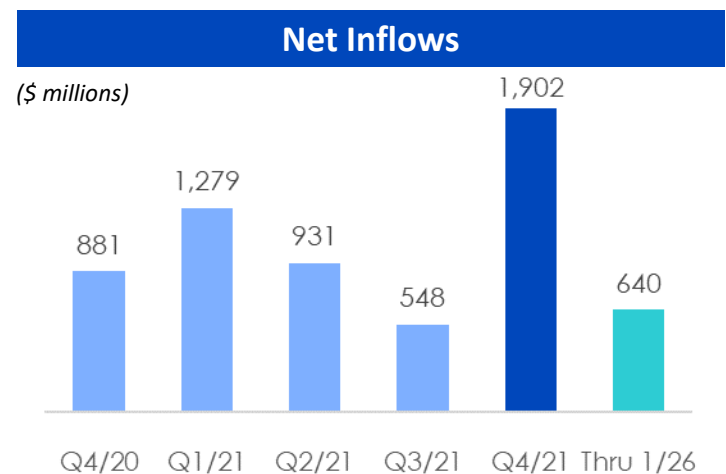
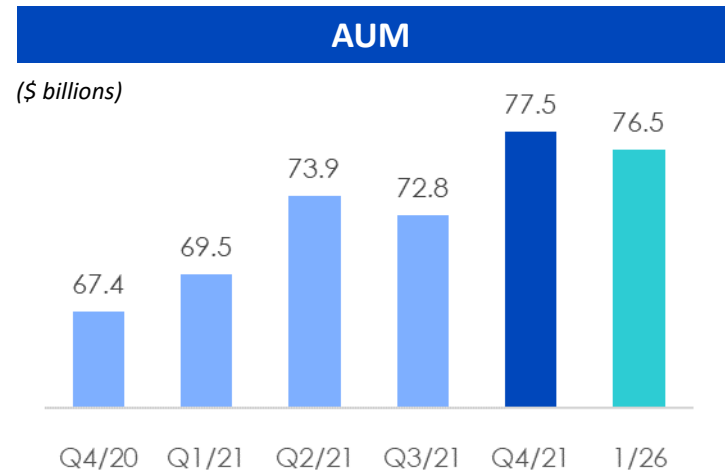
- + Continue to aggressively launch new products and services including:
 - Exchange Traded Products
 - ESG
 - Managed Models
 - Crypto Direct Indexing
 - Digital Assets

Operating Model

- + Accelerate core ETP and model flows
- + Add new revenue streams to diversify top-line
- + Leverage scale, technology and talented team to remain efficient
- + ***Generate differentiated organic growth***

Q4/21 Highlights

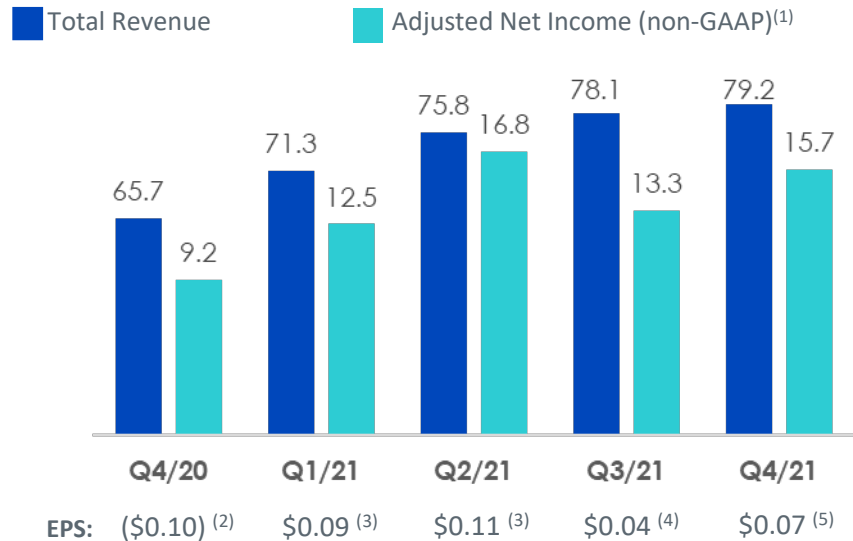
- + AUM of \$77.5b, up 6.5% from positive market movement and net inflows.
- + Net inflows of \$1.9b for the quarter spanning various asset classes
 - Fixed income: +\$838m
 - U.S. equity: +\$783m
 - International equity: +\$440m
 - Commodity & Currency: \$249m of total outflows, but a mixed bag:
 - + strength in oil, aggs and enhanced commodities
 - + outflows in gold and other metals
- + 5 straight quarters of net inflows globally and U.S. inflows for 17 of the last 18 months
- + 22 funds over \$1b of AUM
- + Momentum continues into Q1
 - AUM: \$76.5b
 - Inflows: \$640m



Strong Revenue and Earnings Results

Revenue, Income, EPS

(\$ millions)



Highlights/Unusual Items

- + Revenues increased 1.4% due to higher average AUM, partly offset by a slightly lower (1bp) average global advisory fee rate
- + \$3.7m after tax, non-cash loss associated with revaluation of deferred consideration (gold payment) and \$1.5m of other net non-operating losses

(1) See "Non-GAAP Financial Measurements"

(2) Includes \$0.16 of net losses

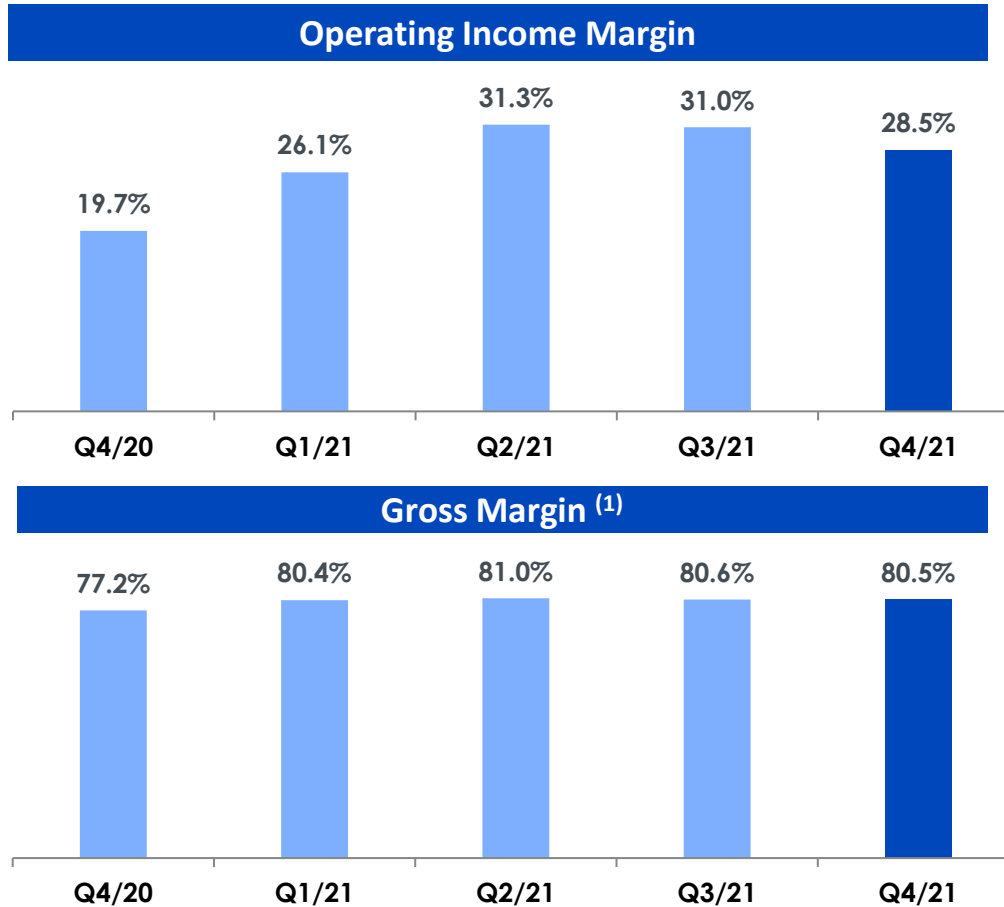
(3) Includes \$0.01 of net gains

(4) Includes \$0.06 of net losses

(5) Includes \$0.03 of net losses



Operating and Gross Margin Trends

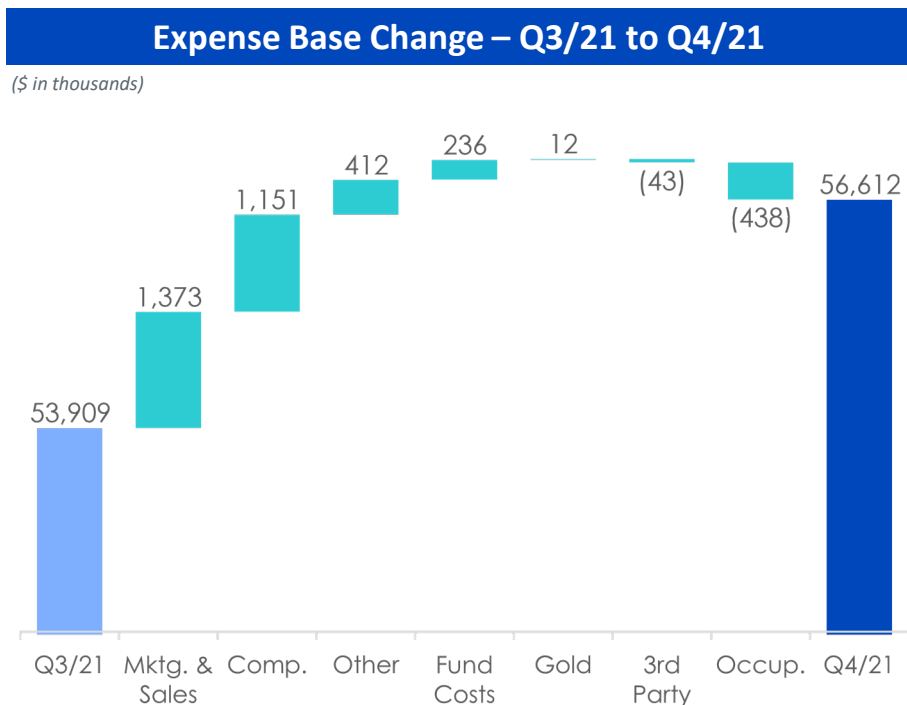


+ Higher revenues offset by higher compensation and seasonal marketing spend

+ Gross margins essentially unchanged quarter over quarter

(1) See "Non-GAAP financial measurements"

Seasonal Expense Lift, but Expenses at Lower-End of Prior Guidance



- + Higher seasonal marketing expenses
- + Higher headcount and incentive compensation after strong organic AUM growth
 - Total compensation expense for the year of \$88 million, at the low end of prior quarter guidance
- + Higher professional fees associated with Digital Assets
- + Higher fund costs due to higher average global AUM
- + Lower occupancy costs from termination of lease in New York
- + Discretionary spending of \$11.9m
 - Total discretionary spending for the year of \$44 million, at the low end of prior quarter guidance

Discretionary spending includes marketing, sales, professional fees, occupancy & equipment, depreciation & amortization, other

2022 Expense Guidance

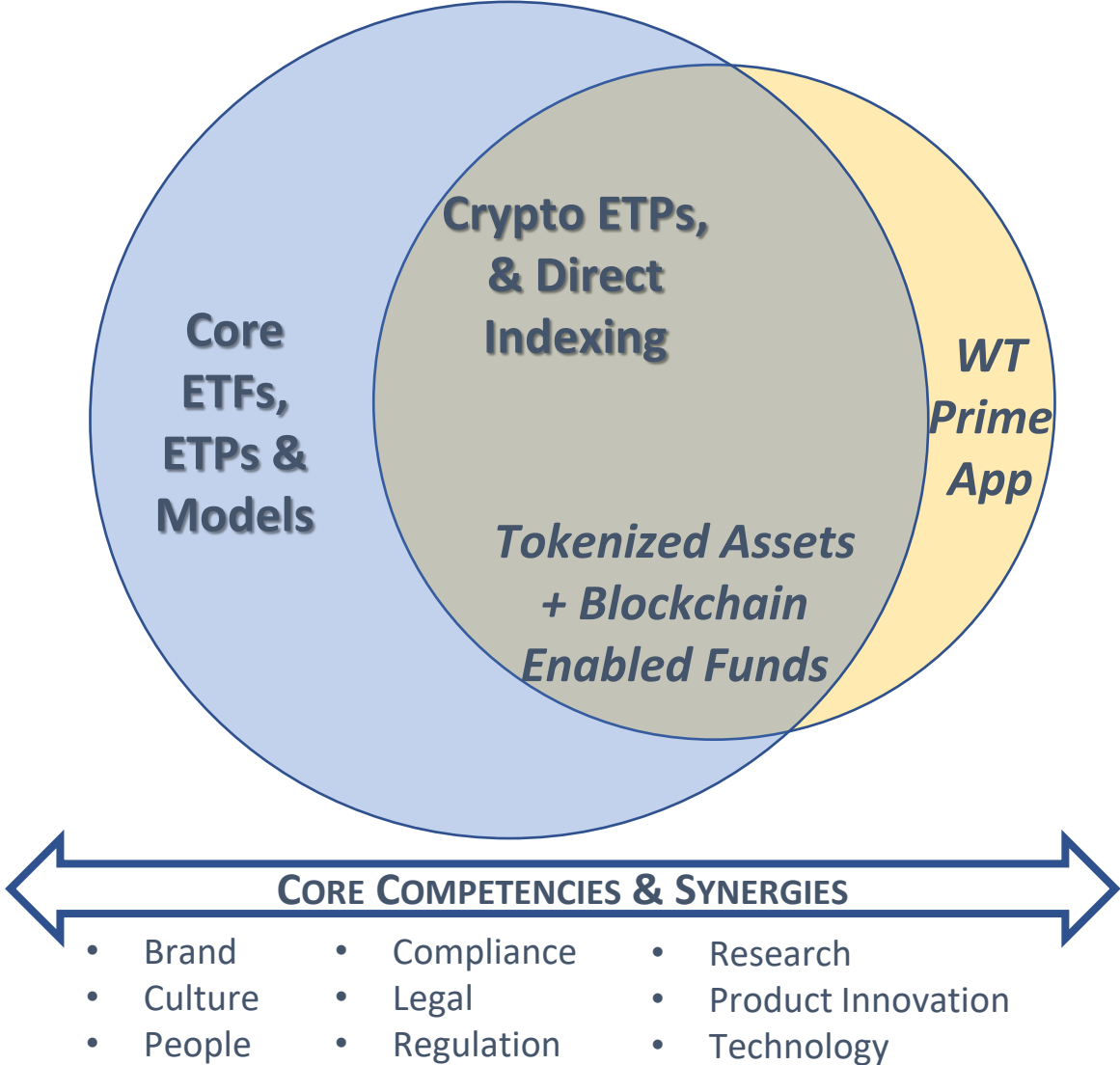
Expense Item	2022 Guidance	2021 Actual
Compensation	\$92m-\$102m	\$88m
Discretionary Spending	\$49m-\$57m	\$44m
Gross Margin	80%-81%	80.6%
Contractual Gold Payments	\$17m	\$17.1m
Third-Party Distribution	\$9.5m	\$7.2m
Adjusted Tax Rate	21%-22%	21.1%

Discretionary spending includes marketing, sales, professional fees, occupancy & equipment, depreciation & amortization, other

Guidance excludes any potential non-recurring expenses incurred in response to a recent 13D filing. Such expenses will be excluded from our future operating results when reporting Non-GAAP net income and earnings per share as they are non-recurring in nature.

- + Compensation guidance includes consideration for competitive landscape, inflationary pressures and hiring both in our core business and Digital Assets.
 - *Q1 2022: Seasonally higher compensation due to payroll taxes and benefits in connection with the payment of year-end incentive compensation*
- + Discretionary spending presumes pandemic dissipates and spending migrates toward pre-pandemic levels. Increase also influenced by forecasted Digital Assets spend.
- + Digital Assets spend of \$9m to \$14m included in guidance (compensation & discretionary), depending upon timing of WisdomTree Prime rollout and additional products and features to be launched.
- + Higher third-party distribution expense assuming continued growth in Latin America and new platforms in Europe.

Digital Assets is an Extension of our Core Capabilities





Neobank-like Financial Services + DeFi Benefits

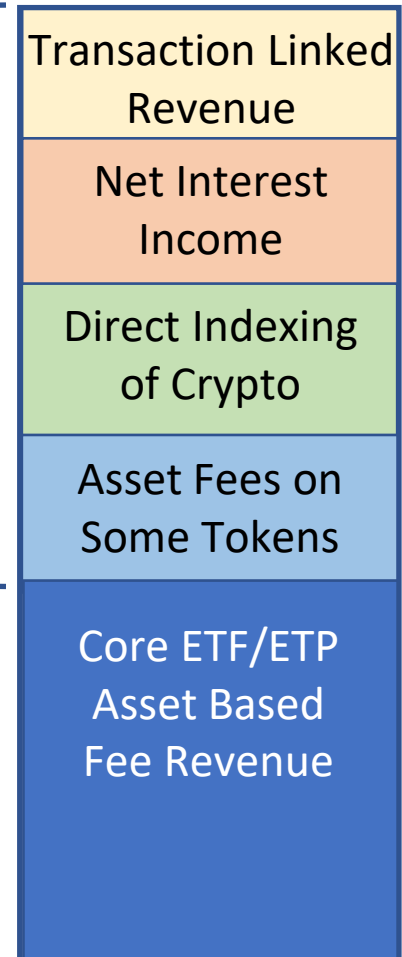


Neither WisdomTree nor its affiliates currently plan to be a bank. Certain services are expected to be provided through banking relationships. Gold is expected to be represented by a digital token recorded on a blockchain representing ownership of physical gold. Equities, bonds, alternatives and certain other asset exposures may be provided through blockchain enabled funds or other structures. WisdomTree – Q4/21 Results




Neobank-like Financial Services + DeFi Benefits

- WisdomTree Prime is a digital asset wallet that will serve as a new direct-to-client channel for WisdomTree
- Customers can Spend, Save & Invest
- Financial services delivered to customers more efficiently and with better outcomes
- Easy-to-use mobile app built to harness the power of DeFi



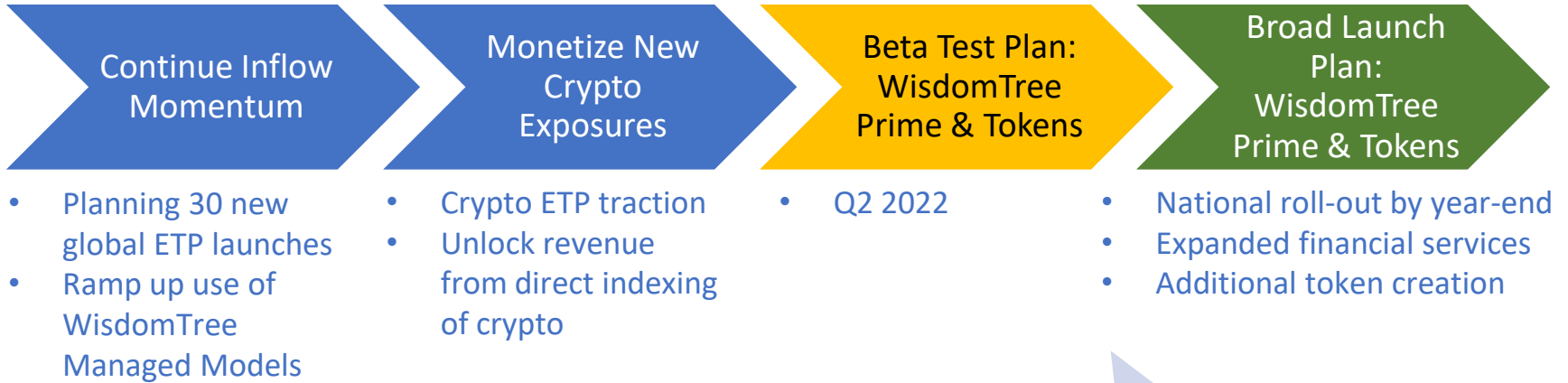
One App, Endless Possibilities

	Chime	Fidelity	PayPal / Venmo	Revolut	Robinhood	Schwab	
Core Features							
Mobile App	✓	✓	✓	✓	✓	✓	✓
Blockchain Native	✗	✗	✗	✗	✗	✗	✓
Peer-to-Peer Payments	✓	✗	✓	✓	✗	✗	✓
Direct Indexing of Crypto	✗	✗	✗	✗	✗	✗	✓
Tokenized Assets & Exposures	✗	✗	✗	✗	✗	✗	✓
Diversified Financial Services Offerings							
Hold Crypto	✗	✗	✓	✓	✓	✗	✓
Savings-Like Features	✓	✓	🕒	✓	✓	✓	✓
Debit Cards	✓	✓	✓	✓	✓	✓	✓
Credit Cards	✓	✓	✓	✓	✗	✓	🕒
Private Assets	✗	✗	✗	✗	✗	✗	🕒
Lending Products	✗	✗	✓	✓	✗	✓	🕒
DeFi Functionality							
Staking for Yield	✗	✗	✗	✗	✗	✗	🕒
Gateway to Other DeFi Apps	✗	✗	✗	✗	✗	✗	🕒

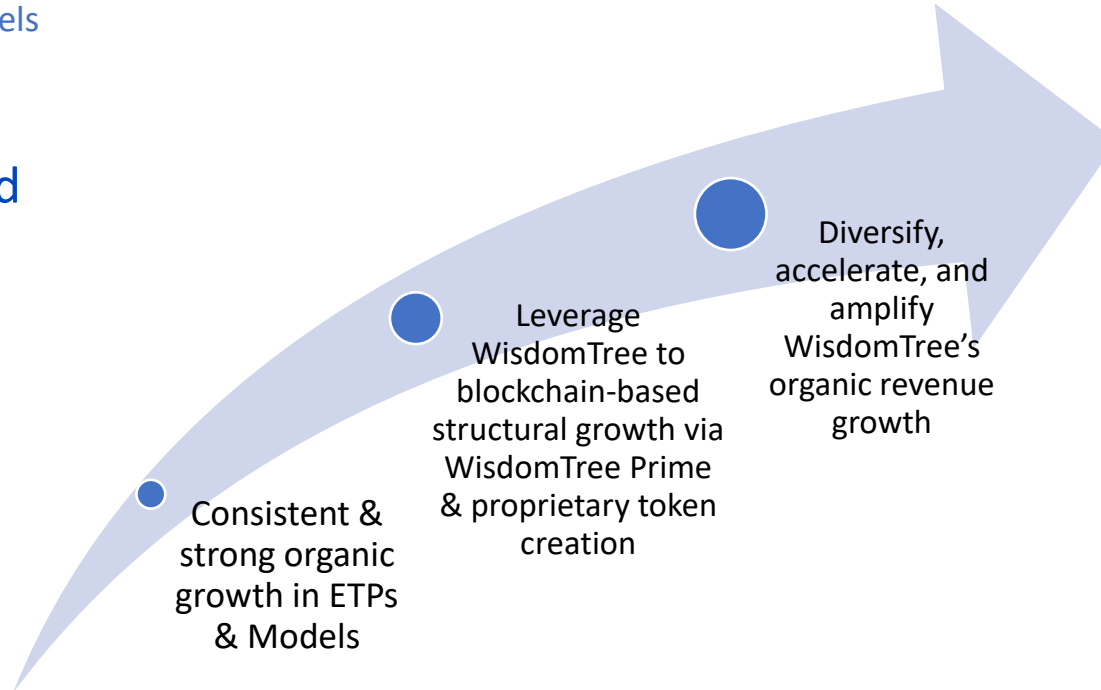


Certain services are expected to be provided through banking and other third-party relationships. Core WisdomTree Prime products and/or services reflected by green check marks are currently planned to be rolled out in phases over the course of 2022 and may change.

Setting the Table for 2022...



...and Beyond



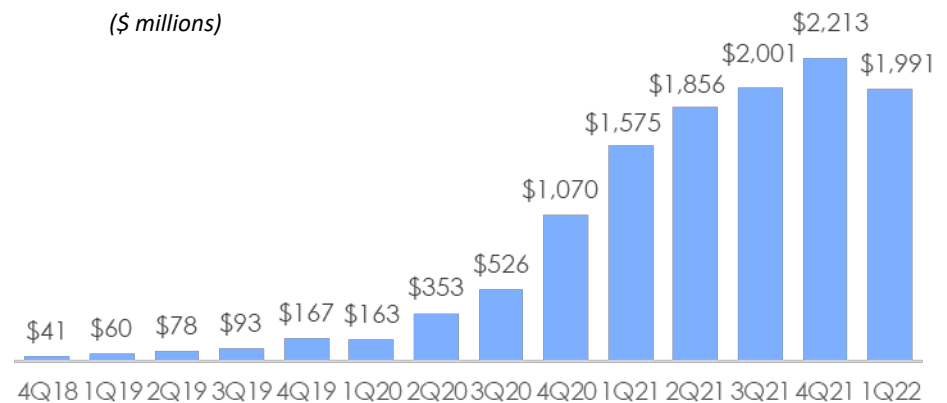
Appendix

Seeding Exponential Growth Opportunities in the U.S. and Europe

- + WisdomTree is constantly innovating and investing for future growth
- + New product launches can take time to gain traction ‘today’, but set the stage for accelerated organic growth ‘tomorrow’
- + UCITS a key example
 - 108% total organic growth rate in 2021
 - Built a strong equity franchise (both in thematic and beyond) to complement prior strength in Commodities
- + Efficient Core family of ETFs another example
 - Innovative ‘Better Beta’ offering that opened a new market for WisdomTree
 - Exponential acceleration in AUM built on work and education in 2019 and 2020
 - Continue to build on strength with new iterations like Efficient Gold Plus Gold Miners, which launched in December

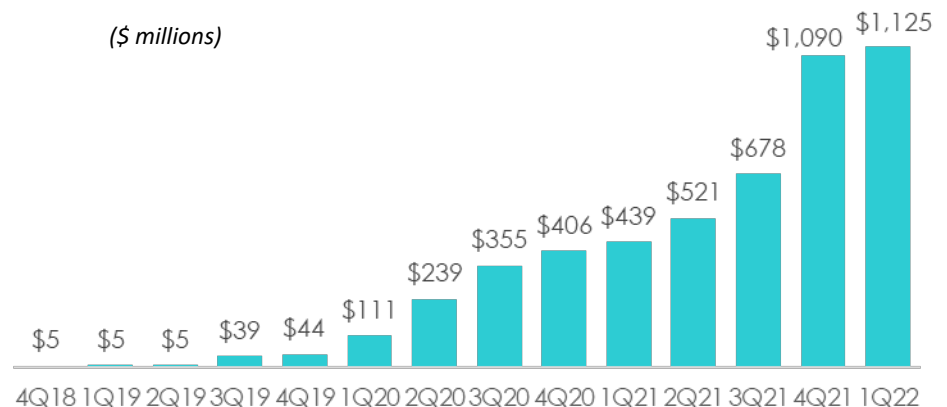
Top 7 Equity UCITS AUM

(\$ millions)



Efficient Core Family AUM

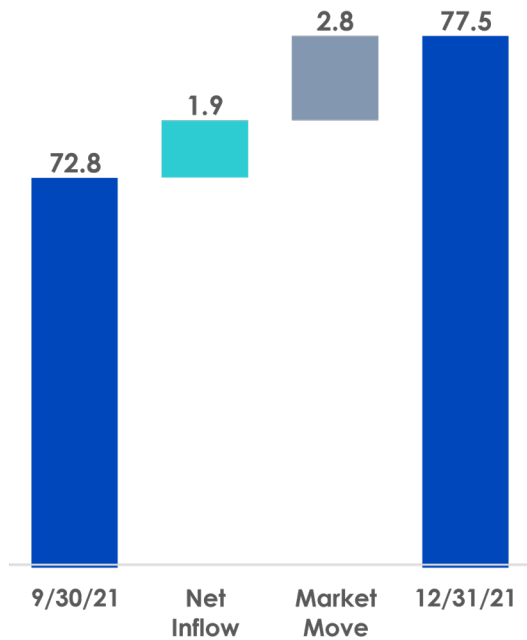
(\$ millions)



AUM and Net Inflows

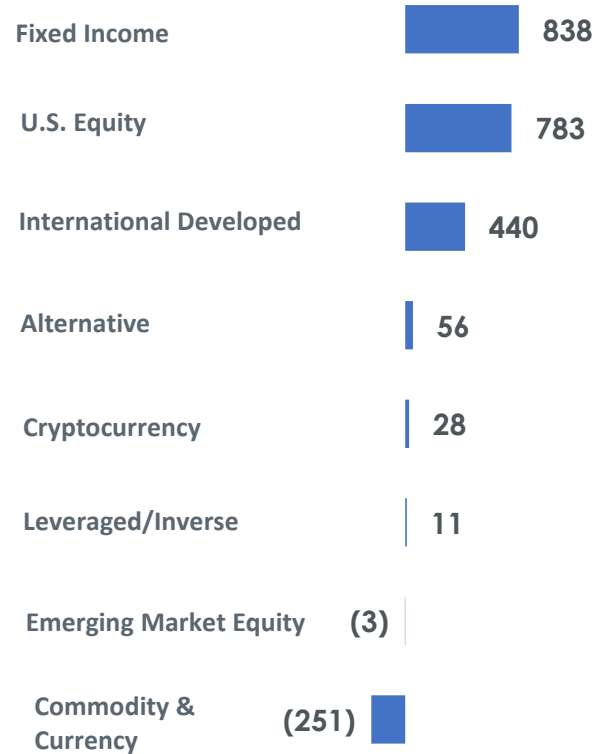
Quarterly ETF AUM Change

(\$ billions)



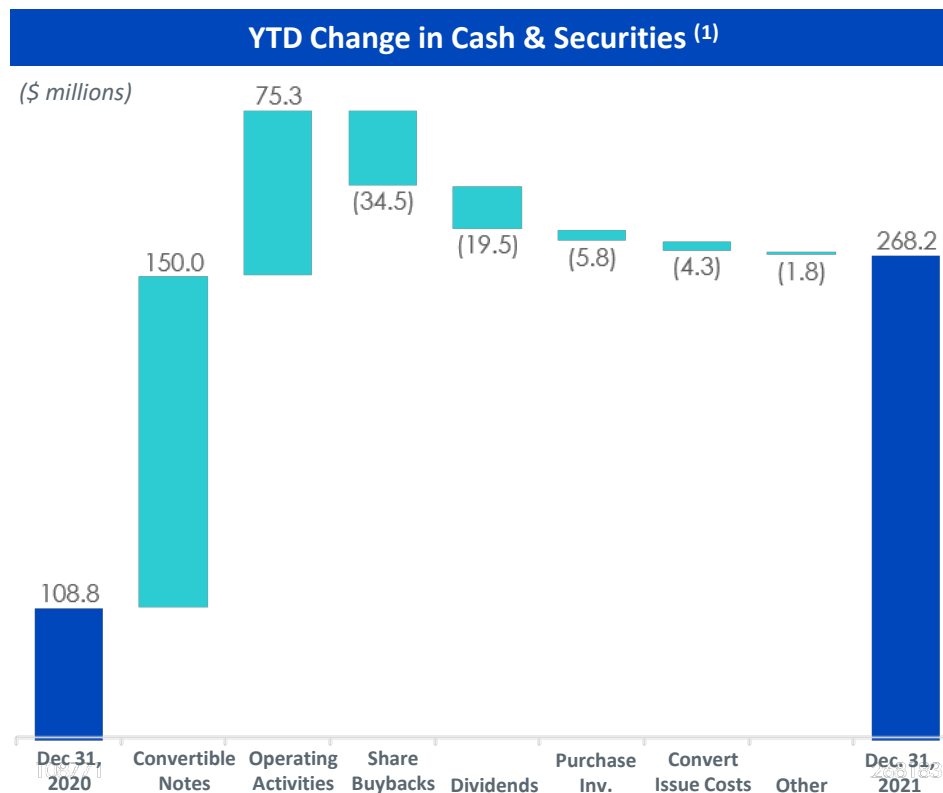
Q4/21 Net Flows by Category

(\$ millions)



Balance Sheet

Balance Sheet		
(\$ millions)	Dec. 31, 2021	Dec. 31, 2020
Assets		
Cash and securities ⁽¹⁾	\$268.2	\$108.8
Investments	14.2	8.1
Accounts receivable	32.1	29.5
Deferred tax asset, net	8.9	8.1
Fixed assets, net	0.6	7.6
Goodwill and intangibles	687.1	687.1
Other assets	4.8	20.5
Total assets	\$1,015.9	\$869.7
Liabilities		
Fund management and administration	\$20.7	\$19.6
Compensation and benefits	32.8	22.8
Accounts payable and other liabilities	9.3	10.2
Convertible notes	318.6	166.6
Deferred consideration (gold payments)	228.0	230.1
Lease Liabilities	0.3	20.5
Other non-current liabilities	4.2	1.0
Total liabilities	613.9	470.8
Preferred stock	132.6	132.6
Stockholders' equity	269.4	266.3
Total liabilities and stockholders' equity	\$1,015.9	\$869.7



(1) Includes securities owned and securities held to maturity



Convertible Notes - EPS

Incremental shares issuable when conversion spread is positive are included in diluted EPS computation. Q4 2021 computations shown below:

	<u>Issued 2020 \$175M Notes</u>	<u>Issued 2021 \$150M Notes</u>
<u>Conversion Spread</u>		
WETF Avg Price in Qtr	\$6.20	\$6.20
— <u>Conversion Price</u>	<u>\$5.92</u>	<u>\$11.04</u>
Conversion spread:	\$0.28	\$0.00
<u>Potential Shares</u>		
Conversion spread:	\$0.28	\$0.00
× <u>Underlying shares (1):</u>	<u>29,560,811</u>	<u>13,586,957</u>
Subtotal - Dilutive \$:	\$8,170,793	-
÷ <u>WETF Avg Price in Qtr</u>	<u>\$6.20</u>	<u>\$6.20</u>
Dilutive Shares - Current Qtr	<u>1,318,634</u>	<u>-</u>

(1) Represents principal divided by conversion price

Consolidated Financial Results

	2020				2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenues								
Advisory fees	\$ 62,275	\$ 56,394	\$ 63,028	\$ 64,697	\$ 70,042	\$ 74,169	\$ 76,400	\$ 77,441
Other income	924	918	721	954	1,214	1,606	1,712	1,734
Total revenues	63,199	57,312	63,749	65,651	71,256	75,775	78,112	79,175
Expenses								
Compensation and benefits	17,295	17,455	19,098	20,827	22,627	20,331	22,027	23,178
Fund management and administration	13,810	13,647	14,328	14,942	13,947	14,367	15,181	15,417
Marketing and advertising	2,468	1,949	2,996	3,715	3,006	3,594	2,925	4,565
Sales and business development	3,417	2,181	2,386	2,595	2,145	2,159	2,935	2,668
Contractual gold payments	3,760	4,063	4,539	4,449	4,270	4,314	4,250	4,262
Professional and consulting fees	1,273	1,357	950	1,322	2,013	1,921	1,583	2,099
Occupancy, communications and equipment	1,551	1,643	1,611	1,622	1,475	1,266	1,163	725
Depreciation and amortization	256	251	253	261	252	256	185	45
Third-party distribution fees	1,355	1,340	1,233	1,291	1,343	2,130	1,873	1,830
Acquisition & disposition related costs	383	33	--	--	--	--	--	--
Other	1,997	1,596	1,611	1,720	1,571	1,752	1,787	1,823
Total expenses	47,565	45,515	49,005	52,744	52,649	52,090	53,909	56,612
Operating Income	15,634	11,797	14,744	12,907	18,607	23,685	24,203	22,563
Interest Expense	(2,419)	(2,044)	(2,511)	(2,694)	(2,296)	(2,567)	(3,729)	(3,740)
Gain/(loss) on revaluation of deferred consideration	(2,208)	(23,358)	(8,870)	(22,385)	2,832	497	1,737	(3,048)
Interest Income	163	119	111	351	231	225	689	864
Impairments	(19,672)	--	(3,080)	--	(303)	--	(15,853)	--
Debt extinguishment	--	(2,387)	--	--	--	--	--	--
Other gains/(losses)	(2,507)	1,819	744	524	(5,893)	49	(714)	(1,368)
Income/(loss) before taxes	(11,009)	(14,054)	1,138	(11,297)	13,178	21,889	6,333	15,271
Income tax (benefit)/expense	(2,371)	(804)	1,408	2,200	(1,969)	4,259	500	4,084
Net Income/(loss)	\$ (8,638)	\$ (13,250)	\$ (270)	\$ (13,497)	\$ 15,147	\$ 17,630	\$ 5,833	\$ 11,187
<u>As adjusted (non-GAAP)</u>								
Total operating expenses	\$ 47,182	\$ 45,482	\$ 49,005	\$ 52,744	\$ 52,649	\$ 52,090	\$ 53,909	\$ 56,612
Operating income	\$ 16,017	\$ 11,830	\$ 14,744	\$ 12,907	\$ 18,607	\$ 23,685	\$ 24,203	\$ 22,563
Income before income taxes	\$ 14,358	\$ 10,911	\$ 13,242	\$ 11,504	\$ 15,583	\$ 21,253	\$ 20,991	\$ 19,968
Income tax expense	\$ 3,134	\$ 2,417	\$ 2,205	\$ 2,281	\$ 3,079	\$ 4,458	\$ 4,674	\$ 4,232
Net income	\$ 11,224	\$ 8,494	\$ 11,037	\$ 9,223	\$ 12,504	\$ 16,795	\$ 16,317	\$ 15,736
Earnings per share - diluted	\$ 0.07	\$ 0.05	\$ 0.07	\$ 0.06	\$ 0.08	\$ 0.10	\$ 0.10	\$ 0.10

Non-GAAP financial measurements

In an effort to provide additional information regarding our results as determined by GAAP, we also disclose certain non-GAAP information which we believe provides useful and meaningful information. Our management reviews these non-GAAP financial measurements when evaluating our financial performance and results of operations; therefore, we believe it is useful to provide information with respect to these non-GAAP measurements so as to share this perspective of management. Non-GAAP measurements do not have any standardized meaning, do not replace nor are superior to GAAP financial measurements and are unlikely to be comparable to similar measures presented by other companies. These non-GAAP financial measurements should be considered in the context with our GAAP results. The non-GAAP financial measurements contained in this release include:

- *Adjusted operating income, operating expenses, income before income taxes, income tax expense, net income and diluted earnings per share.* We disclose adjusted operating income, operating expenses, income before income taxes, income tax expense, net income and diluted earnings per share as non-GAAP financial measurements in order to report our results exclusive of items that are non-recurring or not core to our operating business. We believe presenting these non-GAAP financial measures provides investors with a consistent way to analyze our performance. These non-GAAP financial measures exclude the following:
 - *Unrealized gains or losses on the revaluation of deferred consideration:* Deferred consideration is an obligation we assumed in connection with the ETFs acquisition that is carried at fair value. This item represents the present value of an obligation to pay fixed ounces of gold into perpetuity and is measured using forward-looking gold prices. Changes in the forward-looking price of gold and changes in the discount rate used to compute the present value of the annual payment obligation may have a material impact on the carrying value of the deferred consideration and our reported financial results. We exclude this item when calculating our non-GAAP financial measurements as it is not core to our operating business. The item is not adjusted for income taxes as the obligation was assumed by a wholly-owned subsidiary of ours that is based in Jersey, a jurisdiction where we are subject to a zero percent tax rate.
 - *Gains or losses on securities owned:* We account for our securities owned as trading securities which requires these instruments to be measured at fair value with gains and losses reported in net income. In the third quarter of 2021, we began excluding these items when calculating our non-GAAP financial measurements as these securities have become a more meaningful percentage of total assets and the gains and losses introduce volatility in earnings and are not core to our operating business.
 - *Tax shortfalls and windfalls upon vesting and exercise of stock-based compensation awards:* GAAP requires the recognition of tax windfalls and shortfalls within income tax expense. These items arise upon the vesting and exercise of stock-based compensation awards and the magnitude is directly correlated to the number of awards vesting/exercised as well as the difference between the price of our stock on the date the award was granted and the date the award vested or was exercised. We exclude these items when calculating our non-GAAP financial measurements as they introduce volatility in earnings and are not core to our operating business.
 - *Other items:* Remeasurement of contingent consideration payable to us from the sale of our former Canadian ETF business, unrealized gains recognized on our investment in Securrency, impairment charges, interest expense from the amortization of discount arising from the bifurcation of the conversion option embedded in the convertible notes (prior to January 1, 2021, the effective date of Accounting Standards Update 2020-06, Debt – Debt with Conversion and Other Options, Cash Conversion), a loss on extinguishment of debt, the release of a deferred tax asset valuation allowance recognized on interest carryforwards arising from our debt previously outstanding in the United Kingdom and disposition-related costs are excluded when calculating our non-GAAP financial measurements..
- *Adjusted effective income tax rate.* We disclose our adjusted effective income tax rate as a non-GAAP financial measurement in order to report our effective income tax rate exclusive of items that are non-recurring or not core to our operating business. We believe reporting our adjusted effective income tax rate provides investors with a consistent way to analyze our income taxes. Our adjusted effective income tax rate is calculated by dividing adjusted income tax expense by adjusted income before income taxes. See above for information regarding the items that are excluded.
- *Gross margin and gross margin percentage.* We disclose our gross margin and gross margin percentage as non-GAAP financial measurements because we believe they provide investors with a consistent way to analyze the amount we retain after paying third-party service providers to operate our ETPs. These ratios also assist us in analyzing the profitability of our products. We define gross margin as total operating revenues less fund management and administration expenses. Gross margin percentage is calculated as gross margin divided by total operating revenues.

Non-GAAP reconciliation to GAAP results

(\$ in thousands) Unaudited	Three Months Ended				
	Dec. 31	Sept. 30	Jun. 30	Mar. 31	Dec. 31
	2021	2021	2021	2021	2020
Adjusted net income and diluted earnings per share:					
Net income, as reported	\$ 11,187	\$ 5,833	\$ 17,630	\$ 15,147	\$ (13,497)
Deduct/Add back: Loss/(gain) on revaluation of deferred consideration	3,048	(1,737)	(497)	(2,832)	22,385
Add back: Losses on securities owned, net of income taxes	1,501	1,006			
Add back: Impairments, net of income taxes (where applicable)	--	12,002	--	245	--
Add back: Remeasurement of contingent consideration - sale of former Canadian ETF business	--	(787)	--	--	--
Deduct/Add back: Tax (windfalls)/shortfalls upon vesting and	--	--	(233)	123	21
Deduct: Unrealized gain recognized on our investment in Securrency, net of income taxes	--	--	(105)	(179)	--
Add back: Interest expense from the amortization of discount arising from the bifurcation of the conversion option embedded in the convertible notes, net of income taxes	--	--	--	--	314
Adjusted net income	\$ 15,736	\$ 16,317	\$ 16,795	\$ 12,504	\$ 9,223
Weighted average common share - diluted	159,826	159,213	164,855	161,831	161,138
Adjusted earnings per share - diluted	\$0.10	\$0.10	\$0.10	\$0.08	\$0.06

(\$ in thousands) Unaudited	Three Months Ended				
	Dec. 31	Sept. 30	Jun. 30	Mar. 31	Dec. 31
	2021	2021	2021	2021	2020
Gross Margin and Gross Margin Percentage					
Operating Revenues	\$ 79,175	\$ 78,112	\$ 75,775	\$ 71,256	\$ 65,651
Deduct: Fund management and administration	(15,417)	(15,181)	(14,367)	(13,947)	(14,942)
Gross margin	\$ 63,758	\$ 62,931	\$ 61,408	\$ 57,309	\$ 50,709
Gross margin percentage	80.5%	80.6%	81.0%	80.4%	77.2%

(\$ in thousands) Unaudited	Three Months Ended				
	Dec. 31	Sept. 30	Jun. 30	Mar. 31	Dec. 31
	2021	2021	2021	2021	2020
Adjusted Effective Income Tax Rate					
Income/(loss) before income taxes	\$ 15,271	\$ 6,333	\$ 21,889	\$ 13,178	\$ (11,297)
Deduct/Add back: Loss/(gain) on revaluation of deferred consideration	3,048	(1,737)	(497)	(2,832)	22,385
Add back: Losses on securities owned, before income taxes	1,649	1,329			
Add back: Impairments, before income tax	--	15,853	--	303	--
Add back: Remeasurement of contingent consideration - sale of former Canadian ETF business	--	(787)	--	--	--
Deduct: Unrealized gain recognized on investment in Securrency, before income taxes	--	--	(139)	(237)	--
Add back: Loss recognized upon reduction of tax-related indemnification asset	--	--	--	5,171	--
Add back: Interest expense from the amortization of discount arising from the bifurcation of the conversion option embedded in the convertible notes, before income taxes	--	--	--	--	416
Adjusted income before income taxes	\$ 19,968	\$ 20,991	\$ 21,253	\$ 15,583	\$ 11,504
Income tax expense/(benefit)	\$ 4,084	\$ 500	\$ 4,259	\$ (1,969)	\$ 2,200
Add back: Tax benefit arising from impairments	--	3,851	--	58	--
Add back: Tax benefit arising from losses on securities owned	148	323			
Add back/(deduct): Tax windfalls/(shortfalls) upon vesting and exercise of stock-based compensation awards	--	--	233	(123)	(21)
Deduct: tax expense on unrealized gain on our investment in Securrency	--	--	(34)	(58)	--
Add back: Tax benefit arising from reduction of a tax-related indemnification asset	--	--	--	5,171	--
Add back: tax benefit from the amortization of discount associated with the bifurcation of the conversion options embedded in convertible notes	--	--	--	--	102
Adjusted income tax expense	\$ 4,232	\$ 4,674	\$ 4,458	\$ 3,079	\$ 2,281
Adjusted effective income tax rate	21.2%	22.3%	21.0%	19.8%	19.8%



Reconciliation of US GAAP to Non-GAAP results

Three Months ended December 31, 2021

	US GAAP	Loss on Deferred Consideration	Loss on Securities Owned	Non-GAAP
Revenues				
Advisory fees	\$ 77,441	\$ -	\$ -	\$ 77,441
Other income	1,734	-	-	1,734
Total revenues	<u>79,175</u>	<u>-</u>	<u>-</u>	<u>79,175</u>
Expenses				
Compensation and benefits	23,178	-	-	23,178
Fund management and administration	15,417	-	-	15,417
Marketing and advertising	4,565	-	-	4,565
Sales and business development	2,668	-	-	2,668
Contractual gold payments	4,262	-	-	4,262
Professional and consulting fees	2,099	-	-	2,099
Occupancy, communications and equipment	725	-	-	725
Depreciation and amortization	45	-	-	45
Third-party distribution fees	1,830	-	-	1,830
Other	1,823	-	-	1,823
Total expenses	<u>56,612</u>	<u>-</u>	<u>-</u>	<u>56,612</u>
Operating Income	22,563	-	-	22,563
Interest Expense	(3,740)	-	-	(3,740)
(Loss)/gain on revaluation of deferred consideration	(3,048)	3,048	-	--
Interest Income	864	-	-	864
Impairments	--	-	-	--
Other gains/(losses)	(1,368)	-	1,649	281
Income/(loss) before taxes	15,271	3,048	1,649	19,968
Income tax expense/(benefit)	4,084	-	148	4,232
Net Income/(loss)	<u>\$ 11,187</u>	<u>\$ 3,048</u>	<u>\$ 1,501</u>	<u>\$ 15,736</u>



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