



T.RowePrice

Q2 2024

Earnings Release Supplement

T. Rowe Price Group, Inc.
July 26, 2024

A copy of this presentation, which includes additional information, is available at investors.troweprice.com.
Data as of June 30, 2024, unless otherwise noted.
All figures are USD, unless otherwise noted.



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We caution investors not to rely unduly on any forward-looking statements and urge you to carefully consider the risks described in our most recent Form 10-K filed with the Securities and Exchange Commission.

Financial Highlights

Key Metric	Q2 2023	Q1 2024	Q2 2024
AUM and Flows			
Net Flows	(\$20.0B)	(\$8.0B)	(\$3.7B)
Assets Under Management (AUM) ¹	\$1.40T	\$1.54T	\$1.57T
Average AUM	\$1.36T	\$1.48T	\$1.53T
Investment Advisory Annualized Effective Fee Rate	42.3bps	42.1bps	41.6bps
GAAP Basis			
Net Revenues	\$1,610.2M	\$1,750.2M	\$1,733.3M
Operating Expenses	\$1,076.7M	\$1,163.6M	\$1,168.6M
Diluted GAAP Earnings per Share (EPS)	\$2.06	\$2.49	\$2.11
Non-GAAP Basis			
Adjusted Operating Expenses ²	\$1,026.2M	\$1,071.4M	\$1,105.8M
Adjusted EPS ²	\$2.02	\$2.38	\$2.26
Dividends			
Dividend per share	\$1.22	\$1.24	\$1.24

The financial results presented in this earnings release supplement are unaudited.

¹ Firmwide AUM includes assets managed by T. Rowe Price Associates, Inc., and its investment advisory affiliates.

² For the reconciliation between GAAP and adjusted (non-GAAP) expenses and EPS, see the current earnings release.

Investment Performance Overview

% of Funds/ Composites	U.S. Funds Outperforming Morningstar Median ^{1,2}				U.S. Funds Outperforming Morningstar Passive Peer Median ^{1,3}				Composites Outperforming Benchmarks ⁴			
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
Equity	61%	59%	57%	69%	58%	49%	51%	53%	61%	32%	48%	66%
Fixed Income	56%	53%	54%	66%	64%	55%	53%	58%	61%	36%	53%	65%
Multi-Asset	84%	47%	69%	76%	92%	49%	74%	58%	NA	NA	NA	NA
All Funds	68%	54%	60%	70%	72%	50%	58%	56%	61%	34%	50%	66%

% of AUM	U.S. Funds Outperforming Morningstar Median ^{1,2}				U.S. Funds Outperforming Morningstar Passive Peer Median ^{1,3}				Composites Outperforming Benchmarks ⁴			
	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years	1 year	3 years	5 years	10 years
Equity	74%	50%	54%	82%	72%	41%	31%	50%	62%	39%	42%	63%
Fixed Income	69%	70%	61%	82%	83%	68%	68%	70%	53%	23%	41%	47%
Multi-Asset	93%	56%	90%	93%	96%	59%	95%	94%	NA	NA	NA	NA
All Funds	78%	53%	63%	85%	78%	46%	49%	62%	61%	36%	41%	60%

Past performance is not a reliable indicator of future performance.

The investment performance reflects that of the T. Rowe Price-sponsored mutual funds, ETFs and composites.

¹ Source: © 2024 Morningstar, Inc. All rights reserved. Please see page 15 for more information.

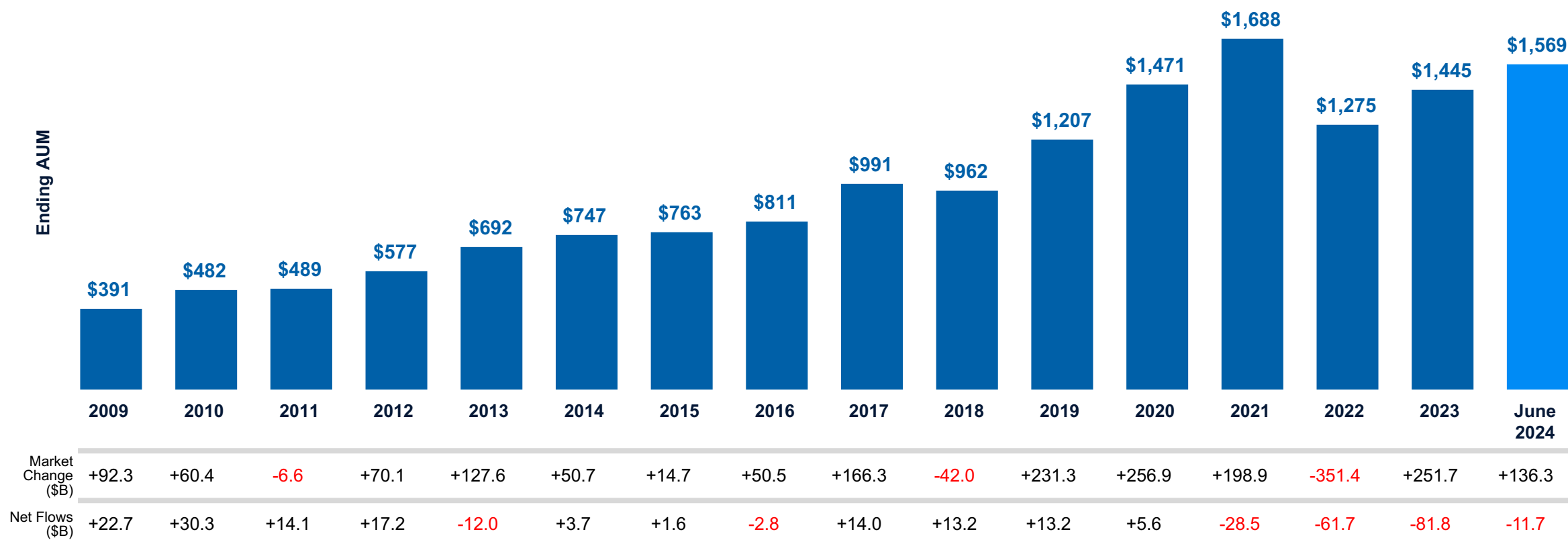
² Primary share class only. Excludes T. Rowe Price passive funds and fund categories not ranked by Morningstar.

³ Primary share class only. Excludes T. Rowe Price passive funds, ETFs and institutional funds that are a clone of a retail fund. Funds are measured against the most appropriate strategy benchmark used for portfolio manager evaluation, which may not always be the regulatory benchmark.

⁴ Net returns for composites are calculated using the highest applicable separate account fee schedule and compared to official GIPS composite primary benchmark. Excludes money market composites.

Assets Under Management

U.S. \$ billions



Firmwide AUM includes assets managed by T. Rowe Price Associates, Inc., and its investment advisory affiliates.

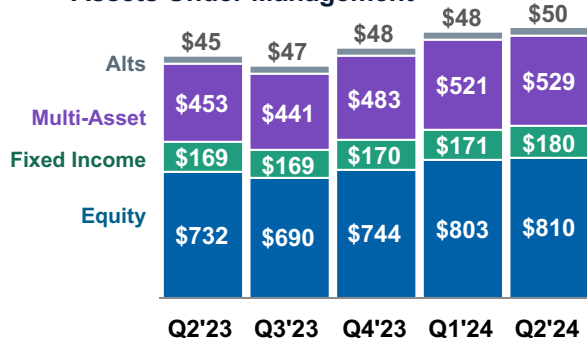
OHA's fee-basis AUM of \$46.9B acquired on December 29, 2021, is reflected in 2021 ending AUM. All periods after 2021 reflect the related activity. Other acquisition of AUM is detailed in our quarterly releases and 10Qs. Distributions, net of reinvestments, are included in the market change figure. Manager-driven distributions related to our alternative products by year: 2022: \$2.6B, 2023: \$2.6B, YTD: \$2.1B

Assets Under Management and Net Flows

U.S. \$ billions

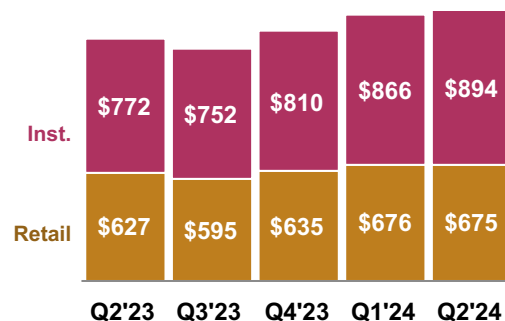
Asset Class

Assets Under Management



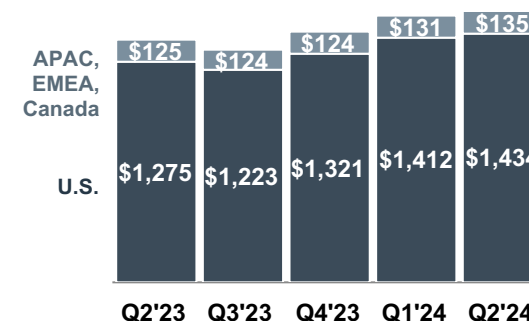
Client Type

Assets Under Management



Geography

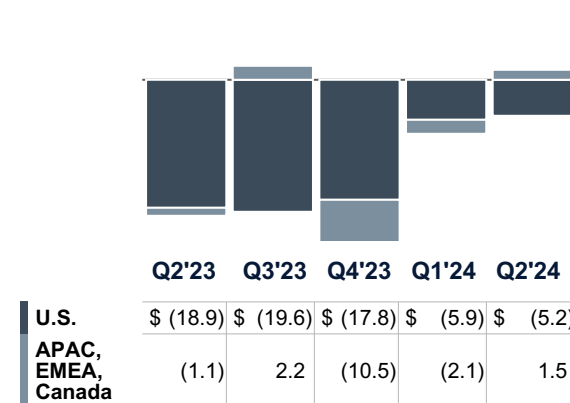
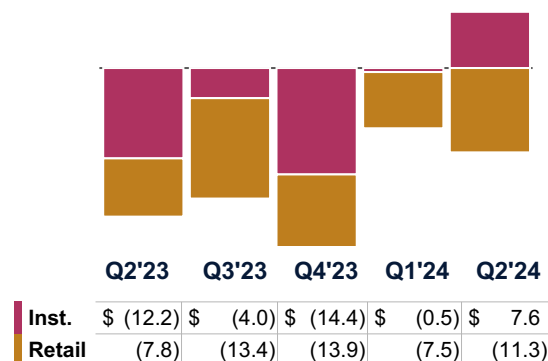
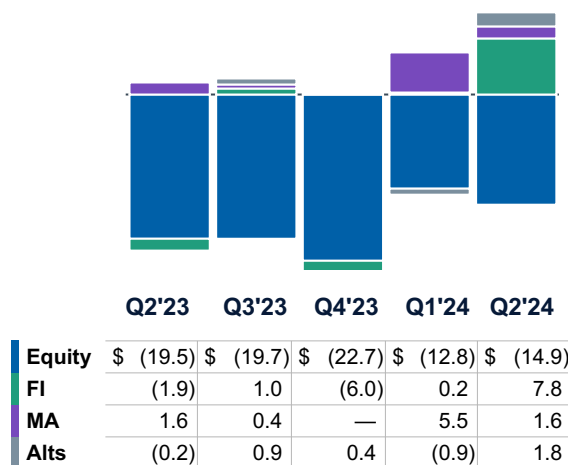
Assets Under Management



Net Flows

Net Flows

Net Flows



Assets Under Management

As of June 30, 2024

- Retirement assets are 67% of AUM
- U.S. defined contribution AUM of \$688B
- Target date AUM of \$453B
- Alternative AUM includes private markets (\$19B), CLOs (\$19B), and liquid strategies (\$12B)
- \$11.3B in unfunded capital commitments compared to \$11.6B at December 31, 2023.

Net Flows

Q2 2024

- Outflows largely concentrated in US equity strategies
- Alternative flows are net of \$1.1B in manager-driven distributions
- Target date retirement inflows of \$3.7B in Q2 2024.

Firmwide flows by quarter (\$B)

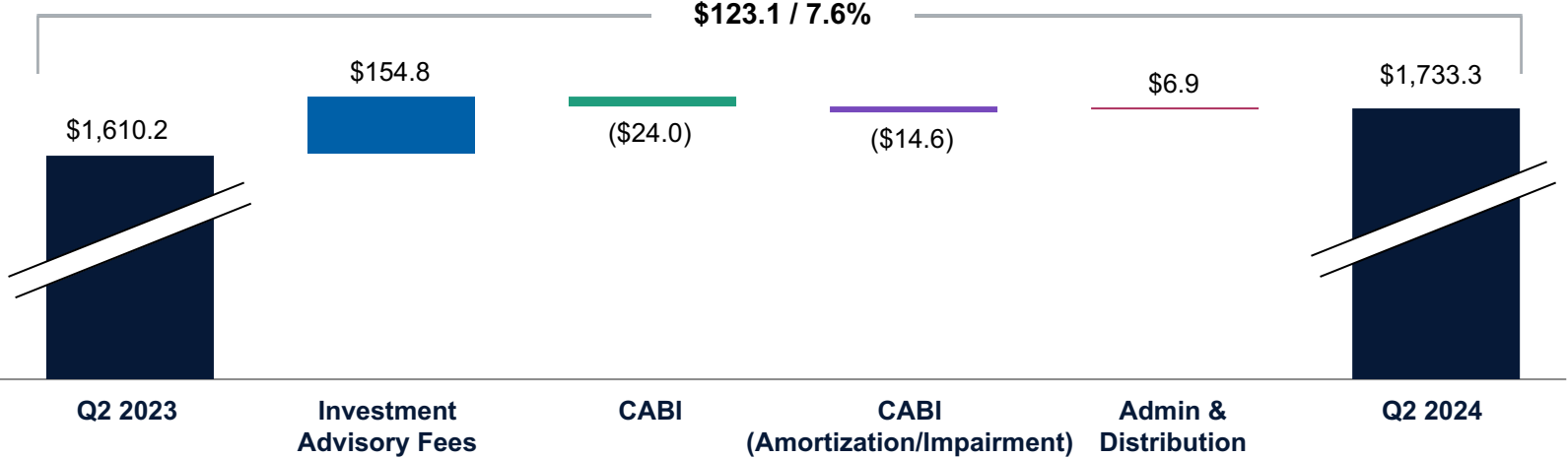
Q2'23	Q3'23	Q4'23	Q1'24	Q2'24
(20.0)	(17.4)	(28.3)	(8.0)	(3.7)

Firmwide AUM includes assets managed by T. Rowe Price Associates, Inc., and its investment advisory affiliates. Numbers may not add up due to rounding. Institutional includes defined contribution assets, including those through intermediaries and our full-service recordkeeping business. Retail includes our direct-marketed business and financial intermediaries.

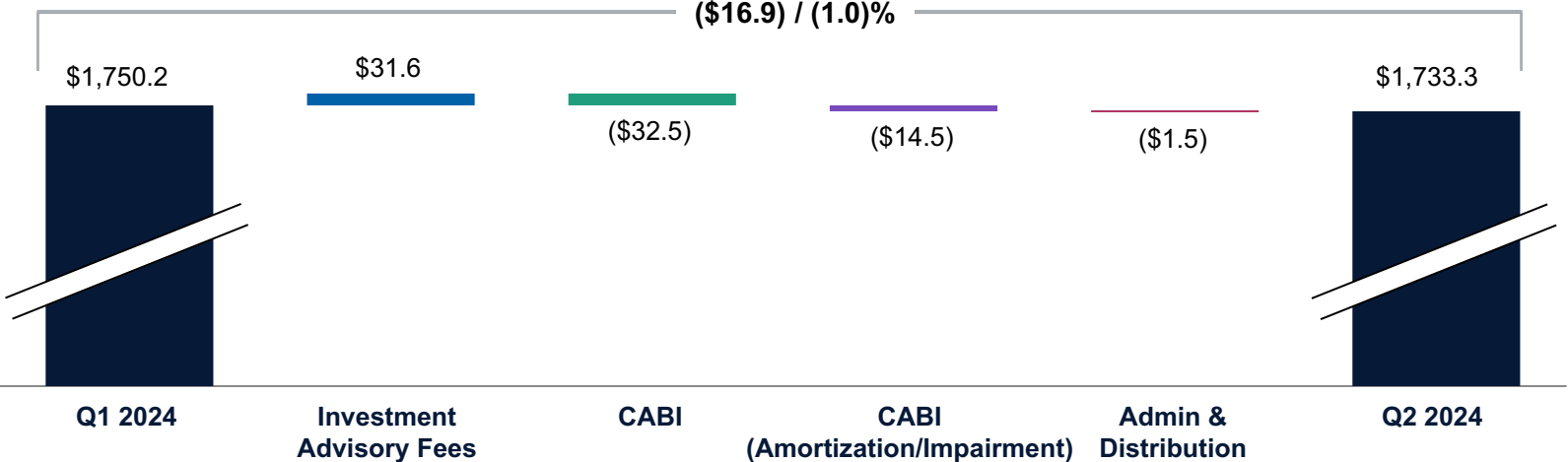
Quarterly Net Revenues

U.S. \$ millions

Q2 2024 compared to Q2 2023



Q2 2024 compared to Q1 2024



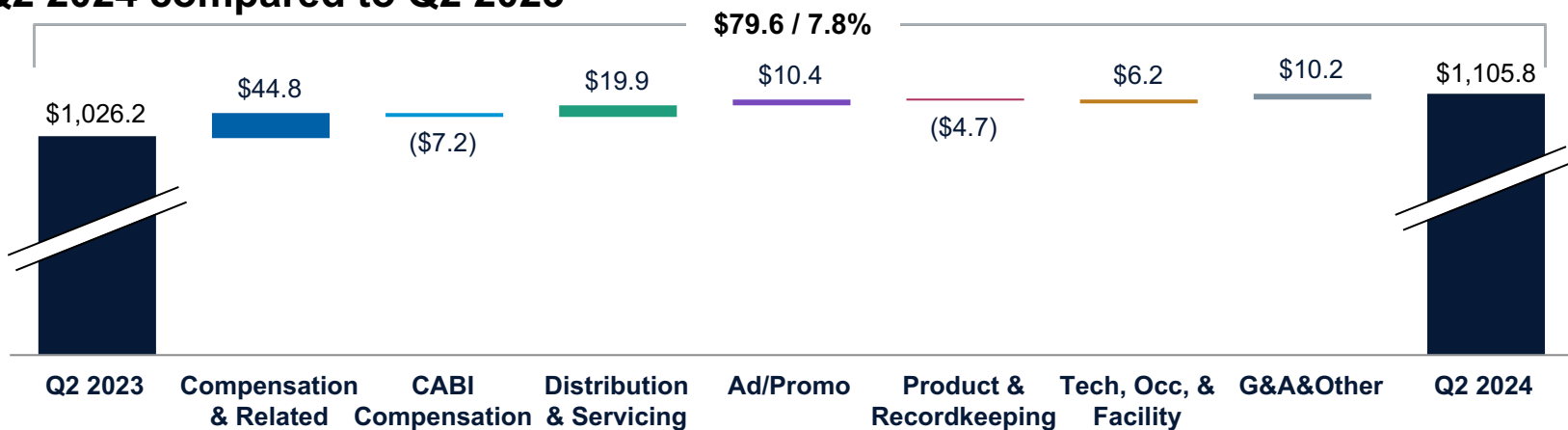
Capital allocation-based income (CABI)

- Investment advisory fees represent about **90%** of net revenue in the periods presented
- Q2 2024 investment advisory revenue was **\$1,585.6M**
- CABI was **\$27M** in Q2 2024 compared to **\$51M** in Q2 2023

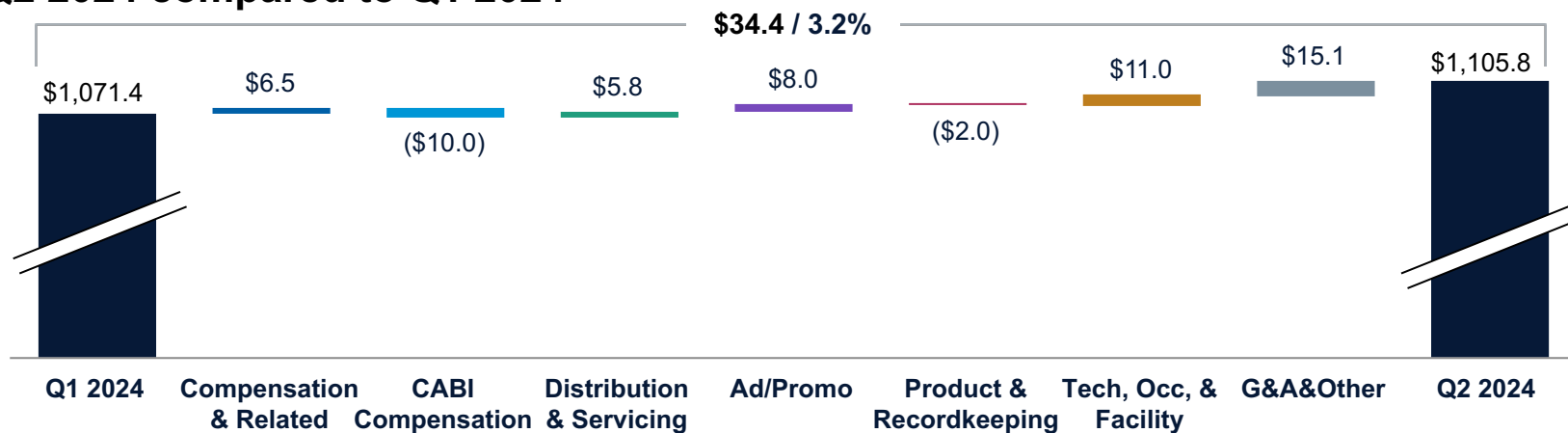
Quarterly Adjusted Operating Expenses

U.S. \$ millions

Q2 2024 compared to Q2 2023



Q2 2024 compared to Q1 2024



Basis for Operating Expense Guidance

U.S. \$ millions

	Six months ended		
	6/30/2024	6/30/2023	Change (%)
Adjusted Operating Expenses	\$2,177.2	\$2,048.7	6.3%
Adjusted CABI Compensation	(27.0)	(24.3)	n/m
Adjusted Operating Expenses, ex CABI Compensation	\$2,150.2	\$2,024.4	6.2%

For the reconciliation between GAAP and adjusted (non-GAAP) expenses, see the current earnings release.

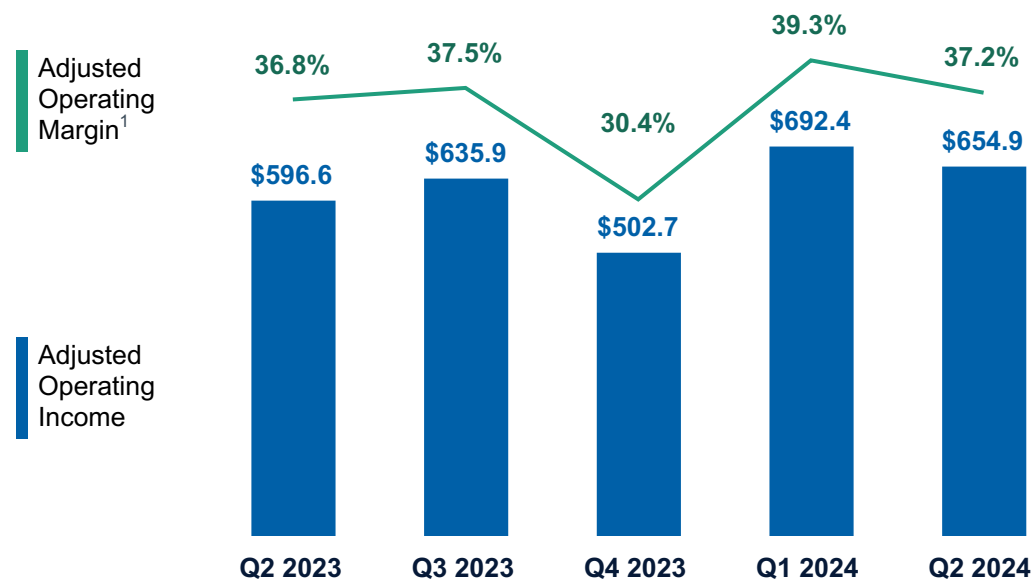
Capital allocation-based income (CABI) compensation represents the portion of CABI (carried interest) that is passed through to certain associates as compensation.

Quarterly Operating Income and Net Income

U.S. \$ millions, (except EPS)

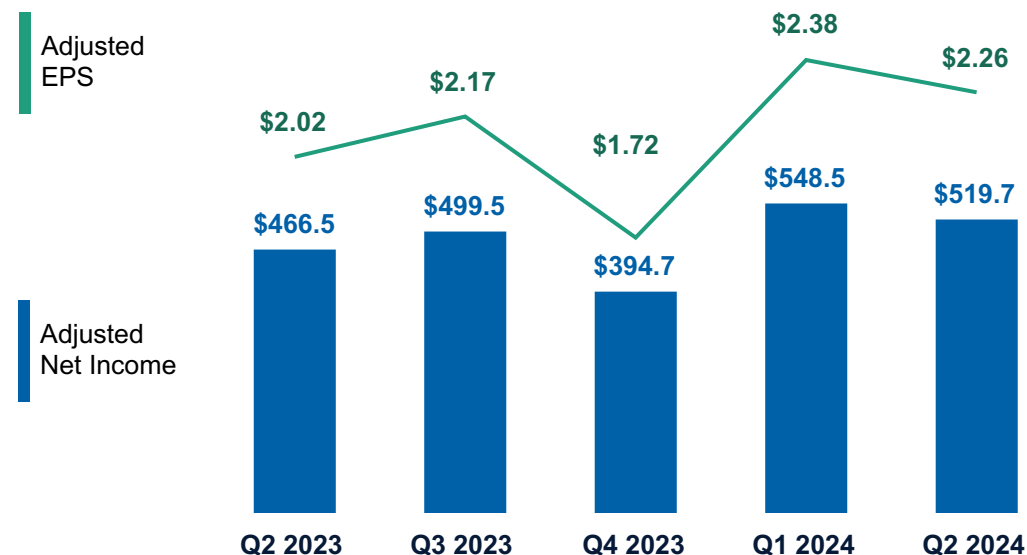
Operating Income

U.S. GAAP	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Operating Income	\$533.5	\$581.3	\$387.2	\$586.6	\$564.7
Operating Margin ¹	33.1%	34.8%	23.6%	33.5%	32.6%



Net Income

U.S. GAAP	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net Income	\$476.4	\$453.2	\$437.6	\$573.8	\$483.4
Diluted EPS	\$2.06	\$1.97	\$1.90	\$2.49	\$2.11



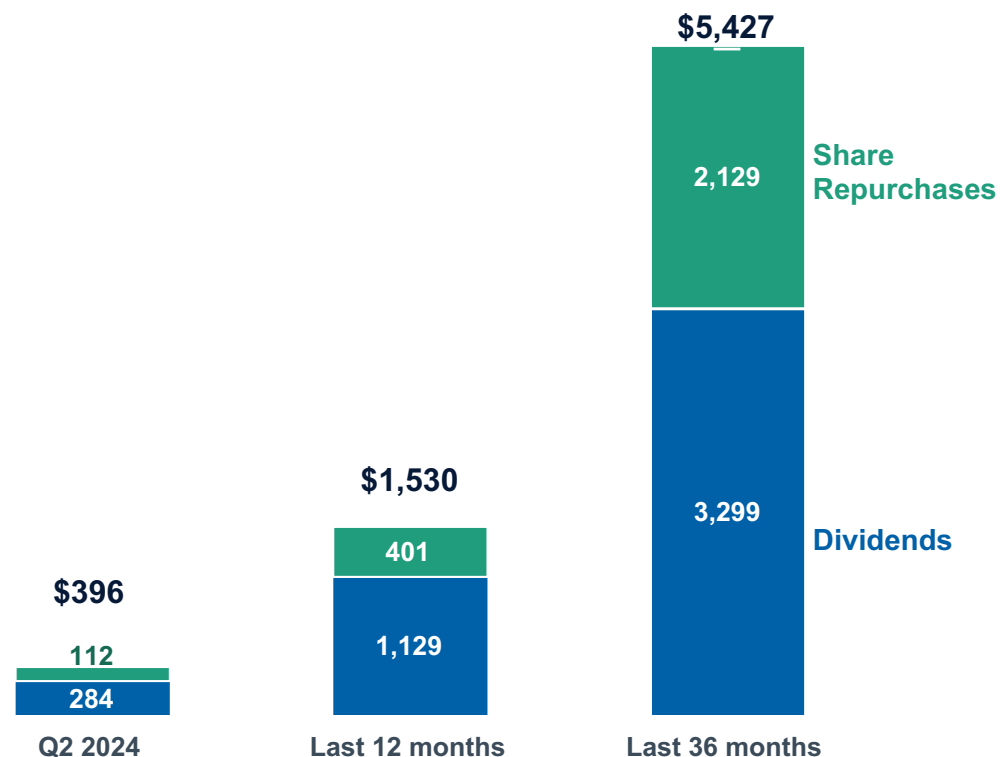
¹ Operating margin is equal to operating income divided by net revenues; adjusted operating margin is equal to adjusted operating income divided by adjusted net revenues. See the GAAP to adjusted (non-GAAP) operating income and operating margin reconciliation on page 13. For the reconciliation between GAAP and adjusted (non-GAAP) net income and EPS, see the current earnings release.

Capital Management

U.S. \$ millions

Capital Returned to Stockholders

Data through 6/30/2024



Cash and Investments¹

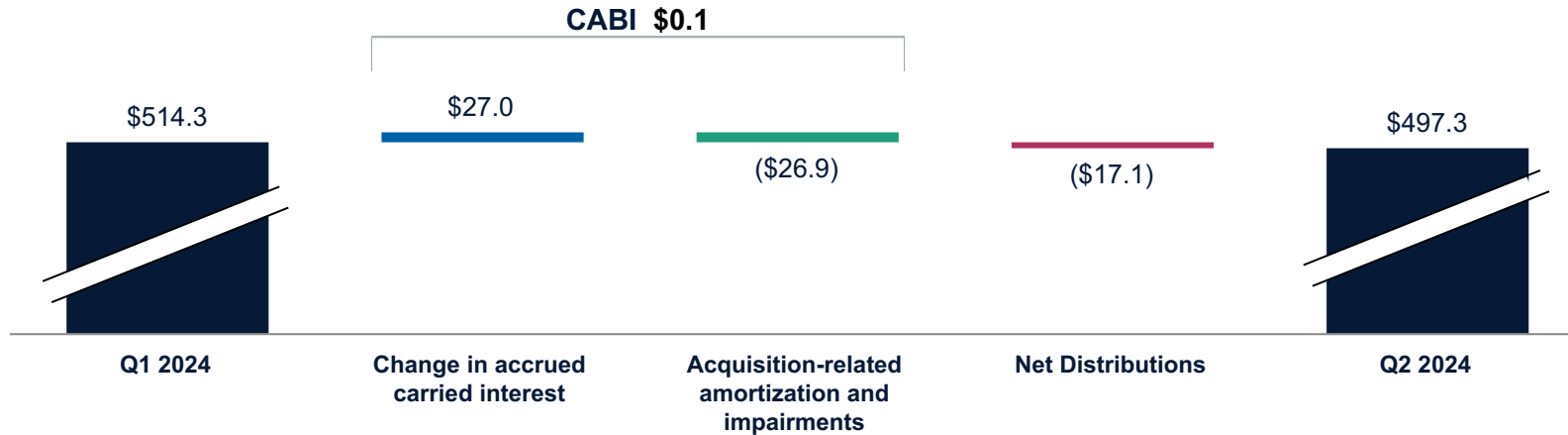
	Q2 2023	Q4 2023	Q2 2024
Cash and Cash Equivalents	\$2,249.7	\$2,066.6	\$2,714.9
Discretionary Investments	484.8	463.7	469.7
Cash and Discretionary Investments	\$2,734.5	\$2,530.3	\$3,184.6
Redeemable Seed Capital	\$1,182.2	\$1,370.9	\$1,338.6
Investments Used to Hedge the Supplemental Savings Plan Liability	\$820.3	\$894.6	\$943.3

¹ Cash and investments includes our cash and investments in T. Rowe Price products. This display does not include the non-controllable interest of our seed investments, which we normally consolidate due to our ownership. Capital returned to stockholders numbers may not add up due to rounding.

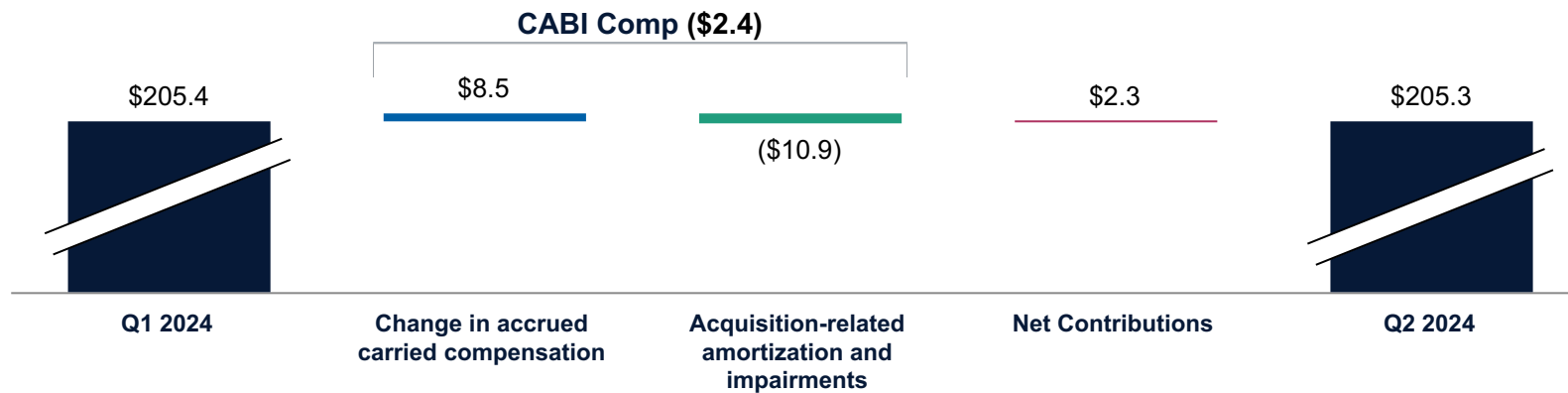
Quarterly Capital Allocation-Based Income (carried interest)

U.S. \$ millions, unless otherwise noted

Investments in affiliated private investment funds—carried interest



Non-controlling interests (NCI) in consolidated entities



At the end of each reporting period, accrued carried interest reflects what would be due from each investment fund as if the fair value of the underlying investments were realized as of such date, regardless of whether the amounts have been realized. The change in accrued carried interest reflects amounts that are (1) realized and distributed by the fund, (2) market-related adjustments that are recognized as capital allocation-based income in the income statement, and (3) acquisition-related amortization. The change in accrued carried interest will fluctuate quarter to quarter. Approximately \$2.2M of the 40%-50% of accrued carried interest recognized in compensation expense was not allocated to non-controlling interest holders, therefore, not categorized as CABI-related compensation.

- As of 6/30/2024, about \$19B of alternative fee-basis assets under management are eligible to earn carried interest.
- In general, 50%-60% of accrued carried interest is expected to be retained in operating income with the remainder recognized as compensation expense.
- Absolute performance of the following indices are an indicator of changes in accrued carried interest.

Q2 2024 returns

ICE Bank of America U.S. High Yield Index:	1.1%
Credit Suisse Leveraged Loan Index:	1.9%

Past performance is not a reliable indicator of future performance.

Sources: ICE Data Indices, LLC, and CREDIT SUISSE GROUP AG and/or its affiliates



Non-GAAP Reconciliation

Non-GAAP Net Revenues and Operating Income Reconciliation

U.S. \$ millions

	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net Revenues, GAAP Basis	\$1,610.2	\$1,670.7	\$1,642.0	\$1,750.2	\$1,733.3
Non-GAAP Adjustments ¹ :					
Consolidated Investment Products	0.3	0.7	0.5	1.2	0.5
Investment and NCI Amortization and Impairments	12.3	25.8	10.9	12.4	26.9
Net Revenues, Non-GAAP Basis	\$1,622.8	\$1,697.2	\$1,653.4	\$1,763.8	\$1,760.7
Operating Income, GAAP Basis	\$533.5	\$581.3	\$387.2	\$586.6	\$564.7
Non-GAAP Adjustments ¹ :					
Acquisition-Related Adjustments	26.2	67.4	51.3	50.5	73.0
Consolidated Investment Products	3.9	1.4	2.3	2.3	2.6
Supplemental Savings Plan Liability	33.0	(14.2)	61.9	53.0	14.6
Operating Income, Non-GAAP Basis	\$596.6	\$635.9	\$502.7	\$692.4	\$654.9
Operating Margin, GAAP Basis ²	33.1 %	34.8 %	23.6 %	33.5 %	32.6 %
Operating Margin, as Adjusted ²	36.8 %	37.5 %	30.4 %	39.3 %	37.2 %

¹ For a description of the non-GAAP adjustments, see the related earnings releases and/or prior 10Q or 10Ks filed with the SEC.

² Operating margin is equal to operating income divided by net revenues.



Appendix

Additional Information

Investment performance overview (slide 4)

¹ Source: © 2024 Morningstar, Inc. All rights reserved. The information contained herein: 1) is proprietary to Morningstar and/or its content providers; 2) may not be copied or distributed; and 3) is not warranted to be accurate, complete, or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performance is no guarantee of future results.

² Source: Morningstar. Primary share class only. Excludes money market mutual funds, funds with an operating history of less than one year, T. Rowe Price passive funds, and T. Rowe Price funds that are clones of other funds. The top chart reflects the percentage of T. Rowe Price funds with 1 year, 3 year, 5 year, and 10 year track record that outperformed the Morningstar category median. The bottom chart reflects the percentage of T. Rowe Price funds AUM that has outperformed for the time periods indicated. Total AUM included for this analysis includes \$326B for 1 year, \$323B for 3 years, \$323B for 5 years, and \$322B for 10 years.

³ Passive Peer Median was created by T. Rowe Price using data from Morningstar. Primary share class only. Excludes money market mutual funds, funds with an operating history of less than one year, funds with fewer than three peers, T. Rowe Price passive funds, and T. Rowe Price funds that are clones of other funds. This analysis compares T. Rowe Price active funds with the applicable universe of passive/index open-end funds and ETFs of peer firms. The top chart reflects the percentage of T. Rowe Price funds with 1 year, 3 year, 5 year, and 10 year track record that outperformed the passive peer universe. The bottom chart reflects the percentage of T. Rowe Price funds AUM that has outperformed for the time periods indicated. Total AUM included for this analysis includes \$309B for 1 year, \$306B for 3 years, \$269B for 5 years, and \$261B for 10 years.

⁴ Composite net returns are calculated using the highest applicable separate account fee schedule. Excludes money market composites. All composites compared to official GIPS composite primary benchmark. The top chart reflects the percentage of T. Rowe Price composites with 1 year, 3 year, 5 year, and 10 year track record that outperformed their benchmarks. The bottom chart reflects the percentage of T. Rowe Price composite AUM that has outperformed for the time periods indicated. Total AUM included for this analysis includes \$1,401B for 1 year, \$1,396B for 3 years, \$1,389B for 5 years, and \$1,340B for 10 years.

Capital Allocation Based Income (slide 11)

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The following entities may be referenced in the earnings supplement or the earnings call:

- TRPA – T. Rowe Price Associates, Inc.
- TRPIM – T. Rowe Price Investment Management, Inc.

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