



T.RowePrice

Q3 2024

Earnings Release Supplement

T. Rowe Price Group, Inc.
November 1, 2024

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



Forward-Looking Statement

This presentation, and other statements that T. Rowe Price may make, may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act, with respect to T. Rowe Price's future financial or business performance, strategies, or expectations. Forward-looking statements are typically identified by words or phrases such as "trend," "potential," "opportunity," "pipeline," "believe," "comfortable," "expect," "anticipate," "current," "intention," "estimate," "position," "assume," "outlook," "continue," "remain," "maintain," "sustain," "seek," "achieve," and similar expressions, or future or conditional verbs such as "will," "would," "should," "could," "may," and similar expressions. Forward-looking statements in this presentation may include, without limitation, information concerning future results of our operations, revenues, expenses, earnings, liquidity, cash flows and capital expenditures, industry or market conditions, amount or composition of assets under management, flows into our investment funds, regulatory developments, changes in our effective fee rate, demand for and pricing of our products, new products and services, effective tax rates, net income and earnings per common share, future transactions, our strategic initiatives, general economic conditions, dividends, stock repurchases, and other aspects of our business. T. Rowe Price cautions that forward-looking statements are subject to numerous assumptions, risks, and uncertainties, which change over time. Actual results could differ materially from those anticipated in forward-looking statements, and future results could differ materially from historical performance. Forward-looking statements speak only as of the date they are made, and T. Rowe Price assumes no duty to and does not undertake to update forward-looking statements.

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	Q3 2023	Q2 2024	Q3 2024
AUM and Flows			
Net Flows	(\$17.4B)	(\$3.7B)	(\$12.2B)
Assets Under Management (AUM) ¹	\$1.35T	\$1.57T	\$1.63T
Average AUM	\$1.39T	\$1.53T	\$1.59T
Investment Advisory Annualized Effective Fee Rate	41.7bps	41.6bps	40.9bps
Investment Advisory Annualized Effective Fee Rate excluding Performance-Based Fees	41.6bps	41.1bps	40.7bps
GAAP Basis			
Net Revenues	\$1,670.7M	\$1,733.3M	\$1,785.6M
Operating Expenses	\$1,089.4M	\$1,168.6M	\$1,172.0M
Diluted GAAP Earnings per Share (EPS)	\$1.97	\$2.11	\$2.64
Non-GAAP Basis			
Adjusted Operating Expenses ²	\$1,061.3M	\$1,105.8M	\$1,099.0M
Adjusted EPS ²	\$2.17	\$2.26	\$2.57
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	59%	45%	51%	71%	50%	42%	47%	53%	49%	26%	43%	63%
Fixed Income	43%	50%	53%	66%	36%	45%	58%	58%	53%	31%	55%	66%
Multi-Asset	54%	47%	67%	68%	45%	44%	68%	54%	NA	NA	NA	NA
All	53%	47%	56%	68%	45%	44%	56%	54%	51%	28%	48%	64%

% 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	50%	39%	52%	85%	45%	33%	42%	50%	60%	28%	38%	57%
Fixed Income	55%	65%	60%	82%	41%	60%	84%	72%	57%	22%	47%	48%
Multi-Asset	77%	55%	90%	93%	67%	56%	95%	94%	NA	NA	NA	NA
All	57%	44%	61%	86%	50%	40%	58%	62%	60%	27%	40%	55%

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 16 for more information.

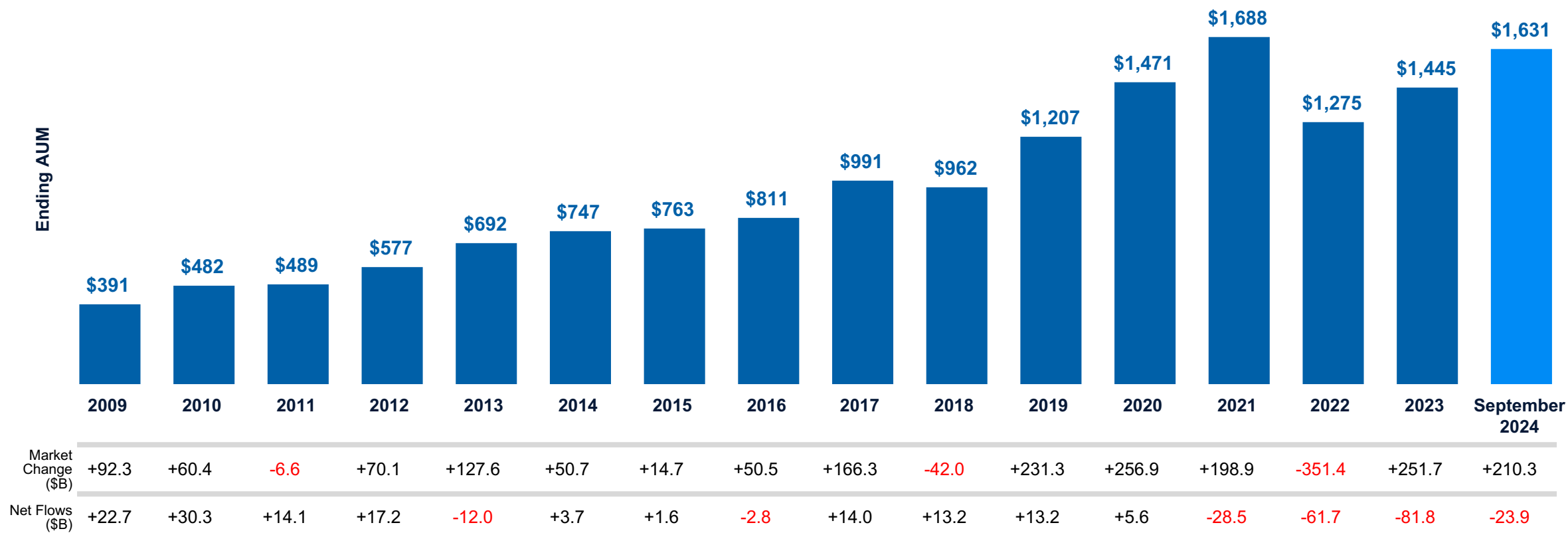
² Primary share class only. Excludes T. Rowe Price passive funds, funds that are a clones of other funds, and fund categories not ranked by Morningstar.

³ Primary share class only. Excludes T. Rowe Price passive funds, and funds that are clones of other funds. 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.

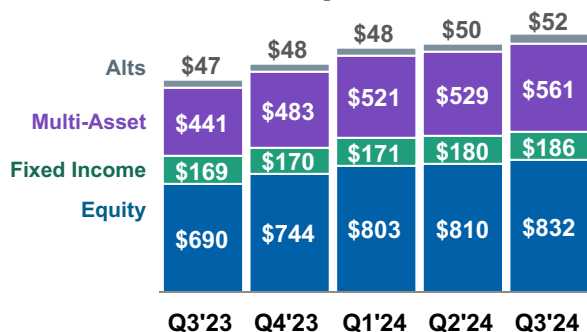
OHA's fee-basis AUM of \$46.9B acquired on December 29, 2021, is reflected in 2021 ending AUM. All periods after 2021 reflect the related activity. Other acquisition of AUM is detailed in our quarterly releases and 10Qs. Distributions, net of reinvestments, are included in the market change figure. Manager-driven distributions related to our alternative products by year: 2022: \$2.6B, 2023: \$2.6B, YTD: \$2.9B

Assets Under Management and Net Flows

U.S. \$ billions

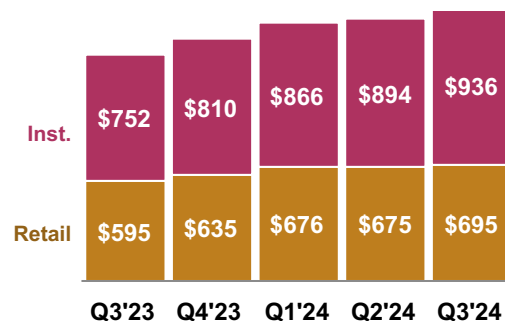
Asset Class

Assets Under Management



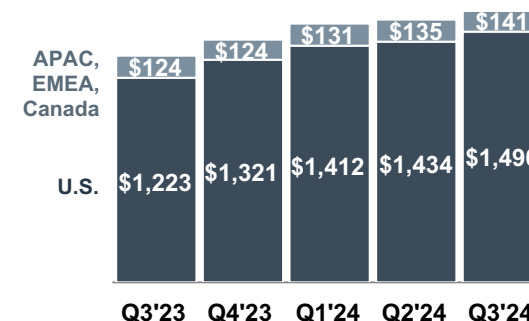
Client Type

Assets Under Management

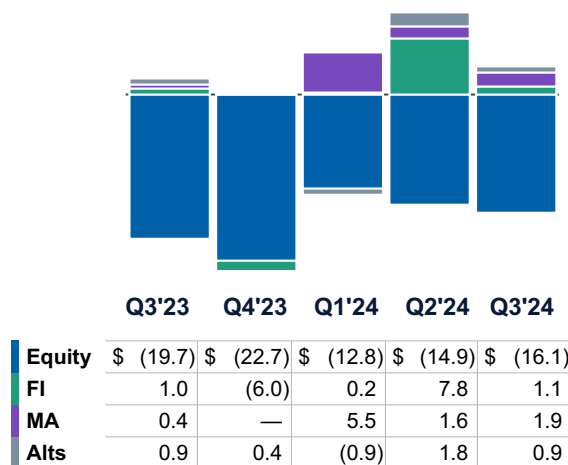


Geography

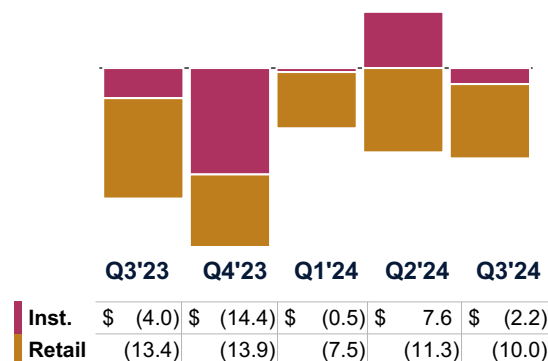
Assets Under Management



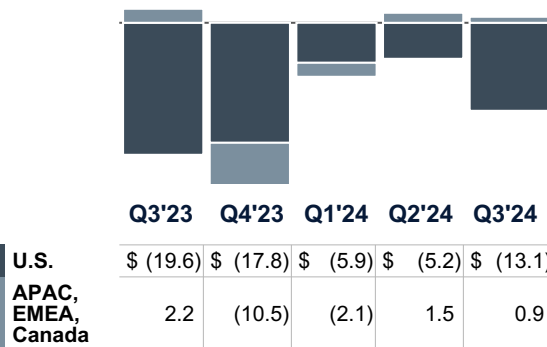
Net Flows



Net Flows



Net Flows



Assets Under Management

As of September 30, 2024

- Retirement assets are 67% of AUM
- U.S. defined contribution AUM of \$722B
- Target date AUM of \$482B
- Alternative AUM includes private markets (\$20B), CLOs (\$19B), and liquid strategies (\$13B)
- \$14.5B in unfunded capital commitments compared to \$11.6B at December 31, 2023.

Net Flows

Q3 2024

- Outflows largely concentrated in US equity strategies
- Alternative flows are net of \$0.8B in manager-driven distributions
- Target date inflows of \$3.6B in Q3 2024.

Firmwide flows by quarter (\$B)

	Q3'23	Q4'23	Q1'24	Q2'24	Q3'24
	(17.4)	(28.3)	(8.0)	(3.7)	(12.2)

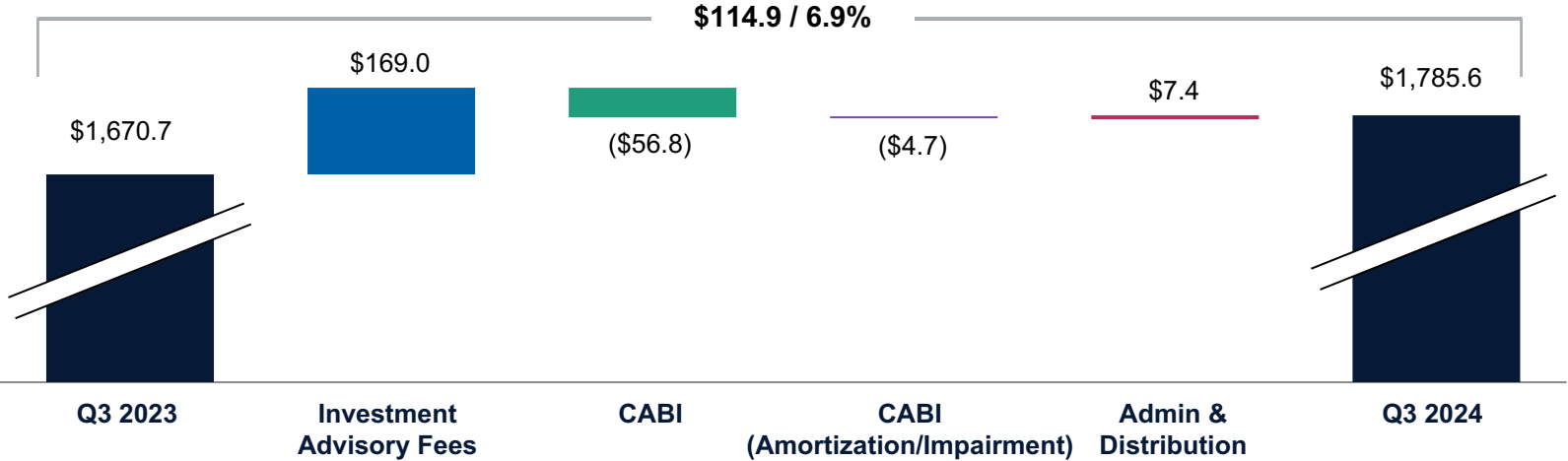
Firmwide AUM includes assets managed by T. Rowe Price Associates, Inc., and its investment advisory affiliates.

Institutional includes defined contribution assets, including those through intermediaries and our full-service recordkeeping business. Retail includes our direct-marketed business and financial intermediaries.

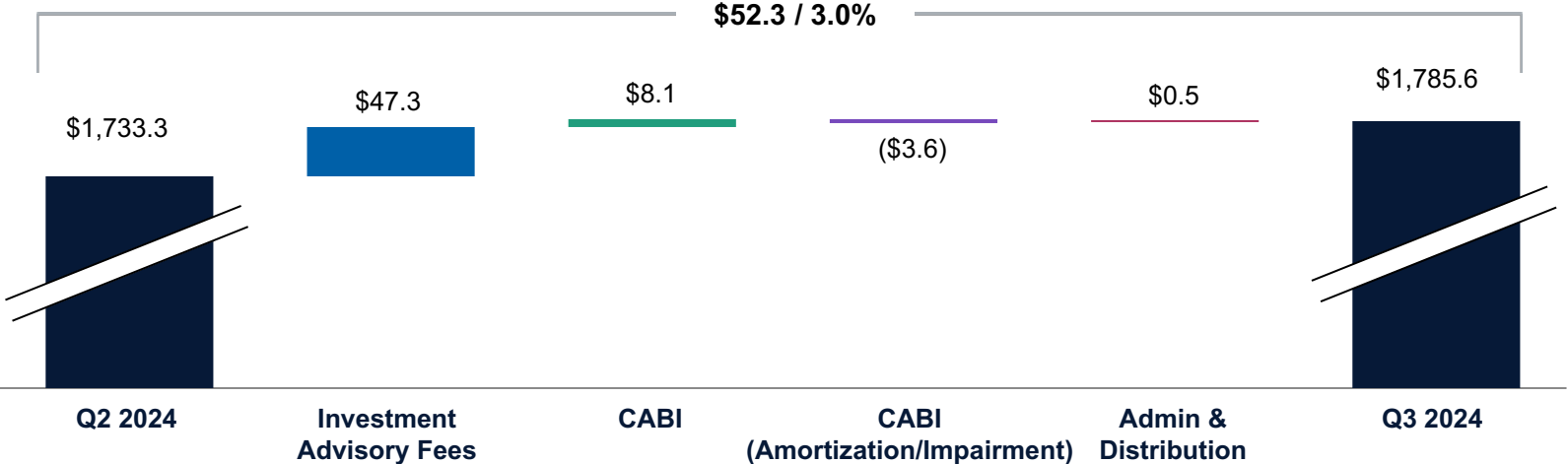
Quarterly Net Revenues

U.S. \$ millions

Q3 2024 compared to Q3 2023



Q3 2024 compared to Q2 2024



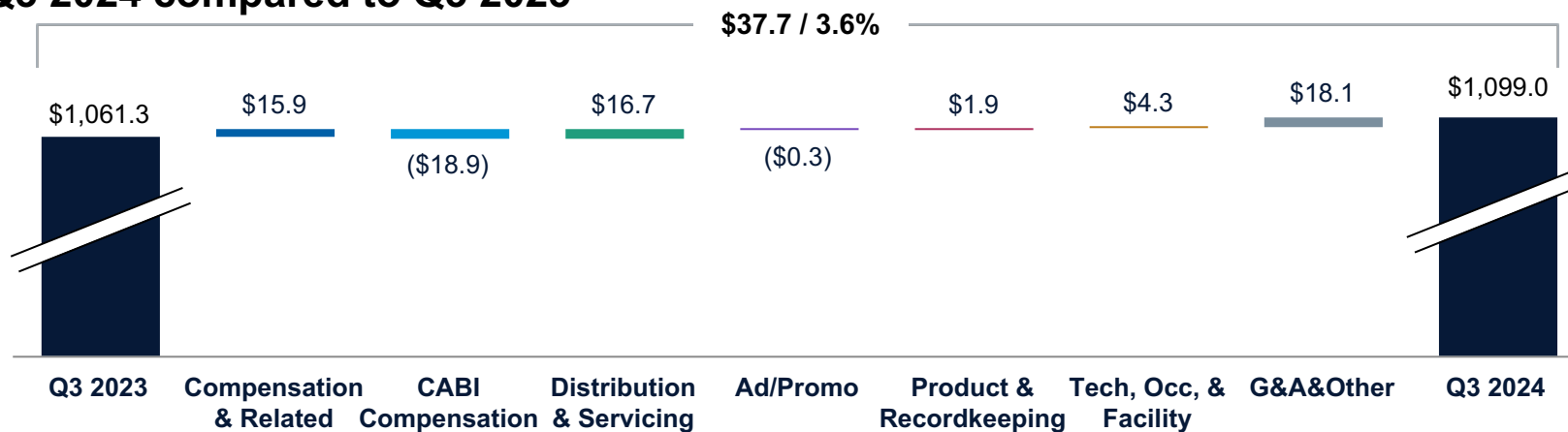
Capital allocation-based income (CABI)

- Investment advisory fees represent more than **90%** of net revenue in the periods presented
- Q3 2024 investment advisory revenue was **\$1,632.9M**
- CABI was **\$35M** in Q3 2024 compared to **\$92M** in Q3 2023

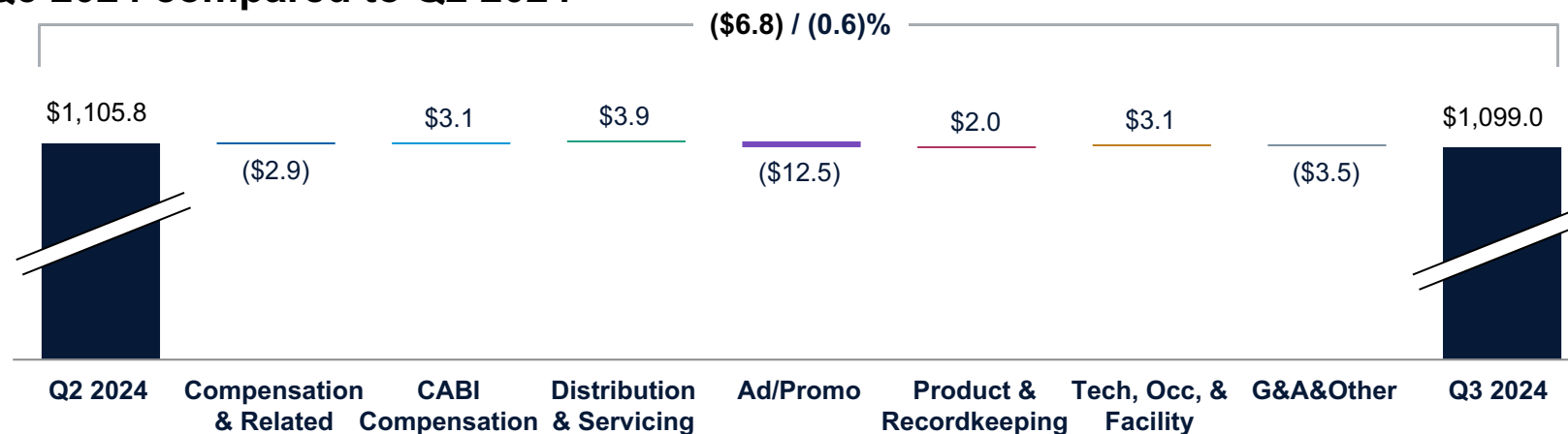
Quarterly Adjusted Operating Expenses

U.S. \$ millions

Q3 2024 compared to Q3 2023



Q3 2024 compared to Q2 2024



Basis for Operating Expense Guidance

U.S. \$ millions

	Nine months ended		
	9/30/2024	9/30/2023	Change (%)
Adjusted Operating Expenses	\$3,276.2	\$3,110.0	5.3%
Adjusted CABI Compensation	(38.6)	(54.8)	n/m
Adjusted Operating Expenses, ex CABI Compensation	\$3,237.6	\$3,055.2	6.0%

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

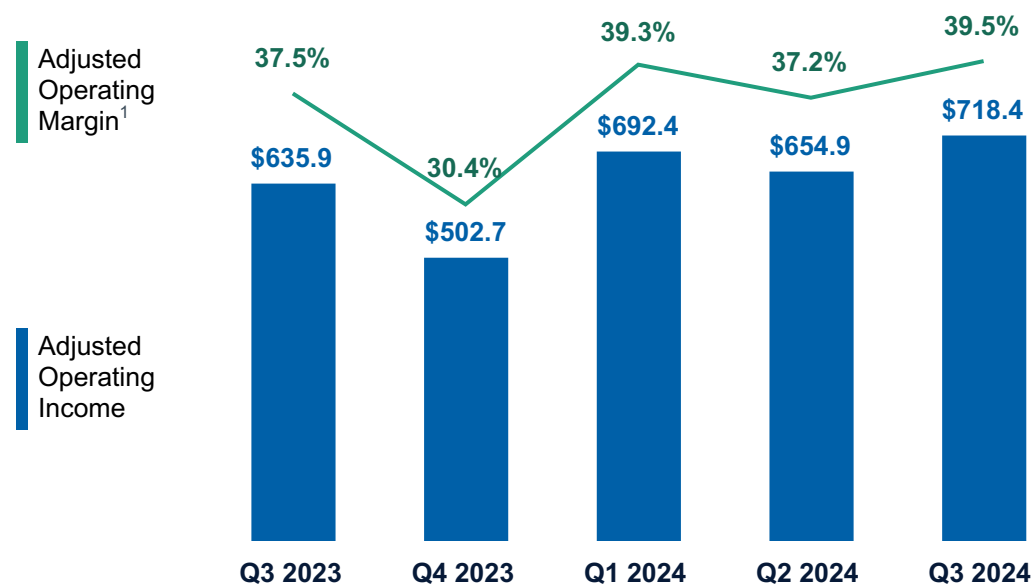
Capital allocation-based income (CABI) compensation represents the portion of CABI (carried interest) that is passed through to certain associates as compensation.

Quarterly Operating Income and Net Income

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

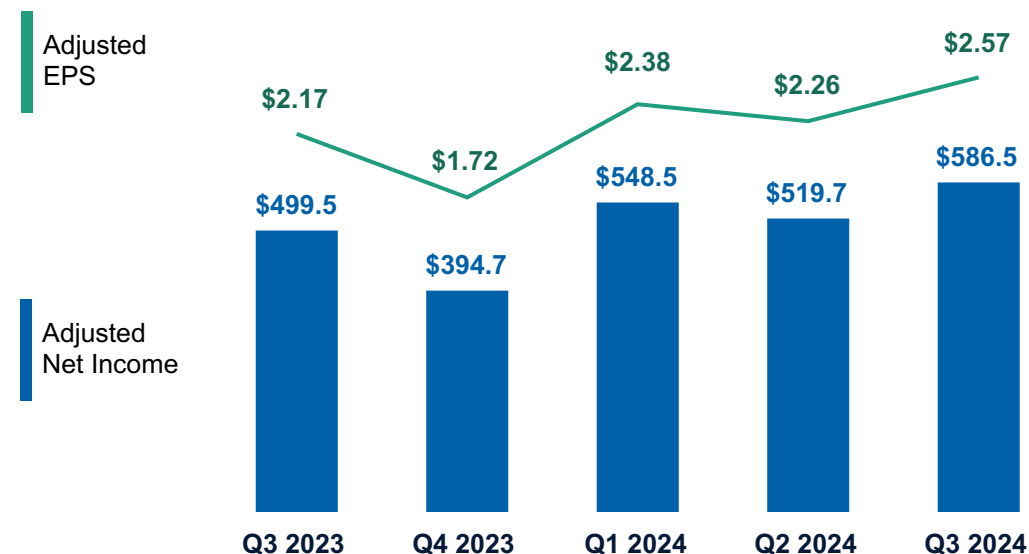
Operating Income

U.S. GAAP	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Operating Income	\$581.3	\$387.2	\$586.6	\$564.7	\$613.6
Operating Margin ¹	34.8%	23.6%	33.5%	32.6%	34.4%



Net Income

U.S. GAAP	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Net Income	\$453.2	\$437.6	\$573.8	\$483.4	\$603.0
Diluted EPS	\$1.97	\$1.90	\$2.49	\$2.11	\$2.64



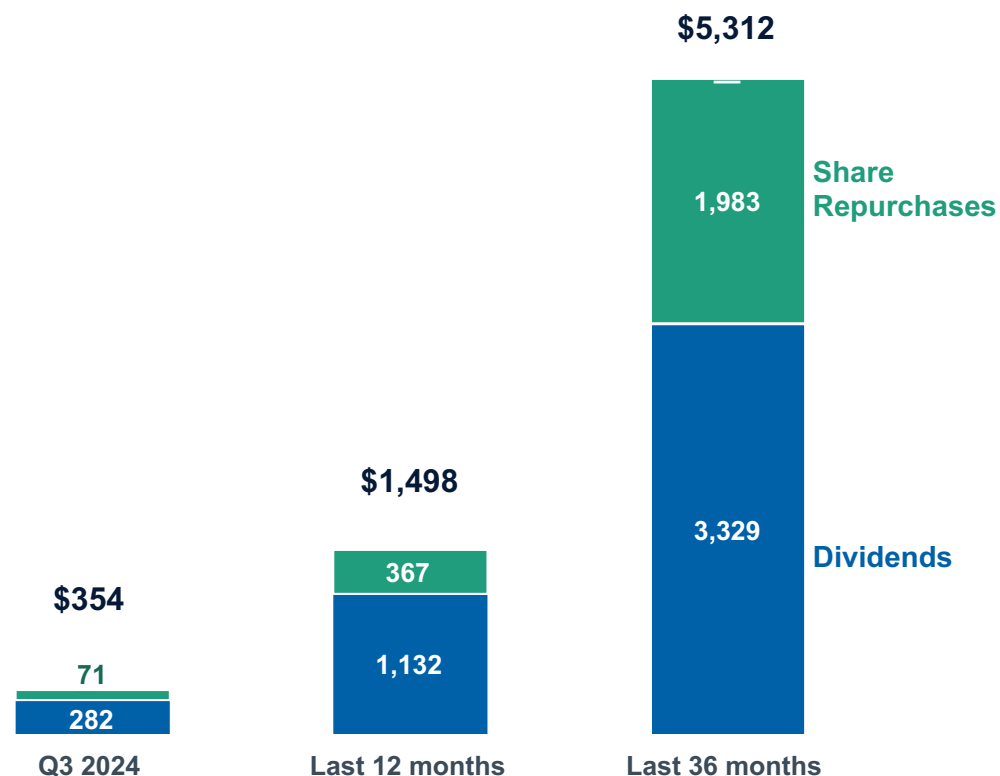
¹ Operating margin is equal to operating income divided by net revenues; adjusted operating margin is equal to adjusted operating income divided by adjusted net revenues. See the GAAP to adjusted (non-GAAP) operating income and operating margin reconciliation on page 13. For the reconciliation between 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 9/30/2024



Cash and Investments¹

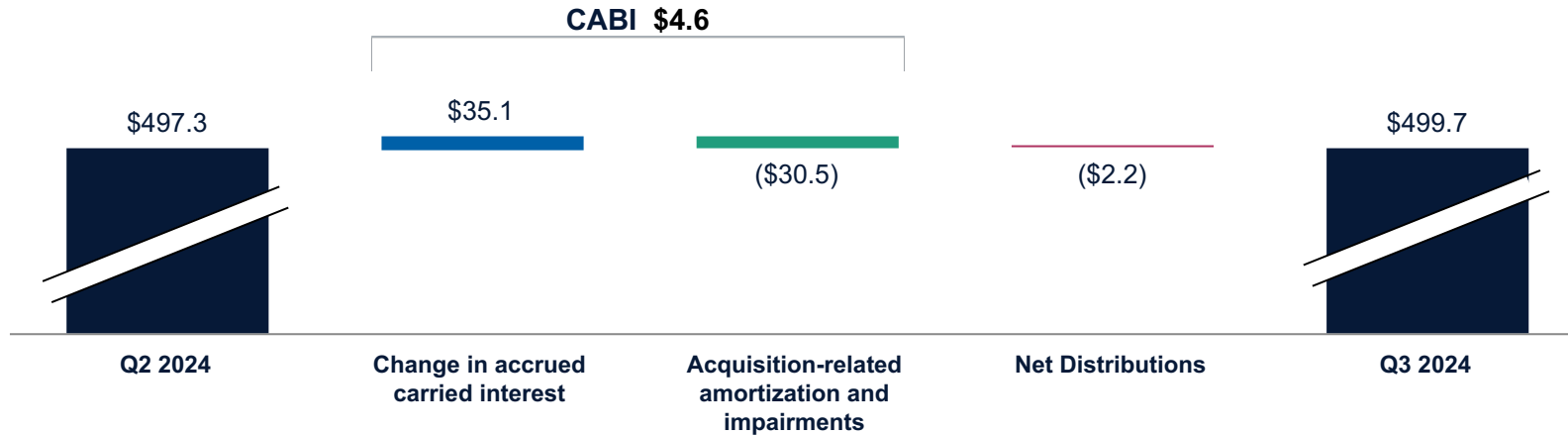
	Q3 2023	Q4 2023	Q3 2024
Cash and Cash Equivalents	\$2,578.7	\$2,066.6	\$3,173.5
Discretionary Investments	486.3	463.7	471.8
Cash and Discretionary Investments	\$3,065.0	\$2,530.3	\$3,645.3
Redeemable Seed Capital	\$1,167.4	\$1,370.9	\$1,379.9
Investments Used to Hedge the Supplemental Savings Plan Liability	\$783.9	\$894.6	\$969.1

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.

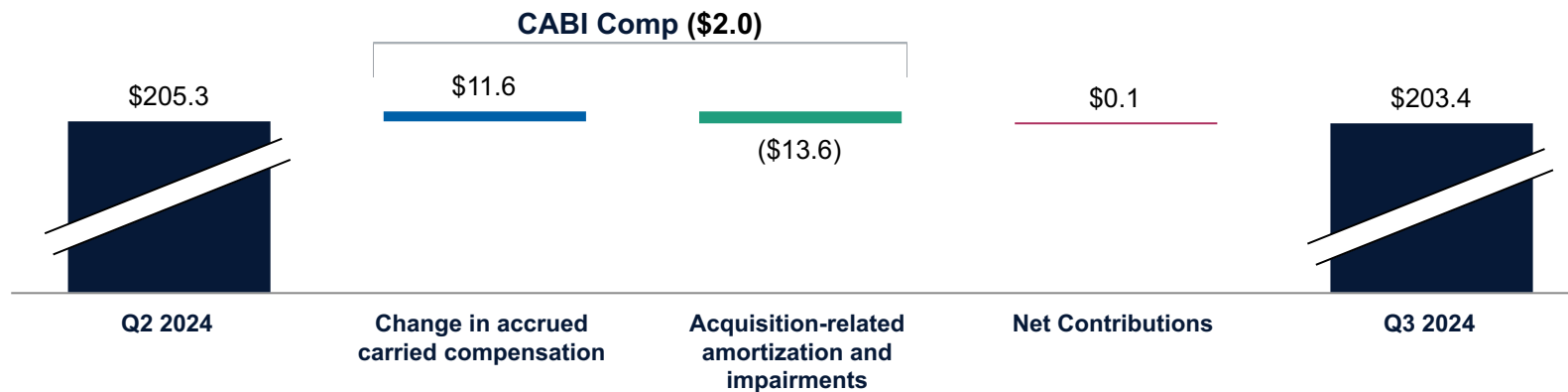
Quarterly Capital Allocation-Based Income (carried interest)

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 \$3.7M 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 9/30/2024, \$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.

Q3 2024 returns

ICE Bank of America U.S. High Yield Index:	5.3%
Credit Suisse Leveraged Loan Index:	2.1%

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

	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
Net Revenues, GAAP Basis	\$1,670.7	\$1,642.0	\$1,750.2	\$1,733.3	\$1,785.6
Non-GAAP Adjustments ¹ :					
Consolidated Investment Products	0.7	0.5	1.2	0.5	1.3
Investment Amortization and Impairments	25.8	10.9	12.4	26.9	30.5
Net Revenues, Non-GAAP Basis	\$1,697.2	\$1,653.4	\$1,763.8	\$1,760.7	\$1,817.4
Operating Income, GAAP Basis	\$581.3	\$387.2	\$586.6	\$564.7	\$613.6
Non-GAAP Adjustments ¹ :					
Acquisition-Related Adjustments	67.4	51.3	50.5	73.0	59.0
Consolidated Investment Products	1.4	2.3	2.3	2.6	2.4
Supplemental Savings Plan Liability	(14.2)	61.9	53.0	14.6	43.4
Operating Income, Non-GAAP Basis	\$635.9	\$502.7	\$692.4	\$654.9	\$718.4
Operating Margin, GAAP Basis ²	34.8 %	23.6 %	33.5 %	32.6 %	34.4 %
Operating Margin, as Adjusted ²	37.5 %	30.4 %	39.3 %	37.2 %	39.5 %

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.

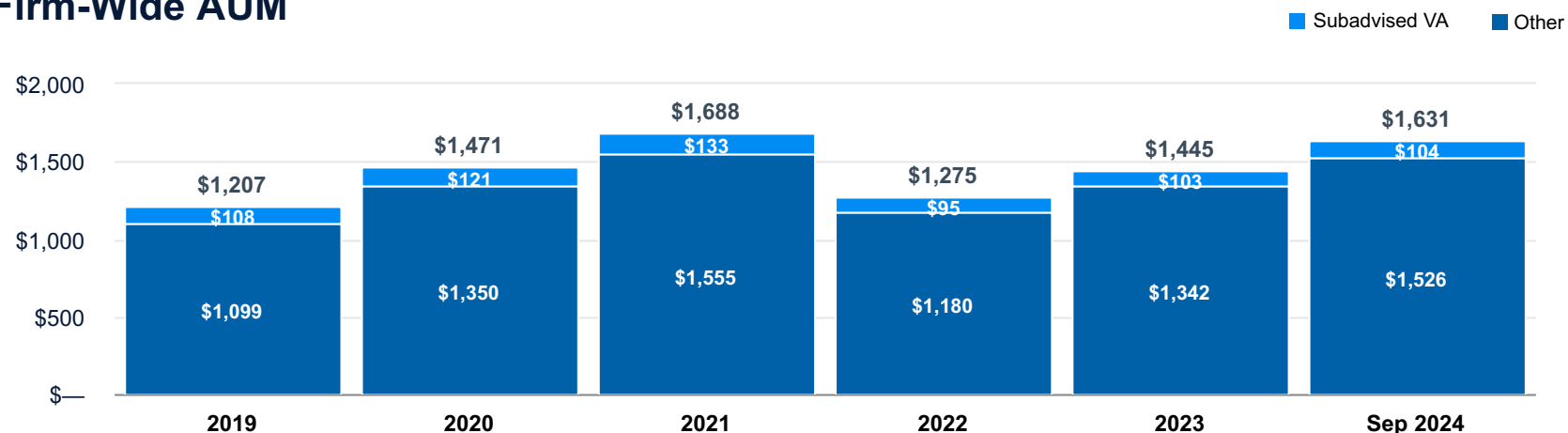


Appendix

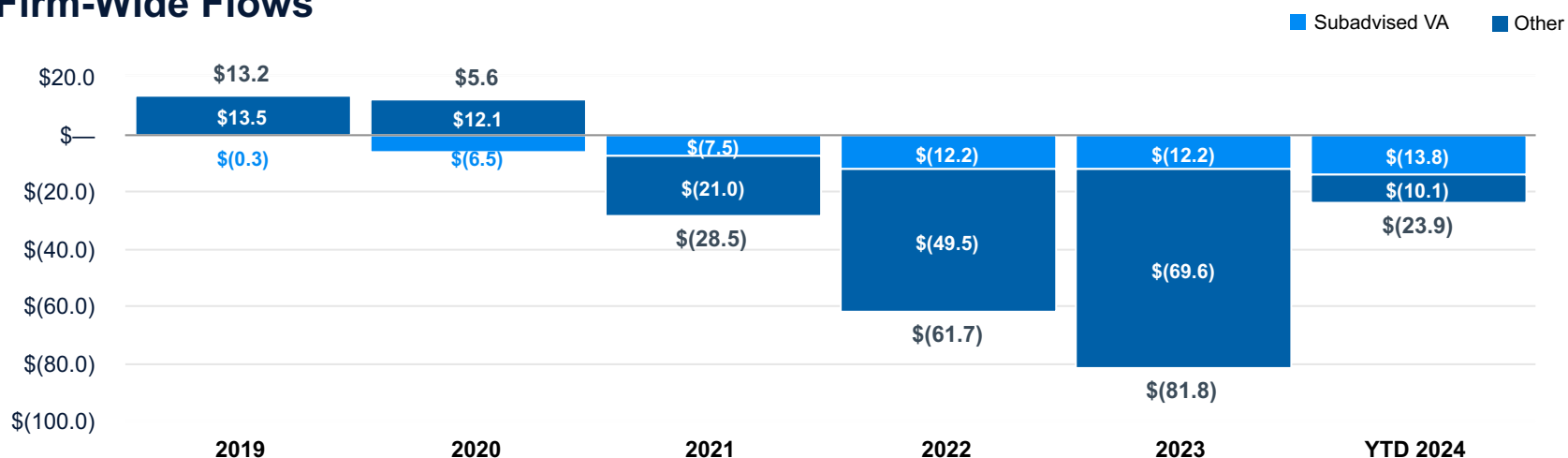
Subadvisory Variable Annuity (VA) Business

U.S. \$ billions

Firm-Wide AUM



Firm-Wide Flows



- VA portion of total AUM has dropped from 9% in 2019 to more than 6% in 2024.
- Organic growth of VA business has been lower than overall business for more than 5 years.
- Average effective fee rate on VA accounts is <30 bps, though this varies by asset class and account size.

As of September 2024, the Other category includes about \$85 billion of subadvised assets that are not VA.

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

Additional Information

Figures may not total due to rounding.

Investment performance overview (slide 4)

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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 \$332B for 1 year, \$329B for 3 years, \$328B for 5 years, and \$327B 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 a retail fund. 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 \$315B for 1 year, \$312B for 3 years, \$272B for 5 years, and \$267B 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 \$1,457B for 1 year, \$1,452B for 3 years, \$1,444B for 5 years, and \$1,392B for 10 years.

Capital Allocation Based Income (slide 11)

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Referenced in the earnings call:

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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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