

# Blackstone's 3Q'19 Supplemental Financial Data

October 23, 2019

## Total Segments

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date		
												3Q'18	3Q'19	
<b>Management and Advisory Fees, Net</b>														
Base Management Fees	\$ 642,958	\$ 671,368	\$ 669,902	\$ 696,163	\$ 707,156	\$ 692,915	\$ 721,606	\$ 722,648	\$ 757,518	\$ 805,315	\$ 809,729	\$ 2,121,677	\$ 2,372,562	
Transaction, Advisory and Other Fees, Net	40,222	38,892	32,295	45,407	37,066	40,912	73,944	77,576	65,150	61,495	92,702	151,922	219,347	
Management Fee Offsets	(33,599)	(13,424)	(10,215)	(9,178)	(8,178)	(10,833)	(16,331)	(2,029)	(8,606)	(22,654)	(22,086)	(35,342)	(53,346)	
<b>Total Management and Advisory Fees, Net</b>	<b>649,581</b>	<b>696,836</b>	<b>691,982</b>	<b>732,392</b>	<b>736,044</b>	<b>722,994</b>	<b>779,219</b>	<b>798,195</b>	<b>814,062</b>	<b>844,156</b>	<b>880,345</b>	<b>2,238,257</b>	<b>2,538,563</b>	
Fee Related Performance Revenues	27,214	28,356	65,786	48,089	3,837	45,515	30,299	44,185	7,779	13,624	34,225	79,651	55,628	
Fee Related Compensation	(274,078)	(292,511)	(307,017)	(312,033)	(296,074)	(306,243)	(334,545)	(279,284)	(324,031)	(293,834)	(329,834)	(936,862)	(947,699)	
Other Operating Expenses	(96,462)	(105,838)	(106,617)	(115,949)	(107,092)	(122,466)	(128,745)	(130,025)	(123,311)	(142,121)	(144,351)	(358,303)	(409,783)	
<b>Fee Related Earnings</b>	<b>\$ 306,255</b>	<b>\$ 326,843</b>	<b>\$ 344,134</b>	<b>\$ 352,499</b>	<b>\$ 336,715</b>	<b>\$ 339,800</b>	<b>\$ 346,228</b>	<b>\$ 433,071</b>	<b>\$ 374,499</b>	<b>\$ 421,825</b>	<b>\$ 440,385</b>	<b>\$ 1,022,743</b>	<b>\$ 1,236,709</b>	
Realized Performance Revenues	1,131,245	615,043	404,721	1,496,798	278,371	477,544	572,159	483,697	246,769	341,386	420,840	1,328,074	1,008,995	
Realized Performance Compensation	(373,978)	(201,526)	(148,808)	(573,299)	(114,829)	(172,894)	(190,773)	(199,645)	(85,240)	(125,466)	(143,870)	(478,496)	(354,576)	
Realized Principal Investment Income	202,894	100,887	60,188	72,225	28,693	94,647	65,620	47,098	25,908	123,557	36,148	188,960	185,613	
<b>Total Net Realizations</b>	<b>960,161</b>	<b>514,404</b>	<b>316,101</b>	<b>995,724</b>	<b>192,235</b>	<b>399,297</b>	<b>447,006</b>	<b>331,150</b>	<b>187,437</b>	<b>339,477</b>	<b>313,118</b>	<b>1,038,538</b>	<b>840,032</b>	
<b>Total Segment Distributable Earnings</b>	<b>\$ 1,266,416</b>	<b>\$ 841,247</b>	<b>\$ 660,235</b>	<b>\$ 1,348,223</b>	<b>\$ 528,950</b>	<b>\$ 739,097</b>	<b>\$ 793,234</b>	<b>\$ 764,221</b>	<b>\$ 561,936</b>	<b>\$ 761,302</b>	<b>\$ 753,503</b>	<b>\$ 2,061,281</b>	<b>\$ 2,076,741</b>	
Net Interest Income (Loss)	(10,954)	(6,591)	(2,864)	(29,509)	(1,853)	2,842	9,013	11,923	5,061	2,761	(7,767)	10,002	55	
Taxes and Related Payables	(25,324)	(53,291)	(31,805)	(79,568)	(25,042)	(41,797)	(32,963)	(54,063)	(29,039)	(55,201)	(35,815)	(99,802)	(120,055)	
<b>Distributable Earnings</b>	<b>\$ 1,230,138</b>	<b>\$ 781,365</b>	<b>\$ 625,566</b>	<b>\$ 1,239,146</b>	<b>\$ 502,055</b>	<b>\$ 700,142</b>	<b>\$ 769,284</b>	<b>\$ 722,081</b>	<b>\$ 537,958</b>	<b>\$ 708,862</b>	<b>\$ 709,921</b>	<b>\$ 1,971,481</b>	<b>\$ 1,956,741</b>	
<b>Total Segment Revenues</b>	<b>\$ 2,010,934</b>	<b>\$ 1,441,122</b>	<b>\$ 1,222,677</b>	<b>\$ 2,349,504</b>	<b>\$ 1,046,945</b>	<b>\$ 1,340,700</b>	<b>\$ 1,447,297</b>	<b>\$ 1,373,175</b>	<b>\$ 1,094,518</b>	<b>\$ 1,322,723</b>	<b>\$ 1,371,558</b>	<b>\$ 3,834,942</b>	<b>\$ 3,788,799</b>	
<b>Total Assets Under Management</b>	<b>\$ 368,196,917</b>	<b>\$ 371,056,281</b>	<b>\$ 387,449,746</b>	<b>\$ 434,128,243</b>	<b>\$ 449,613,826</b>	<b>\$ 439,386,656</b>	<b>\$ 456,691,832</b>	<b>\$ 472,242,317</b>	<b>\$ 511,777,762</b>	<b>\$ 545,482,337</b>	<b>\$ 554,022,343</b>	<b>\$ 456,691,832</b>	<b>\$ 554,022,343</b>	
<b>Fee-Earning Assets Under Management</b>	<b>\$ 280,215,551</b>	<b>\$ 281,934,511</b>	<b>\$ 285,698,425</b>	<b>\$ 335,343,998</b>	<b>\$ 344,650,797</b>	<b>\$ 332,978,145</b>	<b>\$ 342,261,123</b>	<b>\$ 342,527,507</b>	<b>\$ 352,993,394</b>	<b>\$ 387,864,642</b>	<b>\$ 394,138,443</b>	<b>\$ 342,261,123</b>	<b>\$ 394,138,443</b>	
<b>Weighted-Average Fee-Earning AUM</b>	<b>\$ 279,582,971</b>	<b>\$ 281,966,547</b>	<b>\$ 284,114,581</b>	<b>\$ 311,353,064</b>	<b>\$ 343,211,044</b>	<b>\$ 328,594,512</b>	<b>\$ 340,994,284</b>	<b>\$ 343,514,196</b>	<b>\$ 349,589,269</b>	<b>\$ 368,900,952</b>	<b>\$ 391,977,663</b>	<b>\$ 336,496,661</b>	<b>\$ 365,664,742</b>	
<b>LP Capital Invested</b>	<b>\$ 9,709,930</b>	<b>\$ 7,799,624</b>	<b>\$ 10,043,022</b>	<b>\$ 18,663,837</b>	<b>\$ 9,323,329</b>	<b>\$ 8,026,698</b>	<b>\$ 9,358,423</b>	<b>\$ 14,218,797</b>	<b>\$ 10,844,363</b>	<b>\$ 14,461,441</b>	<b>\$ 15,920,034</b>	<b>\$ 26,708,450</b>	<b>\$ 41,225,838</b>	
<b>Total Capital Invested</b>	<b>\$ 11,840,913</b>	<b>\$ 8,382,583</b>	<b>\$ 10,925,170</b>	<b>\$ 19,529,797</b>	<b>\$ 10,119,519</b>	<b>\$ 8,351,772</b>	<b>\$ 9,894,470</b>	<b>\$ 16,349,738</b>	<b>\$ 11,783,583</b>	<b>\$ 17,669,109</b>	<b>\$ 16,156,664</b>	<b>\$ 28,365,761</b>	<b>\$ 45,609,356</b>	

LP Capital Invested and Total Capital Invested have been updated for 2Q'19.

## Real Estate

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date		
												3Q'18	3Q'19	
<b>Management Fees, Net</b>														
Base Management Fees	\$ 197,879	\$ 227,865	\$ 224,048	\$ 222,399	\$ 226,526	\$ 249,680	\$ 254,088	\$ 255,105	\$ 260,245	\$ 255,636	\$ 266,779	\$ 730,294	\$ 782,660	
Transaction and Other Fees, Net	21,279	16,087	20,616	24,799	23,088	23,859	45,678	59,888	23,911	23,990	73,385	92,625	121,286	
Management Fee Offsets	(3,550)	(5,018)	(4,232)	(3,134)	(1,668)	(3,785)	(8,265)	2,276	(280)	(1,686)	(7,635)	(13,718)	(9,601)	
Total Management Fees, Net	215,608	238,934	240,432	244,064	247,946	269,754	291,501	317,269	283,876	277,940	332,529	809,201	894,345	
Fee Related Performance Revenues	3,342	4,877	50,551	20,730	4,503	45,515	30,299	44,185	6,676	11,072	30,600	80,317	48,348	
Fee Related Compensation	(96,740)	(105,582)	(120,167)	(114,822)	(100,610)	(120,783)	(128,342)	(109,695)	(114,816)	(97,795)	(132,183)	(349,735)	(344,794)	
Other Operating Expenses	(30,864)	(33,379)	(33,256)	(38,543)	(29,417)	(36,026)	(39,787)	(41,030)	(38,986)	(40,114)	(43,897)	(105,230)	(122,997)	
<b>Fee Related Earnings</b>	<b>\$ 91,346</b>	<b>\$ 104,850</b>	<b>\$ 137,560</b>	<b>\$ 111,429</b>	<b>\$ 122,422</b>	<b>\$ 158,460</b>	<b>\$ 153,671</b>	<b>\$ 210,729</b>	<b>\$ 136,750</b>	<b>\$ 151,103</b>	<b>\$ 187,049</b>	<b>\$ 434,553</b>	<b>\$ 474,902</b>	
Realized Performance Revenues	519,413	389,442	261,159	971,360	151,181	317,509	273,309	172,985	77,182	198,573	282,379	741,999	558,134	
Realized Performance Compensation	(179,741)	(124,513)	(84,199)	(363,073)	(56,115)	(94,716)	(79,309)	(54,179)	(29,900)	(67,742)	(85,544)	(230,140)	(183,186)	
Realized Principal Investment Income (Loss)	119,579	57,599	44,449	34,276	14,690	50,199	16,197	11,439	(2,131)	47,420	17,968	81,086	63,257	
<b>Total Net Realizations</b>	<b>459,251</b>	<b>322,528</b>	<b>221,409</b>	<b>642,563</b>	<b>109,756</b>	<b>272,992</b>	<b>210,197</b>	<b>130,245</b>	<b>45,151</b>	<b>178,251</b>	<b>214,803</b>	<b>592,945</b>	<b>438,205</b>	
<b>Segment Distributable Earnings</b>	<b>\$ 550,597</b>	<b>\$ 427,378</b>	<b>\$ 358,969</b>	<b>\$ 753,992</b>	<b>\$ 232,178</b>	<b>\$ 431,452</b>	<b>\$ 363,868</b>	<b>\$ 340,974</b>	<b>\$ 181,901</b>	<b>\$ 329,354</b>	<b>\$ 401,852</b>	<b>\$ 1,027,498</b>	<b>\$ 913,107</b>	
Segment Revenues	\$ 857,942	\$ 690,852	\$ 596,591	\$ 1,270,430	\$ 418,320	\$ 682,977	\$ 611,306	\$ 545,878	\$ 365,603	\$ 535,005	\$ 663,476	\$ 1,712,603	\$ 1,564,084	
Total Assets Under Management	\$ 102,070,930	\$ 104,034,287	\$ 111,298,844	\$ 115,340,363	\$ 119,575,884	\$ 119,399,973	\$ 119,942,029	\$ 136,247,229	\$ 140,334,043	\$ 153,604,820	\$ 157,076,273	\$ 119,942,029	\$ 157,076,273	
Fee-Earning Assets Under Management	\$ 71,904,741	\$ 73,710,243	\$ 75,081,521	\$ 83,984,824	\$ 87,284,578	\$ 88,776,501	\$ 90,772,735	\$ 93,252,724	\$ 94,223,034	\$ 112,287,094	\$ 116,749,305	\$ 90,772,735	\$ 116,749,305	
Weighted-Average Fee-Earning AUM	\$ 72,268,792	\$ 73,320,319	\$ 74,340,895	\$ 77,626,395	\$ 86,670,284	\$ 88,050,906	\$ 90,280,123	\$ 92,086,794	\$ 94,392,083	\$ 101,945,422	\$ 113,636,265	\$ 87,754,854	\$ 99,935,327	
LP Capital Invested	\$ 2,590,419	\$ 2,371,918	\$ 3,778,790	\$ 10,845,388	\$ 4,254,201	\$ 4,538,154	\$ 3,977,693	\$ 5,604,384	\$ 3,040,066	\$ 3,887,091	\$ 8,016,457	\$ 12,770,048	\$ 14,943,614	
Total Capital Invested	\$ 2,651,965	\$ 2,379,922	\$ 3,841,972	\$ 11,008,356	\$ 4,342,936	\$ 4,600,382	\$ 4,053,615	\$ 5,729,441	\$ 3,090,432	\$ 3,933,090	\$ 8,165,206	\$ 12,996,933	\$ 15,188,728	

## Private Equity

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date		
												3Q'18	3Q'19	
<b>Management and Advisory Fees, Net</b>														
Base Management Fees	\$ 176,706	\$ 177,684	\$ 182,764	\$ 187,664	\$ 182,961	\$ 195,521	\$ 205,893	\$ 200,848	\$ 219,417	\$ 265,139	\$ 252,510	\$ 584,375	\$ 737,066	
Transaction, Advisory and Other Fees, Net	16,176	17,289	8,748	15,411	11,094	12,780	21,709	12,582	37,291	31,526	14,657	45,583	83,474	
Management Fee Offsets	(12,190)	(3,753)	(1,088)	(976)	(3,193)	(4,351)	(4,973)	(987)	(4,985)	(17,689)	(11,889)	(12,517)	(34,563)	
Total Management and Advisory Fees, Net	180,692	191,220	190,424	202,099	190,862	203,950	222,629	212,443	251,723	278,976	255,278	617,441	785,977	
Fee Related Compensation	(79,158)	(86,209)	(91,512)	(90,683)	(89,566)	(94,170)	(105,621)	(86,089)	(107,587)	(105,107)	(105,773)	(289,357)	(318,467)	
Other Operating Expenses	(27,761)	(28,592)	(32,166)	(32,478)	(31,151)	(36,047)	(36,654)	(29,244)	(34,201)	(40,429)	(38,235)	(103,852)	(112,865)	
<b>Fee Related Earnings</b>	<b>\$ 73,773</b>	<b>\$ 76,419</b>	<b>\$ 66,746</b>	<b>\$ 78,938</b>	<b>\$ 70,145</b>	<b>\$ 73,733</b>	<b>\$ 80,354</b>	<b>\$ 97,110</b>	<b>\$ 109,935</b>	<b>\$ 133,440</b>	<b>\$ 111,270</b>	<b>\$ 224,232</b>	<b>\$ 354,645</b>	
Realized Performance Revenues	582,681	198,168	101,918	274,421	77,123	138,171	290,012	252,100	156,599	122,907	124,231	505,306	403,737	
Realized Performance Compensation	(181,633)	(63,060)	(48,019)	(111,832)	(33,045)	(68,513)	(106,400)	(110,209)	(50,556)	(52,081)	(52,034)	(207,958)	(154,671)	
Realized Principal Investment Income	81,294	41,168	7,077	25,298	6,338	32,600	44,408	26,385	25,139	42,906	11,977	83,346	80,022	
<b>Total Net Realizations</b>	<b>482,342</b>	<b>176,276</b>	<b>60,976</b>	<b>187,887</b>	<b>50,416</b>	<b>102,258</b>	<b>228,020</b>	<b>168,276</b>	<b>131,182</b>	<b>113,732</b>	<b>84,174</b>	<b>380,694</b>	<b>329,088</b>	
<b>Segment Distributable Earnings</b>	<b>\$ 556,115</b>	<b>\$ 252,695</b>	<b>\$ 127,722</b>	<b>\$ 266,825</b>	<b>\$ 120,561</b>	<b>\$ 175,991</b>	<b>\$ 308,374</b>	<b>\$ 265,386</b>	<b>\$ 241,117</b>	<b>\$ 247,172</b>	<b>\$ 195,444</b>	<b>\$ 604,926</b>	<b>\$ 683,733</b>	
Segment Revenues	\$ 844,667	\$ 430,556	\$ 299,419	\$ 501,818	\$ 274,323	\$ 374,721	\$ 557,049	\$ 490,928	\$ 433,461	\$ 444,789	\$ 391,486	\$ 1,206,093	\$ 1,269,736	
Total Assets Under Management	\$ 99,707,057	\$ 100,019,716	\$ 102,453,979	\$ 105,560,576	\$ 111,414,214	\$ 119,524,518	\$ 126,184,368	\$ 130,665,286	\$ 158,988,748	\$ 171,171,687	\$ 173,858,400	\$ 126,184,368	\$ 173,858,400	
Fee-Earning Assets Under Management	\$ 68,227,286	\$ 68,029,670	\$ 67,538,062	\$ 70,140,883	\$ 72,398,415	\$ 78,045,697	\$ 78,195,072	\$ 80,008,166	\$ 85,446,868	\$ 96,467,272	\$ 97,936,871	\$ 78,195,072	\$ 97,936,871	
Weighted-Average Fee-Earning AUM	\$ 68,613,668	\$ 68,194,287	\$ 67,606,365	\$ 68,815,882	\$ 71,881,372	\$ 73,587,774	\$ 78,938,034	\$ 79,101,203	\$ 83,353,397	\$ 89,368,698	\$ 97,708,402	\$ 74,511,980	\$ 89,555,567	
LP Capital Invested	\$ 4,736,388	\$ 3,846,841	\$ 3,725,919	\$ 4,614,237	\$ 3,301,949	\$ 2,356,960	\$ 2,981,402	\$ 5,541,364	\$ 6,428,992	\$ 6,313,652	\$ 5,229,292	\$ 8,640,311	\$ 17,971,936	
Total Capital Invested	\$ 6,748,859	\$ 4,221,479	\$ 4,279,062	\$ 4,929,609	\$ 3,955,198	\$ 2,586,395	\$ 3,276,586	\$ 6,833,187	\$ 7,106,190	\$ 7,914,780	\$ 5,808,814	\$ 9,818,179	\$ 20,829,784	

LP Capital Invested and Total Capital Invested have been updated for 2Q'19.

## Hedge Fund Solutions

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date	
												3Q'18	3Q'19
<b>Management Fees, Net</b>													
Base Management Fees	\$ 128,468	\$ 128,698	\$ 129,410	\$ 129,472	\$ 129,228	\$ 129,553	\$ 129,554	\$ 131,447	\$ 137,328	\$ 136,990	\$ 140,694	\$ 388,335	\$ 415,012
Transaction and Other Fees, Net	259	1,696	48	977	345	812	766	1,257	318	723	691	1,923	1,732
Management Fee Offsets	-	-	(28)	(65)	-	-	-	(93)	-	-	(18)	-	(18)
<b>Total Management Fees, Net</b>	<b>128,727</b>	<b>130,394</b>	<b>129,430</b>	<b>130,384</b>	<b>129,573</b>	<b>130,365</b>	<b>130,320</b>	<b>132,611</b>	<b>137,646</b>	<b>137,713</b>	<b>141,367</b>	<b>390,258</b>	<b>416,726</b>
Fee Related Compensation	(37,865)	(39,278)	(37,450)	(32,331)	(39,639)	(40,533)	(43,443)	(38,557)	(42,954)	(36,622)	(38,898)	(123,615)	(118,474)
Other Operating Expenses	(16,379)	(16,318)	(17,958)	(17,610)	(18,785)	(18,494)	(20,753)	(19,740)	(17,885)	(21,112)	(20,495)	(58,032)	(59,492)
<b>Fee Related Earnings</b>	<b>\$ 74,483</b>	<b>\$ 74,798</b>	<b>\$ 74,022</b>	<b>\$ 80,443</b>	<b>\$ 71,149</b>	<b>\$ 71,338</b>	<b>\$ 66,124</b>	<b>\$ 74,314</b>	<b>\$ 76,807</b>	<b>\$ 79,979</b>	<b>\$ 81,974</b>	<b>\$ 208,611</b>	<b>\$ 238,760</b>
Realized Performance Revenues	14,684	6,995	14,217	118,447	10,177	7,270	3,985	20,987	4,091	11,960	1,848	21,432	17,899
Realized Performance Compensation	(4,171)	(2,008)	(3,588)	(30,940)	(2,923)	(2,546)	(1,922)	(14,401)	(1,413)	(2,175)	(1,000)	(7,391)	(4,588)
Realized Principal Investment Income (Loss)	(632)	225	1,316	8,165	640	7,766	2,024	6,609	(283)	12,306	1,480	10,430	13,503
<b>Total Net Realizations</b>	<b>9,881</b>	<b>5,212</b>	<b>11,945</b>	<b>95,672</b>	<b>7,894</b>	<b>12,490</b>	<b>4,087</b>	<b>13,195</b>	<b>2,395</b>	<b>22,091</b>	<b>2,328</b>	<b>24,471</b>	<b>26,814</b>
<b>Segment Distributable Earnings</b>	<b>\$ 84,364</b>	<b>\$ 80,010</b>	<b>\$ 85,967</b>	<b>\$ 176,115</b>	<b>\$ 79,043</b>	<b>\$ 83,828</b>	<b>\$ 70,211</b>	<b>\$ 87,509</b>	<b>\$ 79,202</b>	<b>\$ 102,070</b>	<b>\$ 84,302</b>	<b>\$ 233,082</b>	<b>\$ 265,574</b>
<b>Segment Revenues</b>													
Total Assets Under Management	\$ 73,303,381	\$ 72,476,444	\$ 74,219,563	\$ 75,090,834	\$ 78,657,551	\$ 77,403,078	\$ 80,005,136	\$ 77,814,516	\$ 80,182,772	\$ 81,435,680	\$ 81,154,390	\$ 80,005,136	\$ 81,154,390
Fee-Earning Assets Under Management	\$ 68,812,528	\$ 67,824,464	\$ 69,037,961	\$ 69,914,061	\$ 73,570,498	\$ 71,889,290	\$ 74,558,599	\$ 72,280,606	\$ 73,647,014	\$ 74,653,420	\$ 74,877,976	\$ 74,558,599	\$ 74,877,976
Weighted-Average Fee-Earning AUM	\$ 68,406,531	\$ 69,301,130	\$ 68,957,501	\$ 71,101,632	\$ 72,979,993	\$ 73,635,114	\$ 74,637,255	\$ 74,232,169	\$ 73,458,940	\$ 74,793,579	\$ 76,166,677	\$ 73,954,966	\$ 74,958,957
LP Capital Invested	\$ 121,857	\$ 89,985	\$ 360,748	\$ 328,640	\$ 755,818	\$ 112,753	\$ 226,086	\$ 376,061	\$ 108,006	\$ 1,101,801	\$ 1,264,167	\$ 1,094,657	\$ 2,473,974
Total Capital Invested	\$ 121,888	\$ 93,191	\$ 363,420	\$ 383,070	\$ 785,874	\$ 113,108	\$ 227,870	\$ 575,115	\$ 231,590	\$ 2,101,802	\$ 659,457	\$ 1,126,852	\$ 2,992,849

Credit

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date		
												3Q'18	3Q'19	
<b>Management Fees, Net</b>														
Base Management Fees	\$ 139,905	\$ 137,121	\$ 133,680	\$ 156,628	\$ 168,441	\$ 118,161	\$ 132,071	\$ 135,248	\$ 140,528	\$ 147,550	\$ 149,746	\$ 418,673	\$ 437,824	
Transaction and Other Fees, Net	2,508	3,820	2,883	4,220	2,539	3,461	5,791	3,849	3,630	5,256	3,969	11,791	12,855	
Management Fee Offsets	(17,859)	(4,653)	(4,867)	(5,003)	(3,317)	(2,697)	(3,093)	(3,225)	(3,341)	(3,279)	(2,544)	(9,107)	(9,164)	
<b>Total Management Fees, Net</b>	<b>124,554</b>	<b>136,288</b>	<b>131,696</b>	<b>155,845</b>	<b>167,663</b>	<b>118,925</b>	<b>134,769</b>	<b>135,872</b>	<b>140,817</b>	<b>149,527</b>	<b>151,171</b>	<b>421,357</b>	<b>441,515</b>	
Fee Related Performance Revenues	23,872	23,479	15,235	27,359	(666)	-	-	-	1,103	2,552	3,625	(666)	7,280	
Fee Related Compensation	(60,315)	(61,442)	(57,888)	(74,197)	(66,259)	(50,757)	(57,139)	(44,943)	(58,674)	(54,310)	(52,980)	(174,155)	(165,964)	
Other Operating Expenses	(21,458)	(27,549)	(23,237)	(27,318)	(27,739)	(31,899)	(31,551)	(40,011)	(32,239)	(40,466)	(41,724)	(91,189)	(114,429)	
<b>Fee Related Earnings</b>	<b>\$ 66,653</b>	<b>\$ 70,776</b>	<b>\$ 65,806</b>	<b>\$ 81,689</b>	<b>\$ 72,999</b>	<b>\$ 36,269</b>	<b>\$ 46,079</b>	<b>\$ 50,918</b>	<b>\$ 51,007</b>	<b>\$ 57,303</b>	<b>\$ 60,092</b>	<b>\$ 155,347</b>	<b>\$ 168,402</b>	
Realized Performance Revenues	14,467	20,438	27,427	132,570	39,890	14,594	4,853	37,625	8,897	7,946	12,382	59,337	29,225	
Realized Performance Compensation	(8,433)	(11,945)	(13,002)	(67,454)	(22,746)	(7,119)	(3,142)	(20,856)	(3,371)	(3,468)	(5,292)	(33,007)	(12,131)	
Realized Principal Investment Income	2,653	1,895	7,346	4,486	7,025	4,082	2,991	2,665	3,183	20,925	4,723	14,098	28,831	
<b>Total Net Realizations</b>	<b>8,687</b>	<b>10,388</b>	<b>21,771</b>	<b>69,602</b>	<b>24,169</b>	<b>11,557</b>	<b>4,702</b>	<b>19,434</b>	<b>8,709</b>	<b>25,403</b>	<b>11,813</b>	<b>40,428</b>	<b>45,925</b>	
<b>Segment Distributable Earnings</b>	<b>\$ 75,340</b>	<b>\$ 81,164</b>	<b>\$ 87,577</b>	<b>\$ 151,291</b>	<b>\$ 97,168</b>	<b>\$ 47,826</b>	<b>\$ 50,781</b>	<b>\$ 70,352</b>	<b>\$ 59,716</b>	<b>\$ 82,706</b>	<b>\$ 71,905</b>	<b>\$ 195,775</b>	<b>\$ 214,327</b>	
Segment Revenues	\$ 165,546	\$ 182,100	\$ 181,704	\$ 320,260	\$ 213,912	\$ 137,601	\$ 142,613	\$ 176,162	\$ 154,000	\$ 180,950	\$ 171,901	\$ 494,126	\$ 506,851	
Total Assets Under Management	\$ 93,115,549	\$ 94,525,834	\$ 99,477,360	\$ 138,136,470	\$ 139,966,177	\$ 123,059,087	\$ 130,560,299	\$ 127,515,286	\$ 132,272,199	\$ 139,270,150	\$ 141,933,280	\$ 130,560,299	\$ 141,933,280	
Fee-Earning Assets Under Management	\$ 71,270,996	\$ 72,370,134	\$ 74,040,881	\$ 111,304,230	\$ 111,397,306	\$ 94,266,657	\$ 98,734,717	\$ 96,986,011	\$ 99,676,478	\$ 104,456,856	\$ 104,574,291	\$ 98,734,717	\$ 104,574,291	
Weighted-Average Fee-Earning AUM	\$ 70,293,980	\$ 71,150,811	\$ 73,209,820	\$ 93,809,155	\$ 111,679,395	\$ 93,320,718	\$ 97,138,872	\$ 98,094,030	\$ 98,384,849	\$ 102,793,253	\$ 104,466,319	\$ 100,274,861	\$ 101,214,891	
LP Capital Invested	\$ 2,261,266	\$ 1,490,880	\$ 2,177,565	\$ 2,875,572	\$ 1,011,361	\$ 1,018,831	\$ 2,173,242	\$ 2,696,988	\$ 1,267,299	\$ 3,158,897	\$ 1,410,118	\$ 4,203,434	\$ 5,836,314	
Total Capital Invested	\$ 2,318,201	\$ 1,687,991	\$ 2,440,716	\$ 3,208,762	\$ 1,035,511	\$ 1,051,887	\$ 2,336,399	\$ 3,211,995	\$ 1,355,371	\$ 3,719,437	\$ 1,523,187	\$ 4,423,797	\$ 6,597,995	

## Total Segments

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management and Advisory Fees, Net					
Base Management Fees	\$ 1,987,529	\$ 2,196,583	\$ 2,397,779	\$ 2,680,391	\$ 2,844,325
Transaction, Advisory and Other Fees, Net	667,282	461,816	144,858	156,816	229,498
Management Fee Offsets	(86,771)	(93,494)	(79,644)	(66,416)	(37,371)
Total Management and Advisory Fees, Net	2,568,040	2,564,905	2,462,993	2,770,791	3,036,452
Fee Related Performance Revenues	63,921	101,119	101,430	169,445	123,836
Fee Related Compensation	(1,139,738)	(1,136,083)	(1,054,438)	(1,185,639)	(1,216,146)
Other Operating Expenses	(420,927)	(448,575)	(431,836)	(424,866)	(488,328)
<b>Fee Related Earnings</b>	<b>\$ 1,071,296</b>	<b>\$ 1,081,366</b>	<b>\$ 1,078,149</b>	<b>\$ 1,329,731</b>	<b>\$ 1,455,814</b>
Realized Performance Revenues	2,648,420	3,299,503	1,545,586	3,647,807	1,811,771
Realized Performance Compensation	(891,289)	(829,838)	(483,257)	(1,297,611)	(678,141)
Realized Principal Investment Income	543,425	418,808	199,869	436,194	236,058
<b>Total Net Realizations</b>	<b>2,300,556</b>	<b>2,888,473</b>	<b>1,262,198</b>	<b>2,786,390</b>	<b>1,369,688</b>
<b>Total Segment Distributable Earnings</b>	<b>\$ 3,371,852</b>	<b>\$ 3,969,839</b>	<b>\$ 2,340,347</b>	<b>\$ 4,116,121</b>	<b>\$ 2,825,502</b>
Net Interest Income (Loss)	(36,511)	(44,181)	(51,623)	(49,918)	21,925
Taxes and Related Payables	(280,788)	(90,470)	(167,149)	(189,988)	(153,865)
<b>Distributable Earnings</b>	<b>\$ 3,054,553</b>	<b>\$ 3,835,188</b>	<b>\$ 2,121,575</b>	<b>\$ 3,876,215</b>	<b>\$ 2,693,562</b>
Total Segment Revenues	\$ 5,823,806	\$ 6,384,335	\$ 4,309,878	\$ 7,024,237	\$ 5,208,117
Total Assets Under Management	\$ 290,381,069	\$ 336,384,575	\$ 366,553,465	\$ 434,128,243	\$ 472,242,317
Fee-Earning Assets Under Management	\$ 216,691,799	\$ 246,146,372	\$ 277,092,672	\$ 335,343,998	\$ 342,527,507
Weighted-Average Fee-Earning AUM	\$ 212,324,209	\$ 240,378,333	\$ 264,986,623	\$ 289,116,993	\$ 338,819,012
LP Capital Invested	\$ 24,369,501	\$ 30,505,046	\$ 22,421,750	\$ 46,216,413	\$ 40,927,247
Total Capital Invested	\$ 26,375,960	\$ 32,355,310	\$ 23,275,410	\$ 50,678,463	\$ 44,715,499

## Real Estate

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management Fees, Net					
Base Management Fees	\$ 628,502	\$ 668,575	\$ 795,161	\$ 872,191	\$ 985,399
Transaction and Other Fees, Net	91,610	110,577	95,324	82,781	152,513
Management Fee Offsets	(34,443)	(26,840)	(7,322)	(15,934)	(11,442)
Total Management Fees, Net	685,669	752,312	883,163	939,038	1,126,470
Fee Related Performance Revenues	1,657	10,459	18,178	79,500	124,502
Fee Related Compensation	(320,101)	(350,745)	(379,331)	(437,311)	(459,430)
Other Operating Expenses	(105,995)	(125,513)	(137,581)	(136,042)	(146,260)
<b>Fee Related Earnings</b>	<b>\$ 261,230</b>	<b>\$ 286,513</b>	<b>\$ 384,429</b>	<b>\$ 445,185</b>	<b>\$ 645,282</b>
Realized Performance Revenues	1,497,604	1,641,427	1,214,931	2,141,374	914,984
Realized Performance Compensation	(438,130)	(487,497)	(335,147)	(751,526)	(284,319)
Realized Principal Investment Income	309,095	235,582	122,712	255,903	92,525
<b>Total Net Realizations</b>	<b>1,368,569</b>	<b>1,389,512</b>	<b>1,002,496</b>	<b>1,645,751</b>	<b>723,190</b>
<b>Segment Distributable Earnings</b>	<b>\$ 1,629,799</b>	<b>\$ 1,676,025</b>	<b>\$ 1,386,925</b>	<b>\$ 2,090,936</b>	<b>\$ 1,368,472</b>
Segment Revenues	\$ 2,494,025	\$ 2,639,780	\$ 2,238,984	\$ 3,415,815	\$ 2,258,481
Total Assets Under Management	\$ 80,863,187	\$ 93,917,824	\$ 101,963,652	\$ 115,340,363	\$ 136,247,229
Fee-Earning Assets Under Management	\$ 52,563,068	\$ 67,345,357	\$ 72,030,054	\$ 83,984,824	\$ 93,252,724
Weighted-Average Fee-Earning AUM	\$ 53,589,873	\$ 63,722,064	\$ 67,503,830	\$ 74,421,496	\$ 89,079,874
LP Capital Invested	\$ 11,235,142	\$ 16,259,362	\$ 10,969,746	\$ 19,586,515	\$ 18,374,432
Total Capital Invested	\$ 11,530,152	\$ 16,603,472	\$ 11,176,257	\$ 19,882,215	\$ 18,726,374



## Private Equity

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management and Advisory Fees, Net					
Base Management Fees	\$ 415,841	\$ 502,640	\$ 555,593	\$ 724,818	\$ 785,223
Transaction, Advisory and Other Fees, Net	157,621	46,819	39,283	57,624	58,165
Management Fee Offsets	(19,146)	(36,760)	(34,810)	(18,007)	(13,504)
Total Management and Advisory Fees, Net	554,316	512,699	560,066	764,435	829,884
Fee Related Compensation	(269,685)	(270,337)	(298,149)	(347,562)	(375,446)
Other Operating Expenses	(104,246)	(142,985)	(130,685)	(120,997)	(133,096)
<b>Fee Related Earnings</b>	<b>\$ 180,385</b>	<b>\$ 99,377</b>	<b>\$ 131,232</b>	<b>\$ 295,876</b>	<b>\$ 321,342</b>
Realized Performance Revenues	754,402	1,474,987	245,268	1,157,188	757,406
Realized Performance Compensation	(266,393)	(256,922)	(110,882)	(404,544)	(318,167)
Realized Principal Investment Income	202,719	189,649	73,377	154,837	109,731
<b>Total Net Realizations</b>	<b>690,728</b>	<b>1,407,714</b>	<b>207,763</b>	<b>907,481</b>	<b>548,970</b>
<b>Segment Distributable Earnings</b>	<b>\$ 871,113</b>	<b>\$ 1,507,091</b>	<b>\$ 338,995</b>	<b>\$ 1,203,357</b>	<b>\$ 870,312</b>
Segment Revenues	\$ 1,511,437	\$ 2,177,335	\$ 878,711	\$ 2,076,460	\$ 1,697,021
Total Assets Under Management	\$ 73,073,252	\$ 94,280,074	\$ 100,189,994	\$ 105,560,576	\$ 130,665,286
Fee-Earning Assets Under Management	\$ 43,890,167	\$ 51,451,196	\$ 69,110,457	\$ 70,140,883	\$ 80,008,166
Weighted-Average Fee-Earning AUM	\$ 44,178,572	\$ 51,008,387	\$ 66,103,146	\$ 68,739,122	\$ 75,911,259
LP Capital Invested	\$ 9,623,273	\$ 10,219,178	\$ 7,443,607	\$ 16,923,385	\$ 14,181,675
Total Capital Invested	\$ 11,196,998	\$ 11,415,471	\$ 7,911,511	\$ 20,179,009	\$ 16,651,366

## Hedge Fund Solutions

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management Fees, Net					
Base Management Fees	\$ 482,981	\$ 524,386	\$ 521,736	\$ 516,048	\$ 519,782
Transaction and Other Fees, Net	569	317	1,061	2,980	3,180
Management Fee Offsets	(5,014)	171	-	(93)	(93)
Total Management Fees, Net	478,536	524,874	522,797	518,935	522,869
Fee Related Compensation	(124,960)	(145,906)	(153,645)	(146,924)	(162,172)
Other Operating Expenses	(66,392)	(63,468)	(75,870)	(68,265)	(77,772)
<b>Fee Related Earnings</b>	<b>\$ 287,184</b>	<b>\$ 315,500</b>	<b>\$ 293,282</b>	<b>\$ 303,746</b>	<b>\$ 282,925</b>
Realized Performance Revenues	140,529	68,197	42,177	154,343	42,419
Realized Performance Compensation	(40,095)	(22,640)	(15,029)	(40,707)	(21,792)
Realized Principal Investment Income (Loss)	21,550	(12,741)	(7,224)	9,074	17,039
<b>Total Net Realizations</b>	<b>121,984</b>	<b>32,816</b>	<b>19,924</b>	<b>122,710</b>	<b>37,666</b>
<b>Segment Distributable Earnings</b>	<b>\$ 409,168</b>	<b>\$ 348,316</b>	<b>\$ 313,206</b>	<b>\$ 426,456</b>	<b>\$ 320,591</b>
Segment Revenues	\$ 640,615	\$ 580,330	\$ 557,750	\$ 682,352	\$ 582,327
Total Assets Under Management	\$ 63,585,670	\$ 69,105,425	\$ 71,119,718	\$ 75,090,834	\$ 77,814,516
Fee-Earning Assets Under Management	\$ 61,417,558	\$ 65,665,439	\$ 66,987,553	\$ 69,914,061	\$ 72,280,606
Weighted-Average Fee-Earning AUM	\$ 58,548,866	\$ 65,203,649	\$ 66,585,721	\$ 69,568,964	\$ 73,993,826
LP Capital Invested	\$ 854,128	\$ 243,241	\$ 753,548	\$ 901,230	\$ 1,470,718
Total Capital Invested	\$ 898,557	\$ 252,368	\$ 774,443	\$ 961,569	\$ 1,701,967

## Credit

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management Fees, Net					
Base Management Fees	\$ 460,205	\$ 500,982	\$ 525,289	\$ 567,334	\$ 553,921
Transaction and Other Fees, Net	18,161	6,371	9,190	13,431	15,640
Management Fee Offsets	(28,168)	(30,065)	(37,512)	(32,382)	(12,332)
Total Management Fees, Net	450,198	477,288	496,967	548,383	557,229
Fee Related Performance Revenues	62,264	90,660	83,252	89,945	(666)
Fee Related Compensation	(214,098)	(215,442)	(223,313)	(253,842)	(219,098)
Other Operating Expenses	(70,204)	(66,879)	(87,700)	(99,562)	(131,200)
<b>Fee Related Earnings</b>	<b>\$ 228,160</b>	<b>\$ 285,627</b>	<b>\$ 269,206</b>	<b>\$ 284,924</b>	<b>\$ 206,265</b>
Realized Performance Revenues	255,885	114,892	43,210	194,902	96,962
Realized Performance Compensation	(146,671)	(62,779)	(22,199)	(100,834)	(53,863)
Realized Principal Investment Income	9,354	7,186	11,004	16,380	16,763
<b>Total Net Realizations</b>	<b>118,568</b>	<b>59,299</b>	<b>32,015</b>	<b>110,448</b>	<b>59,862</b>
<b>Segment Distributable Earnings</b>	<b>\$ 346,728</b>	<b>\$ 344,926</b>	<b>\$ 301,221</b>	<b>\$ 395,372</b>	<b>\$ 266,127</b>
Segment Revenues	\$ 777,701	\$ 690,026	\$ 634,433	\$ 849,610	\$ 670,288
Total Assets Under Management	\$ 72,858,960	\$ 79,081,252	\$ 93,280,101	\$ 138,136,470	\$ 127,515,286
Fee-Earning Assets Under Management	\$ 58,821,006	\$ 61,684,380	\$ 68,964,608	\$ 111,304,230	\$ 96,986,011
Weighted-Average Fee-Earning AUM	\$ 56,006,898	\$ 60,444,233	\$ 64,793,926	\$ 76,387,411	\$ 99,834,053
LP Capital Invested	\$ 2,656,958	\$ 3,783,265	\$ 3,254,849	\$ 8,805,283	\$ 6,900,422
Total Capital Invested	\$ 2,750,253	\$ 4,083,999	\$ 3,413,199	\$ 9,655,670	\$ 7,635,792

## Financial Advisory

(Dollars in Thousands)	2014	2015	2016	2017	2018
Management and Advisory Fees, Net					
Transaction, Advisory and Other Fees, Net	\$ 399,321	\$ 297,732	\$ -	\$ -	\$ -
Total Management and Advisory Fees, Net	399,321	297,732	-	-	-
Fee Related Compensation	(210,894)	(153,653)	-	-	-
Other Operating Expenses	(74,090)	(49,730)	-	-	-
<b>Fee Related Earnings</b>	<b>\$ 114,337</b>	<b>\$ 94,349</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Realized Principal Investment Income (Loss)	707	(868)	-	-	-
<b>Total Net Realizations</b>	<b>707</b>	<b>(868)</b>	-	-	-
<b>Segment Distributable Earnings</b>	<b>\$ 115,044</b>	<b>\$ 93,481</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>
Segment Revenues	\$ 400,028	\$ 296,864	\$ -	\$ -	\$ -

**Note:** On October 1, 2015 Blackstone spun-off its Financial Advisory business, which did not include Blackstone's capital markets services business. The results of Blackstone's capital markets services business have been reclassified from the Financial Advisory segment to the Private Equity segment. All prior periods have been recast to reflect this reclassification.

## GAAP - Consolidated Statements of Operations

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date	
												3Q'18	3Q'19
<b>Revenues</b>													
Management and Advisory Fees, Net	\$ 645,484	\$ 690,857	\$ 685,922	\$ 729,059	\$ 728,849	\$ 721,384	\$ 780,009	\$ 797,554	\$ 809,726	\$ 840,378	\$ 878,151	\$ 2,230,242	\$ 2,528,255
Incentive Fees	46,511	40,303	35,513	120,187	12,566	19,378	9,799	15,797	12,132	21,915	8,254	41,743	42,301
Investment Income (Loss)													
Performance Allocations													
Realized	1,111,905	602,662	434,982	1,422,262	269,640	503,376	592,103	511,388	242,375	332,520	446,550	1,365,119	1,021,445
Unrealized	(124,621)	95,532	406,649	(483,033)	628,089	440,351	299,238	(806,305)	663,999	157,732	176,370	1,367,678	998,101
Principal Investments													
Realized	251,344	125,058	74,805	184,562	42,145	129,197	134,619	109,901	73,261	145,040	74,642	305,961	292,943
Unrealized	(40,188)	7,275	96,085	(20,567)	111,774	103,468	52,840	(218,165)	169,044	(37,345)	15,391	268,082	147,090
Total Investment Income (Loss)	1,198,440	830,527	1,012,521	1,103,224	1,051,648	1,176,392	1,078,800	(403,181)	1,148,679	597,947	712,953	3,306,840	2,459,579
Interest and Dividend Revenue	28,495	33,703	36,974	40,524	35,385	40,073	48,604	47,885	44,084	43,686	42,482	124,062	130,252
Other	(4,212)	(59,664)	(35,572)	(33,781)	(59,317)	675,343	9,368	46,923	10,250	(17,120)	93,273	625,394	86,403
<b>Total Revenues</b>	<b>1,914,718</b>	<b>1,535,726</b>	<b>1,735,358</b>	<b>1,959,213</b>	<b>1,769,131</b>	<b>2,632,570</b>	<b>1,926,580</b>	<b>504,978</b>	<b>2,024,871</b>	<b>1,486,806</b>	<b>1,735,113</b>	<b>6,328,281</b>	<b>5,246,790</b>
<b>Expenses</b>													
Compensation and Benefits													
Compensation	351,589	367,203	359,209	364,484	389,403	427,479	419,285	373,790	471,397	438,521	462,766	1,236,167	1,372,684
Incentive Fee Compensation	22,465	21,032	18,332	43,450	6,662	9,743	7,251	10,260	5,406	8,886	5,419	23,656	19,711
Performance Allocations Compensation													
Realized	366,478	195,738	162,505	557,244	112,062	186,398	200,442	212,174	86,395	125,825	155,663	498,902	367,883
Unrealized	7,533	86,910	175,534	(166,183)	254,435	189,991	178,184	(302,868)	287,015	64,518	94,907	622,610	446,440
Total Compensation and Benefits	748,065	670,883	715,580	798,995	762,562	813,611	805,162	293,356	850,213	637,750	718,755	2,381,335	2,206,718
General, Administrative and Other	109,386	119,552	121,036	138,608	126,713	145,828	168,813	153,519	146,062	175,308	171,067	441,354	492,437
Interest Expense	40,246	41,089	41,545	74,606	38,671	39,320	41,355	44,644	42,002	43,596	53,362	119,346	138,960
Fund Expenses	24,076	49,669	26,350	32,692	54,985	17,622	2,302	3,577	2,887	5,586	4,036	74,909	12,509
<b>Total Expenses</b>	<b>921,773</b>	<b>881,193</b>	<b>904,511</b>	<b>1,044,901</b>	<b>982,931</b>	<b>1,016,381</b>	<b>1,017,632</b>	<b>495,096</b>	<b>1,041,164</b>	<b>862,240</b>	<b>947,220</b>	<b>3,016,944</b>	<b>2,850,624</b>
<b>Other Income</b>													
Reduction of Tax Receivable Agreement Liability	-	-	-	403,855	-	-	-	-	-	-	174,606	-	174,606
Net Gains (Loss) from Fund Investment Activities	66,132	110,054	63,448	81,963	110,599	73,519	66,838	(59,234)	130,325	61,131	48,450	250,956	239,906
<b>Income (Loss) Before Provision for Taxes</b>	<b>\$ 1,059,077</b>	<b>\$ 764,587</b>	<b>\$ 894,295</b>	<b>\$ 1,400,130</b>	<b>\$ 896,799</b>	<b>\$ 1,689,708</b>	<b>\$ 975,786</b>	<b>\$ (49,352)</b>	<b>\$ 1,114,032</b>	<b>\$ 685,697</b>	<b>\$ 1,010,949</b>	<b>\$ 3,562,293</b>	<b>\$ 2,810,678</b>
Provision for Taxes	57,437	29,608	59,512	596,590	54,495	138,731	26,798	29,366	41,155	38,736	(156,786)	220,024	(76,895)
<b>Net Income (Loss)</b>	<b>\$ 1,001,640</b>	<b>\$ 734,979</b>	<b>\$ 834,783</b>	<b>\$ 803,540</b>	<b>\$ 842,304</b>	<b>\$ 1,550,977</b>	<b>\$ 948,988</b>	<b>\$ (78,718)</b>	<b>\$ 1,072,877</b>	<b>\$ 646,961</b>	<b>\$ 1,167,735</b>	<b>\$ 3,342,269</b>	<b>\$ 2,887,573</b>
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities													
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	2,000	991	3,215	7,600	(1,275)	905	2,569	(4,303)	2,480	1,095	(8)	2,199	3,567
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings													
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	138,685	112,944	113,446	132,364	155,499	129,078	143,101	(68,800)	186,833	80,744	88,406	427,678	355,983
Net Income (Loss) Attributable to The Blackstone Group Inc. ("BX")	409,046	283,637	340,202	359,438	320,208	678,952	360,576	5,253	402,260	259,330	299,900	1,359,736	961,490
<b>Net Income (Loss) Attributable to The Blackstone Group Inc. ("BX")</b>	<b>\$ 451,909</b>	<b>\$ 337,407</b>	<b>\$ 377,920</b>	<b>\$ 304,138</b>	<b>\$ 367,872</b>	<b>\$ 742,042</b>	<b>\$ 442,742</b>	<b>\$ (10,868)</b>	<b>\$ 481,304</b>	<b>\$ 305,792</b>	<b>\$ 779,437</b>	<b>\$ 1,552,656</b>	<b>\$ 1,566,533</b>

## GAAP - Consolidated Statements of Operations

(Dollars in Thousands)	2014	2015	2016	2017	2018
<b>Revenues</b>					
Management and Advisory Fees, Net	\$ 2,522,847	\$ 2,566,449	\$ 2,464,290	\$ 2,751,322	\$ 3,027,796
Incentive Fees	173,106	168,554	149,928	242,514	57,540
Investment Income (Loss)					
Performance Allocations					
Realized	2,525,981	3,229,974	1,495,439	3,571,811	1,876,507
Unrealized	1,692,046	(1,589,686)	530,114	(105,473)	561,373
Principal Investments					
Realized	523,735	555,171	278,737	635,769	415,862
Unrealized	10,265	(350,529)	77,314	42,605	49,917
Total Investment Income	4,752,027	1,844,930	2,381,604	4,144,712	2,903,659
Interest and Dividend Revenue	69,809	94,957	95,724	139,696	171,947
Other	9,405	7,782	54,753	(133,229)	672,317
<b>Total Revenues</b>	<b>7,527,194</b>	<b>4,682,672</b>	<b>5,146,299</b>	<b>7,145,015</b>	<b>6,833,259</b>
<b>Expenses</b>					
Compensation and Benefits					
Compensation	1,868,868	1,726,191	1,335,408	1,442,485	1,609,957
Incentive Fee Compensation	78,271	77,291	68,921	105,279	33,916
Performance Allocations Compensation					
Realized	847,471	802,455	465,129	1,281,965	711,076
Unrealized	368,493	(309,422)	333,528	103,794	319,742
Total Compensation and Benefits	3,163,103	2,296,515	2,202,986	2,933,523	2,674,691
General, Administrative and Other	575,058	600,047	541,624	488,582	594,873
Interest Expense	121,524	144,522	152,654	197,486	163,990
Fund Expenses	30,498	79,499	52,181	132,787	78,486
<b>Total Expenses</b>	<b>3,890,183</b>	<b>3,120,583</b>	<b>2,949,445</b>	<b>3,752,378</b>	<b>3,512,040</b>
<b>Other Income</b>					
Reduction of Tax Receivable Agreement Liability	-	82,707	-	403,855	-
Net Gains from Fund Investment Activities	357,854	176,364	184,750	321,597	191,722
<b>Income Before Provision for Taxes</b>	<b>\$ 3,994,865</b>	<b>\$ 1,821,160</b>	<b>\$ 2,381,604</b>	<b>\$ 4,118,089</b>	<b>\$ 3,512,941</b>
Provision for Taxes	291,173	190,398	132,362	743,147	249,390
<b>Net Income</b>	<b>\$ 3,703,692</b>	<b>\$ 1,630,762</b>	<b>\$ 2,249,242</b>	<b>\$ 3,374,942</b>	<b>\$ 3,263,551</b>
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	74,794	11,145	3,977	13,806	(2,104)
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	335,070	219,900	246,152	497,439	358,878
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	1,705,001	686,529	960,099	1,392,323	1,364,989
<b>Net Income Attributable to The Blackstone Group Inc. ("BX")</b>	<b>\$ 1,588,827</b>	<b>\$ 713,188</b>	<b>\$ 1,039,014</b>	<b>\$ 1,471,374</b>	<b>\$ 1,541,788</b>

## Reconciliation of GAAP to Non-GAAP Measures

(Dollars in Thousands)	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	Year-to-Date	
												3Q'18	3Q'19
<b>Net Income (Loss) Attributable to The Blackstone Group Inc.</b>	\$ 451,909	\$ 337,407	\$ 377,920	\$ 304,138	\$ 367,872	\$ 742,042	\$ 442,742	\$ (10,868)	\$ 481,304	\$ 305,792	\$ 779,437	\$ 1,552,656	\$ 1,566,533
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	409,046	283,637	340,202	359,438	320,208	678,952	360,576	5,253	402,260	259,330	299,900	1,359,736	961,490
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	138,685	112,944	113,446	132,364	155,499	129,078	143,101	(68,800)	186,833	80,744	88,406	427,678	355,983
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	2,000	991	3,215	7,600	(1,275)	905	2,569	(4,303)	2,480	1,095	(8)	2,199	3,567
<b>Net Income (Loss)</b>	\$ 1,001,640	\$ 734,979	\$ 834,783	\$ 803,540	\$ 842,304	\$ 1,550,977	\$ 948,988	\$ (78,718)	\$ 1,072,877	\$ 646,961	\$ 1,167,735	\$ 3,342,269	\$ 2,887,573
Provision for Taxes	57,437	29,608	59,512	596,590	54,495	138,731	26,798	29,366	41,155	38,736	(156,786)	220,024	(76,895)
<b>Income (Loss) Before Provision for Taxes</b>	\$ 1,059,077	\$ 764,587	\$ 894,295	\$ 1,400,130	\$ 896,799	\$ 1,689,708	\$ 975,786	\$ (49,352)	\$ 1,114,032	\$ 685,697	\$ 1,010,949	\$ 3,562,293	\$ 2,810,678
Transaction-Related Charges (a)	56,979	57,831	55,714	(347,055)	52,489	(470,078)	79,242	76,431	89,451	106,994	(82,547)	(338,347)	113,898
Amortization of Intangibles (b)	11,344	11,344	11,344	14,265	14,873	14,873	14,856	15,392	16,483	16,483	16,483	44,602	49,449
Impact of Consolidation (c)	(140,685)	(113,935)	(116,661)	(139,964)	(154,224)	(129,983)	(145,670)	73,103	(189,313)	(81,839)	(88,398)	(429,877)	(359,550)
Unrealized Performance Revenues (d)	124,078	(95,707)	(407,425)	484,486	(628,339)	(440,424)	(298,931)	806,531	(664,333)	(157,398)	(176,604)	(1,367,694)	(998,335)
Unrealized Performance Allocations Compensation (e)	7,533	86,910	175,534	(166,183)	254,435	189,991	178,184	(302,868)	287,015	64,518	94,907	622,610	446,440
Unrealized Principal Investment (Income) Loss (f)	98,935	33,167	(17,384)	16,488	(13,978)	(52,126)	(28,704)	160,659	(139,925)	56,353	5,219	(94,808)	(78,353)
Other Revenues (g)	8,287	62,469	34,144	35,151	60,894	(94,416)	(9,092)	(46,854)	(13,189)	20,150	(92,843)	(42,614)	(85,882)
Equity-Based Compensation (h)	29,914	27,990	27,810	21,396	44,148	34,394	36,576	43,102	66,776	53,105	58,570	115,118	178,451
Taxes and Related Payables (i)	(25,324)	(53,291)	(31,805)	(79,568)	(25,042)	(41,797)	(32,963)	(54,063)	(29,039)	(55,201)	(35,815)	(99,802)	(120,055)
<b>Distributable Earnings</b>	\$ 1,230,138	\$ 781,365	\$ 625,566	\$ 1,239,146	\$ 502,055	\$ 700,142	\$ 769,284	\$ 722,081	\$ 537,958	\$ 708,862	\$ 709,921	\$ 1,971,481	\$ 1,956,741
Taxes and Related Payables (i)	25,324	53,291	31,805	79,568	25,042	41,797	32,963	54,063	29,039	55,201	35,815	99,802	120,055
Net Interest (Income) Loss (j)	10,954	6,591	2,864	29,509	1,853	(2,842)	(9,013)	(11,923)	(5,061)	(2,761)	7,767	(10,002)	(55)
<b>Total Segment Distributable Earnings</b>	\$ 1,266,416	\$ 841,247	\$ 660,235	\$ 1,348,223	\$ 528,950	\$ 739,097	\$ 793,234	\$ 764,221	\$ 561,936	\$ 761,302	\$ 753,503	\$ 2,061,281	\$ 2,076,741
Realized Performance Revenues (k)	(1,131,245)	(615,043)	(404,721)	(1,496,798)	(278,371)	(477,544)	(572,159)	(483,697)	(246,769)	(341,386)	(420,840)	(1,328,074)	(1,008,995)
Realized Performance Compensation (l)	373,978	201,526	148,808	573,299	114,829	172,894	190,773	199,645	85,240	125,466	143,870	478,496	354,576
Realized Principal Investment Income (m)	(202,894)	(100,887)	(60,188)	(72,225)	(28,693)	(94,647)	(65,620)	(47,098)	(25,908)	(123,557)	(36,148)	(188,960)	(185,613)
<b>Fee Related Earnings</b>	\$ 306,255	\$ 326,843	\$ 344,134	\$ 352,499	\$ 336,715	\$ 339,800	\$ 346,228	\$ 433,071	\$ 374,499	\$ 421,825	\$ 440,385	\$ 1,022,743	\$ 1,236,709
<b>Adjusted EBITDA Reconciliation</b>													
<b>Distributable Earnings</b>	\$ 1,230,138	\$ 781,365	\$ 625,566	\$ 1,239,146	\$ 502,055	\$ 700,142	\$ 769,284	\$ 722,081	\$ 537,958	\$ 708,862	\$ 709,921	\$ 1,971,481	\$ 1,956,741
Interest Expense (n)	39,450	40,294	40,749	72,345	38,238	38,885	40,923	41,792	41,638	43,230	52,815	118,046	137,683
Taxes and Related Payables (i)	25,324	53,291	31,805	79,568	25,042	41,797	32,963	54,063	29,039	55,201	35,815	99,802	120,055
Depreciation and Amortization	6,216	6,392	6,027	6,593	6,251	5,986	5,681	5,964	5,789	6,000	6,895	17,918	18,684
<b>Adjusted EBITDA</b>	\$ 1,301,128	\$ 881,342	\$ 704,147	\$ 1,397,652	\$ 571,586	\$ 786,810	\$ 848,851	\$ 823,900	\$ 614,424	\$ 813,293	\$ 805,446	\$ 2,207,247	\$ 2,233,163

See Reconciliation of GAAP to Non-GAAP Measures – Notes.

## Reconciliation of GAAP to Non-GAAP Measures

(Dollars in Thousands)

	2014	2015	2016	2017	2018
<b>Net Income Attributable to The Blackstone Group Inc.</b>	<b>\$ 1,588,827</b>	<b>\$ 713,188</b>	<b>\$ 1,039,014</b>	<b>\$ 1,471,374</b>	<b>\$ 1,541,788</b>
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	1,705,001	686,529	960,099	1,392,323	1,364,989
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	335,070	219,900	246,152	497,439	358,878
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	74,794	11,145	3,977	13,806	(2,104)
<b>Net Income</b>	<b>\$ 3,703,692</b>	<b>\$ 1,630,762</b>	<b>\$ 2,249,242</b>	<b>\$ 3,374,942</b>	<b>\$ 3,263,551</b>
Provision for Taxes	291,173	190,398	132,362	743,147	249,390
<b>Income Before Provision for Taxes</b>	<b>\$ 3,994,865</b>	<b>\$ 1,821,160</b>	<b>\$ 2,381,604</b>	<b>\$ 4,118,089</b>	<b>\$ 3,512,941</b>
Transaction-Related Charges (a)	856,382	489,563	264,937	(176,531)	(261,916)
Amortization of Intangibles (b)	111,254	104,530	84,466	48,297	59,994
Impact of Consolidation (c)	(409,864)	(231,045)	(250,129)	(511,245)	(356,774)
Unrealized Performance Revenues (d)	(1,696,407)	1,590,369	(530,120)	105,432	(561,163)
Unrealized Performance Allocations Compensation (e)	368,493	(309,422)	333,528	103,794	319,742
Unrealized Principal Investment (Income) Loss (f)	71,797	365,959	(20,421)	131,206	65,851
Other Revenues (g)	(9,405)	(8,500)	(54,712)	140,051	(89,468)
Equity-Based Compensation (h)	48,226	103,044	79,571	107,110	158,220
Taxes and Related Payables (i)	(280,788)	(90,470)	(167,149)	(189,988)	(153,865)
<b>Distributable Earnings</b>	<b>\$ 3,054,553</b>	<b>\$ 3,835,188</b>	<b>\$ 2,121,575</b>	<b>\$ 3,876,215</b>	<b>\$ 2,693,562</b>
Taxes and Related Payables (i)	280,788	90,470	167,149	189,988	153,865
Net Interest (Income) Loss (j)	36,511	44,181	51,623	49,918	(21,925)
<b>Total Segment Distributable Earnings</b>	<b>\$ 3,371,852</b>	<b>\$ 3,969,839</b>	<b>\$ 2,340,347</b>	<b>\$ 4,116,121</b>	<b>\$ 2,825,502</b>
Realized Performance Revenues (k)	(2,648,420)	(3,299,503)	(1,545,586)	(3,647,807)	(1,811,771)
Realized Performance Compensation (l)	891,289	829,838	483,257	1,297,611	678,141
Realized Principal Investment Income (m)	(543,425)	(418,808)	(199,869)	(436,194)	(236,058)
<b>Fee Related Earnings</b>	<b>\$ 1,071,296</b>	<b>\$ 1,081,366</b>	<b>\$ 1,078,149</b>	<b>\$ 1,329,731</b>	<b>\$ 1,455,814</b>
<b>Adjusted EBITDA Reconciliation</b>					
<b>Distributable Earnings</b>	<b>\$ 3,054,553</b>	<b>\$ 3,835,188</b>	<b>\$ 2,121,575</b>	<b>\$ 3,876,215</b>	<b>\$ 2,693,562</b>
Interest Expense (n)	112,563	139,842	148,022	192,838	159,838
Taxes and Related Payables (i)	280,788	90,470	167,149	189,988	153,865
Depreciation and Amortization	32,300	27,213	31,971	25,228	23,882
<b>Adjusted EBITDA</b>	<b>\$ 3,480,204</b>	<b>\$ 4,092,713</b>	<b>\$ 2,468,717</b>	<b>\$ 4,284,269</b>	<b>\$ 3,031,147</b>

See Reconciliation of GAAP to Non-GAAP Measures – Notes.



## Reconciliation of GAAP to Non-GAAP Measures – Notes

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Note: See Definitions.

- (a) This adjustment removes Transaction-Related Charges, which are excluded from Blackstone's segment presentation. Transaction-Related Charges arise from corporate actions including acquisitions, divestitures, and Blackstone's initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions.
- (b) This adjustment removes the amortization of transaction-related intangibles, which are excluded from Blackstone's segment presentation. This amount includes amortization of intangibles associated with Blackstone's investment in Pátria, which is accounted for under the equity method.
- (c) This adjustment reverses the effect of consolidating Blackstone Funds, which are excluded from Blackstone's segment presentation. This adjustment includes the elimination of Blackstone's interest in these funds and the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.
- (d) This adjustment removes Unrealized Performance Revenues on a segment basis.
- (e) This adjustment removes Unrealized Performance Allocations Compensation.
- (f) This adjustment removes Unrealized Principal Investment Income (Loss) on a segment basis.
- (g) This adjustment removes Other Revenues on a segment basis.
- (h) This adjustment removes Equity-Based Compensation on a segment basis.
- (i) Taxes represent the total GAAP tax provision adjusted to include only the current tax provision (benefit) calculated on Income (Loss) Before Provision for Taxes and adjusted to exclude the tax impact of any divestitures. Related Payables represent tax-related payables including the amount payable under the Tax Receivable Agreement.
- (j) This adjustment removes Interest and Dividend Revenue less Interest Expense on a segment basis.
- (k) This adjustment removes the total segment amounts of Realized Performance Revenues.
- (l) This adjustment removes the total segment amounts of Realized Performance Compensation.
- (m) This adjustment removes the total segment amount of Realized Principal Investment Income.
- (n) This adjustment adds back Interest Expense on a segment basis.

## Assets Under Management

(Dollars in Millions)

### 3Q'19 Total AUM Rollforward

	Real Estate	Private Equity	Hedge Fund Solutions	Credit	Total
2Q'19	\$ 153,605	\$ 171,172	\$ 81,436	\$ 139,270	\$ 545,482
Inflows	6,746	3,255	3,164	7,227	20,391
Outflows	(566)	(349)	(3,070)	(2,023)	(6,008)
Net Inflows	6,180	2,905	94	5,204	14,383
Realizations	(4,576)	(2,812)	(306)	(2,054)	(9,748)
Market Activity	1,867	2,594	(69)	(486)	3,905
<b>3Q'19</b>	<b>\$ 157,076</b>	<b>\$ 173,858</b>	<b>\$ 81,154</b>	<b>\$ 141,933</b>	<b>\$ 554,022</b>
<i>QoQ Increase</i>	<i>2%</i>	<i>2%</i>	<i>0%</i>	<i>2%</i>	<i>2%</i>

### 3Q'19 Fee-Earning AUM Rollforward

	Real Estate	Private Equity	Hedge Fund Solutions	Credit	Total
2Q'19	\$ 112,287	\$ 96,467	\$ 74,653	\$ 104,457	\$ 387,865
Inflows	7,452	3,192	2,934	4,395	17,973
Outflows	(552)	(108)	(2,411)	(1,846)	(4,917)
Net Inflows	6,900	3,085	523	2,549	13,056
Realizations	(2,898)	(1,735)	(265)	(1,648)	(6,545)
Market Activity	459	120	(33)	(783)	(237)
<b>3Q'19</b>	<b>\$ 116,749</b>	<b>\$ 97,937</b>	<b>\$ 74,878</b>	<b>\$ 104,574</b>	<b>\$ 394,138</b>
<i>QoQ Increase</i>	<i>4%</i>	<i>2%</i>	<i>0%</i>	<i>0%</i>	<i>2%</i>

### 3Q'19 LTM Total AUM Rollforward

	Real Estate	Private Equity	Hedge Fund Solutions	Credit	Total
3Q'18	\$ 119,942	\$ 126,184	\$ 80,005	\$ 130,560	\$ 456,692
Inflows	46,267	58,358	12,186	30,239	147,050
Outflows	(2,593)	(1,263)	(12,407)	(11,697)	(27,960)
Net Inflows (Outflows)	43,673	57,095	(221)	18,542	119,090
Realizations	(15,266)	(14,496)	(1,007)	(6,615)	(37,384)
Market Activity	8,727	5,075	2,378	(554)	15,625
<b>3Q'19</b>	<b>\$ 157,076</b>	<b>\$ 173,858</b>	<b>\$ 81,154</b>	<b>\$ 141,933</b>	<b>\$ 554,022</b>
<i>YoY Increase</i>	<i>31%</i>	<i>38%</i>	<i>1%</i>	<i>9%</i>	<i>21%</i>

### 3Q'19 LTM Fee-Earning AUM Rollforward

	Real Estate	Private Equity	Hedge Fund Solutions	Credit	Total
3Q'18	\$ 90,773	\$ 78,195	\$ 74,559	\$ 98,735	\$ 342,261
Inflows	40,170	29,000	11,024	21,677	101,870
Outflows	(6,588)	(1,604)	(11,960)	(9,820)	(29,971)
Net Inflows (Outflows)	33,582	27,396	(936)	11,858	71,899
Realizations	(9,978)	(7,808)	(912)	(4,838)	(23,537)
Market Activity	2,373	154	2,168	(1,180)	3,515
<b>3Q'19</b>	<b>\$ 116,749</b>	<b>\$ 97,937</b>	<b>\$ 74,878</b>	<b>\$ 104,574</b>	<b>\$ 394,138</b>
<i>YoY Increase</i>	<i>29%</i>	<i>25%</i>	<i>0%</i>	<i>6%</i>	<i>15%</i>

Inflows include contributions, capital raised, other increases in available capital, purchases, inter-segment allocations and acquisitions. Outflows represent redemptions, client withdrawals and other decreases in available capital. Realizations represent realizations from the disposition of assets. Market Activity represents gains (losses) on portfolio investments and the impact of foreign exchange rate fluctuations. AUM is reported in the segment where the assets are managed. Totals may not add due to rounding.

Investment Records as of September 30, 2019<sup>(a)</sup>

(Dollars in Thousands, Except Where Noted)

Fund (Investment Period Beginning Date / Ending Date)

	Committed Capital	Available Capital (b)	Unrealized Investments			Realized Investments		Total Investments		Net IRRs (d)	
			Value	MOIC (c)	% Public	Value	MOIC (c)	Value	MOIC (c)	Realized	Total
<b>Real Estate</b>											
Pre-BREP	\$ 140,714	\$ -	\$ -	n/a	-	\$ 345,190	2.5x	\$ 345,190	2.5x	33%	33%
BREP I (Sep 1994 / Oct 1996)	380,708	-	-	n/a	-	1,327,708	2.8x	1,327,708	2.8x	40%	40%
BREP II (Oct 1996 / Mar 1999)	1,198,339	-	-	n/a	-	2,531,614	2.1x	2,531,614	2.1x	19%	19%
BREP III (Apr 1999 / Apr 2003)	1,522,708	-	-	n/a	-	3,330,406	2.4x	3,330,406	2.4x	21%	21%
BREP IV (Apr 2003 / Dec 2005)	2,198,694	-	76,765	0.1x	46%	4,511,354	2.2x	4,588,119	1.7x	28%	12%
BREP V (Dec 2005 / Feb 2007)	5,539,418	-	277,154	1.0x	51%	13,008,509	2.4x	13,285,663	2.3x	12%	11%
BREP VI (Feb 2007 / Aug 2011)	11,060,444	-	940,414	2.6x	64%	26,845,418	2.5x	27,785,832	2.5x	13%	13%
BREP VII (Aug 2011 / Apr 2015)	13,496,564	1,906,659	8,170,449	1.7x	14%	21,559,665	2.1x	29,730,114	2.0x	23%	16%
BREP VIII (Apr 2015 / Jun 2019)	16,607,049	3,548,251	17,779,455	1.4x	1%	5,643,169	1.6x	23,422,624	1.4x	27%	15%
BREP IX (Jun 2019 / Dec 2024)	20,468,154	18,849,963	1,618,192	1.0x	-	-	n/a	1,618,192	1.0x	n/a	n/m
<b>Total Global BREP</b>	<b>\$ 72,612,792</b>	<b>\$ 24,304,873</b>	<b>\$ 28,862,429</b>	<b>1.4x</b>	<b>7%</b>	<b>\$ 79,103,033</b>	<b>2.2x</b>	<b>\$ 107,965,462</b>	<b>1.9x</b>	<b>18%</b>	<b>16%</b>
BREP Int'l (Jan 2001 / Sep 2005)	€ 824,172	€ -	€ -	n/a	-	€ 1,370,659	2.1x	€ 1,370,659	2.1x	23%	23%
BREP Int'l II (Sep 2005 / Jun 2008) (e)	1,629,748	-	10,637	2.7x	-	2,555,171	1.8x	2,565,808	1.8x	8%	8%
BREP Europe III (Jun 2008 / Sep 2013)	3,205,167	471,297	583,882	0.8x	-	5,557,290	2.5x	6,141,172	2.1x	21%	14%
BREP Europe IV (Sep 2013 / Dec 2016)	6,709,145	1,377,104	4,219,471	1.7x	16%	7,705,285	2.0x	11,924,756	1.9x	24%	17%
BREP Europe V (Dec 2016 / Jun 2022)	8,153,287	2,717,984	6,907,803	1.3x	-	431,777	2.3x	7,339,580	1.4x	45%	16%
BREP Europe VI (Oct 2019 / Apr 2025)	8,844,843	8,844,843	-	n/a	-	-	n/a	-	n/a	n/a	n/a
Total Euro BREP	€ 29,006,362	€ 13,051,228	€ 11,721,793	1.4x	6%	€ 17,620,182	2.1x	€ 29,341,975	1.8x	16%	14%
BREP Asia I (Jun 2013 / Dec 2017)	\$ 5,096,361	\$ 1,728,965	\$ 4,205,495	1.5x	12%	\$ 3,466,115	1.9x	\$ 7,671,610	1.7x	21%	15%
BREP Asia II (Dec 2017 / Jun 2023)	7,183,487	4,984,309	2,484,758	1.1x	-	5,584	n/m	2,490,342	1.1x	n/m	6%
BREP Co-Investment (f)	7,045,918	151,982	1,611,092	2.2x	17%	12,962,096	2.1x	14,573,188	2.1x	16%	16%
<b>Total BREP</b>	<b>\$ 126,546,964</b>	<b>\$ 45,658,621</b>	<b>\$ 50,823,345</b>	<b>1.4x</b>	<b>7%</b>	<b>\$ 117,901,242</b>	<b>2.2x</b>	<b>\$ 168,724,587</b>	<b>1.9x</b>	<b>17%</b>	<b>15%</b>
BPP (Various) (g)	27,194,838	915,347	31,556,095	1.2x	-	5,096,623	2.2x	36,652,718	1.3x	n/m	10%
BREDS High-Yield (Various) (h)	12,011,230	2,699,492	3,213,907	1.1x	-	11,528,445	1.3x	14,742,352	1.3x	11%	11%
<b>Private Equity</b>											
BCP I (Oct 1987 / Oct 1993)	\$ 859,081	\$ -	\$ -	n/a	-	\$ 1,741,738	2.6x	\$ 1,741,738	2.6x	19%	19%
BCP II (Oct 1993 / Aug 1997)	1,361,100	-	-	n/a	-	3,256,819	2.5x	3,256,819	2.5x	32%	32%
BCP III (Aug 1997 / Nov 2002)	3,967,422	-	-	n/a	-	9,184,688	2.3x	9,184,688	2.3x	14%	14%
BCOM (Jun 2000 / Jun 2006)	2,137,330	24,575	13,150	n/a	-	2,953,649	1.4x	2,966,799	1.4x	6%	6%
BCP IV (Nov 2002 / Dec 2005)	6,773,182	198,964	175,763	2.5x	-	21,417,821	2.9x	21,593,584	2.9x	36%	36%
BCP V (Dec 2005 / Jan 2011)	21,013,586	1,039,733	787,587	0.7x	49%	37,164,778	1.9x	37,952,365	1.9x	9%	8%
BCP VI (Jan 2011 / May 2016)	15,192,244	1,760,758	12,994,521	1.7x	37%	14,467,088	2.1x	27,461,609	1.9x	18%	13%
BEP I (Aug 2011 / Feb 2015)	2,435,285	224,784	1,897,585	1.9x	63%	2,677,532	1.9x	4,575,117	1.9x	17%	13%
BEP II (Feb 2015 / Feb 2021)	4,909,004	827,274	4,390,305	1.3x	-	271,835	1.8x	4,662,140	1.3x	42%	8%
BCP VII (May 2016 / May 2022)	18,781,046	6,494,315	15,599,523	1.4x	n/m	1,179,341	1.7x	16,778,864	1.4x	45%	20%
BCP Asia (Dec 2017 / Dec 2023)	2,378,855	1,333,070	989,766	1.2x	n/m	-	n/a	989,766	1.2x	n/a	23%
BEP III (TBD)	3,994,781	3,994,781	-	n/a	-	-	n/a	-	n/a	n/a	n/a
BCP VIII (TBD)	24,036,991	24,036,991	-	n/a	-	-	n/a	-	n/a	n/a	n/a
<b>Total Corporate Private Equity</b>	<b>\$ 107,839,907</b>	<b>\$ 39,935,245</b>	<b>\$ 36,848,200</b>	<b>1.5x</b>	<b>17%</b>	<b>\$ 94,315,289</b>	<b>2.1x</b>	<b>\$ 131,163,489</b>	<b>1.9x</b>	<b>16%</b>	<b>15%</b>
Tactical Opportunities (Various)	23,830,203	10,086,741	10,140,457	1.2x	9%	8,616,711	1.7x	18,757,168	1.4x	19%	10%
Tactical Opportunities Co-Investment and Other (Various)	6,268,265	1,686,983	4,524,239	1.2x	4%	1,846,940	1.6x	6,371,179	1.3x	24%	13%
<b>Total Tactical Opportunities</b>	<b>\$ 30,098,468</b>	<b>\$ 11,773,724</b>	<b>\$ 14,664,696</b>	<b>1.2x</b>	<b>8%</b>	<b>\$ 10,463,651</b>	<b>1.7x</b>	<b>\$ 25,128,347</b>	<b>1.3x</b>	<b>20%</b>	<b>10%</b>
Strategic Partners I-V (Various) (i)	11,862,636	1,739,914	1,258,026	n/m	-	16,433,139	n/m	17,691,165	1.5x	n/a	13%
Strategic Partners VI (Apr 2014 / Apr 2016) (i)	4,362,750	1,116,568	1,546,801	n/m	-	3,058,583	n/m	4,605,384	1.5x	n/a	17%
Strategic Partners VII (May 2016 / Mar 2019) (i)	7,489,970	2,532,867	5,723,979	n/m	-	1,185,979	n/m	6,909,958	1.4x	n/a	25%
Strategic Partners RA II (May 2017 / Mar 2022) (i)	1,749,807	661,916	833,571	n/m	-	170,334	n/m	1,003,905	1.2x	n/a	20%
Strategic Partners VIII (Mar 2019 / Jul 2023) (i)	10,763,600	6,261,019	1,852,344	n/m	-	-	n/a	1,852,344	1.3x	n/a	n/m
Strategic Partners RE, SMA and Other (Various) (i)	6,066,764	2,032,618	2,185,606	n/m	-	1,035,880	n/m	3,221,486	1.3x	n/a	18%
<b>Total Strategic Partners</b>	<b>\$ 42,295,527</b>	<b>\$ 14,344,902</b>	<b>\$ 13,400,327</b>	<b>n/m</b>	<b>-</b>	<b>\$ 21,883,915</b>	<b>n/m</b>	<b>\$ 35,284,242</b>	<b>1.5x</b>	<b>n/a</b>	<b>14%</b>
BCPE (Jan 2017 / Jan 2021) (j)	4,755,099	2,278,502	3,226,244	1.3x	-	378,007	1.6x	3,604,251	1.3x	36%	14%
BIP (Various)	13,659,163	11,955,845	1,729,806	1.0x	50%	-	n/a	1,729,806	1.0x	n/a	n/m
<b>Hedge Fund Solutions</b>											
Strategic Capital Holdings (Dec 2013 / Jun 2020) (k)	\$ 3,378,575	\$ 723,050	\$ 1,705,207	1.1x	-	\$ 431,655	n/m	\$ 2,136,862	1.4x	n/a	9%
<b>Credit (l)</b>											
Mezzanine I (Jul 2007 / Oct 2011)	\$ 2,000,000	\$ 97,114	\$ 20,702	1.1x	33%	\$ 4,772,270	1.6x	\$ 4,792,972	1.6x	n/a	17%
Mezzanine II (Nov 2011 / Nov 2016)	4,120,000	1,081,205	1,558,118	0.9x	7%	5,086,796	1.6x	6,644,914	1.3x	n/a	11%
Mezzanine III (Sep 2016 / Sep 2021)	6,639,133	2,927,128	4,135,451	1.1x	1%	1,557,284	1.5x	5,692,735	1.2x	n/a	12%
Stressed / Distressed Investing I (Sep 2009 / May 2013)	3,253,143	85,000	189,921	0.3x	-	5,766,478	1.6x	5,956,399	1.4x	n/a	10%
Stressed / Distressed Investing II (Jun 2013 / Jun 2018)	5,125,000	594,808	1,378,356	0.7x	11%	4,102,362	1.3x	5,480,718	1.1x	n/a	1%
Stressed / Distressed Investing III (Dec 2017 / Dec 2022)	7,356,380	5,795,460	1,577,943	1.0x	2%	773,872	1.3x	2,351,815	1.1x	n/a	10%
Energy Select Opportunities (Nov 2015 / Nov 2018)	2,856,867	1,154,254	2,023,003	1.2x	-	703,185	1.7x	2,726,188	1.3x	n/a	11%
Energy Select Opportunities II (Feb 2019 / Feb 2024)	3,536,818	3,047,594	504,959	1.0x	-	21,773	2.4x	526,732	1.1x	n/a	n/m
<b>Euro</b>											
European Senior Debt Fund (Feb 2015 / Feb 2019)	€ 1,964,689	€ 444,379	€ 1,981,602	1.1x	2%	€ 1,116,137	1.4x	€ 3,097,739	1.2x	n/a	10%
European Senior Debt Fund II (Jun 2019 / Jun 2024)	€ 2,183,891	€ 1,913,446	€ 289,256	1.0x	-	€ -	n/a	€ 289,256	1.0x	n/a	n/m
<b>Total Credit</b>	<b>\$ 39,631,921</b>	<b>\$ 17,353,064</b>	<b>\$ 13,867,520</b>	<b>1.0x</b>	<b>3%</b>	<b>\$ 24,055,122</b>	<b>1.5x</b>	<b>\$ 37,922,642</b>	<b>1.3x</b>	<b>n/a</b>	<b>11%</b>

See Investment Records as of September 30, 2019 – Notes.

## Investment Records as of September 30, 2019 – Notes

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The returns presented herein represent those of the applicable Blackstone Funds and not those of The Blackstone Group Inc.

- n/m Not meaningful generally due to the limited time since initial investment.
- n/a Not applicable.
- (a) Preliminary. Excludes investment vehicles where Blackstone does not earn fees.
- (b) Available Capital represents total investable capital commitments, including side-by-side, adjusted for certain expenses and expired or callable capital and may include leverage, less invested capital. This amount is not reduced by outstanding commitments to investments.
- (c) Multiple of Invested Capital (“MOIC”) represents carrying value, before management fees, expenses and Performance Revenues, divided by invested capital.
- (d) Net Internal Rate of Return (“IRR”) represents the annualized inception to September 30, 2019 IRR on total invested capital based on realized proceeds and unrealized value, as applicable, after management fees, expenses and Performance Revenues. IRRs are calculated using actual timing of limited partner cash flows. Initial inception date cash flows may differ from the Investment Record Beginning Date.
- (e) The 8% Realized Net IRR and 8% Total Net IRR exclude investors that opted out of the Hilton investment opportunity. Overall BREP International II performance reflects a 7% Realized Net IRR and a 7% Total Net IRR.
- (f) BREP Co-Investment represents co-investment capital raised for various BREP investments. The Net IRR reflected is calculated by aggregating each co-investment’s realized proceeds and unrealized value, as applicable, after management fees, expenses and Performance Revenues.
- (g) BPP represents the core+ real estate funds which invest with a more modest risk profile and lower leverage. Excludes BREIT.
- (h) BREDS High-Yield represents the flagship real estate debt drawdown funds only and excludes BREDS High-Grade.
- (i) Realizations are treated as return of capital until fully recovered and therefore unrealized and realized MOICs are not meaningful. If information is not available on a timely basis, returns are calculated from results that are reported on a three month lag.
- (j) BCEP, or Blackstone Core Equity Partners, is a core private equity fund which invests with a more modest risk profile and longer hold period.
- (k) Represents Blackstone Strategic Capital Holdings (including Co-investment) which is focused on acquiring strategic minority positions in alternative asset managers.
- (l) Funds presented represent the flagship credit drawdown funds only. The Total Credit Net IRR is the combined IRR of the credit drawdown funds presented.

## Definitions

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Blackstone discloses the following operating metrics and financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America (“non-GAAP”) in this presentation:

- **Segment Distributable Earnings**, or “**Segment DE**”, is Blackstone’s segment profitability measure used to make operating decisions and assess performance across Blackstone’s four segments. Segment DE represents the net realized earnings of Blackstone’s segments and is the sum of Fee Related Earnings and Net Realizations for each segment. Blackstone’s segments are presented on a basis that deconsolidates Blackstone Funds, eliminates non-controlling ownership interests in Blackstone’s consolidated Operating Partnerships, removes the amortization of intangible assets and removes Transaction-Related Charges. Segment DE excludes unrealized activity and is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision for Taxes.
  - **Net Realizations** is presented on a segment basis and is the sum of Realized Principal Investment Income and Realized Performance Revenues (which refers to Realized Performance Revenues excluding Fee Related Performance Revenues), less Realized Performance Compensation (which refers to Realized Performance Compensation excluding Fee Related Performance Compensation and Equity-Based Performance Compensation).
  - **Total Segment Revenues** and **Segment Revenues** represent Net Management and Advisory Fees, Fee Related Performance Revenues, Realized Performance Revenues and Realized Principal Investment Income.
- **Distributable Earnings**, or “**DE**”, is derived from Blackstone’s segment reported results. DE is used to assess performance and amounts available for dividends to Blackstone shareholders, including Blackstone personnel and others who are limited partners of the Blackstone Holdings Partnerships. DE is the sum of Segment DE plus Net Interest Income (Loss) less Taxes and Related Payables. DE excludes unrealized activity and is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision for Taxes.
  - **Net Interest Income (Loss)** is presented on a segment basis and is equal to Interest and Dividend Revenue less Interest Expense, adjusted for the impact of consolidation of Blackstone Funds, and interest expense associated with the Tax Receivable Agreement.
  - **Taxes and Related Payables** represent the total GAAP tax provision adjusted to include only the current tax provision (benefit) calculated on Income (Loss) Before Provision for Taxes excluding the tax impact of any divestitures and including the Payable under the Tax Receivable Agreement.
- **Fee Related Earnings**, or “**FRE**”, is a performance measure used to assess Blackstone’s ability to generate profits from revenues that are measured and received on a recurring basis and not subject to future realization events. FRE equals management and advisory fees (net of management fee reductions and offsets) plus Fee Related Performance Revenues, less (a) Fee Related Compensation on a segment basis, and (b) Other Operating Expenses. FRE is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision for Taxes.
  - **Fee Related Compensation** is presented on a segment basis and refers to the compensation expense, excluding Equity-Based Compensation, directly related to (a) Management and Advisory Fees, Net and (b) Fee Related Performance Revenues, referred to as Fee Related Performance Compensation.
  - **Fee Related Performance Revenues** refers to the realized portion of Performance Revenues from Perpetual Capital that are (a) measured and received on a recurring basis, and (b) not dependent on realization events from the underlying investments.
  - **Perpetual Capital** refers to the component of assets under management with an indefinite term, that is not in liquidation, and for which there is no requirement to return capital to investors through redemption requests in the ordinary course of business, except where funded by new capital inflows. Includes co-investment capital with an investor right to convert into Perpetual Capital.
- **Adjusted Earnings Before Interest, Taxes and Depreciation and Amortization**, or “**Adjusted EBITDA**”, is a supplemental measure used to assess performance derived from Blackstone’s segment results and may be used to assess its ability to service its borrowings. Adjusted EBITDA represents Distributable Earnings plus the addition of (a) Interest Expense on a segment basis, (b) Taxes and Related Payables, and (c) Depreciation and Amortization. Adjusted EBITDA is derived from and reconciled to, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision for Taxes.
- **Performance Revenues** collectively refers to: (a) Incentive Fees, and (b) Performance Allocations.
- **Performance Compensation** collectively refers to: (a) Incentive Fee Compensation, and (b) Performance Allocations Compensation.
- **Transaction-Related Charges** arise from corporate actions including acquisitions, divestitures, and Blackstone’s initial public offering. They consist primarily of equity-based compensation charges, gains and losses on contingent consideration arrangements, changes in the balance of the Tax Receivable Agreement resulting from a change in tax law or similar event, transaction costs and any gains or losses associated with these corporate actions.