

Blackstone's 3Q'18 Supplemental Financial Data

January 25, 2019 (Updated)

Notes

Effective as of and for the three months ended December 31, 2018, Blackstone senior management determined that segment Distributable Earnings, and not Economic Income, is the measure that it uses to assess the performance of its business segments. Blackstone believes Distributable Earnings to be more useful to unitholders than Economic Income or Economic Net Income as a supplement to its results reported in accordance with accounting principles generally accepted in the United States of America ("GAAP") because it better reflects the manner in which Blackstone makes operating decisions, allocates resources and determines the compensation of employees across all of its business segments.

Based on that determination, the following pages:

- Provide new disclosure of each segment's Distributable Earnings together with its principal components, including Fee Related Earnings.
- Remove the calculation and presentation of Economic Income and Economic Net Income as non-GAAP measures.
- Provide reconciliations from GAAP to Distributable Earnings and Fee Related Earnings as well as updated Definitions to reflect these changes.

These updates resulted in no changes to the GAAP Consolidated Statements of Operations or the previous calculation of Distributable Earnings or Fee Related Earnings. Please refer to the Reconciliation of GAAP to Non-GAAP Measures and Definitions for further information. All prior periods have been recast to reflect these updates.

Total Segments

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management and Advisory Fees, Net																		
Base Management Fees	\$ 516,397	\$ 516,492	\$ 564,287	\$ 599,407	\$ 586,703	\$ 593,996	\$ 593,509	\$ 623,571	\$ 642,958	\$ 671,368	\$ 669,902	\$ 696,163	\$ 707,156	\$ 692,915	\$ 721,606	\$ 1,984,228	\$ 2,121,677	
Transaction, Advisory and Other Fees, Net	121,311	88,726	178,556	73,223	46,599	33,620	29,021	35,618	40,222	38,892	32,295	45,407	37,066	40,912	73,944	111,409	151,922	
Management Fee Offsets	(17,945)	(18,434)	(34,176)	(22,939)	(20,101)	(15,396)	(20,850)	(23,297)	(33,599)	(13,424)	(10,215)	(9,178)	(8,178)	(10,833)	(16,331)	(57,238)	(35,342)	
Total Management and Advisory Fees, Net	619,763	586,784	708,667	649,691	613,201	612,220	601,680	635,892	649,581	696,836	691,982	732,392	736,044	722,994	779,219	2,038,399	2,238,257	
Fee Related Performance Revenues	16,164	26,647	29,254	29,054	24,209	27,937	23,715	25,569	27,214	28,356	65,786	48,089	3,837	45,515	30,299	121,356	79,651	
Fee Related Compensation	(294,507)	(272,724)	(326,506)	(242,346)	(277,345)	(281,693)	(262,181)	(233,219)	(274,078)	(292,511)	(307,017)	(312,033)	(296,074)	(306,243)	(334,545)	(873,606)	(936,862)	
Other Operating Expenses	(104,429)	(122,964)	(112,584)	(108,598)	(100,094)	(108,475)	(103,625)	(119,642)	(96,462)	(105,838)	(106,617)	(115,949)	(107,092)	(122,466)	(128,745)	(308,917)	(358,303)	
Fee Related Earnings	\$ 236,991	\$ 217,743	\$ 298,831	\$ 327,801	\$ 259,971	\$ 249,989	\$ 259,589	\$ 308,600	\$ 306,255	\$ 326,843	\$ 344,134	\$ 352,499	\$ 336,715	\$ 339,800	\$ 346,228	\$ 977,232	\$ 1,022,743	
Realized Performance Revenues	1,221,100	958,655	440,720	679,028	235,150	325,160	510,602	474,674	1,131,245	615,043	404,721	1,496,798	278,371	477,544	572,159	2,151,009	1,328,074	
Realized Performance Compensation	(295,408)	(247,950)	(98,110)	(188,370)	(60,660)	(88,772)	(172,099)	(161,726)	(373,978)	(201,526)	(148,808)	(573,299)	(114,829)	(172,894)	(190,773)	(724,312)	(478,496)	
Realized Principal Investment Income (Loss)	107,792	136,497	87,526	86,993	(10,101)	53,670	60,634	95,666	202,894	100,887	60,188	72,225	28,693	94,647	65,620	363,969	188,960	
Total Net Realizations	1,033,484	847,202	430,136	577,651	164,389	290,058	399,137	408,614	960,161	514,404	316,101	995,724	192,235	399,297	447,006	1,790,666	1,038,538	
Total Segment Distributable Earnings	\$ 1,270,475	\$ 1,064,945	\$ 728,967	\$ 905,452	\$ 424,360	\$ 540,047	\$ 658,726	\$ 717,214	\$ 1,266,416	\$ 841,247	\$ 660,235	\$ 1,348,223	\$ 528,950	\$ 739,097	\$ 793,234	\$ 2,767,898	\$ 2,061,281	
Net interest income (Loss)	(8,402)	(14,411)	(9,522)	(11,846)	(13,351)	(13,546)	(14,184)	(10,542)	(10,954)	(6,591)	(2,864)	(29,509)	(1,853)	2,842	9,013	(20,409)	10,002	
Taxes and Related Payables	(16,994)	(20,587)	(27,070)	(25,819)	(16,794)	(31,588)	(51,089)	(67,678)	(25,324)	(53,291)	(31,805)	(79,568)	(25,042)	(41,797)	(32,963)	(110,420)	(99,802)	
Distributable Earnings	\$ 1,245,079	\$ 1,029,947	\$ 692,375	\$ 867,787	\$ 394,215	\$ 494,913	\$ 593,453	\$ 638,994	\$ 1,230,138	\$ 781,365	\$ 625,566	\$ 1,239,146	\$ 502,055	\$ 700,142	\$ 769,284	\$ 2,637,069	\$ 1,971,481	
Total Segment Revenues	\$ 1,964,819	\$ 1,708,583	\$ 1,266,167	\$ 1,444,766	\$ 862,459	\$ 1,018,987	\$ 1,196,631	\$ 1,231,801	\$ 2,010,934	\$ 1,441,122	\$ 1,222,677	\$ 2,349,504	\$ 1,046,945	\$ 1,340,700	\$ 1,447,297	\$ 4,674,733	\$ 3,834,942	
Total Assets Under Management	\$ 310,451,289	\$ 332,723,546	\$ 333,925,521	\$ 336,384,575	\$ 343,705,462	\$ 356,281,669	\$ 361,040,173	\$ 366,553,465	\$ 368,196,917	\$ 371,056,281	\$ 387,449,746	\$ 434,128,243	\$ 449,613,826	\$ 439,386,656	\$ 456,691,832	\$ 387,449,746	\$ 456,691,832	
Fee-Earning Assets Under Management	\$ 223,511,700	\$ 239,342,214	\$ 240,939,356	\$ 246,146,372	\$ 244,452,764	\$ 266,006,713	\$ 267,757,727	\$ 277,092,672	\$ 280,215,551	\$ 281,934,511	\$ 285,698,425	\$ 335,343,998	\$ 344,650,797	\$ 332,978,145	\$ 342,261,123	\$ 285,698,425	\$ 342,261,123	
Weighted Average Fee-Earning AUM	\$ 218,241,987	\$ 237,576,488	\$ 239,786,680	\$ 242,942,380	\$ 244,891,488	\$ 259,756,363	\$ 268,503,412	\$ 274,475,842	\$ 279,582,971	\$ 281,966,547	\$ 284,114,581	\$ 311,353,064	\$ 343,211,044	\$ 328,594,512	\$ 340,994,284	\$ 282,401,080	\$ 336,496,661	
LP Capital Invested	\$ 4,765,536	\$ 4,814,362	\$ 6,145,446	\$ 14,779,702	\$ 6,515,571	\$ 3,795,171	\$ 4,136,405	\$ 7,974,603	\$ 9,709,930	\$ 7,799,624	\$ 10,043,022	\$ 18,663,837	\$ 9,323,329	\$ 8,026,698	\$ 9,358,423	\$ 27,552,576	\$ 26,708,450	
Total Capital Invested	\$ 5,052,370	\$ 5,048,058	\$ 6,507,371	\$ 15,747,511	\$ 6,693,375	\$ 4,049,774	\$ 4,310,564	\$ 8,221,697	\$ 11,840,913	\$ 8,382,583	\$ 10,925,170	\$ 19,529,797	\$ 10,119,519	\$ 8,351,772	\$ 9,894,470	\$ 31,148,666	\$ 28,365,761	

Real Estate

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management Fees, Net																		
Base Management Fees	\$ 152,348	\$ 140,743	\$ 175,710	\$ 199,774	\$ 199,907	\$ 201,004	\$ 197,629	\$ 196,621	\$ 197,879	\$ 227,865	\$ 224,048	\$ 222,399	\$ 226,526	\$ 249,680	\$ 254,088	\$ 649,792	\$ 730,294	
Transaction and Other Fees, Net	15,216	21,510	21,390	52,461	35,794	21,112	14,190	24,228	21,279	16,087	20,616	24,799	23,088	23,859	45,678	57,982	92,625	
Management Fee Offsets	(4,866)	(5,428)	(10,147)	(6,399)	(3,595)	(1,219)	(842)	(1,666)	(3,550)	(5,018)	(4,232)	(3,134)	(1,668)	(3,785)	(8,265)	(12,800)	(13,718)	
Total Management Fees, Net	162,698	156,825	186,953	245,836	232,106	220,897	210,977	219,183	215,608	238,934	240,432	244,064	247,946	269,754	291,501	694,974	809,201	
Fee Related Performance Revenues	752	462	3,875	5,370	4,563	6,100	3,857	3,658	3,342	4,877	50,551	20,730	4,503	45,515	30,299	58,770	80,317	
Fee Related Compensation	(82,635)	(75,868)	(98,065)	(94,177)	(99,355)	(102,580)	(97,676)	(79,720)	(96,740)	(105,582)	(120,167)	(114,822)	(100,610)	(120,783)	(128,342)	(322,489)	(349,735)	
Other Operating Expenses	(28,528)	(30,605)	(28,332)	(38,048)	(31,824)	(35,785)	(32,016)	(37,956)	(30,864)	(33,379)	(33,256)	(38,543)	(29,417)	(36,026)	(39,787)	(97,499)	(105,230)	
Fee Related Earnings	\$ 52,287	\$ 50,814	\$ 64,431	\$ 118,981	\$ 105,490	\$ 88,632	\$ 85,142	\$ 105,165	\$ 91,346	\$ 104,850	\$ 137,560	\$ 111,429	\$ 122,422	\$ 158,460	\$ 153,671	\$ 333,756	\$ 434,553	
Realized Performance Revenues	811,220	364,741	169,055	296,411	200,133	266,381	461,980	286,437	519,413	389,442	261,159	971,360	151,181	317,509	273,309	1,170,014	741,999	
Realized Performance Compensation	(246,487)	(116,610)	(52,548)	(71,852)	(42,858)	(56,441)	(147,419)	(88,429)	(179,741)	(124,513)	(84,199)	(363,073)	(56,115)	(94,716)	(79,309)	(388,453)	(230,140)	
Realized Principal Investment Income	71,344	85,432	39,821	38,985	12,975	19,929	46,704	43,104	119,579	57,599	44,449	34,276	14,690	50,199	16,197	221,627	81,086	
Total Net Realizations	636,077	333,563	156,328	263,544	170,250	229,869	361,265	241,112	459,251	322,528	221,409	642,563	109,756	272,992	210,197	1,003,188	592,945	
Segment Distributable Earnings	\$ 688,364	\$ 384,377	\$ 220,759	\$ 382,525	\$ 275,740	\$ 318,501	\$ 446,407	\$ 346,277	\$ 550,597	\$ 427,378	\$ 358,969	\$ 753,992	\$ 232,178	\$ 431,452	\$ 363,868	\$ 1,336,944	\$ 1,027,498	
Segment Revenues	\$ 1,046,014	\$ 607,460	\$ 399,704	\$ 586,602	\$ 449,777	\$ 513,307	\$ 723,518	\$ 552,382	\$ 857,942	\$ 690,852	\$ 596,591	\$ 1,270,430	\$ 418,320	\$ 682,977	\$ 611,306	\$ 2,145,385	\$ 1,712,603	
Total Assets Under Management	\$ 92,785,658	\$ 91,578,634	\$ 93,187,556	\$ 93,917,824	\$ 101,107,528	\$ 103,197,060	\$ 101,876,562	\$ 101,963,652	\$ 102,070,930	\$ 104,034,287	\$ 111,298,844	\$ 115,340,363	\$ 119,575,884	\$ 119,399,973	\$ 119,942,029	\$ 111,298,844	\$ 119,942,029	
Fee-Earning Assets Under Management	\$ 50,783,247	\$ 62,683,857	\$ 64,858,622	\$ 67,345,357	\$ 67,298,439	\$ 66,744,550	\$ 65,785,083	\$ 72,030,054	\$ 71,904,741	\$ 73,710,243	\$ 75,081,521	\$ 83,984,824	\$ 87,284,578	\$ 88,776,501	\$ 90,772,735	\$ 75,081,521	\$ 90,772,735	
Weighted Average Fee-Earning AUM	\$ 51,671,739	\$ 60,939,868	\$ 63,492,663	\$ 65,356,567	\$ 66,943,268	\$ 67,215,301	\$ 66,708,328	\$ 68,688,082	\$ 72,268,792	\$ 73,320,319	\$ 74,340,895	\$ 77,626,395	\$ 86,670,284	\$ 88,050,906	\$ 90,280,123	\$ 73,647,952	\$ 87,754,854	
LP Capital Invested	\$ 1,443,163	\$ 2,963,609	\$ 4,118,952	\$ 7,733,638	\$ 3,747,181	\$ 1,524,415	\$ 1,719,764	\$ 3,978,386	\$ 2,590,419	\$ 2,371,918	\$ 3,778,790	\$ 10,845,388	\$ 4,254,201	\$ 4,538,154	\$ 3,977,693	\$ 8,741,127	\$ 12,770,048	
Total Capital Invested	\$ 1,405,603	\$ 3,035,837	\$ 4,326,151	\$ 7,835,881	\$ 3,820,460	\$ 1,557,192	\$ 1,749,778	\$ 4,048,827	\$ 2,651,965	\$ 2,379,922	\$ 3,841,972	\$ 11,008,356	\$ 4,342,936	\$ 4,600,382	\$ 4,053,615	\$ 8,873,859	\$ 12,996,933	

Private Equity

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management and Advisory Fees, Net																		
Base Management Fees	\$ 108,383	\$ 121,918	\$ 128,452	\$ 143,887	\$ 130,648	\$ 131,477	\$ 132,914	\$ 160,554	\$ 176,706	\$ 177,684	\$ 182,764	\$ 187,664	\$ 182,961	\$ 195,521	\$ 205,893	\$ 205,893	\$ 537,154	\$ 584,375
Transaction, Advisory and Other Fees, Net	22,788	(6,999)	11,906	19,124	8,920	11,089	11,511	7,763	16,176	17,289	8,748	15,411	11,094	12,780	21,709	21,709	42,213	45,583
Management Fee Offsets	(4,949)	(9,028)	(12,262)	(10,521)	(6,848)	(4,195)	(12,917)	(10,850)	(12,190)	(3,753)	(1,088)	(976)	(3,193)	(4,351)	(4,973)	(4,973)	(17,031)	(12,517)
Total Management and Advisory Fees, Net	126,222	105,891	128,096	152,490	132,720	138,371	131,508	157,467	180,692	191,220	190,424	202,099	190,862	203,950	222,629	222,629	562,336	617,441
Fee Related Compensation	(66,858)	(63,704)	(70,638)	(69,137)	(74,944)	(81,202)	(71,337)	(70,666)	(79,158)	(86,209)	(91,512)	(90,683)	(89,566)	(94,170)	(105,621)	(105,621)	(256,879)	(289,357)
Other Operating Expenses	(27,301)	(47,222)	(30,205)	(38,257)	(31,980)	(32,184)	(31,750)	(34,771)	(27,761)	(28,592)	(32,166)	(32,478)	(31,151)	(36,047)	(36,654)	(36,654)	(88,519)	(103,852)
Fee Related Earnings	\$ 32,063	\$ (5,035)	\$ 27,253	\$ 45,096	\$ 25,796	\$ 24,985	\$ 28,421	\$ 52,030	\$ 73,773	\$ 76,419	\$ 66,746	\$ 78,938	\$ 70,145	\$ 73,733	\$ 80,354	\$ 80,354	\$ 216,938	\$ 224,232
Realized Performance Revenues	382,978	546,575	214,532	330,902	30,282	57,056	26,398	131,532	582,681	198,168	101,918	274,421	77,123	138,171	290,012	290,012	882,767	505,306
Realized Performance Compensation	(39,482)	(106,502)	(16,303)	(94,635)	(15,427)	(30,946)	(13,741)	(50,768)	(181,633)	(63,060)	(48,019)	(111,832)	(33,045)	(68,513)	(106,400)	(106,400)	(292,712)	(207,958)
Realized Principal Investment Income (Loss)	44,816	50,258	46,917	47,658	(15,357)	22,926	15,469	50,339	81,294	41,168	7,077	25,298	6,338	32,600	44,408	44,408	129,539	83,346
Total Net Realizations	388,312	490,331	245,146	283,925	(502)	49,036	28,126	131,103	482,342	176,276	60,976	187,887	50,416	102,258	228,020	228,020	719,594	380,694
Segment Distributable Earnings	\$ 420,375	\$ 485,296	\$ 272,399	\$ 329,021	\$ 25,294	\$ 74,021	\$ 56,547	\$ 183,133	\$ 556,115	\$ 252,695	\$ 127,722	\$ 266,825	\$ 120,561	\$ 175,991	\$ 308,374	\$ 308,374	\$ 936,532	\$ 604,926
Segment Revenues	\$ 554,016	\$ 702,724	\$ 389,545	\$ 531,050	\$ 147,645	\$ 218,353	\$ 173,375	\$ 339,338	\$ 844,667	\$ 430,556	\$ 299,419	\$ 501,818	\$ 274,323	\$ 374,721	\$ 557,049	\$ 557,049	\$ 1,574,642	\$ 1,206,093
Total Assets Under Management	\$ 76,327,189	\$ 92,026,337	\$ 91,490,669	\$ 94,280,074	\$ 95,466,227	\$ 99,685,655	\$ 99,719,374	\$ 100,189,994	\$ 99,707,057	\$ 100,019,716	\$ 102,453,979	\$ 105,560,576	\$ 111,414,214	\$ 119,524,518	\$ 126,184,368	\$ 126,184,368	\$ 102,453,979	\$ 126,184,368
Fee-Earning Assets Under Management	\$ 49,342,211	\$ 49,537,189	\$ 50,560,404	\$ 51,451,196	\$ 50,228,312	\$ 69,467,174	\$ 69,344,971	\$ 69,110,457	\$ 68,227,286	\$ 68,029,670	\$ 67,538,062	\$ 70,140,883	\$ 72,398,415	\$ 78,045,697	\$ 78,195,072	\$ 78,195,072	\$ 67,538,062	\$ 78,195,072
Weighted Average Fee-Earning AUM	\$ 45,051,839	\$ 49,925,744	\$ 50,268,174	\$ 51,185,170	\$ 51,240,819	\$ 63,363,932	\$ 69,506,677	\$ 69,613,443	\$ 68,613,668	\$ 68,194,287	\$ 67,606,365	\$ 68,815,882	\$ 71,881,372	\$ 73,587,774	\$ 78,938,034	\$ 78,938,034	\$ 68,156,992	\$ 74,511,980
LP Capital Invested	\$ 2,374,599	\$ 1,800,854	\$ 1,535,702	\$ 4,508,023	\$ 1,865,698	\$ 1,538,436	\$ 1,683,747	\$ 2,355,726	\$ 4,736,388	\$ 3,846,841	\$ 3,725,919	\$ 4,614,237	\$ 3,301,949	\$ 2,356,960	\$ 2,981,402	\$ 2,981,402	\$ 12,309,148	\$ 8,640,311
Total Capital Invested	\$ 2,517,769	\$ 1,949,748	\$ 1,677,876	\$ 5,270,078	\$ 1,974,391	\$ 1,637,601	\$ 1,804,304	\$ 2,495,215	\$ 6,748,859	\$ 4,221,479	\$ 4,279,062	\$ 4,929,609	\$ 3,955,198	\$ 2,586,395	\$ 3,276,586	\$ 3,276,586	\$ 15,249,400	\$ 9,818,179

Hedge Fund Solutions

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management Fees, Net																		
Base Management Fees	\$ 130,637	\$ 130,216	\$ 133,592	\$ 129,941	\$ 130,158	\$ 130,123	\$ 130,305	\$ 131,150	\$ 128,468	\$ 128,698	\$ 129,410	\$ 129,472	\$ 129,228	\$ 129,553	\$ 129,554	\$ 129,554	\$ 386,576	\$ 388,335
Transaction and Other Fees, Net	25	-	219	73	543	(5)	116	407	259	1,696	48	977	345	812	766	2,003	1,923	1,923
Management Fee Offsets	(280)	(608)	(507)	1,566	-	-	-	-	-	-	(28)	(65)	-	-	-	(28)	-	-
Total Management Fees, Net	130,382	129,608	133,304	131,580	130,701	130,118	130,421	131,557	128,727	130,394	129,430	130,384	129,573	130,365	130,320	388,551	390,258	390,258
Fee Related Compensation	(40,357)	(34,900)	(38,150)	(32,499)	(45,723)	(36,536)	(40,562)	(30,824)	(37,865)	(39,278)	(37,450)	(37,450)	(32,331)	(39,639)	(40,533)	(43,443)	(114,593)	(123,615)
Other Operating Expenses	(15,404)	(14,128)	(17,358)	(16,578)	(18,107)	(19,131)	(19,593)	(19,039)	(16,379)	(16,318)	(17,958)	(17,610)	(18,785)	(18,494)	(20,753)	(50,655)	(58,032)	(58,032)
Fee Related Earnings	\$ 74,621	\$ 80,580	\$ 77,796	\$ 82,503	\$ 66,871	\$ 74,451	\$ 70,266	\$ 81,694	\$ 74,483	\$ 74,798	\$ 74,022	\$ 80,443	\$ 71,149	\$ 71,338	\$ 66,124	\$ 223,303	\$ 208,611	\$ 208,611
Realized Performance Revenues	10,516	16,915	2,783	37,983	2,684	(251)	4,572	35,172	14,684	6,995	14,217	118,447	10,177	7,270	3,985	35,896	21,432	21,432
Realized Performance Compensation	(1,543)	(8,460)	1,847	(14,484)	(963)	(74)	(1,782)	(12,210)	(4,171)	(2,008)	(3,588)	(30,940)	(2,923)	(2,546)	(1,922)	(9,767)	(7,391)	(7,391)
Realized Principal Investment Income (Loss)	(10,375)	(1,757)	(468)	(141)	(4,745)	(515)	(1,211)	(753)	(632)	225	1,316	8,165	640	7,766	2,024	909	10,430	10,430
Total Net Realizations	(1,402)	6,698	4,162	23,358	(3,024)	(840)	1,579	22,209	9,881	5,212	11,945	95,672	7,894	12,490	4,087	27,038	24,471	24,471
Segment Distributable Earnings	\$ 73,219	\$ 87,278	\$ 81,958	\$ 105,861	\$ 63,847	\$ 73,611	\$ 71,845	\$ 103,903	\$ 84,364	\$ 80,010	\$ 85,967	\$ 176,115	\$ 79,043	\$ 83,828	\$ 70,211	\$ 250,341	\$ 233,082	\$ 233,082
Segment Revenues	\$ 130,523	\$ 144,766	\$ 135,619	\$ 169,422	\$ 128,640	\$ 129,352	\$ 133,782	\$ 165,976	\$ 142,779	\$ 137,614	\$ 144,963	\$ 256,996	\$ 140,390	\$ 145,401	\$ 136,329	\$ 425,356	\$ 422,120	\$ 422,120
Total Assets Under Management	\$ 66,378,908	\$ 67,829,866	\$ 68,405,948	\$ 69,105,425	\$ 68,475,416	\$ 68,649,878	\$ 70,113,508	\$ 71,119,718	\$ 73,303,381	\$ 72,476,444	\$ 74,219,563	\$ 75,090,834	\$ 78,657,551	\$ 77,403,078	\$ 80,005,136	\$ 74,219,563	\$ 80,005,136	\$ 80,005,136
Fee-Earning Assets Under Management	\$ 64,114,498	\$ 65,512,170	\$ 65,182,338	\$ 65,665,439	\$ 64,831,253	\$ 64,973,999	\$ 66,434,971	\$ 66,987,553	\$ 68,812,528	\$ 67,824,464	\$ 69,037,961	\$ 69,914,061	\$ 73,570,498	\$ 71,889,290	\$ 74,558,599	\$ 69,037,961	\$ 74,558,599	\$ 74,558,599
Weighted Average Fee-Earning AUM	\$ 62,910,553	\$ 65,453,883	\$ 65,782,066	\$ 65,802,335	\$ 65,123,126	\$ 65,520,626	\$ 66,600,260	\$ 67,993,100	\$ 68,406,531	\$ 69,301,130	\$ 68,957,501	\$ 71,101,632	\$ 72,979,993	\$ 73,635,114	\$ 74,637,255	\$ 68,902,797	\$ 73,954,966	\$ 73,954,966
LP Capital Invested	\$ 133,351	\$ 2,131	\$ 66,427	\$ 41,332	\$ 315,757	\$ 32,804	\$ 144,505	\$ 260,482	\$ 121,857	\$ 89,985	\$ 360,748	\$ 328,640	\$ 755,818	\$ 112,753	\$ 226,086	\$ 572,590	\$ 1,094,657	\$ 1,094,657
Total Capital Invested	\$ 139,223	\$ 2,136	\$ 71,132	\$ 39,877	\$ 329,793	\$ 32,809	\$ 151,099	\$ 260,742	\$ 121,888	\$ 93,191	\$ 363,420	\$ 383,070	\$ 785,874	\$ 113,108	\$ 227,870	\$ 578,499	\$ 1,126,852	\$ 1,126,852

Credit

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management Fees, Net																		
Base Management Fees	\$ 125,029	\$ 123,615	\$ 126,533	\$ 125,805	\$ 125,990	\$ 131,392	\$ 132,661	\$ 135,246	\$ 139,905	\$ 137,121	\$ 133,680	\$ 156,628	\$ 168,441	\$ 118,161	\$ 132,071	\$ 132,071	\$ 410,706	\$ 418,673
Transaction and Other Fees, Net	1,457	2,060	1,289	1,565	1,342	1,424	3,204	3,220	2,508	3,820	2,883	4,220	2,539	3,461	5,791	9,211	9,211	11,791
Management Fee Offsets	(7,850)	(3,370)	(11,260)	(7,585)	(9,658)	(9,982)	(7,091)	(10,781)	(17,859)	(4,653)	(4,867)	(5,003)	(3,317)	(2,697)	(3,093)	(27,379)	(9,107)	(9,107)
Total Management Fees, Net	118,636	122,305	116,562	119,785	117,674	122,834	128,774	127,685	124,554	136,288	131,696	155,845	167,663	118,925	134,769	134,769	392,538	421,357
Fee Related Performance Revenues	15,412	26,185	25,379	23,684	19,646	21,837	19,858	21,911	23,872	23,479	15,235	27,359	(666)	-	-	-	62,586	(666)
Fee Related Compensation	(54,009)	(55,010)	(59,890)	(46,533)	(57,323)	(61,375)	(52,606)	(52,009)	(60,315)	(61,442)	(57,888)	(74,197)	(66,259)	(50,757)	(57,139)	(179,645)	(174,155)	(174,155)
Other Operating Expenses	(15,989)	(16,947)	(18,228)	(15,715)	(18,183)	(21,375)	(20,266)	(27,876)	(21,458)	(27,549)	(23,237)	(27,318)	(27,739)	(31,899)	(31,551)	(72,244)	(91,189)	(91,189)
Fee Related Earnings	\$ 64,050	\$ 76,533	\$ 63,823	\$ 81,221	\$ 61,814	\$ 61,921	\$ 75,760	\$ 69,711	\$ 66,653	\$ 70,776	\$ 65,806	\$ 81,689	\$ 72,999	\$ 36,269	\$ 46,079	\$ 203,235	\$ 155,347	\$ 155,347
Realized Performance Revenues	16,386	30,424	54,350	13,732	2,051	1,974	17,652	21,533	14,467	20,438	27,427	132,570	39,890	14,594	4,853	62,332	59,337	59,337
Realized Performance Compensation	(7,896)	(16,378)	(31,106)	(7,399)	(1,412)	(1,311)	(9,157)	(10,319)	(8,433)	(11,945)	(13,002)	(67,454)	(22,746)	(7,119)	(3,142)	(33,380)	(33,007)	(33,007)
Realized Principal Investment Income (Loss)	2,237	2,723	1,735	491	(2,974)	11,330	(328)	2,976	2,653	1,895	7,346	4,486	7,025	4,082	2,991	11,894	14,098	14,098
Total Net Realizations	10,727	16,769	24,979	6,824	(2,335)	11,993	8,167	14,190	8,687	10,388	21,771	69,602	24,169	11,557	4,702	40,846	40,428	40,428
Segment Distributable Earnings	\$ 74,777	\$ 93,302	\$ 88,802	\$ 88,045	\$ 59,479	\$ 73,914	\$ 83,927	\$ 83,901	\$ 75,340	\$ 81,164	\$ 87,577	\$ 151,291	\$ 97,168	\$ 47,826	\$ 50,781	\$ 244,081	\$ 195,775	\$ 195,775
Segment Revenues	\$ 152,671	\$ 181,637	\$ 198,026	\$ 157,692	\$ 136,397	\$ 157,975	\$ 165,956	\$ 174,105	\$ 165,546	\$ 182,100	\$ 181,704	\$ 320,260	\$ 213,912	\$ 137,601	\$ 142,613	\$ 529,350	\$ 494,126	\$ 494,126
Total Assets Under Management	\$ 74,959,534	\$ 81,288,709	\$ 80,841,348	\$ 79,081,252	\$ 78,656,291	\$ 84,749,076	\$ 89,330,729	\$ 93,280,101	\$ 93,115,549	\$ 94,525,834	\$ 99,477,360	\$ 138,136,470	\$ 139,966,177	\$ 123,059,087	\$ 130,560,299	\$ 99,477,360	\$ 130,560,299	\$ 130,560,299
Fee-Earning Assets Under Management	\$ 59,271,744	\$ 61,608,998	\$ 60,337,992	\$ 61,684,380	\$ 62,094,760	\$ 64,820,990	\$ 66,192,702	\$ 68,964,608	\$ 71,270,996	\$ 72,370,134	\$ 74,040,881	\$ 111,304,230	\$ 111,397,306	\$ 94,266,657	\$ 98,734,717	\$ 74,040,881	\$ 98,734,717	\$ 98,734,717
Weighted Average Fee-Earning AUM	\$ 58,607,856	\$ 61,256,993	\$ 60,243,777	\$ 60,598,308	\$ 61,584,275	\$ 63,656,504	\$ 65,688,147	\$ 68,181,217	\$ 70,293,980	\$ 71,150,811	\$ 73,209,820	\$ 93,809,155	\$ 111,679,395	\$ 93,320,718	\$ 97,138,872	\$ 71,693,340	\$ 100,274,861	\$ 100,274,861
LP Capital Invested	\$ 814,423	\$ 47,768	\$ 424,365	\$ 2,496,709	\$ 586,935	\$ 699,516	\$ 588,389	\$ 1,380,009	\$ 2,261,266	\$ 1,490,880	\$ 2,177,565	\$ 2,875,572	\$ 1,011,361	\$ 1,018,831	\$ 2,173,242	\$ 5,929,711	\$ 4,203,434	\$ 4,203,434
Total Capital Invested	\$ 989,775	\$ 60,337	\$ 432,212	\$ 2,601,675	\$ 568,731	\$ 822,172	\$ 605,383	\$ 1,416,913	\$ 2,318,201	\$ 1,687,991	\$ 2,440,716	\$ 3,208,762	\$ 1,035,511	\$ 1,051,887	\$ 2,336,399	\$ 6,446,908	\$ 4,423,797	\$ 4,423,797

Financial Advisory

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Management and Advisory Fees, Net																		
Transaction, Advisory and Other Fees, Net	\$ 81,825	\$ 72,155	\$ 143,752	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Management and Advisory Fees, Net	81,825	72,155	143,752	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fee Related Compensation	(50,648)	(43,242)	(59,763)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Operating Expenses	(17,207)	(14,062)	(18,461)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Fee Related Earnings	\$ 13,970	\$ 14,851	\$ 65,528	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Realized Principal Investment Income (Loss)	(230)	(159)	(479)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Net Realizations	(230)	(159)	(479)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Segment Distributable Earnings	\$ 13,740	\$ 14,692	\$ 65,049	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Segment Revenues	\$ 81,595	\$ 71,996	\$ 143,273	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

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.

Total Segments

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management and Advisory Fees, Net					
Base Management Fees	\$ 1,740,807	\$ 1,987,529	\$ 2,196,583	\$ 2,397,779	\$ 2,680,391
Transaction, Advisory and Other Fees, Net	617,491	667,282	461,816	144,858	156,816
Management Fee Offsets	(72,220)	(86,771)	(93,494)	(79,644)	(66,416)
Total Management and Advisory Fees, Net	2,286,078	2,568,040	2,564,905	2,462,993	2,770,791
Fee Related Performance Revenues	38,761	63,921	101,119	101,430	169,445
Fee Related Compensation	(1,004,246)	(1,139,738)	(1,136,083)	(1,054,438)	(1,185,639)
Other Operating Expenses	(382,735)	(420,927)	(448,575)	(431,836)	(424,866)
Fee Related Earnings	\$ 937,858	\$ 1,071,296	\$ 1,081,366	\$ 1,078,149	\$ 1,329,731
Realized Performance Revenues	1,379,530	2,648,420	3,299,503	1,545,586	3,647,807
Realized Performance Compensation	(439,386)	(891,289)	(829,838)	(483,257)	(1,297,611)
Realized Principal Investment Income	170,471	543,425	418,808	199,869	436,194
Total Net Realizations	1,110,615	2,300,556	2,888,473	1,262,198	2,786,390
Total Segment Distributable Earnings	\$ 2,048,473	\$ 3,371,852	\$ 3,969,839	\$ 2,340,347	\$ 4,116,121
Net Interest (Loss)	(32,968)	(36,511)	(44,181)	(51,623)	(49,918)
Taxes and Related Payables	(156,734)	(280,788)	(90,470)	(167,149)	(189,988)
Distributable Earnings	\$ 1,858,771	\$ 3,054,553	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215
Total Segment Revenues	\$ 3,874,840	\$ 5,823,806	\$ 6,384,335	\$ 4,309,878	\$ 7,024,237
Total Assets Under Management	\$ 265,757,630	\$ 290,381,069	\$ 336,384,575	\$ 366,553,465	\$ 434,128,243
Fee-Earning Assets Under Management	\$ 197,981,739	\$ 216,691,799	\$ 246,146,372	\$ 277,092,672	\$ 335,343,998
Weighted Average Fee-Earning AUM	\$ 186,133,604	\$ 212,324,209	\$ 240,378,333	\$ 264,986,623	\$ 289,116,993
LP Capital Invested	\$ 14,179,704	\$ 24,369,501	\$ 30,505,046	\$ 22,421,750	\$ 46,216,413
Total Capital Invested	\$ 15,250,286	\$ 26,375,960	\$ 32,355,310	\$ 23,275,410	\$ 50,678,463

Real Estate

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management Fees, Net					
Base Management Fees	\$ 565,182	\$ 628,502	\$ 668,575	\$ 795,161	\$ 872,191
Transaction and Other Fees, Net	79,675	91,610	110,577	95,324	82,781
Management Fee Offsets	(22,821)	(34,443)	(26,840)	(7,322)	(15,934)
Total Management Fees, Net	622,036	685,669	752,312	883,163	939,038
Fee Related Performance Revenues	-	1,657	10,459	18,178	79,500
Fee Related Compensation	(283,200)	(320,101)	(350,745)	(379,331)	(437,311)
Other Operating Expenses	(88,070)	(105,995)	(125,513)	(137,581)	(136,042)
Fee Related Earnings	\$ 250,766	\$ 261,230	\$ 286,513	\$ 384,429	\$ 445,185
Realized Performance Revenues	532,635	1,497,604	1,641,427	1,214,931	2,141,374
Realized Performance Compensation	(172,715)	(438,130)	(487,497)	(335,147)	(751,526)
Realized Principal Investment Income	52,359	309,095	235,582	122,712	255,903
Total Net Realizations	412,279	1,368,569	1,389,512	1,002,496	1,645,751
Segment Distributable Earnings	\$ 663,045	\$ 1,629,799	\$ 1,676,025	\$ 1,386,925	\$ 2,090,936
Segment Revenues	\$ 1,207,030	\$ 2,494,025	\$ 2,639,780	\$ 2,238,984	\$ 3,415,815
Total Assets Under Management	\$ 79,410,788	\$ 80,863,187	\$ 93,917,824	\$ 101,963,652	\$ 115,340,363
Fee-Earning Assets Under Management	\$ 50,792,803	\$ 52,563,068	\$ 67,345,357	\$ 72,030,054	\$ 83,984,824
Weighted Average Fee-Earning AUM	\$ 45,326,937	\$ 53,589,873	\$ 63,722,064	\$ 67,503,830	\$ 74,421,496
LP Capital Invested	\$ 9,741,277	\$ 11,235,142	\$ 16,259,362	\$ 10,969,746	\$ 19,586,515
Total Capital Invested	\$ 10,249,733	\$ 11,530,152	\$ 16,603,472	\$ 11,176,257	\$ 19,882,215

Private Equity

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management and Advisory Fees, Net					
Base Management Fees	\$ 368,146	\$ 415,841	\$ 502,640	\$ 555,593	\$ 724,818
Transaction, Advisory and Other Fees, Net	121,991	157,621	46,819	39,283	57,624
Management Fee Offsets	(5,683)	(19,146)	(36,760)	(34,810)	(18,007)
Total Management and Advisory Fees, Net	484,454	554,316	512,699	560,066	764,435
Fee Related Compensation	(227,092)	(269,685)	(270,337)	(298,149)	(347,562)
Other Operating Expenses	(96,719)	(104,246)	(142,985)	(130,685)	(120,997)
Fee Related Earnings	\$ 160,643	\$ 180,385	\$ 99,377	\$ 131,232	\$ 295,876
Realized Performance Revenues	329,993	754,402	1,474,987	245,268	1,157,188
Realized Performance Compensation	(38,953)	(266,393)	(256,922)	(110,882)	(404,544)
Realized Principal Investment Income	88,026	202,719	189,649	73,377	154,837
Total Net Realizations	379,066	690,728	1,407,714	207,763	907,481
Segment Distributable Earnings	\$ 539,709	\$ 871,113	\$ 1,507,091	\$ 338,995	\$ 1,203,357
Segment Revenues	\$ 902,473	\$ 1,511,437	\$ 2,177,335	\$ 878,711	\$ 2,076,460
Total Assets Under Management	\$ 65,675,031	\$ 73,073,252	\$ 94,280,074	\$ 100,189,994	\$ 105,560,576
Fee-Earning Assets Under Management	\$ 42,600,515	\$ 43,890,167	\$ 51,451,196	\$ 69,110,457	\$ 70,140,883
Weighted Average Fee-Earning AUM	\$ 43,977,145	\$ 44,178,572	\$ 51,008,387	\$ 66,103,146	\$ 68,739,122
LP Capital Invested	\$ 2,568,582	\$ 9,623,273	\$ 10,219,178	\$ 7,443,607	\$ 16,923,385
Total Capital Invested	\$ 2,950,129	\$ 11,196,998	\$ 11,415,471	\$ 7,911,511	\$ 20,179,009

Hedge Fund Solutions

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management Fees, Net					
Base Management Fees	\$ 409,321	\$ 482,981	\$ 524,386	\$ 521,736	\$ 516,048
Transaction and Other Fees, Net	623	569	317	1,061	2,980
Management Fee Offsets	(3,387)	(5,014)	171	-	(93)
Total Management Fees, Net	406,557	478,536	524,874	522,797	518,935
Fee Related Compensation	(90,857)	(124,960)	(145,906)	(153,645)	(146,924)
Other Operating Expenses	(53,086)	(66,392)	(63,468)	(75,870)	(68,265)
Fee Related Earnings	\$ 262,614	\$ 287,184	\$ 315,500	\$ 293,282	\$ 303,746
Realized Performance Revenues	207,735	140,529	68,197	42,177	154,343
Realized Performance Compensation	(65,793)	(40,095)	(22,640)	(15,029)	(40,707)
Realized Principal Investment Income (Loss)	27,613	21,550	(12,741)	(7,224)	9,074
Total Net Realizations	169,555	121,984	32,816	19,924	122,710
Segment Distributable Earnings	\$ 432,169	\$ 409,168	\$ 348,316	\$ 313,206	\$ 426,456
Segment Revenues	\$ 641,905	\$ 640,615	\$ 580,330	\$ 557,750	\$ 682,352
Total Assets Under Management	\$ 55,657,463	\$ 63,585,670	\$ 69,105,425	\$ 71,119,718	\$ 75,090,834
Fee-Earning Assets Under Management	\$ 52,865,837	\$ 61,417,558	\$ 65,665,439	\$ 66,987,553	\$ 69,914,061
Weighted Average Fee-Earning AUM	\$ 48,431,911	\$ 58,548,866	\$ 65,203,649	\$ 66,585,721	\$ 69,568,964
LP Capital Invested	\$ 431,275	\$ 854,128	\$ 243,241	\$ 753,548	\$ 901,230
Total Capital Invested	\$ 454,990	\$ 898,557	\$ 252,368	\$ 774,443	\$ 961,569

Credit

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management Fees, Net					
Base Management Fees	\$ 398,158	\$ 460,205	\$ 500,982	\$ 525,289	\$ 567,334
Transaction and Other Fees, Net	28,586	18,161	6,371	9,190	13,431
Management Fee Offsets	(40,329)	(28,168)	(30,065)	(37,512)	(32,382)
Total Management Fees, Net	386,415	450,198	477,288	496,967	548,383
Fee Related Performance Revenues	38,761	62,264	90,660	83,252	89,945
Fee Related Compensation	(191,708)	(214,098)	(215,442)	(223,313)	(253,842)
Other Operating Expenses	(72,288)	(70,204)	(66,879)	(87,700)	(99,562)
Fee Related Earnings	\$ 161,180	\$ 228,160	\$ 285,627	\$ 269,206	\$ 284,924
Realized Performance Revenues	309,167	255,885	114,892	43,210	194,902
Realized Performance Compensation	(161,925)	(146,671)	(62,779)	(22,199)	(100,834)
Realized Principal Investment Income	4,098	9,354	7,186	11,004	16,380
Total Net Realizations	151,340	118,568	59,299	32,015	110,448
Segment Distributable Earnings	\$ 312,520	\$ 346,728	\$ 344,926	\$ 301,221	\$ 395,372
Segment Revenues	\$ 738,441	\$ 777,701	\$ 690,026	\$ 634,433	\$ 849,610
Total Assets Under Management	\$ 65,014,348	\$ 72,858,960	\$ 79,081,252	\$ 93,280,101	\$ 138,136,470
Fee-Earning Assets Under Management	\$ 51,722,584	\$ 58,821,006	\$ 61,684,380	\$ 68,964,608	\$ 111,304,230
Weighted Average Fee-Earning AUM	\$ 48,397,611	\$ 56,006,898	\$ 60,444,233	\$ 64,793,926	\$ 76,387,411
LP Capital Invested	\$ 1,438,570	\$ 2,656,958	\$ 3,783,265	\$ 3,254,849	\$ 8,805,283
Total Capital Invested	\$ 1,595,434	\$ 2,750,253	\$ 4,083,999	\$ 3,413,199	\$ 9,655,670

Financial Advisory

(Dollars in Thousands)	2013	2014	2015	2016	2017
Management and Advisory Fees, Net					
Transaction, Advisory and Other Fees, Net	\$ 386,616	\$ 399,321	\$ 297,732	\$ -	\$ -
Total Management and Advisory Fees, Net	386,616	399,321	297,732	-	-
Fee Related Compensation	(211,389)	(210,894)	(153,653)	-	-
Other Operating Expenses	(72,572)	(74,090)	(49,730)	-	-
Fee Related Earnings	\$ 102,655	\$ 114,337	\$ 94,349	\$ -	\$ -
Realized Principal Investment Income (Loss)	(1,625)	707	(868)	-	-
Total Net Realizations	(1,625)	707	(868)	-	-
Segment Distributable Earnings	\$ 101,030	\$ 115,044	\$ 93,481	\$ -	\$ -
Segment Revenues	\$ 384,991	\$ 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'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date		
																3Q'17	3Q'18	
Revenues																		
Management and Advisory Fees, Net	\$ 621,723	\$ 579,722	\$ 710,240	\$ 654,764	\$ 612,418	\$ 612,224	\$ 602,049	\$ 637,599	\$ 645,484	\$ 690,857	\$ 685,922	\$ 729,059	\$ 728,849	\$ 721,384	\$ 780,009	\$ 2,022,263	\$ 2,230,242	
Incentive Fees	28,380	42,161	34,808	63,205	28,007	29,231	26,992	65,698	46,511	40,303	35,513	120,187	12,566	19,378	9,799	122,327	41,743	
Investment Income (Loss)																		
Performance Allocations																		
Realized	1,208,852	943,004	433,836	644,282	231,321	323,944	507,293	432,881	1,111,905	602,662	434,982	1,422,262	269,640	503,376	592,103	2,149,549	1,365,119	
Unrealized	394,776	(429,086)	(1,066,870)	(488,506)	56,512	94,856	127,209	251,537	(124,621)	95,532	406,649	(483,033)	628,089	440,351	299,238	377,560	1,367,678	
Principal Investment Income (Loss)																		
Realized	187,930	157,823	99,952	109,466	(12,001)	65,037	119,351	106,350	251,344	125,058	74,805	184,562	42,145	129,197	134,619	451,207	305,961	
Unrealized	18,273	(100,999)	(179,298)	(88,505)	3,493	40,102	23,752	9,967	(40,188)	7,275	96,085	(20,567)	111,774	103,468	52,840	63,172	268,082	
Total Investment Income (Loss)	1,809,831	570,742	(712,380)	176,737	279,325	523,939	777,605	800,735	1,198,440	830,527	1,012,521	1,103,224	1,051,648	1,176,392	1,078,800	3,041,488	3,306,840	
Interest and Dividend Revenue	21,920	21,965	26,244	24,828	23,075	22,286	21,819	28,544	28,495	33,703	36,974	40,524	35,385	40,073	48,604	99,172	124,062	
Other	(5,641)	3,976	(813)	10,260	(5,612)	7,935	(423)	52,853	(4,212)	(59,664)	(35,572)	(33,781)	(59,317)	675,343	9,368	(99,448)	625,394	
Total Revenues	2,476,213	1,218,566	58,099	929,794	937,213	1,195,615	1,428,042	1,585,429	1,914,718	1,535,726	1,735,358	1,959,213	1,769,131	2,632,570	1,926,580	5,185,802	6,328,281	
Expenses																		
Compensation and Benefits																		
Compensation	559,559	473,019	393,655	299,958	346,003	355,424	329,634	304,347	351,589	367,203	359,209	364,484	389,403	427,479	419,285	1,078,001	1,236,167	
Incentive Fee Compensation	12,385	20,165	15,787	28,954	13,785	14,763	13,003	27,370	22,465	21,032	18,332	43,450	6,662	9,743	7,251	61,829	23,656	
Performance Allocations Compensation																		
Realized	292,090	239,704	97,073	173,588	58,841	88,069	170,860	147,359	366,478	195,738	162,505	557,244	112,062	186,398	200,442	724,721	498,902	
Unrealized	82,106	(45,965)	(229,447)	(116,116)	34,201	77,016	79,361	142,950	7,533	86,910	175,534	(166,183)	254,435	189,991	178,184	269,977	622,610	
Total Compensation and Benefits	946,140	686,923	277,068	386,384	452,830	535,272	592,858	622,026	748,065	670,883	715,580	798,995	762,562	813,611	805,162	2,134,528	2,381,335	
General, Administrative and Other	135,928	152,449	165,308	146,362	126,557	135,389	130,217	149,461	109,386	119,552	121,036	138,608	126,713	145,828	168,813	349,974	441,354	
Interest Expense	31,370	37,414	36,860	38,878	37,356	36,878	37,278	41,142	40,246	41,089	41,545	74,606	38,671	39,320	41,355	122,880	119,346	
Fund Expenses	16,850	41,699	18,296	2,654	5,229	8,592	15,128	23,232	24,076	49,669	26,350	32,692	54,985	17,622	2,302	100,095	74,909	
Total Expenses	1,130,288	918,485	497,532	574,278	621,972	716,131	775,481	835,861	921,773	881,193	904,511	1,044,901	982,931	1,016,381	1,017,632	2,707,477	3,016,944	
Other Income																		
Reduction of Tax Receivable Agreement Liability	-	-	-	82,707	-	-	-	-	-	-	-	403,855	-	-	-	-	-	
Net Gains (Losses) from Fund Investment Activities	93,555	82,015	(16,867)	17,661	19,142	30,703	61,395	73,510	66,132	110,054	63,448	81,963	110,599	73,519	66,838	239,634	250,956	
Income (Loss) Before Provision for Taxes	\$ 1,439,480	\$ 382,096	\$ (456,300)	\$ 455,884	\$ 334,383	\$ 510,187	\$ 713,956	\$ 823,078	\$ 1,059,077	\$ 764,587	\$ 894,295	\$ 1,400,130	\$ 896,799	\$ 1,689,708	\$ 975,786	\$ 2,717,959	\$ 3,562,293	
Provision for Taxes	99,344	43,251	1,573	46,230	9,146	47,415	27,714	48,087	57,437	29,608	59,512	596,590	54,495	138,731	26,798	146,557	220,024	
Net Income (Loss)	\$ 1,340,136	\$ 338,845	\$ (457,873)	\$ 409,654	\$ 325,237	\$ 462,772	\$ 686,242	\$ 774,991	\$ 1,001,640	\$ 734,979	\$ 834,783	\$ 803,540	\$ 842,304	\$ 1,550,977	\$ 948,988	\$ 2,571,402	\$ 3,342,269	
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	7,527	13,780	(12,520)	2,358	(6,401)	(2,049)	10,764	1,663	2,000	991	3,215	7,600	(1,275)	905	2,569	6,206	2,199	
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	81,796	66,716	30,671	40,717	40,086	64,729	82,653	58,684	138,685	112,944	113,446	132,364	155,499	129,078	143,101	365,075	427,678	
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	633,990	129,834	(235,067)	157,772	131,478	201,648	282,798	344,175	409,046	283,637	340,202	359,438	320,208	678,952	360,576	1,032,885	1,359,736	
Net Income (Loss) Attributable to The Blackstone Group L.P. ("BX")	\$ 616,823	\$ 128,515	\$ (240,957)	\$ 208,807	\$ 160,074	\$ 198,444	\$ 310,027	\$ 370,469	\$ 451,909	\$ 337,407	\$ 377,920	\$ 304,138	\$ 367,872	\$ 742,042	\$ 442,742	\$ 1,167,236	\$ 1,552,656	

GAAP - Consolidated Statements of Operations

(Dollars in Thousands)	2013	2014	2015	2016	2017
Revenues					
Management and Advisory Fees, Net	\$ 2,218,548	\$ 2,522,847	\$ 2,566,449	\$ 2,464,290	\$ 2,751,322
Incentive Fees	231,000	173,106	168,554	149,928	242,514
Investment Income (Loss)					
Performance Allocations					
Realized	1,177,796	2,525,981	3,229,974	1,495,439	3,571,811
Unrealized	2,152,707	1,692,046	(1,589,686)	530,114	(105,473)
Principal Investment Income (Loss)					
Realized	188,644	523,735	555,171	278,737	635,769
Unrealized	611,664	10,265	(350,529)	77,314	42,605
Total Investment Income	4,130,811	4,752,027	1,844,930	2,381,604	4,144,712
Interest and Dividend Revenue	64,511	69,809	94,957	95,724	139,696
Other	10,307	9,405	7,782	54,753	(133,229)
Total Revenues	6,655,177	7,527,194	4,682,672	5,146,299	7,145,015
Expenses					
Compensation and Benefits					
Compensation	1,844,485	1,868,868	1,726,191	1,335,408	1,442,485
Incentive Fee Compensation	102,149	78,271	77,291	68,921	105,279
Performance Allocations Compensation					
Realized	355,967	847,471	802,455	465,129	1,281,965
Unrealized	964,339	368,493	(309,422)	333,528	103,794
Total Compensation and Benefits	3,266,940	3,163,103	2,296,515	2,202,986	2,933,523
General, Administrative and Other	499,005	575,058	600,047	541,624	488,582
Interest Expense	107,973	121,524	144,522	152,654	197,486
Fund Expenses	26,658	30,498	79,499	52,181	132,787
Total Expenses	3,900,576	3,890,183	3,120,583	2,949,445	3,752,378
Other Income					
Reduction of Tax Receivable Agreement Liability	20,469	-	82,707	-	403,855
Net Gains from Fund Investment Activities	381,664	357,854	176,364	184,750	321,597
Income Before Provision for Taxes	\$ 3,156,734	\$ 3,994,865	\$ 1,821,160	\$ 2,381,604	\$ 4,118,089
Provision for Taxes	255,642	291,173	190,398	132,362	743,147
Net Income	\$ 2,901,092	\$ 3,703,692	\$ 1,630,762	\$ 2,249,242	\$ 3,374,942
Net Income Attributable to Redeemable Non-Controlling Interests in Consolidated Entities					
	183,315	74,794	11,145	3,977	13,806
Net Income Attributable to Non-Controlling Interests in Consolidated Entities					
	198,557	335,070	219,900	246,152	497,439
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings					
	1,343,874	1,705,001	686,529	960,099	1,392,323
Net Income Attributable to The Blackstone Group L.P. ("BX")	\$ 1,175,346	\$ 1,588,827	\$ 713,188	\$ 1,039,014	\$ 1,471,374

Reconciliation of GAAP to Non-GAAP Measures

(Dollars in Thousands)	1Q'15	2Q'15	3Q'15	4Q'15	1Q'16	2Q'16	3Q'16	4Q'16	1Q'17	2Q'17	3Q'17	4Q'17	1Q'18	2Q'18	3Q'18	Year-to-Date	
																3Q'17	3Q'18
Net Income (Loss) Attributable to The Blackstone Group L.P.	\$ 616,823	\$ 128,515	\$ (240,957)	\$ 208,807	\$ 160,074	\$ 198,444	\$ 310,027	\$ 370,469	\$ 451,909	\$ 337,407	\$ 377,920	\$ 304,138	\$ 367,872	\$ 742,042	\$ 442,742	\$ 1,167,236	\$ 1,552,656
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	633,990	129,834	(235,067)	157,772	131,478	201,648	282,798	344,175	409,046	283,637	340,202	359,438	320,208	678,952	360,576	1,032,885	1,359,736
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	81,796	66,716	30,671	40,717	40,086	64,729	82,653	58,684	138,685	112,944	113,446	132,364	155,499	129,078	143,101	365,075	427,678
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	7,527	13,780	(12,520)	2,358	(6,401)	(2,049)	10,764	1,663	2,000	991	3,215	7,600	(1,275)	905	2,569	6,206	2,199
Net Income (Loss)	\$ 1,340,136	\$ 338,845	\$ (457,873)	\$ 409,654	\$ 325,237	\$ 462,772	\$ 686,242	\$ 774,991	\$ 1,001,640	\$ 734,979	\$ 834,783	\$ 803,540	\$ 842,304	\$ 1,550,977	\$ 948,988	\$ 2,571,402	\$ 3,342,269
Provision for Taxes	99,344	43,251	1,573	46,230	9,146	47,415	27,714	48,087	57,437	29,608	59,512	596,590	54,495	138,731	26,798	146,557	220,024
Income (Loss) Before Provision for Taxes	\$ 1,439,480	\$ 382,096	\$ (456,300)	\$ 455,884	\$ 334,383	\$ 510,187	\$ 713,956	\$ 823,078	\$ 1,059,077	\$ 764,587	\$ 894,295	\$ 1,400,130	\$ 896,799	\$ 1,689,708	\$ 975,786	\$ 2,717,959	\$ 3,562,293
Transaction-Related Charges (a)	231,862	192,018	80,962	(15,279)	64,136	69,956	60,029	70,816	56,979	57,831	55,714	(347,055)	52,489	(470,078)	79,242	170,524	(338,347)
Amortization of Intangibles (b)	25,899	24,720	30,624	23,287	23,208	23,208	22,054	15,996	11,344	11,344	11,344	14,265	14,873	14,873	14,856	34,032	44,602
Impact of Consolidation (c)	(89,323)	(80,496)	(18,151)	(43,075)	(33,685)	(62,680)	(93,417)	(60,347)	(140,685)	(113,935)	(116,661)	(139,964)	(154,224)	(129,983)	(145,670)	(371,281)	(429,877)
Unrealized Performance Revenues (d)	(395,372)	427,864	1,069,440	488,437	(56,055)	(95,061)	(128,791)	(250,213)	124,078	(95,707)	(407,425)	484,486	(628,339)	(440,424)	(298,931)	(379,054)	(1,367,694)
Unrealized Performance Allocations Compensation (e)	82,106	(45,965)	(229,447)	(116,116)	34,201	77,016	79,361	142,950	7,533	86,910	175,534	(166,183)	254,435	189,991	178,184	269,977	622,610
Unrealized Principal Investment (Income) Loss (f)	(81,849)	125,723	223,657	98,428	16,549	(6,101)	(27,253)	(3,616)	98,935	33,167	(17,384)	16,488	(13,978)	(52,126)	(28,704)	114,718	(94,808)
Other Revenues (g)	4,872	(3,973)	841	(10,240)	6,248	(8,546)	425	(52,839)	8,287	62,469	34,144	35,151	60,894	(94,416)	(9,092)	104,900	(42,614)
Equity-Based Compensation (h)	44,398	28,547	17,819	12,280	22,024	18,522	18,178	20,847	29,914	27,990	27,810	21,396	44,148	34,394	36,576	85,714	115,118
Taxes and Related Payables (i)	(16,994)	(20,587)	(27,070)	(25,819)	(16,794)	(31,588)	(51,089)	(67,678)	(25,324)	(53,291)	(31,805)	(79,568)	(25,042)	(41,797)	(32,963)	(110,420)	(99,802)
Distributable Earnings	\$ 1,245,079	\$ 1,029,947	\$ 692,375	\$ 867,787	\$ 394,215	\$ 494,913	\$ 593,453	\$ 638,994	\$ 1,230,138	\$ 781,365	\$ 625,566	\$ 1,239,146	\$ 502,055	\$ 700,142	\$ 769,284	\$ 2,637,069	\$ 1,971,481
Taxes and Related Payables (i)	16,994	20,587	27,070	25,819	16,794	31,588	51,089	67,678	25,324	53,291	31,805	79,568	25,042	41,797	32,963	110,420	99,802
Net Interest (Income) Loss (j)	8,402	14,411	9,522	11,846	13,351	13,546	14,184	10,542	10,954	6,591	2,864	29,509	1,853	(2,842)	(9,013)	20,409	(10,002)
Total Segment Distributable Earnings	\$ 1,270,475	\$ 1,064,945	\$ 728,967	\$ 905,452	\$ 424,360	\$ 540,047	\$ 658,726	\$ 717,214	\$ 1,266,416	\$ 841,247	\$ 660,235	\$ 1,348,223	\$ 528,950	\$ 739,097	\$ 793,234	\$ 2,767,898	\$ 2,061,281
Realized Performance Revenues (k)	(1,221,100)	(958,655)	(440,720)	(679,028)	(235,150)	(325,160)	(510,602)	(474,674)	(1,131,245)	(615,043)	(404,721)	(1,496,798)	(278,371)	(477,544)	(572,159)	(2,151,009)	(1,328,074)
Realized Performance Compensation (l)	295,408	247,950	98,110	188,370	60,660	88,772	172,099	161,726	373,978	201,526	148,808	573,299	114,829	172,894	190,773	724,312	478,496
Realized Principal Investment (Income) Loss (m)	(107,792)	(136,497)	(87,526)	(86,993)	10,101	(53,670)	(60,634)	(95,666)	(202,894)	(100,887)	(60,188)	(72,225)	(28,693)	(94,647)	(65,620)	(363,969)	(188,960)
Fee Related Earnings	\$ 236,991	\$ 217,743	\$ 298,831	\$ 327,801	\$ 259,971	\$ 249,989	\$ 259,589	\$ 308,600	\$ 306,255	\$ 326,843	\$ 344,134	\$ 352,499	\$ 336,715	\$ 339,800	\$ 346,228	\$ 977,232	\$ 1,022,743
Adjusted EBITDA Reconciliation																	
Distributable Earnings	\$ 1,245,079	\$ 1,029,947	\$ 692,375	\$ 867,787	\$ 394,215	\$ 494,913	\$ 593,453	\$ 638,994	\$ 1,230,138	\$ 781,365	\$ 625,566	\$ 1,239,146	\$ 502,055	\$ 700,142	\$ 769,284	\$ 2,637,069	\$ 1,971,481
Interest Expense (n)	30,465	36,506	35,957	36,914	36,497	36,020	36,419	39,086	39,450	40,294	40,749	72,345	38,238	38,885	40,923	120,493	118,046
Taxes and Related Payables (i)	16,994	20,587	27,070	25,819	16,794	31,588	51,089	67,678	25,324	53,291	31,805	79,568	25,042	41,797	32,963	110,420	99,802
Depreciation and Amortization	6,927	6,715	6,719	6,852	6,292	6,331	7,338	12,010	6,216	6,392	6,027	6,593	6,251	5,986	5,681	18,635	17,918
Adjusted EBITDA	\$ 1,299,465	\$ 1,093,755	\$ 762,121	\$ 937,372	\$ 453,798	\$ 568,852	\$ 688,299	\$ 757,768	\$ 1,301,128	\$ 881,342	\$ 704,147	\$ 1,397,652	\$ 571,586	\$ 786,810	\$ 848,851	\$ 2,886,617	\$ 2,207,247

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

Reconciliation of GAAP to Non-GAAP Measures

(Dollars in Thousands)

	2013	2014	2015	2016	2017
Net Income Attributable to The Blackstone Group L.P.	\$ 1,175,346	\$ 1,588,827	\$ 713,188	\$ 1,039,014	\$ 1,471,374
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	1,343,874	1,705,001	686,529	960,099	1,392,323
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	198,557	335,070	219,900	246,152	497,439
Net Income Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	183,315	74,794	11,145	3,977	13,806
Net Income	\$ 2,901,092	\$ 3,703,692	\$ 1,630,762	\$ 2,249,242	\$ 3,374,942
Provision for Taxes	255,642	291,173	190,398	132,362	743,147
Income Before Provision for Taxes	\$ 3,156,734	\$ 3,994,865	\$ 1,821,160	\$ 2,381,604	\$ 4,118,089
Transaction-Related Charges (a)	722,707	856,382	489,563	264,937	(176,531)
Amortization of Intangibles (b)	106,643	111,254	104,530	84,466	48,297
Impact of Consolidation (c)	(381,872)	(409,864)	(231,045)	(250,129)	(511,245)
Unrealized Performance Revenues (d)	(2,155,528)	(1,696,407)	1,590,369	(530,120)	105,432
Unrealized Performance Allocations Compensation (e)	964,339	368,493	(309,422)	333,528	103,794
Unrealized Principal Investment (Income) Loss (f)	(517,334)	71,797	365,959	(20,421)	131,206
Other Revenues (g)	(10,308)	(9,405)	(8,500)	(54,712)	140,051
Equity-Based Compensation (h)	130,124	48,226	103,044	79,571	107,110
Taxes and Related Payables (i)	(156,734)	(280,788)	(90,470)	(167,149)	(189,988)
Distributable Earnings	\$ 1,858,771	\$ 3,054,553	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215
Taxes and Related Payables (i)	156,734	280,788	90,470	167,149	189,988
Net Interest Loss (j)	32,968	36,511	44,181	51,623	49,918
Total Segment Distributable Earnings	\$ 2,048,473	\$ 3,371,852	\$ 3,969,839	\$ 2,340,347	\$ 4,116,121
Realized Performance Revenues (k)	(1,379,530)	(2,648,420)	(3,299,503)	(1,545,586)	(3,647,807)
Realized Performance Compensation (l)	439,386	891,289	829,838	483,257	1,297,611
Realized Principal Investment (Income) (m)	(170,471)	(543,425)	(418,808)	(199,869)	(436,194)
Fee Related Earnings	\$ 937,858	\$ 1,071,296	\$ 1,081,366	\$ 1,078,149	\$ 1,329,731
Adjusted EBITDA Reconciliation					
Distributable Earnings	\$ 1,858,771	\$ 3,054,553	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215
Interest Expense (n)	103,904	112,563	139,842	148,022	192,838
Taxes and Related Payables (i)	156,734	280,788	90,470	167,149	189,988
Depreciation and Amortization	35,441	32,300	27,213	31,971	25,228
Adjusted EBITDA	\$ 2,154,850	\$ 3,480,204	\$ 4,092,713	\$ 2,468,717	\$ 4,284,269

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

Reconciliation of GAAP to Non-GAAP Measures – Notes

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, the increase to revenue representing the reimbursement of certain expenses by Blackstone Funds, which are presented gross under GAAP but netted against Other Operating Expenses in the segment presentation, 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 and Related Payables Including Payable Under Tax Receivable Agreement represent the total GAAP tax provision adjusted to include only the current tax provision (benefit) calculated on Income (Loss) Before Provision for Taxes and to exclude the tax impact on any divestitures and the Payable Under 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.

Definitions

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).
- **Distributable Earnings**, or “**DE**”, is derived from Blackstone’s segment reported results, and is used to assess performance and amounts available for distributions to Blackstone unitholders, 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 Transaction-Related Charges, 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 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.
 - **Fee Related Performance Compensation** is included in Fee Related Compensation on a segment basis and refers to compensation expense directly related to Fee Related Performance Revenues.
 - **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.