

Blackstone's Second Quarter 2020 Supplemental Financial Data

July 23, 2020

Effective January 1, 2020, Blackstone updated its calculation methodology for Weighted-Average Fee-Earning Assets Under Management as follows: quarterly amounts are calculated as the average of the beginning and end of quarter Fee-Earning Assets Under Management with year to date and last twelve months amounts calculated as the average of the beginning of period balance and each quarter end's Fee-Earning Assets Under Management in the calculation period. Prior periods have not been recast for this update.

Effective January 1, 2020, the Credit segment was renamed Credit & Insurance. There was no change to the composition of the segment or historical results.

Throughout this presentation, all current period amounts are preliminary.

Total Segments

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date	
											2Q'19	2Q'20
Management and Advisory Fees, Net												
Base Management Fees	\$ 707,156	\$ 692,915	\$ 721,606	\$ 722,648	\$ 757,518	\$ 805,315	\$ 809,729	\$ 873,368	\$ 910,396	\$ 941,794	\$ 1,562,833	\$ 1,852,190
Transaction, Advisory and Other Fees, Net	37,066	40,912	73,944	77,576	65,150	61,495	92,702	95,073	50,665	48,292	126,645	98,957
Management Fee Offsets	(8,178)	(10,833)	(16,331)	(2,029)	(8,606)	(22,654)	(22,086)	(22,768)	(20,494)	(13,353)	(31,260)	(33,847)
Total Management and Advisory Fees, Net	736,044	722,994	779,219	798,195	814,062	844,156	880,345	945,673	940,567	976,733	1,658,218	1,917,300
Fee Related Performance Revenues	3,837	45,515	30,299	44,185	7,779	13,624	34,225	156,373	12,466	15,033	21,403	27,499
Fee Related Compensation	(296,074)	(306,243)	(334,545)	(279,284)	(324,031)	(293,834)	(329,834)	(388,879)	(346,264)	(306,904)	(617,865)	(653,168)
Other Operating Expenses	(107,092)	(122,466)	(128,745)	(130,025)	(123,311)	(142,121)	(144,351)	(161,359)	(138,885)	(143,583)	(265,432)	(282,468)
Fee Related Earnings	\$ 336,715	\$ 339,800	\$ 346,228	\$ 433,071	\$ 374,499	\$ 421,825	\$ 440,385	\$ 551,808	\$ 467,884	\$ 541,279	\$ 796,324	\$ 1,009,163
Realized Performance Revenues	278,371	477,544	572,159	483,697	246,769	341,386	420,840	651,647	167,233	102,177	588,155	269,410
Realized Performance Compensation	(114,829)	(172,894)	(190,773)	(199,645)	(85,240)	(125,466)	(143,870)	(249,359)	(71,302)	(37,787)	(210,706)	(109,089)
Realized Principal Investment Income	28,693	94,647	65,620	47,098	25,908	123,557	36,148	38,542	20,290	18,938	149,465	39,228
Total Net Realizations	192,235	399,297	447,006	331,150	187,437	339,477	313,118	440,830	116,221	83,328	526,914	199,549
Total Segment Distributable Earnings	\$ 528,950	\$ 739,097	\$ 793,234	\$ 764,221	\$ 561,936	\$ 761,302	\$ 753,503	\$ 992,638	\$ 584,105	\$ 624,607	\$ 1,323,238	\$ 1,208,712
Net Interest Income (Loss)	(1,853)	2,842	9,013	11,923	5,061	2,761	(7,767)	(2,496)	(3,941)	(12,634)	7,822	(16,575)
Taxes and Related Payables	(25,042)	(41,797)	(32,963)	(54,063)	(29,039)	(55,201)	(35,815)	(76,104)	(23,053)	(63,990)	(84,240)	(87,043)
Distributable Earnings	\$ 502,055	\$ 700,142	\$ 769,284	\$ 722,081	\$ 537,958	\$ 708,862	\$ 709,921	\$ 914,038	\$ 557,111	\$ 547,983	\$ 1,246,820	\$ 1,105,094
Additional Metrics:												
Total Segment Revenues	\$ 1,046,945	\$ 1,340,700	\$ 1,447,297	\$ 1,373,175	\$ 1,094,518	\$ 1,322,723	\$ 1,371,558	\$ 1,792,235	\$ 1,140,556	\$ 1,112,881	\$ 2,417,241	\$ 2,253,437
Total Assets Under Management	449,613,826	439,386,656	456,691,832	472,242,317	511,777,762	545,482,337	554,022,343	571,122,463	538,007,285	564,330,088	545,482,337	564,330,088
Fee-Earning Assets Under Management	344,650,797	332,978,145	342,261,123	342,527,507	352,993,394	387,864,642	394,138,443	408,074,852	423,055,037	435,825,935	387,864,642	435,825,935
Weighted-Average Fee-Earning AUM	343,211,044	328,594,512	340,994,284	343,514,196	349,589,269	368,900,952	391,977,663	398,811,159	415,564,944	429,440,486	359,104,556	422,318,608
Inflows	18,179,358	20,089,250	24,065,920	38,641,083	42,907,124	45,111,109	20,391,003	25,968,043	27,312,508	20,269,063	88,018,233	47,581,571
Capital Invested	10,119,519	8,351,772	9,894,470	16,349,738	11,783,583	17,669,109	16,156,664	17,339,074	14,818,725	12,832,119	29,452,692	27,650,844
Realizations	6,256,855	8,303,204	10,718,646	8,781,928	8,260,193	10,594,391	9,747,968	11,599,274	6,388,694	7,350,802	18,854,584	13,739,496

Capital Invested has been updated for 2Q'19.

Real Estate

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date		
											2Q'19	2Q'20	
Management Fees, Net													
Base Management Fees	\$ 226,526	\$ 249,680	\$ 254,088	\$ 255,105	\$ 260,245	\$ 255,636	\$ 266,779	\$ 333,523	\$ 371,438	\$ 382,704	\$ 515,881	\$ 754,142	
Transaction and Other Fees, Net	23,088	23,859	45,678	59,888	23,911	23,990	73,385	54,545	23,024	32,039	47,901	55,063	
Management Fee Offsets	(1,668)	(3,785)	(8,265)	2,276	(280)	(1,686)	(7,635)	(17,235)	(8,341)	(2,436)	(1,966)	(10,777)	
Total Management Fees, Net	247,946	269,754	291,501	317,269	283,876	277,940	332,529	370,833	386,121	412,307	561,816	798,428	
Fee Related Performance Revenues	4,503	45,515	30,299	44,185	6,676	11,072	30,600	149,889	4,551	6,505	17,748	11,056	
Fee Related Compensation	(100,610)	(120,783)	(128,342)	(109,695)	(114,816)	(97,795)	(132,183)	(186,465)	(120,296)	(116,640)	(212,611)	(236,936)	
Other Operating Expenses	(29,417)	(36,026)	(39,787)	(41,030)	(38,986)	(40,114)	(43,897)	(45,335)	(40,476)	(44,525)	(79,100)	(85,001)	
Fee Related Earnings	\$ 122,422	\$ 158,460	\$ 153,671	\$ 210,729	\$ 136,750	\$ 151,103	\$ 187,049	\$ 288,922	\$ 229,900	\$ 257,647	\$ 287,853	\$ 487,547	
Realized Performance Revenues	151,181	317,509	273,309	172,985	77,182	198,573	282,379	474,203	43,720	34,209	275,755	77,929	
Realized Performance Compensation	(56,115)	(94,716)	(79,309)	(54,179)	(29,900)	(67,742)	(85,544)	(190,910)	(13,392)	(12,547)	(97,642)	(25,939)	
Realized Principal Investment Income (Loss)	14,690	50,199	16,197	11,439	(2,131)	47,420	17,968	16,476	7,300	1,573	45,289	8,873	
Total Net Realizations	109,756	272,992	210,197	130,245	45,151	178,251	214,803	299,769	37,628	23,235	223,402	60,863	
Segment Distributable Earnings	\$ 232,178	\$ 431,452	\$ 363,868	\$ 340,974	\$ 181,901	\$ 329,354	\$ 401,852	\$ 588,691	\$ 267,528	\$ 280,882	\$ 511,255	\$ 548,410	
Additional Metrics:													
Segment Revenues	\$ 418,320	\$ 682,977	\$ 611,306	\$ 545,878	\$ 365,603	\$ 535,005	\$ 663,476	\$ 1,011,401	\$ 441,692	\$ 454,594	\$ 900,608	\$ 896,286	
Total Assets Under Management	119,575,884	119,399,973	119,942,029	136,247,229	140,334,043	153,604,820	157,076,273	163,156,064	160,934,849	166,723,844	153,604,820	166,723,844	
Fee-Earning Assets Under Management	87,284,578	88,776,501	90,772,735	93,252,724	94,223,034	112,287,094	116,749,305	128,214,137	130,424,462	134,260,348	112,287,094	134,260,348	
Weighted-Average Fee-Earning AUM	86,670,284	88,050,906	90,280,123	92,086,794	94,392,083	101,945,422	113,636,265	120,246,037	129,319,299	132,342,405	97,907,144	130,966,315	
Inflows	3,622,876	5,124,391	2,609,037	20,122,127	5,033,851	14,364,834	6,745,847	8,046,034	12,653,175	4,884,629	19,398,685	17,537,804	
Capital Invested	4,342,936	4,600,382	4,053,615	5,729,441	3,090,432	3,933,090	8,165,206	7,269,297	5,328,987	5,855,138	7,023,522	11,184,125	
Realizations	2,666,715	4,326,910	4,039,437	3,642,033	3,058,141	3,989,755	4,575,981	6,474,022	2,518,796	2,264,204	7,047,896	4,783,000	

Private Equity

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date	
											2Q'19	2Q'20
Management and Advisory Fees, Net												
Base Management Fees	\$ 182,961	\$ 195,521	\$ 205,893	\$ 200,848	\$ 219,417	\$ 265,139	\$ 252,510	\$ 249,416	\$ 253,974	\$ 268,070	\$ 484,556	\$ 522,044
Transaction, Advisory and Other Fees, Net	11,094	12,780	21,709	12,582	37,291	31,526	14,657	31,700	21,413	9,521	68,817	30,934
Management Fee Offsets	(3,193)	(4,351)	(4,973)	(987)	(4,985)	(17,689)	(11,889)	(2,764)	(9,215)	(8,031)	(22,674)	(17,246)
Total Management and Advisory Fees, Net	190,862	203,950	222,629	212,443	251,723	278,976	255,278	278,352	266,172	269,560	530,699	535,732
Fee Related Compensation	(89,566)	(94,170)	(105,621)	(86,089)	(107,587)	(105,107)	(105,773)	(105,285)	(110,368)	(92,825)	(212,694)	(203,193)
Other Operating Expenses	(31,151)	(36,047)	(36,654)	(29,244)	(34,201)	(40,429)	(38,235)	(47,145)	(41,001)	(44,827)	(74,630)	(85,828)
Fee Related Earnings	\$ 70,145	\$ 73,733	\$ 80,354	\$ 97,110	\$ 109,935	\$ 133,440	\$ 111,270	\$ 125,922	\$ 114,803	\$ 131,908	\$ 243,375	\$ 246,711
Realized Performance Revenues	77,123	138,171	290,012	252,100	156,599	122,907	124,231	65,255	112,076	64,513	279,506	176,589
Realized Performance Compensation	(33,045)	(68,513)	(106,400)	(110,209)	(50,556)	(52,081)	(52,034)	(37,895)	(54,643)	(25,016)	(102,637)	(79,659)
Realized Principal Investment Income	6,338	32,600	44,408	26,385	25,139	42,906	11,977	10,227	10,347	17,416	68,045	27,763
Total Net Realizations	50,416	102,258	228,020	168,276	131,182	113,732	84,174	37,587	67,780	56,913	244,914	124,693
Segment Distributable Earnings	\$ 120,561	\$ 175,991	\$ 308,374	\$ 265,386	\$ 241,117	\$ 247,172	\$ 195,444	\$ 163,509	\$ 182,583	\$ 188,821	\$ 488,289	\$ 371,404
Additional Metrics:												
Segment Revenues	\$ 274,323	\$ 374,721	\$ 557,049	\$ 490,928	\$ 433,461	\$ 444,789	\$ 391,486	\$ 353,834	\$ 388,595	\$ 351,489	\$ 878,250	\$ 740,084
Total Assets Under Management	111,414,214	119,524,518	126,184,368	130,665,286	158,988,748	171,171,687	173,858,400	182,886,109	174,695,883	184,118,135	171,171,687	184,118,135
Fee-Earning Assets Under Management	72,398,415	78,045,697	78,195,072	80,008,166	85,446,868	96,467,272	97,936,871	97,773,964	128,300,802	129,284,112	96,467,272	129,284,112
Weighted-Average Fee-Earning AUM	71,881,372	73,587,774	78,938,034	79,101,203	83,353,397	89,368,698	97,708,402	98,030,747	113,037,383	128,792,457	86,332,130	118,452,960
Inflows	3,534,463	6,282,722	6,997,499	9,825,279	28,471,460	16,806,806	3,254,530	8,303,774	8,868,851	5,202,708	45,278,266	14,071,559
Capital Invested	3,955,198	2,586,395	3,276,586	6,833,187	7,106,190	7,914,780	5,808,814	5,771,634	5,538,755	5,037,928	15,020,970	10,576,683
Realizations	1,041,784	2,058,727	4,033,482	3,262,618	3,742,658	4,678,685	2,812,162	2,307,409	2,031,106	2,990,225	8,421,343	5,021,331

Capital Invested has been updated for 2Q'19.

Hedge Fund Solutions

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date		
											2Q'19	2Q'20	
Management Fees, Net													
Base Management Fees	\$ 129,228	\$ 129,553	\$ 129,554	\$ 131,447	\$ 137,328	\$ 136,990	\$ 140,694	\$ 141,718	\$ 139,656	\$ 145,455	\$ 274,318	\$ 285,111	
Transaction and Other Fees, Net	345	812	766	1,257	318	723	691	1,801	758	859	1,041	1,617	
Management Fee Offsets	-	-	-	(93)	-	-	(18)	(120)	(42)	4	-	(38)	
Total Management Fees, Net	129,573	130,365	130,320	132,611	137,646	137,713	141,367	143,399	140,372	146,318	275,359	286,690	
Fee Related Compensation	(39,639)	(40,533)	(43,443)	(38,557)	(42,954)	(36,622)	(38,898)	(33,486)	(46,191)	(40,353)	(79,576)	(86,544)	
Other Operating Expenses	(18,785)	(18,494)	(20,753)	(19,740)	(17,885)	(21,112)	(20,495)	(22,507)	(18,667)	(17,807)	(38,997)	(36,474)	
Fee Related Earnings	\$ 71,149	\$ 71,338	\$ 66,124	\$ 74,314	\$ 76,807	\$ 79,979	\$ 81,974	\$ 87,406	\$ 75,514	\$ 88,158	\$ 156,786	\$ 163,672	
Realized Performance Revenues	10,177	7,270	3,985	20,987	4,091	11,960	1,848	108,677	1,767	1,482	16,051	3,249	
Realized Performance Compensation	(2,923)	(2,546)	(1,922)	(14,401)	(1,413)	(2,175)	(1,000)	(19,713)	(945)	0	(3,588)	(945)	
Realized Principal Investment Income (Loss)	640	7,766	2,024	6,609	(283)	12,306	1,480	8,204	(609)	(331)	12,023	(940)	
Total Net Realizations	7,894	12,490	4,087	13,195	2,395	22,091	2,328	97,168	213	1,151	24,486	1,364	
Segment Distributable Earnings	\$ 79,043	\$ 83,828	\$ 70,211	\$ 87,509	\$ 79,202	\$ 102,070	\$ 84,302	\$ 184,574	\$ 75,727	\$ 89,309	\$ 181,272	\$ 165,036	
Additional Metrics:													
Segment Revenues	\$ 140,390	\$ 145,401	\$ 136,329	\$ 160,207	\$ 141,454	\$ 161,979	\$ 144,695	\$ 260,280	\$ 141,530	\$ 147,469	\$ 303,433	\$ 288,999	
Total Assets Under Management	78,657,551	77,403,078	80,005,136	77,814,516	80,182,772	81,435,680	81,154,390	80,738,112	73,720,792	75,668,139	81,435,680	75,668,139	
Fee-Earning Assets Under Management	73,570,498	71,889,290	74,558,599	72,280,606	73,647,014	74,653,420	74,877,976	75,636,004	68,214,435	70,200,141	74,653,420	70,200,141	
Weighted-Average Fee-Earning AUM	72,979,993	73,635,114	74,637,255	74,232,169	73,458,940	74,793,579	76,166,677	75,377,926	71,925,219	69,207,288	74,194,723	71,350,193	
Inflows	3,940,614	2,995,023	3,702,238	2,640,452	2,568,943	3,812,651	3,164,093	2,697,168	3,246,661	3,323,861	6,381,594	6,570,522	
Capital Invested	785,874	113,108	227,870	575,115	231,590	2,101,802	659,457	711,503	605,702	877,481	2,333,392	1,483,183	
Realizations	56,072	126,015	70,986	218,858	186,558	296,126	305,905	483,379	138,987	516,843	482,684	655,830	

Credit & Insurance

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date		
											2Q'19	2Q'20	
Management Fees, Net													
Base Management Fees	\$ 168,441	\$ 118,161	\$ 132,071	\$ 135,248	\$ 140,528	\$ 147,550	\$ 149,746	\$ 148,711	\$ 145,328	\$ 145,565	\$ 288,078	\$ 290,893	
Transaction and Other Fees, Net	2,539	3,461	5,791	3,849	3,630	5,256	3,969	7,027	5,470	5,873	8,886	11,343	
Management Fee Offsets	(3,317)	(2,697)	(3,093)	(3,225)	(3,341)	(3,279)	(2,544)	(2,649)	(2,896)	(2,890)	(6,620)	(5,786)	
Total Management Fees, Net	167,663	118,925	134,769	135,872	140,817	149,527	151,171	153,089	147,902	148,548	290,344	296,450	
Fee Related Performance Revenues	(666)	-	-	-	1,103	2,552	3,625	6,484	7,915	8,528	3,655	16,443	
Fee Related Compensation	(66,259)	(50,757)	(57,139)	(44,943)	(58,674)	(54,310)	(52,980)	(63,643)	(69,409)	(57,086)	(112,984)	(126,495)	
Other Operating Expenses	(27,739)	(31,899)	(31,551)	(40,011)	(32,239)	(40,466)	(41,724)	(46,372)	(38,741)	(36,424)	(72,705)	(75,165)	
Fee Related Earnings	\$ 72,999	\$ 36,269	\$ 46,079	\$ 50,918	\$ 51,007	\$ 57,303	\$ 60,092	\$ 49,558	\$ 47,667	\$ 63,566	\$ 108,310	\$ 111,233	
Realized Performance Revenues	39,890	14,594	4,853	37,625	8,897	7,946	12,382	3,512	9,670	1,973	16,843	11,643	
Realized Performance Compensation	(22,746)	(7,119)	(3,142)	(20,856)	(3,371)	(3,468)	(5,292)	(841)	(2,322)	(224)	(6,839)	(2,546)	
Realized Principal Investment Income	7,025	4,082	2,991	2,665	3,183	20,925	4,723	3,635	3,252	280	24,108	3,532	
Total Net Realizations	24,169	11,557	4,702	19,434	8,709	25,403	11,813	6,306	10,600	2,029	34,112	12,629	
Segment Distributable Earnings	\$ 97,168	\$ 47,826	\$ 50,781	\$ 70,352	\$ 59,716	\$ 82,706	\$ 71,905	\$ 55,864	\$ 58,267	\$ 65,595	\$ 142,422	\$ 123,862	
Additional Metrics:													
Segment Revenues	\$ 213,912	\$ 137,601	\$ 142,613	\$ 176,162	\$ 154,000	\$ 180,950	\$ 171,901	\$ 166,720	\$ 168,739	\$ 159,329	\$ 334,950	\$ 328,068	
Total Assets Under Management	139,966,177	123,059,087	130,560,299	127,515,286	132,272,199	139,270,150	141,933,280	144,342,178	128,655,761	137,819,970	139,270,150	137,819,970	
Fee-Earning Assets Under Management	111,397,306	94,266,657	98,734,717	96,986,011	99,676,478	104,456,856	104,574,291	106,450,747	96,115,338	102,081,334	104,456,856	102,081,334	
Weighted-Average Fee-Earning AUM	111,679,395	93,320,718	97,138,872	98,094,030	98,384,849	102,793,253	104,466,319	105,156,449	101,283,043	99,098,336	100,670,559	101,549,140	
Inflows	7,081,405	5,687,114	10,757,146	6,053,225	6,832,870	10,126,818	7,226,533	6,921,067	2,543,821	6,857,865	16,959,688	9,401,686	
Capital Invested	1,035,511	1,051,887	2,336,399	3,211,995	1,355,371	3,719,437	1,523,187	3,586,640	3,345,281	1,061,572	5,074,808	4,406,853	
Realizations	2,492,284	1,791,552	2,574,741	1,658,419	1,272,836	1,629,825	2,053,920	2,334,464	1,699,805	1,579,530	2,902,661	3,279,335	

Total Segments

(\$ in thousands)	2015	2016	2017	2018	2019
Management and Advisory Fees, Net					
Base Management Fees	\$ 2,196,583	\$ 2,397,779	\$ 2,680,391	\$ 2,844,325	\$ 3,245,930
Transaction, Advisory and Other Fees, Net	461,816	144,858	156,816	229,498	314,420
Management Fee Offsets	(93,494)	(79,644)	(66,416)	(37,371)	(76,114)
Total Management and Advisory Fees, Net	2,564,905	2,462,993	2,770,791	3,036,452	3,484,236
Fee Related Performance Revenues	101,119	101,430	169,445	123,836	212,001
Fee Related Compensation	(1,136,083)	(1,054,438)	(1,185,639)	(1,216,146)	(1,336,578)
Other Operating Expenses	(448,575)	(431,836)	(424,866)	(488,328)	(571,142)
Fee Related Earnings	\$ 1,081,366	\$ 1,078,149	\$ 1,329,731	\$ 1,455,814	\$ 1,788,517
Realized Performance Revenues	3,299,503	1,545,586	3,647,807	1,811,771	1,660,642
Realized Performance Compensation	(829,838)	(483,257)	(1,297,611)	(678,141)	(603,935)
Realized Principal Investment Income	418,808	199,869	436,194	236,058	224,155
Total Net Realizations	2,888,473	1,262,198	2,786,390	1,369,688	1,280,862
Total Segment Distributable Earnings	\$ 3,969,839	\$ 2,340,347	\$ 4,116,121	\$ 2,825,502	\$ 3,069,379
Net Interest Income (Loss)	(44,181)	(51,623)	(49,918)	21,925	(2,441)
Taxes and Related Payables	(90,470)	(167,149)	(189,988)	(153,865)	(196,159)
Distributable Earnings	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215	\$ 2,693,562	\$ 2,870,779

Additional Metrics:

Total Segment Revenues	\$ 6,384,335	\$ 4,309,878	\$ 7,024,237	\$ 5,208,117	\$ 5,581,034
Total Assets Under Management	336,384,575	366,553,465	434,128,243	472,242,317	571,122,463
Fee-Earning Assets Under Management	246,146,372	277,092,672	335,343,998	342,527,507	408,074,852
Weighted-Average Fee-Earning AUM	240,378,333	264,986,623	289,116,993	338,819,012	375,416,357
Inflows	93,584,676	69,660,775	107,955,723	100,975,611	134,377,279
Capital Invested	32,355,310	23,275,410	50,678,463	44,715,499	62,948,430
Realizations	42,670,111	39,383,839	55,186,497	34,060,633	40,201,826

Real Estate

(\$ in thousands)	2015	2016	2017	2018	2019
Management Fees, Net					
Base Management Fees	\$ 668,575	\$ 795,161	\$ 872,191	\$ 985,399	\$ 1,116,183
Transaction and Other Fees, Net	110,577	95,324	82,781	152,513	175,831
Management Fee Offsets	(26,840)	(7,322)	(15,934)	(11,442)	(26,836)
Total Management Fees, Net	752,312	883,163	939,038	1,126,470	1,265,178
Fee Related Performance Revenues	10,459	18,178	79,500	124,502	198,237
Fee Related Compensation	(350,745)	(379,331)	(437,311)	(459,430)	(531,259)
Other Operating Expenses	(125,513)	(137,581)	(136,042)	(146,260)	(168,332)
Fee Related Earnings	\$ 286,513	\$ 384,429	\$ 445,185	\$ 645,282	\$ 763,824
Realized Performance Revenues	1,641,427	1,214,931	2,141,374	914,984	1,032,337
Realized Performance Compensation	(487,497)	(335,147)	(751,526)	(284,319)	(374,096)
Realized Principal Investment Income	235,582	122,712	255,903	92,525	79,733
Total Net Realizations	1,389,512	1,002,496	1,645,751	723,190	737,974
Segment Distributable Earnings	\$ 1,676,025	\$ 1,386,925	\$ 2,090,936	\$ 1,368,472	\$ 1,501,798

Additional Metrics:

Segment Revenues	\$ 2,639,780	\$ 2,238,984	\$ 3,415,815	\$ 2,258,481	\$ 2,575,485
Total Assets Under Management	93,917,824	101,963,652	115,340,363	136,247,229	163,156,064
Fee-Earning Assets Under Management	67,345,357	72,030,054	83,984,824	93,252,724	128,214,137
Weighted-Average Fee-Earning AUM	63,722,064	67,503,830	74,421,496	89,079,874	106,601,107
Inflows	29,473,697	19,047,473	23,844,270	31,478,431	34,190,566
Capital Invested	16,603,472	11,176,257	19,882,215	18,726,374	22,458,025
Realizations	21,016,540	17,926,238	24,527,951	14,675,095	18,097,899

Private Equity

(\$ in thousands)	2015	2016	2017	2018	2019
Management and Advisory Fees, Net					
Base Management Fees	\$ 502,640	\$ 555,593	\$ 724,818	\$ 785,223	\$ 986,482
Transaction, Advisory and Other Fees, Net	46,819	39,283	57,624	58,165	115,174
Management Fee Offsets	(36,760)	(34,810)	(18,007)	(13,504)	(37,327)
Total Management and Advisory Fees, Net	512,699	560,066	764,435	829,884	1,064,329
Fee Related Compensation	(270,337)	(298,149)	(347,562)	(375,446)	(423,752)
Other Operating Expenses	(142,985)	(130,685)	(120,997)	(133,096)	(160,010)
Fee Related Earnings	\$ 99,377	\$ 131,232	\$ 295,876	\$ 321,342	\$ 480,567
Realized Performance Revenues	1,474,987	245,268	1,157,188	757,406	468,992
Realized Performance Compensation	(256,922)	(110,882)	(404,544)	(318,167)	(192,566)
Realized Principal Investment Income	189,649	73,377	154,837	109,731	90,249
Total Net Realizations	1,407,714	207,763	907,481	548,970	366,675
Segment Distributable Earnings	\$ 1,507,091	\$ 338,995	\$ 1,203,357	\$ 870,312	\$ 847,242

Additional Metrics:

Segment Revenues	\$ 2,177,335	\$ 878,711	\$ 2,076,460	\$ 1,697,021	\$ 1,623,570
Total Assets Under Management	94,280,074	100,189,994	105,560,576	130,665,286	182,886,109
Fee-Earning Assets Under Management	51,451,196	69,110,457	70,140,883	80,008,166	97,773,964
Weighted-Average Fee-Earning AUM	51,008,387	66,103,146	68,739,122	75,911,259	91,366,067
Inflows	30,034,911	16,845,959	12,631,106	26,639,963	56,836,570
Capital Invested	11,415,471	7,911,511	20,179,009	16,651,366	26,601,418
Realizations	13,493,163	14,221,866	15,760,727	10,396,611	13,540,914

Hedge Fund Solutions

(\$ in thousands)	2015	2016	2017	2018	2019
Management Fees, Net					
Base Management Fees	\$ 524,386	\$ 521,736	\$ 516,048	\$ 519,782	\$ 556,730
Transaction and Other Fees, Net	317	1,061	2,980	3,180	3,533
Management Fee Offsets	171	-	(93)	(93)	(138)
Total Management Fees, Net	524,874	522,797	518,935	522,869	560,125
Fee Related Compensation	(145,906)	(153,645)	(146,924)	(162,172)	(151,960)
Other Operating Expenses	(63,468)	(75,870)	(68,265)	(77,772)	(81,999)
Fee Related Earnings	\$ 315,500	\$ 293,282	\$ 303,746	\$ 282,925	\$ 326,166
Realized Performance Revenues	68,197	42,177	154,343	42,419	126,576
Realized Performance Compensation	(22,640)	(15,029)	(40,707)	(21,792)	(24,301)
Realized Principal Investment Income (Loss)	(12,741)	(7,224)	9,074	17,039	21,707
Total Net Realizations	32,816	19,924	122,710	37,666	123,982
Segment Distributable Earnings	\$ 348,316	\$ 313,206	\$ 426,456	\$ 320,591	\$ 450,148

Additional Metrics:

Segment Revenues	\$ 580,330	\$ 557,750	\$ 682,352	\$ 582,327	\$ 708,408
Total Assets Under Management	69,105,425	71,119,718	75,090,834	77,814,516	80,738,112
Fee-Earning Assets Under Management	65,665,439	66,987,553	69,914,061	72,280,606	75,636,004
Weighted-Average Fee-Earning AUM	65,203,649	66,585,721	69,568,964	73,993,826	75,091,879
Inflows	11,040,950	10,782,839	12,106,471	13,278,327	12,242,855
Capital Invested	252,368	774,443	961,569	1,701,967	3,704,352
Realizations	554,584	436,973	2,409,985	471,931	1,271,968

Credit & Insurance

(\$ in thousands)	2015	2016	2017	2018	2019
Management Fees, Net					
Base Management Fees	\$ 500,982	\$ 525,289	\$ 567,334	\$ 553,921	\$ 586,535
Transaction and Other Fees, Net	6,371	9,190	13,431	15,640	19,882
Management Fee Offsets	(30,065)	(37,512)	(32,382)	(12,332)	(11,813)
Total Management Fees, Net	477,288	496,967	548,383	557,229	594,604
Fee Related Performance Revenues	90,660	83,252	89,945	(666)	13,764
Fee Related Compensation	(215,442)	(223,313)	(253,842)	(219,098)	(229,607)
Other Operating Expenses	(66,879)	(87,700)	(99,562)	(131,200)	(160,801)
Fee Related Earnings	\$ 285,627	\$ 269,206	\$ 284,924	\$ 206,265	\$ 217,960
Realized Performance Revenues	114,892	43,210	194,902	96,962	32,737
Realized Performance Compensation	(62,779)	(22,199)	(100,834)	(53,863)	(12,972)
Realized Principal Investment Income	7,186	11,004	16,380	16,763	32,466
Total Net Realizations	59,299	32,015	110,448	59,862	52,231
Segment Distributable Earnings	\$ 344,926	\$ 301,221	\$ 395,372	\$ 266,127	\$ 270,191

Additional Metrics:

Segment Revenues	\$ 690,026	\$ 634,433	\$ 849,610	\$ 670,288	\$ 673,571
Total Assets Under Management	79,081,252	93,280,101	138,136,470	127,515,286	144,342,178
Fee-Earning Assets Under Management	61,684,380	68,964,608	111,304,230	96,986,011	106,450,747
Weighted-Average Fee-Earning AUM	60,444,233	64,793,926	76,387,411	99,834,053	102,357,304
Inflows	23,035,118	22,984,504	59,373,876	29,578,890	31,107,288
Capital Invested	4,083,999	3,413,199	9,655,670	7,635,792	10,184,635
Realizations	7,605,824	6,798,762	12,487,834	8,516,996	7,291,045

Financial Advisory

(\$ in thousands)	2015	2016	2017	2018	2019
Management and Advisory Fees, Net					
Transaction, Advisory and Other Fees, Net	\$ 297,732	\$ -	\$ -	\$ -	\$ -
Total Management and Advisory Fees, Net	297,732	-	-	-	-
Fee Related Compensation	(153,653)	-	-	-	-
Other Operating Expenses	(49,730)	-	-	-	-
Fee Related Earnings	\$ 94,349	\$ -	\$ -	\$ -	\$ -
Realized Principal Investment Income (Loss)	(868)	-	-	-	-
Total Net Realizations	(868)	-	-	-	-
Segment Distributable Earnings	\$ 93,481	\$ -	\$ -	\$ -	\$ -

Additional Metrics:

Segment Revenues	\$ 296,864	\$ -	\$ -	\$ -	\$ -
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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

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date	
											2Q'19	2Q'20
Revenues												
Management and Advisory Fees, Net	\$ 728,849	\$ 721,384	\$ 780,009	\$ 797,554	\$ 809,726	\$ 840,378	\$ 878,151	\$ 943,900	\$ 934,832	\$ 969,728	\$ 1,650,104	\$ 1,904,560
Incentive Fees	12,566	19,378	9,799	15,797	12,132	21,915	8,254	87,610	12,161	15,300	34,047	27,461
Investment Income (Loss)												
Performance Allocations												
Realized	269,640	503,376	592,103	511,388	242,375	332,520	446,550	717,555	167,530	101,910	574,895	269,440
Unrealized	628,089	440,351	299,238	(806,305)	663,999	157,732	176,370	128,231	(3,453,081)	1,067,923	821,731	(2,385,158)
Principal Investments												
Realized	42,145	129,197	134,619	109,901	73,261	145,040	74,642	100,535	48,695	61,102	218,301	109,797
Unrealized	111,774	103,468	52,840	(218,165)	169,044	(37,345)	15,391	67,913	(959,365)	331,762	131,699	(627,603)
Total Investment Income (Loss)	1,051,648	1,176,392	1,078,800	(403,181)	1,148,679	597,947	712,953	1,014,234	(4,196,221)	1,562,697	1,746,626	(2,633,524)
Interest and Dividend Revenue	35,385	40,073	48,604	47,885	44,084	43,686	42,482	52,146	35,084	23,924	87,770	59,008
Other	(59,317)	675,343	9,368	46,923	10,250	(17,120)	93,273	(6,410)	138,180	(55,580)	(6,870)	82,600
Total Revenues	\$ 1,769,131	\$ 2,632,570	\$ 1,926,580	\$ 504,978	\$ 2,024,871	\$ 1,486,806	\$ 1,735,113	\$ 2,091,480	\$ (3,075,964)	\$ 2,516,069	\$ 3,511,677	\$ (559,895)
Expenses												
Compensation and Benefits												
Compensation	389,403	427,479	419,285	373,790	471,397	438,521	462,766	447,646	476,543	458,457	909,918	935,000
Incentive Fee Compensation	6,662	9,743	7,251	10,260	5,406	8,886	5,419	24,589	6,522	8,432	14,292	14,954
Performance Allocations Compensation												
Realized	112,062	186,398	200,442	212,174	86,395	125,825	155,663	295,059	72,423	38,569	212,220	110,992
Unrealized	254,435	189,991	178,184	(302,868)	287,015	64,518	94,907	93,845	(1,397,378)	454,813	351,533	(942,565)
Total Compensation and Benefits	762,562	813,611	805,162	293,356	850,213	637,750	718,755	861,139	(841,890)	960,271	1,487,963	118,381
General, Administrative and Other	126,713	145,828	168,813	153,519	146,062	175,308	171,067	186,971	157,566	169,051	321,370	326,617
Interest Expense	38,671	39,320	41,355	44,644	42,002	43,596	53,362	60,688	41,644	39,276	85,598	80,920
Fund Expenses	54,985	17,622	2,302	3,577	2,887	5,586	4,036	5,229	4,605	4,083	8,473	8,688
Total Expenses	\$ 982,931	\$ 1,016,381	\$ 1,017,632	\$ 495,096	\$ 1,041,164	\$ 862,240	\$ 947,220	\$ 1,114,027	\$ (638,075)	\$ 1,172,681	\$ 1,903,404	\$ 534,606
Other Income												
Change in Tax Receivable Agreement Liability	-	-	-	-	-	-	174,606	(13,039)	(595)	76	-	(519)
Net Gains (Loss) from Fund Investment Activities	110,599	73,519	66,838	(59,234)	130,325	61,131	48,450	42,923	(327,374)	158,297	191,456	(169,077)
Income (Loss) Before Provision (Benefit) for Taxes	\$ 896,799	\$ 1,689,708	\$ 975,786	\$ (49,352)	\$ 1,114,032	\$ 685,697	\$ 1,010,949	\$ 1,007,337	\$ (2,765,858)	\$ 1,501,761	\$ 1,799,729	\$ (1,264,097)
Provision (Benefit) for Taxes	54,495	138,731	26,798	29,366	41,155	38,736	(156,786)	28,943	(158,703)	147,415	79,891	(11,288)
Net Income (Loss)	\$ 842,304	\$ 1,550,977	\$ 948,988	\$ (78,718)	\$ 1,072,877	\$ 646,961	\$ 1,167,735	\$ 978,394	\$ (2,607,155)	\$ 1,354,346	\$ 1,719,838	\$ (1,252,809)
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	(1,275)	905	2,569	(4,303)	2,480	1,095	(8)	(3,688)	(15,469)	(3,426)	3,575	(18,895)
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	155,499	129,078	143,101	(68,800)	186,833	80,744	88,406	120,796	(645,077)	294,378	267,577	(350,699)
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	320,208	678,952	360,576	5,253	402,260	259,330	299,900	378,137	(880,117)	495,128	661,590	(384,989)
Net Income (Loss) Attributable to The Blackstone Group Inc. ("BX")	\$ 367,872	\$ 742,042	\$ 442,742	\$ (10,868)	\$ 481,304	\$ 305,792	\$ 779,437	\$ 483,149	\$ (1,066,492)	\$ 568,266	\$ 787,096	\$ (498,226)

GAAP - Consolidated Statements of Operations

(\$ in thousands)	2015	2016	2017	2018	2019
Revenues					
Management and Advisory Fees, Net	\$ 2,566,449	\$ 2,464,290	\$ 2,751,322	\$ 3,027,796	\$ 3,472,155
Incentive Fees	168,554	149,928	242,514	57,540	129,911
Investment Income (Loss)					
Performance Allocations					
Realized	3,229,974	1,495,439	3,571,811	1,876,507	1,739,000
Unrealized	(1,589,686)	530,114	(105,473)	561,373	1,126,332
Principal Investments					
Realized	555,171	278,737	635,769	415,862	393,478
Unrealized	(350,529)	77,314	42,605	49,917	215,003
Total Investment Income	1,844,930	2,381,604	4,144,712	2,903,659	3,473,813
Interest and Dividend Revenue	94,957	95,724	139,696	171,947	182,398
Other	7,782	54,753	(133,229)	672,317	79,993
Total Revenues	\$ 4,682,672	\$ 5,146,299	\$ 7,145,015	\$ 6,833,259	\$ 7,338,270
Expenses					
Compensation and Benefits					
Compensation	1,726,191	1,335,408	1,442,485	1,609,957	1,820,330
Incentive Fee Compensation	77,291	68,921	105,279	33,916	44,300
Performance Allocations Compensation					
Realized	802,455	465,129	1,281,965	711,076	662,942
Unrealized	(309,422)	333,528	103,794	319,742	540,285
Total Compensation and Benefits	2,296,515	2,202,986	2,933,523	2,674,691	3,067,857
General, Administrative and Other	600,047	541,624	488,582	594,873	679,408
Interest Expense	144,522	152,654	197,486	163,990	199,648
Fund Expenses	79,499	52,181	132,787	78,486	17,738
Total Expenses	\$ 3,120,583	\$ 2,949,445	\$ 3,752,378	\$ 3,512,040	\$ 3,964,651
Other Income					
Change in Tax Receivable Agreement Liability	82,707	-	403,855	-	161,567
Net Gains from Fund Investment Activities	176,364	184,750	321,597	191,722	282,829
Income Before Provision (Benefit) for Taxes	\$ 1,821,160	\$ 2,381,604	\$ 4,118,089	\$ 3,512,941	\$ 3,818,015
Provision (Benefit) for Taxes	190,398	132,362	743,147	249,390	(47,952)
Net Income	\$ 1,630,762	\$ 2,249,242	\$ 3,374,942	\$ 3,263,551	\$ 3,865,967
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities					
	11,145	3,977	13,806	(2,104)	(121)
Net Income Attributable to Non-Controlling Interests in Consolidated Entities					
	219,900	246,152	497,439	358,878	476,779
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings					
	686,529	960,099	1,392,323	1,364,989	1,339,627
Net Income Attributable to The Blackstone Group Inc. ("BX")	\$ 713,188	\$ 1,039,014	\$ 1,471,374	\$ 1,541,788	\$ 2,049,682

Reconciliation of GAAP to Non-GAAP Measures

(\$ in thousands)	1Q'18	2Q'18	3Q'18	4Q'18	1Q'19	2Q'19	3Q'19	4Q'19	1Q'20	2Q'20	Year-to-Date	
											2Q'19	2Q'20
Net Income (Loss) Attributable to The Blackstone Group Inc.	\$ 367,872	\$ 742,042	\$ 442,742	\$ (10,868)	\$ 481,304	\$ 305,792	\$ 779,437	\$ 483,149	\$ (1,066,492)	\$ 568,266	\$ 787,096	\$ (498,226)
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	320,208	678,952	360,576	5,253	402,260	259,330	299,900	378,137	(880,117)	495,128	661,590	(384,989)
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	155,499	129,078	143,101	(68,800)	186,833	80,744	88,406	120,796	(645,077)	294,378	267,577	(350,699)
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	(1,275)	905	2,569	(4,303)	2,480	1,095	(8)	(3,688)	(15,469)	(3,426)	3,575	(18,895)
Net Income (Loss)	\$ 842,304	\$ 1,550,977	\$ 948,988	\$ (78,718)	\$ 1,072,877	\$ 646,961	\$ 1,167,735	\$ 978,394	\$ (2,607,155)	\$ 1,354,346	\$ 1,719,838	\$ (1,252,809)
Provision (Benefit) for Taxes	54,495	138,731	26,798	29,366	41,155	38,736	(156,786)	28,943	(158,703)	147,415	79,891	(11,288)
Income (Loss) Before Provision (Benefit) for Taxes	\$ 896,799	\$ 1,689,708	\$ 975,786	\$ (49,352)	\$ 1,114,032	\$ 685,697	\$ 1,010,949	\$ 1,007,337	\$ (2,765,858)	\$ 1,501,761	\$ 1,799,729	\$ (1,264,097)
Transaction-Related Charges (a)	52,489	(470,078)	79,242	76,431	89,451	106,994	(82,547)	94,715	46,994	76,160	196,445	123,154
Amortization of Intangibles (b)	14,873	14,873	14,856	15,392	16,483	16,483	16,483	16,482	16,483	16,483	32,966	32,966
Impact of Consolidation (c)	(154,224)	(129,983)	(145,670)	73,103	(189,313)	(81,839)	(88,398)	(117,108)	660,546	(290,952)	(271,152)	369,594
Unrealized Performance Revenues (d)	(628,339)	(440,424)	(298,931)	806,531	(664,333)	(157,398)	(176,604)	(128,333)	3,453,446	(1,067,923)	(821,731)	2,385,523
Unrealized Performance Allocations Compensation (e)	254,435	189,991	178,184	(302,868)	287,015	64,518	94,907	93,845	(1,397,378)	454,813	351,533	(942,565)
Unrealized Principal Investment (Income) Loss (f)	(13,978)	(52,126)	(28,704)	160,659	(139,925)	56,353	5,219	(34,974)	616,610	(223,316)	(83,572)	393,294
Other Revenues (g)	60,894	(94,416)	(9,092)	(46,854)	(13,189)	20,150	(92,843)	6,435	(138,151)	55,606	6,961	(82,545)
Equity-Based Compensation (h)	44,148	34,394	36,576	43,102	66,776	53,105	58,570	51,743	87,472	89,341	119,881	176,813
Taxes and Related Payables (i)	(25,042)	(41,797)	(32,963)	(54,063)	(29,039)	(55,201)	(35,815)	(76,104)	(23,053)	(63,990)	(84,240)	(87,043)
Distributable Earnings	\$ 502,055	\$ 700,142	\$ 769,284	\$ 722,081	\$ 537,958	\$ 708,862	\$ 709,921	\$ 914,038	\$ 557,111	\$ 547,983	\$ 1,246,820	\$ 1,105,094
Taxes and Related Payables (i)	25,042	41,797	32,963	54,063	29,039	55,201	35,815	76,104	23,053	63,990	84,240	87,043
Net Interest (Income) Loss (j)	1,853	(2,842)	(9,013)	(11,923)	(5,061)	(2,761)	7,767	2,496	3,941	12,634	(7,822)	16,575
Total Segment Distributable Earnings	\$ 528,950	\$ 739,097	\$ 793,234	\$ 764,221	\$ 561,936	\$ 761,302	\$ 753,503	\$ 992,638	\$ 584,105	\$ 624,607	\$ 1,323,238	\$ 1,208,712
Realized Performance Revenues (k)	(278,371)	(477,544)	(572,159)	(483,697)	(246,769)	(341,386)	(420,840)	(651,647)	(167,233)	(102,177)	(588,155)	(269,410)
Realized Performance Compensation (l)	114,829	172,894	190,773	199,645	85,240	125,466	143,870	249,359	71,302	37,787	210,706	109,089
Realized Principal Investment Income (m)	(28,693)	(94,647)	(65,620)	(47,098)	(25,908)	(123,557)	(36,148)	(38,542)	(20,290)	(18,938)	(149,465)	(39,228)
Fee Related Earnings	\$ 336,715	\$ 339,800	\$ 346,228	\$ 433,071	\$ 374,499	\$ 421,825	\$ 440,385	\$ 551,808	\$ 467,884	\$ 541,279	\$ 796,324	\$ 1,009,163
Adjusted EBITDA Reconciliation												
Distributable Earnings	\$ 502,055	\$ 700,142	\$ 769,284	\$ 722,081	\$ 537,958	\$ 708,862	\$ 709,921	\$ 914,038	\$ 557,111	\$ 547,983	\$ 1,246,820	\$ 1,105,094
Interest Expense (n)	38,238	38,885	40,923	41,792	41,638	43,230	52,815	57,351	41,540	38,924	84,868	80,464
Taxes and Related Payables (i)	25,042	41,797	32,963	54,063	29,039	55,201	35,815	76,104	23,053	63,990	84,240	87,043
Depreciation and Amortization	6,251	5,986	5,681	5,964	5,789	6,000	6,895	7,666	7,512	8,110	11,789	15,622
Adjusted EBITDA	\$ 571,586	\$ 786,810	\$ 848,851	\$ 823,900	\$ 614,424	\$ 813,293	\$ 805,446	\$ 1,055,159	\$ 629,216	\$ 659,007	\$ 1,427,717	\$ 1,288,223

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

Reconciliation of GAAP to Non-GAAP Measures

(\$ in thousands)	2015	2016	2017	2018	2019
Net Income Attributable to The Blackstone Group Inc.	\$ 713,188	\$ 1,039,014	\$ 1,471,374	\$ 1,541,788	\$ 2,049,682
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	686,529	960,099	1,392,323	1,364,989	1,339,627
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	219,900	246,152	497,439	358,878	476,779
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	11,145	3,977	13,806	(2,104)	(121)
Net Income	\$ 1,630,762	\$ 2,249,242	\$ 3,374,942	\$ 3,263,551	\$ 3,865,967
Provision (Benefit) for Taxes	190,398	132,362	743,147	249,390	(47,952)
Income Before Provision (Benefit) for Taxes	\$ 1,821,160	\$ 2,381,604	\$ 4,118,089	\$ 3,512,941	\$ 3,818,015
Transaction-Related Charges (a)	489,563	264,937	(176,531)	(261,916)	208,613
Amortization of Intangibles (b)	104,530	84,466	48,297	59,994	65,931
Impact of Consolidation (c)	(231,045)	(250,129)	(511,245)	(356,774)	(476,658)
Unrealized Performance Revenues (d)	1,590,369	(530,120)	105,432	(561,163)	(1,126,668)
Unrealized Performance Allocations Compensation (e)	(309,422)	333,528	103,794	319,742	540,285
Unrealized Principal Investment (Income) Loss (f)	365,959	(20,421)	131,206	65,851	(113,327)
Other Revenues (g)	(8,500)	(54,712)	140,051	(89,468)	(79,447)
Equity-Based Compensation (h)	103,044	79,571	107,110	158,220	230,194
Taxes and Related Payables (i)	(90,470)	(167,149)	(189,988)	(153,865)	(196,159)
Distributable Earnings	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215	\$ 2,693,562	\$ 2,870,779
Taxes and Related Payables (i)	90,470	167,149	189,988	153,865	196,159
Net Interest (Income) Loss (j)	44,181	51,623	49,918	(21,925)	2,441
Total Segment Distributable Earnings	\$ 3,969,839	\$ 2,340,347	\$ 4,116,121	\$ 2,825,502	\$ 3,069,379
Realized Performance Revenues (k)	(3,299,503)	(1,545,586)	(3,647,807)	(1,811,771)	(1,660,642)
Realized Performance Compensation (l)	829,838	483,257	1,297,611	678,141	603,935
Realized Principal Investment Income (m)	(418,808)	(199,869)	(436,194)	(236,058)	(224,155)
Fee Related Earnings	\$ 1,081,366	\$ 1,078,149	\$ 1,329,731	\$ 1,455,814	\$ 1,788,517
Adjusted EBITDA Reconciliation					
Distributable Earnings	\$ 3,835,188	\$ 2,121,575	\$ 3,876,215	\$ 2,693,562	\$ 2,870,779
Interest Expense (n)	139,842	148,022	192,838	159,838	195,034
Taxes and Related Payables (i)	90,470	167,149	189,988	153,865	196,159
Depreciation and Amortization	27,213	31,971	25,228	23,882	26,350
Adjusted EBITDA	\$ 4,092,713	\$ 2,468,717	\$ 4,284,269	\$ 3,031,147	\$ 3,288,322

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 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 (Benefit) 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 - Rollforward

Total AUM Rollforward

(\$ in millions)

	Three Months Ended June 30, 2020					Twelve Months Ended June 30, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
Beginning Balance	\$ 160,935	\$ 174,696	\$ 73,721	\$ 128,656	\$ 538,007	\$ 153,605	\$ 171,172	\$ 81,436	\$ 139,270	\$ 545,482
Inflows	4,885	5,203	3,324	6,858	20,269	32,330	25,630	12,432	23,549	93,941
Outflows	(714)	(669)	(4,619)	(2,347)	(8,348)	(2,422)	(1,711)	(14,711)	(9,921)	(28,765)
Net Flows	4,171	4,534	(1,295)	4,511	11,921	29,908	23,919	(2,280)	13,628	65,175
Realizations	(2,264)	(2,990)	(517)	(1,580)	(7,351)	(15,833)	(10,141)	(1,445)	(7,668)	(35,087)
Market Activity	3,882	7,879	3,759	6,233	21,753	(956)	(832)	(2,043)	(7,411)	(11,241)
Ending Balance	\$ 166,724	\$ 184,118	\$ 75,668	\$ 137,820	\$ 564,330	\$ 166,724	\$ 184,118	\$ 75,668	\$ 137,820	\$ 564,330
% Change	4%	5%	3%	7%	5%	9%	8%	(7)%	(1)%	3%

Fee-Earning AUM Rollforward

(\$ in millions)

	Three Months Ended June 30, 2020					Twelve Months Ended June 30, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
Beginning Balance	\$ 130,424	\$ 128,301	\$ 68,214	\$ 96,115	\$ 423,055	\$ 112,287	\$ 96,467	\$ 74,653	\$ 104,457	\$ 387,865
Inflows	3,573	3,981	3,481	4,552	15,586	37,562	44,181	12,123	17,843	111,709
Outflows	(730)	(1,946)	(4,548)	(2,081)	(9,305)	(5,595)	(6,738)	(13,118)	(8,415)	(33,866)
Net Flows	2,843	2,035	(1,068)	2,471	6,282	31,967	37,443	(995)	9,428	77,844
Realizations	(998)	(1,118)	(512)	(1,078)	(3,707)	(10,461)	(4,592)	(1,360)	(5,969)	(22,382)
Market Activity	1,992	66	3,566	4,573	10,196	467	(35)	(2,098)	(5,835)	(7,501)
Ending Balance	\$ 134,260	\$ 129,284	\$ 70,200	\$ 102,081	\$ 435,826	\$ 134,260	\$ 129,284	\$ 70,200	\$ 102,081	\$ 435,826
% Change	3%	1%	3%	6%	3%	20%	34%	(6)%	(2)%	12%

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.

Investment Records as of June 30, 2020 – Notes

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) 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 June 30, 2020 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 Period 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. Committed Capital and Available Capital are not regularly reported to investors in our Core+ strategy and are not applicable in the context of these funds.
- (h) Unrealized Investment Value reflects BREIT’s net asset value as of June 30, 2020. Realized Investment Value represents BREIT’s cash distributions, net of servicing fees. BREIT net return reflects a per share blended return, assuming BREIT had a single share class, reinvestment of all dividends received during the period, and no upfront selling commission, net of all fees and expenses incurred by BREIT. These returns are not representative of the returns experienced by any particular investor or share class. Inception to date net returns are presented on an annualized basis and are from January 1, 2017. Committed Capital and Available Capital are not regularly reported to investors in our Core+ strategy and are not applicable in the context of this vehicle.
- (i) BREDS High-Yield represents the flagship real estate debt drawdown funds only and excludes BREDS High-Grade.
- (j) Blackstone Core Equity Partners is a core private equity fund which invests with a more modest risk profile and longer hold period.
- (k) 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 and therefore do not include the impact of economic and market activities in the quarter in which such events occur.
- (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

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 (Benefit) 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 (Benefit) 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 on Income (Loss) Before Provision (Benefit) 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 (Benefit) 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, 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 (Benefit) 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.