

## Blackstone Reports Fourth Quarter and Full Year 2020 Results

New York, January 27, 2021: Blackstone (NYSE:BX) today reported its fourth quarter and full year 2020 results.

Stephen A. Schwarzman, Chairman and Chief Executive Officer, said, “Blackstone achieved record results in the fourth quarter. Despite the highly challenged economic backdrop in 2020, we continued to deliver differentiated investment performance for our limited partners, leading to nearly \$100 billion of capital inflows - the fourth consecutive year at this level or better. Looking forward, we have an extraordinary range of growth initiatives across every area of the firm, with an increasing focus on perpetual capital. The firm ended 2020 in a position of strength and we have great confidence in the path ahead.”

Blackstone issued a full detailed presentation of its fourth quarter and full year 2020 results, which can be viewed at [www.blackstone.com](http://www.blackstone.com).

### Dividend

Blackstone has declared a quarterly dividend of \$0.96 per share to record holders of Class A common stock at the close of business on February 8, 2021. This dividend will be paid on February 16, 2021.

### Quarterly Investor Call Details

Blackstone will host its fourth quarter and full year 2020 investor conference via public webcast on January 27, 2021 at 9:00 a.m. ET. To register, please use the following link:

[https://event.webcasts.com/starthere.jsp?ei=1417556&tp\\_key=f411308b3b](https://event.webcasts.com/starthere.jsp?ei=1417556&tp_key=f411308b3b). For those unable to listen to the live broadcast, there will be a webcast replay on the Shareholders section of Blackstone’s website at <https://ir.blackstone.com/>.

## About Blackstone

Blackstone is one of the world’s leading investment firms. We seek to create positive economic impact and long-term value for our investors, the companies we invest in, and the communities in which we work. We do this by using extraordinary people and flexible capital to help companies solve problems. Our \$619 billion in assets under management include investment vehicles focused on private equity, real estate, public debt and equity, life sciences, growth equity, opportunistic, non-investment grade credit, real assets and secondary funds, all on a global basis. Further information is available at [www.blackstone.com](http://www.blackstone.com). Follow Blackstone on Twitter [@Blackstone](https://twitter.com/Blackstone).

## Forward-Looking Statements

This presentation may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect our current views with respect to, among other things, our operations, taxes, earnings and financial performance, share repurchases and dividends. You can identify these forward-looking statements by the use of words such as “outlook,” “indicator,” “believes,” “expects,” “potential,” “continues,” “may,” “will,” “should,” “seeks,” “approximately,” “predicts,” “intends,” “plans,” “estimates,” “anticipates” or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe these factors include but are not limited to the impact of the novel coronavirus (“COVID-19”), as well as those described under the section entitled “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2019 and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, as such factors may be updated from time to time in our periodic filings with the United States Securities and Exchange Commission (“SEC”), which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report and in our other periodic filings. The forward-looking statements speak only as of the date of this report, and we undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation does not constitute an offer of any Blackstone Fund.

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Blackstone

# Blackstone's Fourth Quarter and Full Year 2020 Earnings

JANUARY 27, 2021

## BLACKSTONE'S FOURTH QUARTER AND FULL YEAR 2020 GAAP RESULTS

- GAAP Net Income was \$1.8 billion for the quarter and \$2.3 billion for the year. GAAP Net Income Attributable to The Blackstone Group Inc. was \$749 million for the quarter and \$1.0 billion for the year.

(\$ in thousands, except per share data) (unaudited)	4Q'19	4Q'20	FY'19	FY'20
<b>Revenues</b>				
Management and Advisory Fees, Net	\$ 943,900	\$ 1,134,138	\$ 3,472,155	\$ 4,092,549
Incentive Fees	87,610	97,702	129,911	138,661
Investment Income (Loss)				
Performance Allocations				
Realized	717,555	1,465,154	1,739,000	2,106,000
Unrealized	128,231	597,285	1,126,332	(384,393)
Principal Investments				
Realized	100,535	220,814	393,478	391,628
Unrealized	67,913	217,688	215,003	(114,607)
Total Investment Income	1,014,234	2,500,941	3,473,813	1,998,628
Interest and Dividend Revenue	52,146	39,726	182,398	125,231
Other	(6,410)	(143,583)	79,993	(253,142)
<b>Total Revenues</b>	<b>\$ 2,091,480</b>	<b>\$ 3,628,924</b>	<b>\$ 7,338,270</b>	<b>\$ 6,101,927</b>
<b>Expenses</b>				
Compensation and Benefits				
Compensation	447,646	459,636	1,820,330	1,855,619
Incentive Fee Compensation	24,589	22,086	44,300	44,425
Performance Allocations Compensation				
Realized	295,059	590,089	662,942	843,230
Unrealized	93,845	278,575	540,285	(154,516)
Total Compensation and Benefits	861,139	1,350,386	3,067,857	2,588,758
General, Administrative and Other	186,971	214,124	679,408	711,782
Interest Expense	60,688	45,702	199,648	166,162
Fund Expenses	5,229	1,902	17,738	12,864
<b>Total Expenses</b>	<b>\$ 1,114,027</b>	<b>\$ 1,612,114</b>	<b>\$ 3,964,651</b>	<b>\$ 3,479,566</b>
<b>Other Income</b>				
Change in Tax Receivable Agreement Liability	(13,039)	(27,171)	161,567	(35,383)
Net Gains from Fund Investment Activities	42,923	90,867	282,829	30,542
<b>Income Before Provision for Taxes</b>	<b>\$ 1,007,337</b>	<b>\$ 2,080,506</b>	<b>\$ 3,818,015</b>	<b>\$ 2,617,520</b>
Provision (Benefit) for Taxes	28,943	266,342	(47,952)	356,014
<b>Net Income</b>	<b>\$ 978,394</b>	<b>\$ 1,814,164</b>	<b>\$ 3,865,967</b>	<b>\$ 2,261,506</b>
Net Loss Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	(3,688)	(1,871)	(121)	(13,898)
Net Income Attributable to Non-Controlling Interests in Consolidated Entities	120,796	308,055	476,779	217,117
Net Income Attributable to Non-Controlling Interests in Blackstone Holdings	378,137	759,110	1,339,627	1,012,924
<b>Net Income Attributable to The Blackstone Group Inc. ("BX")</b>	<b>\$ 483,149</b>	<b>\$ 748,870</b>	<b>\$ 2,049,682</b>	<b>\$ 1,045,363</b>
Net Income Per Share of Class A Common Stock, Basic	\$ 0.71	\$ 1.07	\$ 3.03	\$ 1.50
Net Income Per Share of Class A Common Stock, Diluted	\$ 0.71	\$ 1.07	\$ 3.03	\$ 1.50
Income Before Provision for Taxes Margin	48.2%	57.3%	52.0%	42.9%

Throughout this presentation, all current period amounts are preliminary and unaudited. Totals may not add due to rounding. See pages 35-36, Definitions and Dividend Policy, for definitions of terms used throughout this presentation. See additional notes on page 32.

### Financial Measures

- Fee Related Earnings (“FRE”) of \$750 million (\$0.62/share) in the quarter, up 36% year-over-year
  - FRE was \$2.4 billion for the year (\$1.97/share), up 33% year-over-year
- Distributable Earnings (“DE”) of \$1.5 billion (\$1.13/share) in the quarter, up 60% year-over-year
  - DE was \$3.3 billion for the year (\$2.65/share), up 16% year-over-year
- Net Accrued Performance Revenues of \$3.8 billion (\$3.19/share)

### Capital Metrics

- Total Assets Under Management (“AUM”) of \$618.6 billion, up 8% year-over-year
  - Fee-Earning AUM of \$469.4 billion, up 15% year-over-year
- Inflows of \$32.3 billion in the quarter and \$95.0 billion for the year
- Realizations of \$20.9 billion in the quarter and \$42.6 billion for the year
- Deployment of \$25.4 billion in the quarter and \$61.7 billion for the year

### Capital Returned to Shareholders

- Dividend of \$0.96 per common share payable on February 16, 2021
  - Dividends of \$2.26 per common share for the year
- \$1.3 billion to be distributed to shareholders with respect to the fourth quarter and \$3.3 billion for the year through dividends and share repurchases

## BLACKSTONE'S FOURTH QUARTER AND FULL YEAR 2020 SEGMENT EARNINGS

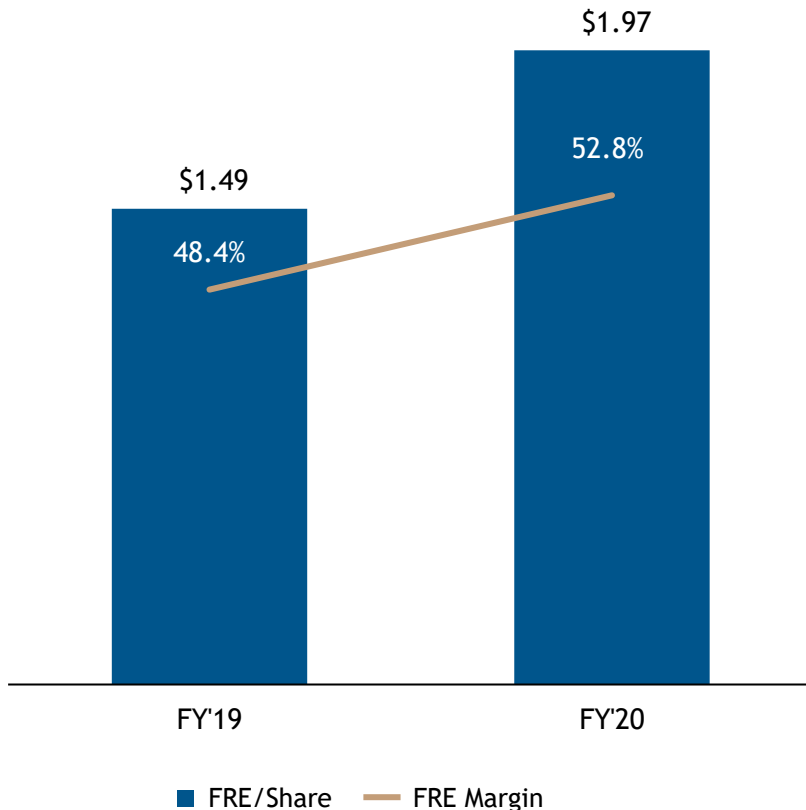
(\$ in thousands, except per share data)	4Q'19	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Management and Advisory Fees, Net	\$ 945,673	\$ 1,136,025	20%	\$ 3,484,236	\$ 4,111,165	18%
Fee Related Performance Revenues	156,373	286,227	83%	212,001	378,676	79%
Fee Related Compensation	(388,879)	(482,769)	24%	(1,336,578)	(1,496,570)	12%
Other Operating Expenses	(161,359)	(189,536)	17%	(571,142)	(623,217)	9%
<b>Fee Related Earnings</b>	<b>\$ 551,808</b>	<b>\$ 749,947</b>	<b>36%</b>	<b>\$ 1,788,517</b>	<b>\$ 2,370,054</b>	<b>33%</b>
Realized Performance Revenues	651,647	1,276,629	96%	1,660,642	1,865,993	12%
Realized Performance Compensation	(249,359)	(483,528)	94%	(603,935)	(714,347)	18%
Realized Principal Investment Income	38,542	103,821	169%	224,155	158,933	(29)%
<b>Net Realizations</b>	<b>440,830</b>	<b>896,922</b>	<b>103%</b>	<b>1,280,862</b>	<b>1,310,579</b>	<b>2%</b>
<b>Total Segment Distributable Earnings</b>	<b>\$ 992,638</b>	<b>\$ 1,646,869</b>	<b>66%</b>	<b>\$ 3,069,379</b>	<b>\$ 3,680,633</b>	<b>20%</b>
Net Interest Income (Loss)	(2,496)	(5,604)	125%	(2,441)	(34,910)	n/m
Taxes and Related Payables	(76,104)	(176,859)	132%	(196,159)	(304,127)	55%
<b>Distributable Earnings</b>	<b>\$ 914,038</b>	<b>\$ 1,464,406</b>	<b>60%</b>	<b>\$ 2,870,779</b>	<b>\$ 3,341,596</b>	<b>16%</b>
<b>Additional Metrics:</b>						
FRE per Share	\$ 0.46	\$ 0.62	35%	\$ 1.49	\$ 1.97	32%
DE per Common Share	\$ 0.72	\$ 1.13	57%	\$ 2.31	\$ 2.65	15%
Total Segment Revenues	\$ 1,792,235	\$ 2,802,702	56%	\$ 5,581,034	\$ 6,514,767	17%
Total Assets Under Management	\$ 571,122,463	\$ 618,556,928	8%	\$ 571,122,463	\$ 618,556,928	8%
Fee-Earning Assets Under Management	\$ 408,074,852	\$ 469,433,114	15%	\$ 408,074,852	\$ 469,433,114	15%

Fee Related Earnings per Share is based on end of period DE Shares Outstanding (see page 23, Share Summary). DE per Common Share is based on DE Attributable to Common Shareholders (see page 22, Shareholder Dividends) and end of period Participating Common Shares outstanding. Full year per Share amounts represent the sum of the last four quarters. See pages 30-31 for the Reconciliation of GAAP to Total Segment Measures.

## SUMMARY OF FINANCIALS

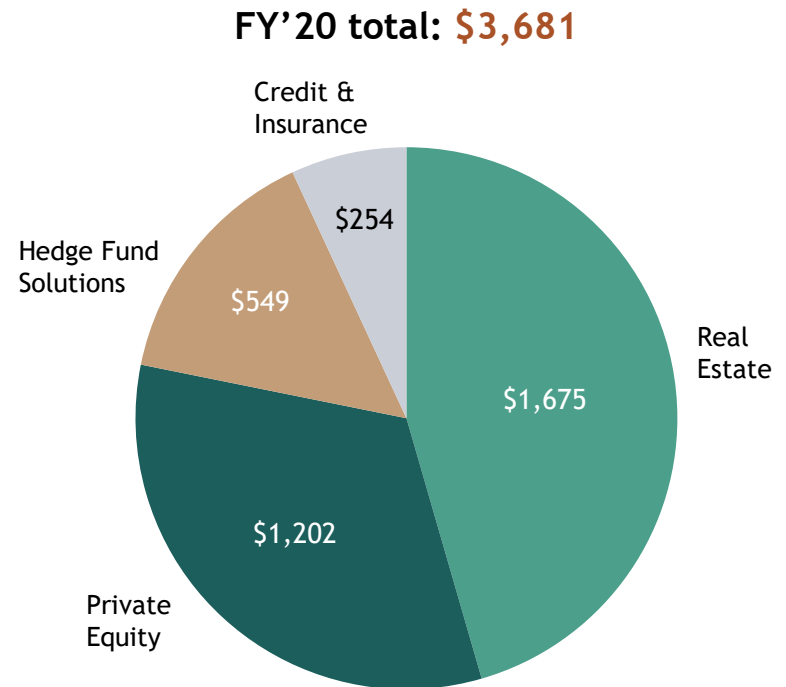
- Full year Fee Related Earnings of \$1.97 per share, an increase of 32% year-over-year.
- Full year Total Segment Distributable Earnings were \$3.7 billion, an increase of 20% year-over-year.

### Fee Related Earnings per Share



### Segment Distributable Earnings

(\$ in millions)





## INVESTMENT PERFORMANCE AND NET ACCRUED PERFORMANCE REVENUES

- Strong appreciation across strategies led to an 8% increase in Net Accrued Performance Revenues to \$3.8 billion (\$3.19/share) quarter-over-quarter.

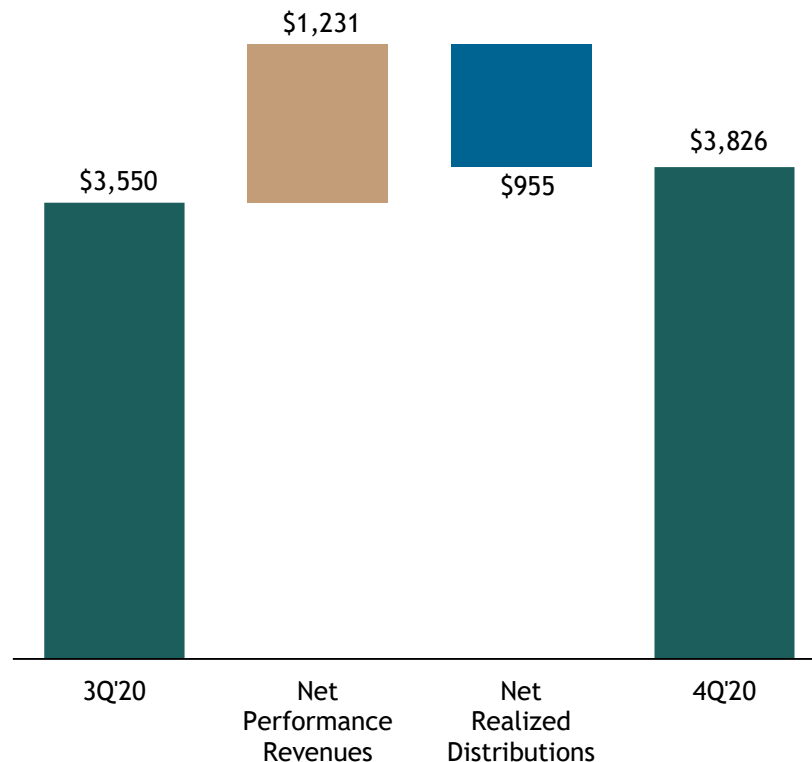
### Investment Performance

(appreciation / gross returns)

	4Q'20	FY'20
<b>Real Estate</b>		
Opportunistic	4.3%	3.4%
Core+	5.5%	7.9%
<b>Private Equity</b>		
Corporate Private Equity	10.6%	11.9%
Tactical Opportunities	11.3%	14.1%
Secondaries	9.4%	0.1%
<b>Hedge Fund Solutions</b>		
BPS Composite	5.6%	5.5%
<b>Credit &amp; Insurance</b>		
Credit Composite	4.6%	4.0%

### Net Accrued Performance Revenues

(\$ in millions)



## CAPITAL METRICS - ADDITIONAL DETAIL

- Inflows were \$32.3 billion in the quarter, bringing full year inflows to \$95.0 billion.
- Realizations were \$20.9 billion in the quarter and \$42.6 billion for the year.
- Deployed \$25.4 billion in the quarter and \$61.7 billion for the year.
  - Committed an additional \$7.1 billion that was not yet deployed in the quarter.

(\$ in millions)	Inflows		Realizations		Capital Deployed	
	4Q'20	FY'20	4Q'20	FY'20	4Q'20	FY'20
<b>Real Estate</b>	\$ 12,016	\$ 33,427	\$ 9,619	\$ 16,257	\$ 11,697	\$ 25,008
Opportunistic	176	2,268	8,309	11,144	1,172	7,951
Core+	11,564	22,347	966	3,174	9,598	14,840
BREDS	276	8,812	345	1,938	927	2,216
<b>Private Equity</b>	<b>5,017</b>	<b>23,030</b>	<b>7,618</b>	<b>17,305</b>	<b>8,177</b>	<b>22,888</b>
Corporate Private Equity	3,398	12,476	3,085	8,742	4,539	10,442
Tactical Opportunities	1,485	5,553	3,824	6,093	2,312	6,108
Secondaries	134	4,114	709	2,470	1,175	3,335
Infrastructure	-	888	-	-	151	3,003
<b>Hedge Fund Solutions</b>	<b>2,127</b>	<b>10,415</b>	<b>544</b>	<b>1,393</b>	<b>647</b>	<b>2,689</b>
<b>Credit &amp; Insurance</b>	<b>13,134</b>	<b>28,141</b>	<b>3,166</b>	<b>7,671</b>	<b>4,922</b>	<b>11,112</b>
<b>Total Blackstone</b>	<b>\$ 32,294</b>	<b>\$ 95,013</b>	<b>\$ 20,948</b>	<b>\$ 42,625</b>	<b>\$ 25,444</b>	<b>\$ 61,696</b>

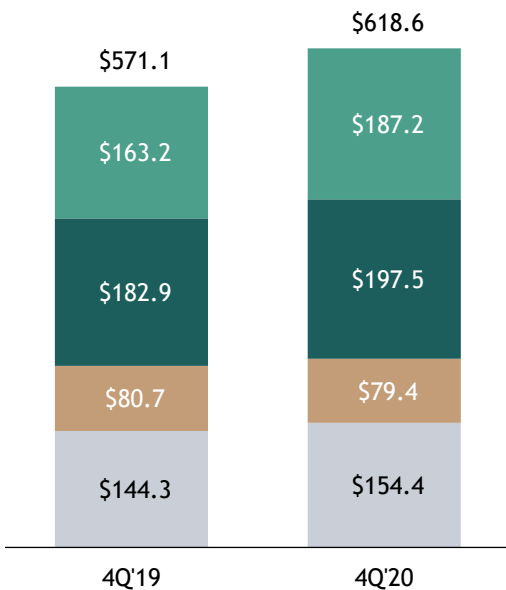
Corporate Private Equity also includes Core Private Equity, Life Sciences, and BTAS. Tactical Opportunities also includes Blackstone Growth.

## ASSETS UNDER MANAGEMENT

- Total AUM increased to \$618.6 billion, up 8% year-over-year, with \$32.3 billion of inflows in the quarter and \$95.0 billion for the year.
- Fee-Earning AUM of \$469.4 billion was up 15% year-over-year, with \$31.0 billion of inflows in the quarter and \$109.2 billion for the year.
- Perpetual Capital AUM reached \$134.9 billion, up 30% year-over-year.

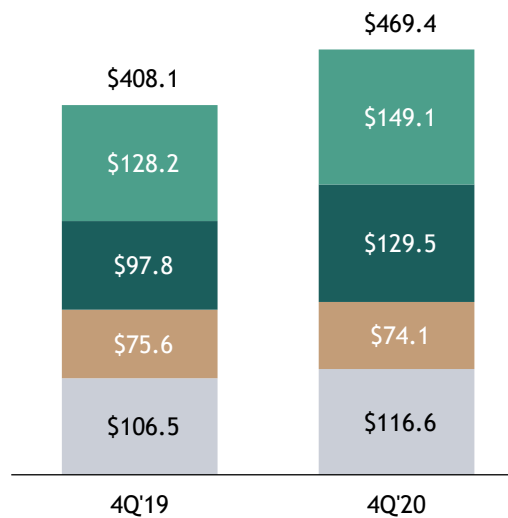
### Total AUM

(\$ in billions)



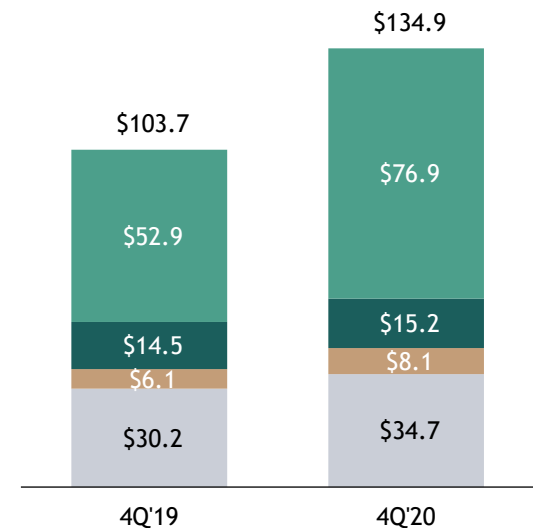
### Fee-Earning AUM

(\$ in billions)



### Perpetual Capital AUM

(\$ in billions)



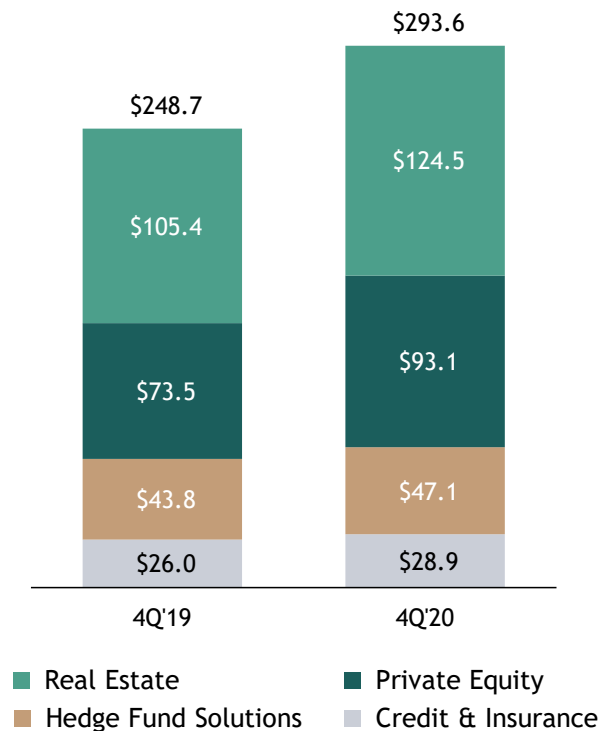
■ Real Estate 
 ■ Private Equity 
 ■ Hedge Fund Solutions 
 ■ Credit & Insurance

## ADDITIONAL CAPITAL DETAIL

- Invested Performance Eligible AUM reached \$293.6 billion at quarter end, up 18% year-over-year.
- Undrawn capital (“Total Dry Powder”) available for investment of \$147.7 billion.

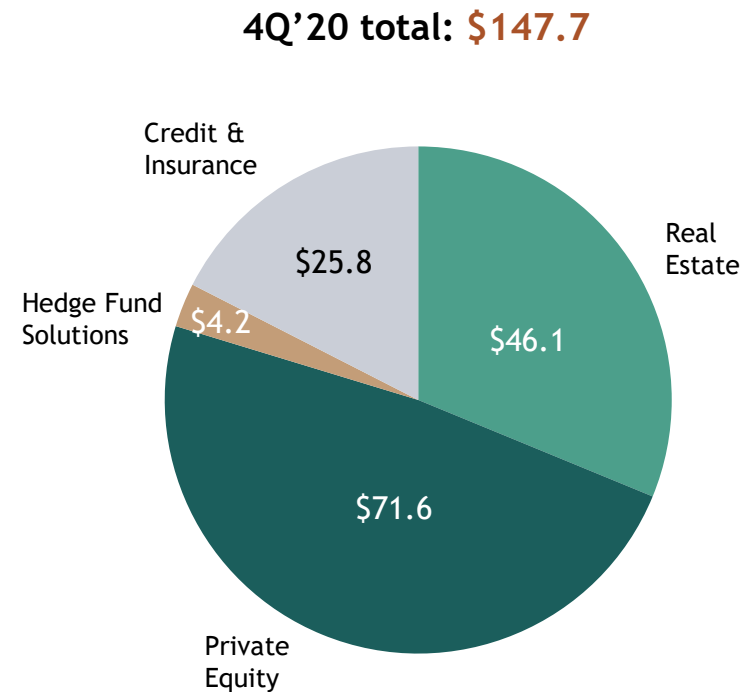
### Invested Performance Eligible AUM

(\$ in billions)



### Total Dry Powder

(\$ in billions)



# Segment Highlights

## REAL ESTATE

- **Total AUM:** Increased 15% to \$187.2 billion with inflows of \$12.0 billion in the quarter and \$33.4 billion for the year.
  - Inflows during the quarter included \$8.0 billion in BPP Life Sciences, \$1.6 billion across BPP Europe, Asia, and U.S., and \$2.0 billion in BREIT.
  - Perpetual Capital increased 45% to \$76.9 billion, representing approximately 41% of Total AUM.
- **Realizations:** \$9.6 billion in the quarter and \$16.3 billion for the year; realizations in the quarter included the recapitalization of BioMed Realty Trust.
- **Capital Deployed:** Record \$11.7 billion in the quarter and record \$25.0 billion for the year; deployment in the quarter was highlighted by the launch of a new perpetual capital vehicle, BPP Life Sciences, which will manage the BioMed Realty Trust portfolio as its first investment.
  - Committed an additional \$3.2 billion that was not yet deployed in the quarter; commitments include a 2.3 million square-foot lab office portfolio concentrated in Cambridge, MA and a 13 million square-foot urban logistics park in China.
- **Appreciation:** Opportunistic funds and Core+ funds appreciated 4.3% and 5.5% for the quarter, and 3.4% and 7.9% for the year, respectively, reflecting continued strong performance from investments in global logistics properties.

(\$ in thousands)	4Q'19	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Management Fees, Net	\$ 370,833	\$ 431,050	16%	\$ 1,265,178	\$ 1,638,688	30%
Fee Related Performance Revenues	149,889	271,778	81%	198,237	338,161	71%
Fee Related Compensation	(186,465)	(242,827)	30%	(531,259)	(618,105)	16%
Other Operating Expenses	(45,335)	(55,565)	23%	(168,332)	(183,132)	9%
<b>Fee Related Earnings</b>	<b>\$ 288,922</b>	<b>\$ 404,436</b>	<b>40%</b>	<b>\$ 763,824</b>	<b>\$ 1,175,612</b>	<b>54%</b>
Realized Performance Revenues	474,203	690,967	46%	1,032,337	787,768	(24)%
Realized Performance Compensation	(190,910)	(279,416)	46%	(374,096)	(312,698)	(16)%
Realized Principal Investment Income	16,476	10,945	(34)%	79,733	24,764	(69)%
<b>Net Realizations</b>	<b>299,769</b>	<b>422,496</b>	<b>41%</b>	<b>737,974</b>	<b>499,834</b>	<b>(32)%</b>
<b>Segment Distributable Earnings</b>	<b>\$ 588,691</b>	<b>\$ 826,932</b>	<b>40%</b>	<b>\$ 1,501,798</b>	<b>\$ 1,675,446</b>	<b>12%</b>
Segment Revenues	\$ 1,011,401	\$ 1,404,740	39%	\$ 2,575,485	\$ 2,789,381	8%
Total AUM	\$ 163,156,064	\$ 187,191,247	15%	\$ 163,156,064	\$ 187,191,247	15%
Fee-Earning AUM	\$ 128,214,137	\$ 149,121,461	16%	\$ 128,214,137	\$ 149,121,461	16%

## PRIVATE EQUITY

- **Total AUM:** Increased 8% to \$197.5 billion with inflows of \$5.0 billion in the quarter and \$23.0 billion for the year.
  - Inflows in the quarter included \$2.4 billion for the final close of the second Core Private Equity fund, bringing total capital raised during the year to \$8.2 billion.
  - Fee-Earning AUM increased 32% to \$129.5 billion, driven by commencement of investment periods during the year for BCP VIII, BEP III, BXLV V, Secondaries' third infrastructure fund, and Blackstone Growth.
- **Realizations:** \$7.6 billion in the quarter and \$17.3 billion for the year; realizations in the quarter included sale of Rothesay Life and Sunrun shares in connection with the Vivint Solar merger.
- **Capital Deployed:** \$8.2 billion in the quarter and \$22.9 billion for the year, including Ancestry.com, Precision Medicine Group, and NIBC during the quarter.
  - Committed an additional \$2.4 billion that was not yet deployed in the quarter, including Corporate Private Equity's investments in Piramal Glass and Liftoff, and Infrastructure's investment in Applegreen.
- **Appreciation:** Corporate Private Equity increased 10.6% in the quarter, driven by continued strong performance in both private and public holdings.
  - Tactical Opportunities increased 11.3% in the quarter; Secondaries increased 9.4% in the quarter.

(\$ in thousands)	4Q'19	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Management and Advisory Fees, Net	\$ 278,352	\$ 385,935	39%	\$ 1,064,329	\$ 1,269,840	19%
Fee Related Compensation	(105,285)	(133,044)	26%	(423,752)	(455,538)	8%
Other Operating Expenses	(47,145)	(63,683)	35%	(160,010)	(195,213)	22%
<b>Fee Related Earnings</b>	<b>\$ 125,922</b>	<b>\$ 189,208</b>	<b>50%</b>	<b>\$ 480,567</b>	<b>\$ 619,089</b>	<b>29%</b>
Realized Performance Revenues	65,255	405,665	522%	468,992	877,493	87%
Realized Performance Compensation	(37,895)	(174,577)	361%	(192,566)	(366,949)	91%
Realized Principal Investment Income	10,227	34,078	233%	90,249	72,089	(20)%
<b>Net Realizations</b>	<b>37,587</b>	<b>265,166</b>	<b>605%</b>	<b>366,675</b>	<b>582,633</b>	<b>59%</b>
<b>Segment Distributable Earnings</b>	<b>\$ 163,509</b>	<b>\$ 454,374</b>	<b>178%</b>	<b>\$ 847,242</b>	<b>\$ 1,201,722</b>	<b>42%</b>
Segment Revenues	\$ 353,834	\$ 825,678	133%	\$ 1,623,570	\$ 2,219,422	37%
Total AUM	\$ 182,886,109	\$ 197,549,222	8%	\$ 182,886,109	\$ 197,549,222	8%
Fee-Earning AUM	\$ 97,773,964	\$ 129,539,630	32%	\$ 97,773,964	\$ 129,539,630	32%

Secondaries' appreciation reflects a reporting lag of its underlying funds.

## HEDGE FUND SOLUTIONS

- **Total AUM:** \$79.4 billion with inflows of \$2.1 billion in the quarter and \$10.4 billion for the year.
  - Record market appreciation of \$4.2 billion in the quarter.
  - Held additional closes for second GP stakes fund, bringing LTD commitments to \$4.0 billion.
- **Returns:** BPS Composite gross return of 5.6% in the quarter (5.3% net).
  - Gross returns of 5.5% for the year (4.6% net), with significantly less volatility than the broader markets.
  - For the final nine months of the year, BPS Composite generated a gross return of 15.3% (14.5% net).

(\$ in thousands)	4Q'19	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Management Fees, Net	\$ 143,399	\$ 154,074	7%	\$ 560,125	\$ 588,079	5%
Fee Related Compensation	(33,486)	(33,764)	1%	(151,960)	(161,713)	6%
Other Operating Expenses	(22,507)	(23,632)	5%	(81,999)	(79,758)	(3)%
<b>Fee Related Earnings</b>	<b>\$ 87,406</b>	<b>\$ 96,678</b>	<b>11%</b>	<b>\$ 326,166</b>	<b>\$ 346,608</b>	<b>6%</b>
Realized Performance Revenues	108,677	170,922	57%	126,576	179,789	42%
Realized Performance Compensation	(19,713)	(29,022)	47%	(24,301)	(31,224)	28%
Realized Principal Investment Income	8,204	55,200	573%	21,707	54,110	149%
<b>Net Realizations</b>	<b>97,168</b>	<b>197,100</b>	<b>103%</b>	<b>123,982</b>	<b>202,675</b>	<b>63%</b>
<b>Segment Distributable Earnings</b>	<b>\$ 184,574</b>	<b>\$ 293,778</b>	<b>59%</b>	<b>\$ 450,148</b>	<b>\$ 549,283</b>	<b>22%</b>
Segment Revenues	\$ 260,280	\$ 380,196	46%	\$ 708,408	\$ 821,978	16%
Total AUM	\$ 80,738,112	\$ 79,422,869	(2)%	\$ 80,738,112	\$ 79,422,869	(2)%
Fee-Earning AUM	\$ 75,636,004	\$ 74,126,610	(2)%	\$ 75,636,004	\$ 74,126,610	(2)%



## CREDIT & INSURANCE

- **Total AUM:** \$154.4 billion with inflows of \$13.1 billion in the quarter and \$28.1 billion for the year.
  - Acquired DCI, a pioneer in quantitative credit investing, in the quarter, contributing \$7.8 billion to Total AUM.
  - Mezzanine / opportunistic strategy closed \$1.1 billion in the quarter, bringing total equity raise to \$3.7 billion and total investable capital to \$4.5 billion, including anticipated leverage.
  - Global Direct Lending had inflows of \$1.7 billion in the quarter, bringing Total AUM to \$22.1 billion, including the final close for BXSL; subsequent to quarter end, launched BCRED, a continuously offered, non-traded BDC, with an initial \$814 million equity raise resulting in \$1.8 billion of investable capital, including anticipated leverage.
  - Subsequent to quarter end, Blackstone funds agreed to acquire Allstate Life Insurance Company, a life and annuity insurance company with \$27.9 billion of assets, bringing pro forma insurance AUM to \$96.6 billion.
- **Realizations:** \$3.2 billion in the quarter and \$7.7 billion for the year.
- **Capital Deployed:** Record \$4.9 billion in the quarter and record \$11.1 billion for the year; committed an additional \$1.2 billion that was not yet deployed in the quarter.
- **Returns:** Gross Credit Composite return of 4.6% for the quarter (4.2% net), driven by strong portfolio performance as well as continued recovery in both public and private credit markets.

(\$ in thousands)	4Q'19	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Management Fees, Net	\$ 153,089	\$ 164,966	8%	\$ 594,604	\$ 614,558	3%
Fee Related Performance Revenues	6,484	14,449	123%	13,764	40,515	194%
Fee Related Compensation	(63,643)	(73,134)	15%	(229,607)	(261,214)	14%
Other Operating Expenses	(46,372)	(46,656)	1%	(160,801)	(165,114)	3%
<b>Fee Related Earnings</b>	<b>\$ 49,558</b>	<b>\$ 59,625</b>	<b>20%</b>	<b>\$ 217,960</b>	<b>\$ 228,745</b>	<b>5%</b>
Realized Performance Revenues	3,512	9,075	158%	32,737	20,943	(36)%
Realized Performance Compensation	(841)	(513)	(39)%	(12,972)	(3,476)	(73)%
Realized Principal Investment Income	3,635	3,598	(1)%	32,466	7,970	(75)%
<b>Net Realizations</b>	<b>6,306</b>	<b>12,160</b>	<b>93%</b>	<b>52,231</b>	<b>25,437</b>	<b>(51)%</b>
<b>Segment Distributable Earnings</b>	<b>\$ 55,864</b>	<b>\$ 71,785</b>	<b>28%</b>	<b>\$ 270,191</b>	<b>\$ 254,182</b>	<b>(6)%</b>
Segment Revenues	\$ 166,720	\$ 192,088	15%	\$ 673,571	\$ 683,986	2%
Total AUM	\$ 144,342,178	\$ 154,393,590	7%	\$ 144,342,178	\$ 154,393,590	7%
Fee-Earning AUM	\$ 106,450,747	\$ 116,645,413	10%	\$ 106,450,747	\$ 116,645,413	10%

BXSL - Blackstone Secured Lending Fund, BCRED - Blackstone Private Credit Fund. Allstate Life Insurance Company assets of \$27.9 billion represents fair value as of 3Q'20.

# Supplemental Details

## TOTAL SEGMENTS

(\$ in thousands)	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
Base Management Fees	\$ 873,368	\$ 910,396	\$ 941,794	\$ 1,043,770	\$ 1,076,094	\$ 3,245,930	\$ 3,972,054
Transaction, Advisory and Other Fees, Net	95,073	50,665	48,292	33,628	75,290	314,420	207,875
Management Fee Offsets	(22,768)	(20,494)	(13,353)	(19,558)	(15,359)	(76,114)	(68,764)
<b>Total Management and Advisory Fees, Net</b>	<b>945,673</b>	<b>940,567</b>	<b>976,733</b>	<b>1,057,840</b>	<b>1,136,025</b>	<b>3,484,236</b>	<b>4,111,165</b>
Fee Related Performance Revenues	156,373	12,466	15,033	64,950	286,227	212,001	378,676
Fee Related Compensation	(388,879)	(346,264)	(306,904)	(360,633)	(482,769)	(1,336,578)	(1,496,570)
Other Operating Expenses	(161,359)	(138,885)	(143,583)	(151,213)	(189,536)	(571,142)	(623,217)
<b>Fee Related Earnings</b>	<b>\$ 551,808</b>	<b>\$ 467,884</b>	<b>\$ 541,279</b>	<b>\$ 610,944</b>	<b>\$ 749,947</b>	<b>\$ 1,788,517</b>	<b>\$ 2,370,054</b>
Realized Performance Revenues	651,647	167,233	102,177	319,954	1,276,629	1,660,642	1,865,993
Realized Performance Compensation	(249,359)	(71,302)	(37,787)	(121,730)	(483,528)	(603,935)	(714,347)
Realized Principal Investment Income	38,542	20,290	18,938	15,884	103,821	224,155	158,933
<b>Total Net Realizations</b>	<b>440,830</b>	<b>116,221</b>	<b>83,328</b>	<b>214,108</b>	<b>896,922</b>	<b>1,280,862</b>	<b>1,310,579</b>
<b>Total Segment Distributable Earnings</b>	<b>\$ 992,638</b>	<b>\$ 584,105</b>	<b>\$ 624,607</b>	<b>\$ 825,052</b>	<b>\$ 1,646,869</b>	<b>\$ 3,069,379</b>	<b>\$ 3,680,633</b>
Net Interest Income (Loss)	(2,496)	(3,941)	(12,634)	(12,731)	(5,604)	(2,441)	(34,910)
Taxes and Related Payables	(76,104)	(23,053)	(63,990)	(40,225)	(176,859)	(196,159)	(304,127)
<b>Distributable Earnings</b>	<b>\$ 914,038</b>	<b>\$ 557,111</b>	<b>\$ 547,983</b>	<b>\$ 772,096</b>	<b>\$ 1,464,406</b>	<b>\$ 2,870,779</b>	<b>\$ 3,341,596</b>
<b>Additional Metrics:</b>							
Total Segment Revenues	\$ 1,792,235	\$ 1,140,556	\$ 1,112,881	\$ 1,458,628	\$ 2,802,702	\$ 5,581,034	\$ 6,514,767
Total Assets Under Management	\$ 571,122,463	\$ 538,007,285	\$ 564,330,088	\$ 584,376,213	\$ 618,556,928	\$ 571,122,463	\$ 618,556,928
Fee-Earning Assets Under Management	\$ 408,074,852	\$ 423,055,037	\$ 435,825,935	\$ 444,511,078	\$ 469,433,114	\$ 408,074,852	\$ 469,433,114

## ASSETS UNDER MANAGEMENT - ROLLFORWARD

### Total AUM Rollforward

(\$ in millions)

	Three Months Ended December 31, 2020					Twelve Months Ended December 31, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
Beginning Balance	\$ 173,797	\$ 189,154	\$ 77,789	\$ 143,637	\$ 584,376	\$ 163,156	\$ 182,886	\$ 80,738	\$ 144,342	\$ 571,122
Inflows	12,016	5,017	2,127	13,134	32,294	33,427	23,030	10,415	28,141	95,013
Outflows	(674)	(1,095)	(4,189)	(2,514)	(8,471)	(3,837)	(2,708)	(13,353)	(9,380)	(29,279)
Net Flows	11,342	3,922	(2,062)	10,621	23,823	29,590	20,323	(2,938)	18,761	65,735
Realizations	(9,619)	(7,618)	(544)	(3,166)	(20,948)	(16,257)	(17,305)	(1,393)	(7,671)	(42,625)
Market Activity	11,672	12,092	4,240	3,302	31,305	10,702	11,645	3,016	(1,039)	24,324
Ending Balance	\$ 187,191	\$ 197,549	\$ 79,423	\$ 154,394	\$ 618,557	\$ 187,191	\$ 197,549	\$ 79,423	\$ 154,394	\$ 618,557
% Change	8%	4%	2%	7%	6%	15%	8%	(2)%	7%	8%

### Fee-Earning AUM Rollforward

(\$ in millions)

	Three Months Ended December 31, 2020					Twelve Months Ended December 31, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
Beginning Balance	\$ 137,878	\$ 129,702	\$ 71,700	\$ 105,232	\$ 444,511	\$ 128,214	\$ 97,774	\$ 75,636	\$ 106,451	\$ 408,075
Inflows	12,371	2,568	2,653	13,452	31,044	28,071	45,360	9,713	26,035	109,179
Outflows	(1,179)	(50)	(3,741)	(2,370)	(7,339)	(3,518)	(5,956)	(12,539)	(9,417)	(31,430)
Net Flows	11,192	2,518	(1,088)	11,082	23,704	24,554	39,404	(2,826)	16,618	77,749
Realizations	(3,877)	(3,648)	(508)	(2,130)	(10,163)	(9,007)	(7,291)	(1,346)	(5,506)	(23,151)
Market Activity	3,929	967	4,023	2,461	11,380	5,361	(347)	2,663	(917)	6,760
Ending Balance	\$ 149,121	\$ 129,540	\$ 74,127	\$ 116,645	\$ 469,433	\$ 149,121	\$ 129,540	\$ 74,127	\$ 116,645	\$ 469,433
% Change	8%	(0)%	3%	11%	6%	16%	32%	(2)%	10%	15%

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 realization proceeds from the disposition or other monetization of assets and current income. 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. Total AUM Market Activity includes a one-time adjustment for a change in methodology, see additional notes on page 33.

## DECONSOLIDATED BALANCE SHEET HIGHLIGHTS

- At December 31, 2020, Blackstone had \$5.6 billion in total cash, cash equivalents, and corporate treasury investments and \$11.5 billion of cash and net investments, or \$9.61 per share.
- Blackstone has a \$2.3 billion undrawn credit revolver and maintains A+/A+ ratings.

(\$ in millions)	4Q'20
Cash and Cash Equivalents	\$ 1,999
Corporate Treasury Investments	3,646
GP/Fund Investments	2,064
Net Accrued Performance Revenues	3,826
<b>Cash and Net Investments</b>	<b>\$ 11,535</b>
Outstanding Bonds (at par)	5,732

### Cash and Net Investments

(per share)



**A+ / A+**

rated by S&P and Fitch

**\$2.3B**

undrawn credit revolver  
with November 2025 maturity

**\$5.6B**

total cash  
and corporate treasury

## NET ACCRUED PERFORMANCE REVENUES - ADDITIONAL DETAIL

(\$ in millions, except per share data)	4Q'19	3Q'20	4Q'20	4Q'20 Per Share
<b>Real Estate</b>				
BREP IV	\$ 11	\$ 8	\$ 9	\$ 0.01
BREP V	19	7	13	0.01
BREP VI	76	46	42	0.04
BREP VII	445	238	236	0.20
BREP VIII	674	782	475	0.40
BREP IX	6	90	137	0.11
BREP Europe IV	158	104	97	0.08
BREP Europe V	193	179	211	0.18
BREP Asia I	152	102	127	0.11
BREP Asia II	22	-	-	-
BPP	281	227	264	0.22
BREDS	33	6	23	0.02
BTAS	42	42	21	0.02
<b>Real Estate</b>	<b>\$ 2,112</b>	<b>\$ 1,831</b>	<b>\$ 1,656</b>	<b>\$ 1.38</b>
<b>Private Equity</b>				
BCP IV	23	19	18	0.01
BCP VI	705	668	680	0.57
BCP VII	471	458	688	0.57
BCP Asia	17	40	72	0.06
BEP I	102	23	29	0.02
BEP III	-	-	16	0.01
BCEP I	46	85	105	0.09
Tactical Opportunities	157	148	204	0.17
Secondaries	144	76	105	0.09
Life Sciences	7	7	10	0.01
BTAS/Other	62	20	45	0.04
<b>Private Equity</b>	<b>\$ 1,735</b>	<b>\$ 1,544</b>	<b>\$ 1,971</b>	<b>\$ 1.64</b>
<b>Hedge Fund Solutions</b>	<b>\$ 15</b>	<b>\$ 54</b>	<b>\$ 29</b>	<b>\$ 0.02</b>
<b>Credit &amp; Insurance</b>	<b>\$ 237</b>	<b>\$ 121</b>	<b>\$ 170</b>	<b>\$ 0.14</b>
<b>Net Accrued Performance Revenues</b>	<b>\$ 4,099</b>	<b>\$ 3,550</b>	<b>\$ 3,826</b>	<b>\$ 3.19</b>

## 4Q'20 QoQ Rollforward

(\$ in millions)

	3Q'20	Net Performance Revenues	Net Realized Distributions	4Q'20
Real Estate	\$ 1,831	\$ 388	\$ (563)	\$ 1,656
Private Equity	1,544	660	(233)	1,971
HFS	54	117	(142)	29
Credit & Insurance	121	66	(17)	170
<b>Total</b>	<b>\$ 3,550</b>	<b>\$ 1,231</b>	<b>\$ (955)</b>	<b>\$ 3,826</b>
<i>QoQ Change</i>				8%

## FY'20 Rollforward

(\$ in millions)

	4Q'19	Net Performance Revenues	Net Realized Distributions	4Q'20
Real Estate	\$ 2,112	\$ 211	\$ (666)	\$ 1,656
Private Equity	1,735	752	(516)	1,971
HFS	15	163	(149)	29
Credit & Insurance	237	(27)	(40)	170
<b>Total</b>	<b>\$ 4,099</b>	<b>\$ 1,099</b>	<b>\$ (1,371)</b>	<b>\$ 3,826</b>
<i>YoY Change</i>				(7)%

# INVESTMENT RECORDS AS OF DECEMBER 31, 2020<sup>(a)</sup>

Fund (Investment Period Beginning Date / Ending Date)	Committed		Available		Unrealized Investments		Realized Investments		Total Investments		Net IRRs (d)	
	Capital	Capital (b)	Value	MOIC (c)	Value	MOIC (c)	Value	MOIC (c)	Value	MOIC (c)	Realized	Total
<b>Real Estate</b>												
Pre-BREP	\$ 140,714	\$ -	\$ -	n/a	\$ 345,190	2.5x	\$ 345,190	2.5x	\$ 345,190	2.5x	33%	33%
BREP I (Sep 1994 / Oct 1996)	380,708	-	-	n/a	1,327,708	2.8x	1,327,708	2.8x	1,327,708	2.8x	40%	40%
BREP II (Oct 1996 / Mar 1999)	1,198,339	-	-	n/a	2,531,614	2.1x	2,531,614	2.1x	2,531,614	2.1x	19%	19%
BREP III (Apr 1999 / Apr 2003)	1,522,708	-	-	n/a	3,330,406	2.4x	3,330,406	2.4x	3,330,406	2.4x	21%	21%
BREP IV (Apr 2003 / Dec 2005)	2,198,694	-	89,243	1.8x	4,544,926	1.7x	4,634,169	1.7x	4,634,169	1.7x	13%	12%
BREP V (Dec 2005 / Feb 2007) (e)	5,539,418	231,919	191,895	0.8x	13,080,463	2.4x	13,272,358	2.3x	13,272,358	2.3x	12%	11%
BREP VI (Feb 2007 / Aug 2011) (e)	11,060,444	550,734	512,439	2.3x	27,223,779	2.5x	27,736,218	2.5x	27,736,218	2.5x	13%	13%
BREP VII (Aug 2011 / Apr 2015)	13,496,823	1,525,946	5,584,753	1.2x	23,030,962	2.1x	28,615,715	1.8x	28,615,715	1.8x	22%	14%
BREP VIII (Apr 2015 / Jun 2019)	16,567,256	2,729,536	13,706,200	1.2x	13,362,963	2.3x	27,069,163	1.6x	27,069,163	1.6x	29%	14%
*BREP IX (Jun 2019 / Dec 2024)	20,891,658	14,175,042	8,173,444	1.2x	1,204,084	1.4x	9,377,528	1.3x	9,377,528	1.3x	n/m	20%
<b>Total Global BREP</b>	<b>\$ 72,996,762</b>	<b>\$ 19,213,177</b>	<b>\$ 28,257,974</b>	<b>1.2x</b>	<b>\$ 89,982,095</b>	<b>2.3x</b>	<b>\$ 118,240,069</b>	<b>1.9x</b>	<b>\$ 118,240,069</b>	<b>1.9x</b>	<b>18%</b>	<b>15%</b>
<b>Private Equity</b>												
<b>Corporate Private Equity</b>												
BREP Int'l (Jan 2001 / Sep 2005)	€ 824,172	€ -	€ -	n/a	€ 1,373,170	2.1x	€ 1,373,170	2.1x	€ 1,373,170	2.1x	23%	23%
BREP Int'l II (Sep 2005 / Jun 2008) (f)	1,629,748	-	-	n/a	2,576,670	1.8x	2,576,670	1.8x	2,576,670	1.8x	8%	8%
BREP Europe III (Jun 2008 / Sep 2013) (e)	3,205,167	456,744	362,083	0.6x	5,738,120	2.5x	6,100,203	2.1x	6,100,203	2.1x	20%	14%
BREP Europe IV (Sep 2013 / Dec 2016)	6,710,146	1,308,972	2,441,555	1.3x	9,045,059	2.0x	11,486,614	1.8x	11,486,614	1.8x	22%	14%
BREP Europe V (Dec 2016 / Oct 2019)	7,949,959	1,563,722	8,006,708	1.3x	853,905	2.8x	8,860,613	1.4x	8,860,613	1.4x	51%	9%
*BREP Europe VI (Oct 2019 / Apr 2025)	9,786,439	7,021,025	2,670,641	1.1x	4,800	n/a	2,675,441	1.1x	2,675,441	1.1x	n/m	(0)%
Total BREP Europe	€ 30,105,631	€ 10,350,463	€ 13,480,987	1.2x	€ 19,591,724	2.1x	€ 33,072,711	1.6x	€ 33,072,711	1.6x	16%	12%
BREP Asia I (Jun 2013 / Dec 2017)	\$ 4,598,089	\$ 1,277,077	\$ 3,227,787	1.4x	\$ 4,422,796	1.9x	\$ 7,650,583	1.7x	\$ 7,650,583	1.7x	21%	12%
*BREP Asia II (Dec 2017 / Jun 2023)	7,302,307	3,989,162	3,830,476	1.2x	267,905	1.5x	4,098,381	1.2x	4,098,381	1.2x	47%	7%
BREP Co-Investment (g)	7,055,974	52,499	556,811	1.4x	14,780,923	2.2x	15,337,734	2.2x	15,337,734	2.2x	16%	16%
<b>Total BREP</b>	<b>\$ 128,730,171</b>	<b>\$ 37,176,041</b>	<b>\$ 51,343,542</b>	<b>1.2x</b>	<b>\$ 134,129,927</b>	<b>2.2x</b>	<b>\$ 185,473,469</b>	<b>1.8x</b>	<b>\$ 185,473,469</b>	<b>1.8x</b>	<b>17%</b>	<b>15%</b>
*Core+ BPP (Various) (h)	n/a	n/a	43,373,269	n/a	7,884,244	n/a	51,257,513	n/a	51,257,513	n/a	n/m	9%
*Core+ BREIT (Various) (i)	n/a	n/a	21,046,096	n/a	706,600	n/a	21,752,696	n/a	21,752,696	n/a	n/a	9%
*BREDS High-Yield (Various) (j)	19,991,345	9,009,057	3,983,786	1.0x	13,213,838	1.3x	17,197,624	1.2x	17,197,624	1.2x	11%	10%
<b>Private Equity</b>												
<b>Corporate Private Equity</b>												
BCP I (Oct 1987 / Oct 1993)	\$ 859,081	\$ -	\$ -	n/a	\$ 1,741,738	2.6x	\$ 1,741,738	2.6x	\$ 1,741,738	2.6x	19%	19%
BCP II (Oct 1993 / Aug 1997)	1,361,100	-	-	n/a	3,256,819	2.5x	3,256,819	2.5x	3,256,819	2.5x	32%	32%
BCP III (Aug 1997 / Nov 2002)	3,967,422	-	-	n/a	9,184,688	2.3x	9,184,688	2.3x	9,184,688	2.3x	14%	14%
BCOM (Jun 2000 / Jun 2006)	2,137,330	24,575	12,891	n/a	2,953,649	1.4x	2,966,540	1.4x	2,966,540	1.4x	6%	6%
BCP IV (Nov 2002 / Dec 2005)	6,773,182	188,664	161,420	2.0x	21,417,821	2.9x	21,579,241	2.9x	21,579,241	2.9x	36%	36%
BCP V (Dec 2005 / Jan 2011)	21,009,112	1,035,259	534,817	5.9x	37,465,460	1.9x	38,000,277	1.9x	38,000,277	1.9x	8%	8%
BCP VI (Jan 2011 / May 2016)	15,202,400	1,164,970	10,785,320	1.8x	18,844,732	2.2x	29,630,052	2.0x	29,630,052	2.0x	17%	13%
BCP VII (May 2016 / Feb 2020)	18,853,440	1,500,064	23,833,391	1.5x	2,127,704	1.4x	25,961,095	1.5x	25,961,095	1.5x	20%	15%
*BCP VIII (Feb 2020 / Feb 2026)	24,839,835	24,780,233	55,918	n/a	-	n/a	55,918	n/a	55,918	n/a	n/a	n/a
Energy I (Aug 2011 / Feb 2015)	2,441,558	142,138	707,832	1.0x	3,332,406	1.9x	4,040,238	1.7x	4,040,238	1.7x	15%	10%
Energy II (Feb 2015 / Feb 2020)	4,913,589	452,250	3,542,696	0.9x	538,308	0.8x	4,081,004	0.9x	4,081,004	0.9x	(18)%	(9)%
*Energy III (Feb 2020 / Feb 2026)	4,230,317	3,659,611	740,313	1.5x	-	n/a	740,313	1.5x	740,313	1.5x	n/a	n/m
*BCP Asia (Dec 2017 / Dec 2023)	2,407,749	1,314,996	1,882,785	1.8x	160,023	2.2x	2,042,808	1.8x	2,042,808	1.8x	145%	35%
*Core Private Equity I (Jan 2017 / Jul 2021) (k)	4,756,127	1,704,858	5,140,800	1.6x	1,007,863	1.9x	6,148,663	1.7x	6,148,663	1.7x	33%	20%
Core Private Equity II (TBD) (k)	8,160,000	8,160,000	-	n/a	-	n/a	-	n/a	-	n/a	n/a	n/a
<b>Total Corporate Private Equity</b>	<b>\$ 121,912,242</b>	<b>\$ 44,127,618</b>	<b>\$ 47,398,183</b>	<b>1.5x</b>	<b>\$ 102,031,211</b>	<b>2.1x</b>	<b>\$ 149,429,394</b>	<b>1.8x</b>	<b>\$ 149,429,394</b>	<b>1.8x</b>	<b>16%</b>	<b>15%</b>

Notes on page 21. BREP - Blackstone Real Estate Partners, BREIT - Blackstone Real Estate Income Trust, BPP - Blackstone Property Partners, BREDS - Blackstone Real Estate Debt Strategies, BCP - Blackstone Capital Partners, BCOM - Blackstone Communications.

\* Represents funds that are currently in their investment period and open ended funds.

## INVESTMENT RECORDS AS OF DECEMBER 31, 2020<sup>(a)</sup> - (CONT'D)

Fund (Investment Period Beginning Date / Ending Date)	Committed		Available		Unrealized Investments		Realized Investments		Total Investments		Net IRRs (d)	
	Capital	Capital (b)	Value	MOIC (c)	Value	MOIC (c)	Value	MOIC (c)	Value	MOIC (c)	Realized	Total
<b>Private Equity (continued)</b>												
<b>Tactical Opportunities</b>												
*Tactical Opportunities (Various)	\$ 23,059,743	\$ 9,485,052	\$ 13,781,064	1.3x	\$ 11,484,767	1.8x	\$ 25,265,831	1.4x	17%	11%		
*Tactical Opportunities Co-Investment and Other (Various)	8,752,000	2,219,611	3,412,302	1.2x	5,404,166	1.7x	8,816,468	1.5x	19%	15%		
<b>Total Tactical Opportunities</b>	<b>\$ 31,811,743</b>	<b>\$ 11,704,663</b>	<b>\$ 17,193,366</b>	<b>1.3x</b>	<b>\$ 16,888,933</b>	<b>1.7x</b>	<b>\$ 34,082,299</b>	<b>1.4x</b>	<b>18%</b>	<b>12%</b>		
*Blackstone Growth (Jul 2020 / Jul 2025)	3,378,427	2,590,318	480,643	n/m	-	n/a	480,643	n/m	n/a	n/m		
<b>Strategic Partners (Secondaries)</b>												
Strategic Partners I-V (Various) (I)	11,863,351	1,163,562	767,152	n/m	17,047,367	n/m	17,814,519	1.5x	n/a	13%		
Strategic Partners VI (Apr 2014 / Apr 2016) (I)	4,362,750	1,231,443	1,140,668	n/m	3,420,227	n/m	4,560,895	1.4x	n/a	13%		
Strategic Partners VII (May 2016 / Mar 2019) (I)	7,489,970	2,236,145	4,502,593	n/m	2,501,199	n/m	7,003,792	1.4x	n/a	13%		
Strategic Partners Real Assets II (May 2017 / Jun 2020) (I)	1,749,807	342,200	1,146,290	n/m	457,411	n/m	1,603,701	1.2x	n/a	12%		
*Strategic Partners VIII (Mar 2019 / Jul 2023) (I)	10,763,600	6,057,212	3,116,224	n/m	349,817	n/m	3,466,041	1.3x	n/a	25%		
*Strategic Partners Real Estate, SMA and Other (Various) (I)	7,678,498	2,637,711	2,721,040	n/m	1,515,801	n/m	4,236,841	1.2x	n/a	12%		
*Strategic Partners Infra III (Jun 2020 / Jul 2024) (I)	3,250,100	2,945,629	95,680	n/m	-	n/a	95,680	1.9x	n/a	n/m		
<b>Total Strategic Partners (Secondaries)</b>	<b>\$ 47,158,076</b>	<b>\$ 16,613,902</b>	<b>\$ 13,489,647</b>	<b>n/m</b>	<b>\$ 25,291,822</b>	<b>n/m</b>	<b>\$ 38,781,469</b>	<b>1.4x</b>	<b>n/a</b>	<b>13%</b>		
*Infrastructure (Various)	13,658,063	10,643,283	3,221,714	1.1x	-	n/a	3,221,714	1.1x	n/a	(0)%		
<b>Life Sciences</b>												
Clarus IV (Jan 2018 / Jan 2020)	910,000	376,877	620,930	1.3x	25,626	1.3x	646,556	1.3x	15%	11%		
*Bxls V (Jan 2020 / Jan 2025)	4,711,227	4,124,901	659,008	1.2x	-	n/a	659,008	1.2x	n/a	n/m		
<b>Credit</b>												
Mezzanine / Opportunistic I (Jul 2007 / Oct 2011)	\$ 2,000,000	\$ 97,114	\$ 19,479	1.0x	\$ 4,774,747	1.6x	\$ 4,794,226	1.6x	n/a	17%		
Mezzanine / Opportunistic II (Nov 2011 / Nov 2016)	4,120,000	1,033,222	837,744	0.6x	5,741,374	1.6x	6,579,118	1.3x	n/a	10%		
*Mezzanine / Opportunistic III (Sep 2016 / Sep 2021)	6,639,133	1,523,459	5,183,034	1.1x	2,714,002	1.7x	7,897,036	1.2x	n/a	10%		
Stressed / Distressed I (Sep 2009 / May 2013)	3,253,143	76,000	-	n/a	5,775,572	1.3x	5,775,572	1.3x	n/a	9%		
Stressed / Distressed II (Jun 2013 / Jun 2018)	5,125,000	552,970	887,348	0.7x	4,511,189	1.2x	5,398,537	1.0x	n/a	(1)%		
*Stressed / Distressed III (Dec 2017 / Dec 2022)	7,356,380	3,913,986	2,167,831	0.9x	1,502,127	1.4x	3,669,958	1.1x	n/a	2%		
Energy I (Nov 2015 / Nov 2018)	2,856,867	999,173	1,459,608	0.9x	1,236,203	1.7x	2,695,811	1.2x	n/a	4%		
*Energy II (Feb 2019 / Feb 2024)	3,616,081	2,797,654	890,262	1.1x	227,003	1.6x	1,117,265	1.2x	n/a	23%		
European Senior Debt I (Feb 2015 / Feb 2019)	€ 1,964,689	€ 267,442	€ 1,684,033	1.0x	€ 1,428,233	1.5x	€ 3,112,266	1.2x	n/a	5%		
*European Senior Debt II (Jun 2019 / Jun 2024)	€ 4,088,344	€ 3,362,428	€ 921,206	1.1x	€ 267,489	1.1x	€ 1,188,695	1.1x	n/a	16%		
<b>Total Credit Drawdown Funds (m)</b>	<b>\$ 41,872,262</b>	<b>\$ 15,434,919</b>	<b>\$ 14,629,225</b>	<b>1.0x</b>	<b>\$ 28,421,511</b>	<b>1.4x</b>	<b>\$ 43,050,736</b>	<b>1.2x</b>	<b>n/a</b>	<b>9%</b>		
*Direct Lending BDC BxSL (Various) (n)	3,926,295	713,254	3,267,808	n/a	267,134	n/a	3,534,942	n/a	n/a	9%		

Notes on page 21. BxSL - Blackstone Life Sciences, BxSL - Blackstone Secured Lending Fund.

\* Represents funds that are currently in their investment period and open ended funds.



## INVESTMENT RECORDS AS OF DECEMBER 31, 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) Unless otherwise indicated, Net Internal Rate of Return (“IRR”) represents the annualized inception to December 31, 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 of cash flows may differ from the Investment Period Beginning Date.
- (e) Effective 4Q’20, Available Capital was updated to include uncalled capital commitments until they are legally expired, which increased Available Capital.
- (f) 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.
- (g) 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.
- (h) 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.
- (i) Unrealized Investment Value reflects BREIT’s net asset value as of December 31, 2020. Realized Investment Value represents BREIT’s cash distributions, net of servicing fees. The 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.
- (j) BREDS High-Yield represents the flagship real estate debt drawdown funds only and excludes BREDS High-Grade.
- (k) Blackstone Core Equity Partners is a core private equity strategy which invests with a more modest risk profile and longer hold period than traditional private equity.
- (l) 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.
- (m) Funds presented represent the flagship credit drawdown funds only. The Total Credit Net IRR is the combined IRR of the credit drawdown funds presented.
- (n) Unrealized Investment Value reflects BXSL’s net asset value as of December 31, 2020. Realized Investment Value represents BXSL’s cash distributions. BXSL’s net return is annualized and calculated since inception starting on November 20, 2018, as the change in NAV per share during the period, plus distributions per share (assuming dividends and distributions are reinvested in accordance with the Company’s dividend reinvestment plan) divided by the beginning NAV per share.

## SHAREHOLDER DIVIDENDS

- Generated \$1.13 of Distributable Earnings per common share during the quarter, bringing the full year amount to \$2.65 per common share.
- Blackstone declared a quarterly dividend of \$0.96 per common share to record holders as of February 8, 2021; payable on February 16, 2021.

(\$ in thousands, except per share data)	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	% Change vs. 4Q'19	FY'19	FY'20	% Change vs. FY'19
Distributable Earnings	\$ 914,038	\$ 557,111	\$ 547,983	\$ 772,096	\$ 1,464,406	60%	\$ 2,870,779	\$ 3,341,596	16%
Add: Other Payables Attributable to Common Shareholders	63,796	9,200	45,673	23,461	154,783	143%	142,645	233,117	63%
DE before Certain Payables	977,834	566,311	593,656	795,557	1,619,189	66%	3,013,424	3,574,713	19%
Percent to Common Shareholders	57%	58%	58%	58%	59%		56%	58%	
DE before Certain Payables Attributable to Common Shareholders	556,133	325,990	344,390	464,233	949,854	71%	1,700,367	2,084,467	23%
Less: Other Payables Attributable to Common Shareholders	(63,796)	(9,200)	(45,673)	(23,461)	(154,783)	143%	(142,645)	(233,117)	63%
DE Attributable to Common Shareholders	492,337	316,790	298,717	440,772	795,071	61%	1,557,722	1,851,350	19%
<b>DE per Common Share</b>	<b>\$ 0.72</b>	<b>\$ 0.46</b>	<b>\$ 0.43</b>	<b>\$ 0.63</b>	<b>\$ 1.13</b>	<b>57%</b>	<b>\$ 2.31</b>	<b>\$ 2.65</b>	<b>15%</b>
Less: Retained Capital per Common Share	\$ (0.11)	\$ (0.07)	\$ (0.06)	\$ (0.09)	\$ (0.17)	55%	\$ (0.36)	\$ (0.39)	8%
<b>Actual Dividend per Common Share</b>	<b>\$ 0.61</b>	<b>\$ 0.39</b>	<b>\$ 0.37</b>	<b>\$ 0.54</b>	<b>\$ 0.96</b>	<b>57%</b>	<b>\$ 1.95</b>	<b>\$ 2.26</b>	<b>16%</b>
Record Date					Feb 8, 2021				
Payable Date					Feb 16, 2021				

## SHARE SUMMARY

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- Distributable Earnings Shares Outstanding as of quarter end of 1,200 million shares.
  - Repurchased 9.0 million common shares for the year.

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	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20
Participating Common Shares	680,457,424	687,869,905	697,597,036	700,649,135	703,959,789
Participating Partnership Units	515,973,657	507,101,000	504,912,855	500,054,874	496,060,455
<b>Distributable Earnings Shares Outstanding</b>	<b>1,196,431,081</b>	<b>1,194,970,905</b>	<b>1,202,509,891</b>	<b>1,200,704,009</b>	<b>1,200,020,244</b>

# **Reconciliations and Disclosures**

## RECONCILIATION OF GAAP TO NON-GAAP MEASURES

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
<b>Net Income (Loss) Attributable to The Blackstone Group Inc.</b>	\$ 483,149	\$(1,066,492)	\$ 568,266	\$ 794,719	\$ 748,870	\$ 2,049,682	\$ 1,045,363
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	378,137	(880,117)	495,128	638,803	759,110	1,339,627	1,012,924
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	120,796	(645,077)	294,378	259,761	308,055	476,779	217,117
Net Income (Loss) Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	(3,688)	(15,469)	(3,426)	6,868	(1,871)	(121)	(13,898)
<b>Net Income (Loss)</b>	\$ 978,394	\$(2,607,155)	\$ 1,354,346	\$ 1,700,151	\$ 1,814,164	\$ 3,865,967	\$ 2,261,506
Provision (Benefit) for Taxes	28,943	(158,703)	147,415	100,960	266,342	(47,952)	356,014
<b>Income (Loss) Before Provision (Benefit) for Taxes</b>	\$ 1,007,337	\$(2,765,858)	\$ 1,501,761	\$ 1,801,111	\$ 2,080,506	\$ 3,818,015	\$ 2,617,520
Transaction-Related Charges (a)	94,715	46,994	76,160	47,283	70,292	208,613	240,729
Amortization of Intangibles (b)	16,482	16,483	16,483	16,483	16,535	65,931	65,984
Impact of Consolidation (c)	(117,108)	660,546	(290,952)	(266,629)	(306,184)	(476,658)	(203,219)
Unrealized Performance Revenues (d)	(128,333)	3,453,446	(1,067,923)	(1,403,480)	(597,285)	(1,126,668)	384,758
Unrealized Performance Allocations Compensation (e)	93,845	(1,397,378)	454,813	509,474	278,575	540,285	(154,516)
Unrealized Principal Investment (Income) Loss (f)	(34,974)	616,610	(223,316)	(177,125)	(114,427)	(113,327)	101,742
Other Revenues (g)	6,435	(138,151)	55,606	192,623	143,615	(79,447)	253,693
Equity-Based Compensation (h)	51,743	87,472	89,341	89,862	67,092	230,194	333,767
Administrative Fee Adjustment (i)	-	-	-	2,719	2,546	-	5,265
Taxes and Related Payables (j)	(76,104)	(23,053)	(63,990)	(40,225)	(176,859)	(196,159)	(304,127)
<b>Distributable Earnings</b>	\$ 914,038	\$ 557,111	\$ 547,983	\$ 772,096	\$ 1,464,406	\$ 2,870,779	\$ 3,341,596
Taxes and Related Payables (j)	76,104	23,053	63,990	40,225	176,859	196,159	304,127
Net Interest (Income) Loss (k)	2,496	3,941	12,634	12,731	5,604	2,441	34,910
<b>Total Segment Distributable Earnings</b>	\$ 992,638	\$ 584,105	\$ 624,607	\$ 825,052	\$ 1,646,869	\$ 3,069,379	\$ 3,680,633
Realized Performance Revenues (l)	(651,647)	(167,233)	(102,177)	(319,954)	(1,276,629)	(1,660,642)	(1,865,993)
Realized Performance Compensation (m)	249,359	71,302	37,787	121,730	483,528	603,935	714,347
Realized Principal Investment Income (n)	(38,542)	(20,290)	(18,938)	(15,884)	(103,821)	(224,155)	(158,933)
<b>Fee Related Earnings</b>	\$ 551,808	\$ 467,884	\$ 541,279	\$ 610,944	\$ 749,947	\$ 1,788,517	\$ 2,370,054
<b>Adjusted EBITDA Reconciliation</b>							
<b>Distributable Earnings</b>	\$ 914,038	\$ 557,111	\$ 547,983	\$ 772,096	\$ 1,464,406	\$ 2,870,779	\$ 3,341,596
Interest Expense (o)	57,351	41,540	38,924	39,228	45,330	195,034	165,022
Taxes and Related Payables (j)	76,104	23,053	63,990	40,225	176,859	196,159	304,127
Depreciation and Amortization	7,666	7,512	8,110	9,568	9,946	26,350	35,136
<b>Adjusted EBITDA</b>	\$ 1,055,159	\$ 629,216	\$ 659,007	\$ 861,117	\$ 1,696,541	\$ 3,288,322	\$ 3,845,881

Notes on page 26-27.

## RECONCILIATION OF GAAP TO NON-GAAP MEASURES - NOTES

Note: See pages 35-36, Definitions and Dividend Policy.

- (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. The Segment Adjustment represents the add back of performance revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation.

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
GAAP Unrealized Performance Allocations	\$ 128,231	\$ (3,453,081)	\$ 1,067,923	\$ 1,403,480	\$ 597,285	\$ 1,126,332	\$ (384,393)
Segment Adjustment	102	(365)	-	-	-	336	(365)
Unrealized Performance Revenues	\$ 128,333	\$ (3,453,446)	\$ 1,067,923	\$ 1,403,480	\$ 597,285	\$ 1,126,668	\$ (384,758)

- (e) This adjustment removes Unrealized Performance Allocations Compensation.
- (f) This adjustment removes Unrealized Principal Investment Income (Loss) on a segment basis. The Segment Adjustment represents (1) the add back of Principal Investment Income, including general partner income, earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
GAAP Unrealized Principal Investment Income (Loss)	\$ 67,913	\$ (959,365)	\$ 331,762	\$ 295,308	\$ 217,688	\$ 215,003	\$ (114,607)
Segment Adjustment	(32,939)	342,755	(108,446)	(118,183)	(103,261)	(101,676)	12,865
Unrealized Principal Investment Income (Loss)	\$ 34,974	\$ (616,610)	\$ 223,316	\$ 177,125	\$ 114,427	\$ 113,327	\$ (101,742)

- (g) This adjustment removes Other Revenues on a segment basis. The Segment Adjustment represents (1) the add back of Other Revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of certain Transaction-Related Charges.

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
GAAP Other Revenue	\$ (6,410)	\$ 138,180	\$ (55,580)	\$ (192,159)	\$ (143,583)	\$ 79,993	\$ (253,142)
Segment Adjustment	(25)	(29)	(26)	(464)	(32)	(546)	(551)
Other Revenues	\$ (6,435)	\$ 138,151	\$ (55,606)	\$ (192,623)	\$ (143,615)	\$ 79,447	\$ (253,693)

- (h) This adjustment removes Equity-Based Compensation on a segment basis.
- (i) This adjustment adds an amount equal to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units. The administrative fee is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.

## RECONCILIATION OF GAAP TO NON-GAAP MEASURES - NOTES

- (j) 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. Please refer to page 35 for the full definition of Taxes and Related Payables.

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
Taxes	\$ 63,930	\$ 16,274	\$ 48,462	\$ 32,518	\$ 163,315	\$ 140,416	\$ 260,569
Related Payables	12,174	6,779	15,528	7,707	13,544	55,743	43,558
Taxes and Related Payables	\$ 76,104	\$ 23,053	\$ 63,990	\$ 40,225	\$ 176,859	\$ 196,159	\$ 304,127

- (k) This adjustment removes Interest and Dividend Revenue less Interest Expense on a segment basis. The Segment Adjustment represents (1) the add back of Interest and Dividend Revenue earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of interest expense associated with the Tax Receivable Agreement.

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
GAAP Interest and Dividend Revenue	\$ 52,146	\$ 35,084	\$ 23,924	\$ 26,497	\$ 39,726	\$ 182,398	\$ 125,231
Segment Adjustment	2,709	2,515	2,366	-	-	10,195	4,881
Interest and Dividend Revenue	\$ 54,855	\$ 37,599	\$ 26,290	\$ 26,497	\$ 39,726	\$ 192,593	\$ 130,112
GAAP Interest Expense	\$ 60,688	\$ 41,644	\$ 39,276	\$ 39,540	\$ 45,702	\$ 199,648	\$ 166,162
Segment Adjustment	(3,337)	(104)	(352)	(312)	(372)	(4,614)	(1,140)
Interest Expense	\$ 57,351	\$ 41,540	\$ 38,924	\$ 39,228	\$ 45,330	\$ 195,034	\$ 165,022
Net Interest Income (Loss)	\$ (2,496)	\$ (3,941)	\$ (12,634)	\$ (12,731)	\$ (5,604)	\$ (2,441)	\$ (34,910)

- (l) This adjustment removes the total segment amount of Realized Performance Revenues.

- (m) This adjustment removes the total segment amount of Realized Performance Compensation.

- (n) This adjustment removes the total segment amount of Realized Principal Investment Income.

- (o) This adjustment adds back Interest Expense on a segment basis.

## Reconciliation of GAAP Shares of Class A Common Stock Outstanding to Distributable Earnings Shares Outstanding

	QTD				
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20
GAAP Shares of Class A Common Stock Outstanding	671,157,692	676,630,489	676,874,583	680,680,748	683,875,544
Unvested Participating Common Shares	9,299,732	11,239,416	20,722,453	19,968,387	20,084,245
Total Participating Common Shares	680,457,424	687,869,905	697,597,036	700,649,135	703,959,789
Participating Partnership Units	515,973,657	507,101,000	504,912,855	500,054,874	496,060,455
Distributable Earnings Shares Outstanding	1,196,431,081	1,194,970,905	1,202,509,891	1,200,704,009	1,200,020,244

## Disclosure of Weighted-Average Shares of Class A Common Stock Outstanding

	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
Total GAAP Weighted-Average Shares of Class A Common Stock Outstanding - Basic	679,420,988	676,305,359	698,534,168	700,184,580	702,543,279	675,900,466	696,933,548
Weighted-Average Shares of Unvested Deferred Restricted Class A Common Stock	274,520	-	123,340	343,386	436,255	267,385	324,748
Weighted-Average Blackstone Holdings Partnership Units	-	-	505,754,449	-	-	-	-
Total GAAP Weighted-Average Shares of Class A Common Stock Outstanding - Diluted	679,695,508	676,305,359	1,204,411,957	700,527,966	702,979,534	676,167,851	697,258,296

## BLACKSTONE'S FOURTH QUARTER 2020 GAAP BALANCE SHEET RESULTS

(\$ in thousands) (unaudited)	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20
<b>Assets</b>					
Cash and Cash Equivalents	\$ 2,172,441	\$ 2,068,326	\$ 1,976,512	\$ 2,628,895	\$ 1,999,484
Cash Held by Blackstone Funds and Other	351,210	318,003	343,201	85,218	64,972
Investments	22,281,682	16,430,701	18,973,373	14,423,456	15,617,142
Accounts Receivable	975,075	696,729	498,600	477,601	866,158
Due from Affiliates	2,594,873	2,706,112	2,431,512	2,817,304	3,221,515
Intangible Assets, Net	397,508	379,758	362,008	344,258	347,955
Goodwill	1,869,860	1,869,860	1,869,860	1,869,860	1,901,485
Other Assets	382,493	541,896	501,351	544,905	481,022
Right-of-Use Assets	471,059	542,757	568,663	544,361	526,943
Deferred Tax Assets	1,089,305	1,392,352	1,319,301	1,305,707	1,242,576
<b>Total Assets</b>	<b>\$ 32,585,506</b>	<b>\$ 26,946,494</b>	<b>\$ 28,844,381</b>	<b>\$ 25,041,565</b>	<b>\$ 26,269,252</b>
<b>Liabilities and Equity</b>					
Loans Payable	\$ 11,080,723	\$ 10,392,903	\$ 10,839,568	\$ 5,570,888	\$ 5,644,653
Due to Affiliates	1,026,871	1,247,098	1,268,571	1,064,336	1,135,041
Accrued Compensation and Benefits	3,796,044	1,965,237	2,551,056	3,349,418	3,433,260
Securities Sold, Not Yet Purchased	75,545	51,498	51,395	51,231	51,033
Repurchase Agreements	154,118	105,133	80,620	80,597	76,808
Operating Lease Liabilities	542,994	605,809	637,946	621,408	620,844
Accounts Payable, Accrued Expenses and Other Liabilities	806,159	1,000,708	919,195	804,009	717,104
<b>Total Liabilities</b>	<b>17,482,454</b>	<b>15,368,386</b>	<b>16,348,351</b>	<b>11,541,887</b>	<b>11,678,743</b>
<b>Redeemable Non-Controlling Interests in Consolidated Entities</b>	<b>87,651</b>	<b>72,066</b>	<b>68,564</b>	<b>63,384</b>	<b>65,161</b>
<b>Equity</b>					
Class A Common Stock, \$0.00001 par value (683,875,544 shares issued and outstanding as of December 31, 2020)	7	7	7	7	7
Class B Common Stock, \$0.00001 par value (1 share issued and outstanding as of December 31, 2020)	-	-	-	-	-
Class C Common Stock, \$0.00001 par value (1 share issued and outstanding as of December 31, 2020)	-	-	-	-	-
Additional Paid-in-Capital	6,428,647	6,298,093	6,272,040	6,243,722	6,332,105
Retained Earnings	609,625	(871,948)	(574,295)	(36,432)	335,762
Accumulated Other Comprehensive Loss	(28,495)	(41,533)	(36,758)	(27,407)	(15,831)
Non-Controlling Interests in Consolidated Entities	4,186,069	3,591,160	3,900,429	3,946,190	4,042,157
Non-Controlling Interests in Blackstone Holdings	3,819,548	2,530,263	2,866,043	3,310,214	3,831,148
<b>Total Equity</b>	<b>15,015,401</b>	<b>11,506,042</b>	<b>12,427,466</b>	<b>13,436,294</b>	<b>14,525,348</b>
<b>Total Liabilities and Equity</b>	<b>\$ 32,585,506</b>	<b>\$ 26,946,494</b>	<b>\$ 28,844,381</b>	<b>\$ 25,041,565</b>	<b>\$ 26,269,252</b>

During 3Q'20, Blackstone deconsolidated CLO vehicles as a result of ownership restructuring. The deconsolidation of CLO vehicles reduced Blackstone's GAAP consolidated Total Assets, Total Liabilities and Non-Controlling Interests in Consolidated Entities by \$6.8 billion, \$6.6 billion, and \$216 million, respectively. See page 29, Reconciliation of GAAP to Non-GAAP Balance Sheet Measures.



## RECONCILIATION OF GAAP TO NON-GAAP BALANCE SHEET MEASURES

(\$ in thousands)	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20
Investments of Consolidated Blackstone Funds	\$ 8,380,698	\$ 7,275,752	\$ 7,943,531	\$ 1,500,398	\$ 1,455,008
Equity Method Investments					
Partnership Investments	4,035,675	3,553,538	3,873,346	4,144,249	4,353,234
Accrued Performance Allocations	7,180,449	3,761,585	4,715,510	6,112,904	6,891,262
Corporate Treasury Investments	2,419,587	1,653,950	2,205,843	2,390,982	2,579,716
Other Investments	265,273	185,876	235,143	274,923	337,922
<b>Total GAAP Investments</b>	<b>\$ 22,281,682</b>	<b>\$ 16,430,701</b>	<b>\$ 18,973,373</b>	<b>\$ 14,423,456</b>	<b>\$ 15,617,142</b>
<b>Accrued Performance Allocations - GAAP</b>	<b>\$ 7,180,449</b>	<b>\$ 3,761,585</b>	<b>\$ 4,715,510</b>	<b>\$ 6,112,904</b>	<b>\$ 6,891,262</b>
Impact of Consolidation (a)	384	19	19	1	1
Due from Affiliates - GAAP (b)	154,980	20,910	20,642	21,499	165,678
Less: Net Realized Performance Revenues (c)	(214,662)	(31,719)	(38,592)	(75,328)	(313,610)
Less: Accrued Performance Compensation - GAAP (d)	(3,021,899)	(1,563,672)	(1,989,219)	(2,509,357)	(2,917,609)
<b>Net Accrued Performance Revenues</b>	<b>\$ 4,099,252</b>	<b>\$ 2,187,123</b>	<b>\$ 2,708,360</b>	<b>\$ 3,549,719</b>	<b>\$ 3,825,722</b>
<b>Corporate Treasury Investments - GAAP</b>	<b>\$ 2,419,587</b>	<b>\$ 1,653,950</b>	<b>\$ 2,205,843</b>	<b>\$ 2,390,982</b>	<b>\$ 2,579,716</b>
Impact of Consolidation (a)	164,243	131,248	141,371	143,131	148,911
Other Assets (e)	602,707	374,064	271,615	525,864	947,565
Other Liabilities (f)	(74,898)	(46,635)	(69,326)	(124,734)	(30,355)
<b>Corporate Treasury Investments - Deconsolidated</b>	<b>\$ 3,111,639</b>	<b>\$ 2,112,627</b>	<b>\$ 2,549,503</b>	<b>\$ 2,935,243</b>	<b>\$ 3,645,837</b>
<b>Partnership and Other Investments - GAAP</b>	<b>\$ 4,300,948</b>	<b>\$ 3,739,414</b>	<b>\$ 4,108,489</b>	<b>\$ 4,419,172</b>	<b>\$ 4,691,156</b>
Impact of Consolidation (g)	(2,409,218)	(2,111,945)	(2,316,855)	(2,470,797)	(2,626,765)
<b>GP/Fund Investments - Deconsolidated</b>	<b>\$ 1,891,730</b>	<b>\$ 1,627,469</b>	<b>\$ 1,791,634</b>	<b>\$ 1,948,375</b>	<b>\$ 2,064,391</b>
<b>Loans Payable - GAAP</b>	<b>\$ 11,080,723</b>	<b>\$ 10,392,903</b>	<b>\$ 10,839,568</b>	<b>\$ 5,570,888</b>	<b>\$ 5,644,653</b>
Impact of Consolidation (h)	(6,479,867)	(5,817,702)	(6,232,787)	(99)	(99)
Outstanding Bonds - Carrying Value	4,600,856	4,575,201	4,606,781	5,570,789	5,644,554
Unamortized Discount	81,094	79,449	78,319	87,361	87,846
<b>Outstanding Bonds (at par) - Deconsolidated</b>	<b>\$ 4,681,950</b>	<b>\$ 4,654,650</b>	<b>\$ 4,685,100</b>	<b>\$ 5,658,150</b>	<b>\$ 5,732,400</b>

- (a) This adjustment adds back investments in consolidated Blackstone Funds which have been eliminated in consolidation.
- (b) Represents GAAP accrued performance revenue recorded within Due from Affiliates.
- (c) Represents Performance Revenues realized but not yet distributed as of the reporting date and are included in Distributable Earnings in the period they are realized.
- (d) Represents GAAP accrued performance compensation associated with Accrued Performance Allocations and is recorded within Accrued Compensation and Benefits and Due to Affiliates.
- (e) This adjustment adds other assets related to Treasury Operations that are recorded within Accounts Receivable, reverse repurchase agreements and Due from Affiliates.
- (f) This adjustment adds other liabilities related to Treasury Operations that are recorded within Accounts Payable, Accrued Expenses and Other Liabilities, Repurchase Agreements and securities sold short, not yet purchased.
- (g) This adjustment removes amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests and adds back investments in consolidated Blackstone Funds which have been eliminated in consolidation.
- (h) This adjustment removes amounts related to consolidated Blackstone Funds.

## RECONCILIATION OF GAAP TO TOTAL SEGMENTS

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
<b>Management and Advisory Fees, Net</b>							
<b>GAAP</b>	\$ 943,900	\$ 934,832	\$ 969,728	\$ 1,053,851	\$ 1,134,138	\$ 3,472,155	\$ 4,092,549
Segment Adjustment (a)	1,773	5,735	7,005	3,989	1,887	12,081	18,616
<b>Total Segment</b>	\$ 945,673	\$ 940,567	\$ 976,733	\$ 1,057,840	\$ 1,136,025	\$ 3,484,236	\$ 4,111,165
<b>GAAP Realized Performance Revenues to Total Segment Fee Related Performance Revenues</b>							
<b>GAAP</b>							
Incentive Fees	87,610	12,161	15,300	13,498	97,702	129,911	138,661
Investment Income - Realized Performance Allocations	717,555	167,530	101,910	371,406	1,465,154	1,739,000	2,106,000
<b>GAAP</b>	\$ 805,165	\$ 179,691	\$ 117,210	\$ 384,904	\$ 1,562,856	\$ 1,868,911	\$ 2,244,661
<b>Total Segment</b>							
Less: Realized Performance Revenues	(651,647)	(167,233)	(102,177)	(319,954)	(1,276,629)	(1,660,642)	(1,865,993)
Segment Adjustment (b)	2,855	8	-	-	-	3,732	8
<b>Total Segment</b>	\$ 156,373	\$ 12,466	\$ 15,033	\$ 64,950	\$ 286,227	\$ 212,001	\$ 378,676
<b>GAAP Compensation to Total Segment Fee Related Compensation</b>							
<b>GAAP</b>							
Compensation	447,646	476,543	458,457	460,983	459,636	1,820,330	1,855,619
Incentive Fees Compensation	24,589	6,522	8,432	7,385	22,086	44,300	44,425
Realized Performance Allocations Compensation	295,059	72,423	38,569	142,149	590,089	662,942	843,230
<b>GAAP</b>	\$ 767,294	\$ 555,488	\$ 505,458	\$ 610,517	\$ 1,071,811	\$ 2,527,572	\$ 2,743,274
<b>Total Segment</b>							
Less: Realized Performance Compensation	(249,359)	(71,302)	(37,787)	(121,730)	(483,528)	(603,935)	(714,347)
Less: Equity-Based Compensation - Operating Compensation	(51,612)	(85,334)	(87,205)	(88,180)	(65,397)	(221,684)	(326,116)
Less: Equity-Based Compensation - Performance Compensation	(131)	(2,138)	(2,136)	(1,682)	(1,695)	(8,510)	(7,651)
Segment Adjustment (c)	(77,313)	(50,450)	(71,426)	(38,292)	(38,422)	(356,865)	(198,590)
<b>Total Segment</b>	\$ 388,879	\$ 346,264	\$ 306,904	\$ 360,633	\$ 482,769	\$ 1,336,578	\$ 1,496,570
<b>GAAP General, Administrative and Other to Total Segment Other Operating Expenses</b>							
<b>GAAP</b>	\$ 186,971	\$ 157,566	\$ 169,051	\$ 171,041	\$ 214,124	\$ 679,408	\$ 711,782
Segment Adjustment (d)	(25,612)	(18,681)	(25,468)	(19,828)	(24,588)	(108,266)	(88,565)
<b>Total Segment</b>	\$ 161,359	\$ 138,885	\$ 143,583	\$ 151,213	\$ 189,536	\$ 571,142	\$ 623,217
<b>Realized Performance Revenues</b>							
<b>GAAP</b>							
Incentive Fees	87,610	12,161	15,300	13,498	97,702	129,911	138,661
Investment Income - Realized Performance Allocations	717,555	167,530	101,910	371,406	1,465,154	1,739,000	2,106,000
<b>GAAP</b>	\$ 805,165	\$ 179,691	\$ 117,210	\$ 384,904	\$ 1,562,856	\$ 1,868,911	\$ 2,244,661
<b>Total Segment</b>							
Less: Fee Related Performance Revenues	(156,373)	(12,466)	(15,033)	(64,950)	(286,227)	(212,001)	(378,676)
Segment Adjustment (b)	2,855	8	-	-	-	3,732	8
<b>Total Segment</b>	\$ 651,647	\$ 167,233	\$ 102,177	\$ 319,954	\$ 1,276,629	\$ 1,660,642	\$ 1,865,993

## RECONCILIATION OF GAAP TO TOTAL SEGMENTS - (CONT'D)

(\$ in thousands)	QTD					FY	
	4Q'19	1Q'20	2Q'20	3Q'20	4Q'20	FY'19	FY'20
<b>Realized Performance Compensation</b>							
<b>GAAP</b>							
Incentive Fee Compensation	\$ 24,589	\$ 6,522	\$ 8,432	\$ 7,385	\$ 22,086	\$ 44,300	\$ 44,425
Realized Performance Allocations Compensation	295,059	72,423	38,569	142,149	590,089	662,942	843,230
<b>GAAP</b>	<b>\$ 319,648</b>	<b>\$ 78,945</b>	<b>\$ 47,001</b>	<b>\$ 149,534</b>	<b>\$ 612,175</b>	<b>\$ 707,242</b>	<b>\$ 887,655</b>
<b>Total Segment</b>							
Less: Fee Related Performance Compensation	(70,158)	(5,505)	(7,078)	(26,122)	(126,952)	(94,797)	(165,657)
Less: Equity-Based Compensation - Performance Compensation	(131)	(2,138)	(2,136)	(1,682)	(1,695)	(8,510)	(7,651)
<b>Total Segment</b>	<b>\$ 249,359</b>	<b>\$ 71,302</b>	<b>\$ 37,787</b>	<b>\$ 121,730</b>	<b>\$ 483,528</b>	<b>\$ 603,935</b>	<b>\$ 714,347</b>
<b>Realized Principal Investment Income</b>							
<b>GAAP</b>	<b>\$ 100,535</b>	<b>\$ 48,695</b>	<b>\$ 61,102</b>	<b>\$ 61,017</b>	<b>\$ 220,814</b>	<b>\$ 393,478</b>	<b>\$ 391,628</b>
Segment Adjustment (e)	(61,993)	(28,405)	(42,164)	(45,133)	(116,993)	(169,323)	(232,695)
<b>Total Segment</b>	<b>\$ 38,542</b>	<b>\$ 20,290</b>	<b>\$ 18,938</b>	<b>\$ 15,884</b>	<b>\$ 103,821</b>	<b>\$ 224,155</b>	<b>\$ 158,933</b>
<b>GAAP Interest and Dividend Revenue net of Interest Expense to Total Segment Net Interest Income (Loss)</b>							
<b>GAAP</b>							
Interest and Dividend Revenue	52,146	35,084	23,924	26,497	39,726	182,398	125,231
Interest Expense	(60,688)	(41,644)	(39,276)	(39,540)	(45,702)	(199,648)	(166,162)
<b>GAAP</b>	<b>\$ (8,542)</b>	<b>\$ (6,560)</b>	<b>\$ (15,352)</b>	<b>\$ (13,043)</b>	<b>\$ (5,976)</b>	<b>\$ (17,250)</b>	<b>\$ (40,931)</b>
Segment Adjustment (f)	6,046	2,619	2,718	312	372	14,809	6,021
<b>Total Segment</b>	<b>\$ (2,496)</b>	<b>\$ (3,941)</b>	<b>\$ (12,634)</b>	<b>\$ (12,731)</b>	<b>\$ (5,604)</b>	<b>\$ (2,441)</b>	<b>\$ (34,910)</b>

This analysis reconciles the components of Total Segment Distributable Earnings (page 3) to their equivalent GAAP measures, reported on the Consolidated Statement of Operations (page 1). Segment basis presents revenues and expenses on a basis that deconsolidates the investment funds Blackstone manages and excludes the amortization of intangibles, the expense of equity-based awards and Transaction-Related Charges.

- Represents (1) the add back of net management fees earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of revenue from the reimbursement of certain expenses by the Blackstone Funds, which are presented gross under GAAP but netted against Management and Advisory Fees, Net in the Total Segment measures.
- Represents the add back of Performance Revenues earned from consolidated Blackstone Funds which have been eliminated in consolidation.
- Represents the removal of Transaction-Related Charges that are not recorded in the Total Segment measures.
- Represents the removal of (1) the amortization of transaction-related intangibles, and (2) certain expenses reimbursed by the Blackstone Funds, which are presented gross under GAAP but netted against Management and Advisory Fees, Net in the Total Segment measures. Beginning in 3Q'20, includes a reduction equal to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units which is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.
- Represents (1) the add back of Principal Investment Income, including general partner income, earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of amounts associated with the ownership of Blackstone consolidated operating partnerships held by non-controlling interests.
- Represents (1) the add back of Interest and Dividend Revenue earned from consolidated Blackstone Funds which have been eliminated in consolidation, and (2) the removal of interest expense associated with the Tax Receivable Agreement.

## NOTES

### Notes to page 1 - Blackstone's Fourth Quarter and Full Year 2020 GAAP Results

- Effective July 1, 2019, The Blackstone Group L.P. converted from a Delaware limited partnership to a Delaware corporation, The Blackstone Group Inc. (the "Conversion"). This presentation includes results for The Blackstone Group L.P. prior to the Conversion. As of any time prior to the Conversion, references to "Blackstone," "the Company," "our" and similar terms mean The Blackstone Group L.P. and its consolidated subsidiaries and, as of any time after the Conversion, The Blackstone Group Inc. and its consolidated subsidiaries.
- All references to shares or per share amounts prior to the Conversion refer to units or per unit amounts. Unless otherwise noted, references to "common stock" and "common shares" refer to Class A common stock.
- Income (Loss) Before Provision (Benefit) for Taxes Margin is calculated by dividing Income (Loss) Before Provision (Benefit) for Taxes by Total Revenues.

### Notes to page 2 - Blackstone's Fourth Quarter and Full Year 2020 Highlights

- The changes in carrying value, fund returns and composite returns presented throughout this presentation represent those of the applicable Blackstone Funds and not those of Blackstone.
- See Notes to page 18 regarding Net Accrued Performance Revenue redefinition.

### Notes to page 5 - Investment Performance and Net Accrued Performance Revenues

- Effective 1Q'20, the Credit segment was renamed Credit & Insurance; however, there was no change to the composition of the segment or historical results.
- Effective 1Q'20, Core+ appreciation was updated to include BREIT and represents a weighted average of BREIT's per share appreciation and BPP appreciation for the period. The returns are weighted based on the average of BREIT's monthly net asset values and the average of BPP's quarterly adjusted beginning period market values for the period. This presentation provides a more holistic view of Core+ by including BREIT performance.
- Effective 1Q'20, Corporate Private Equity appreciation was updated to include Core Private Equity appreciation. This presentation provides a more holistic view of Corporate Private Equity by including Core Private Equity performance.
- Results for the Secondaries business (also referred to as Strategic Partners) are reported on a three month lag from the Secondaries' fund financial statements, which generally report based on a three month lag from the underlying fund investments unless information is available on a more timely basis. As a result, the appreciation presented herein does not include the impact of economic and market activity in the current quarter. Current market activity is expected to affect reported results in upcoming quarters.
- The BPS Composite gross and net returns are based on the BAAM Principal Solutions ("BPS") Composite, which does not include BAAM's individual investor solutions (liquid alternatives), strategic capital (seeding and minority interests), strategic opportunities (co-invests), and advisory (non-discretionary) platforms, except for investments by BPS funds directly into those platforms. BAAM-managed funds in liquidation and non fee-paying assets (net returns only) are also excluded. The funds/accounts that comprise the BPS Composite are not managed within a single fund or account and are managed with different mandates. There is no guarantee that BAAM would have made the same mix of investments in a stand-alone fund/account. The BPS Composite is not an investible product and, as such, the performance of the BPS Composite does not represent the performance of an actual fund or account.

## NOTES - (CONT'D)

### Notes to page 5 - Investment Performance and Net Accrued Performance Revenues (Cont'd)

- Effective 1Q'20, Credit returns are presented as a composite return instead of separate returns for performing credit and distressed. The Credit Composite now also includes the long only strategy. The Credit Composite return is a weighted average of (a) the return based on the combined quarterly cash flows of performing credit and distressed fee-earning funds and (b) the weighted average quarterly return of all long only strategy fee-earning funds. Only fee-earning funds exceeding \$100 million of fair value at the beginning of each respective quarter-end are included and funds in liquidation are excluded. Credit returns exclude Blackstone Funds that were contributed to Blackstone Credit as part of Blackstone's acquisition of Blackstone Credit, formerly known as GSO, in March 2008.

### Notes to page 16 - Assets Under Management - Rollforward

- Effective 4Q'20, the methodology for Total AUM was updated with respect to the relevant segment for certain real estate, secondaries and credit funds to include permanent fund level leverage (as this represents additional capital the fund is managing), to include uncalled capital commitments until they are legally expired and to exclude certain uncalled capital commitments where the investors have complete discretion over investment. Funds without an adjustment were either already applying that methodology in reporting Total AUM or the updates were not applicable. Additional detail on these adjustments is included below:

	Three Months Ended December 31, 2020					Twelve Months Ended December 31, 2020				
	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total	Real Estate	Private Equity	Hedge Fund Solutions	Credit & Insurance	Total
(\$ in millions)										
Market Activity	\$ 7,893	\$ 10,223	\$ 4,240	\$ 4,816	\$ 27,173	\$ 6,923	\$ 9,776	\$ 3,016	\$ 476	\$ 20,192
One-Time Methodology Adjustment	3,779	1,869	-	(1,514)	4,133	3,779	1,869	-	(1,514)	4,133
Reported Market Activity	\$ 11,672	\$ 12,092	\$ 4,240	\$ 3,302	\$ 31,305	\$ 10,702	\$ 11,645	\$ 3,016	\$ (1,039)	\$ 24,324

- Subsequent to 4Q'20, increases/decreases in permanent fund level leverage and uncalled capital commitments that have not legally expired where investors do not have complete discretion over investment for the aforementioned funds will be reflected as inflows, outflows, realizations and/or market activity, as the case may be.

### Notes to page 18 - Net Accrued Performance Revenues - Additional Detail

- Effective 1Q'20, NAPR has been redefined to exclude Performance Revenues realized but not yet distributed as of the reporting date. This update aligns the presentation of DE and NAPR. All prior periods have been recast to reflect this definition.
- Per Share calculations are based on end of period DE Shares Outstanding (see page 23, Share Summary).

## NOTES - (CONT'D)

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### Notes to page 22 - Shareholder Dividends

- DE before Certain Payables represents Distributable Earnings before the deduction for the Payable Under Tax Receivable Agreement and tax expense (benefit) of wholly owned subsidiaries. Common Shareholders receive tax benefits from deductions taken by Blackstone's corporate tax paying subsidiaries and bear responsibility for the deduction from Distributable Earnings of the Payable Under Tax Receivable Agreement and certain other tax-related payables.
- Per Share calculations are based on end of period Participating Common Shares (page 23, Share Summary); actual dividends are paid to shareholders as of the applicable record date.
- Retained capital is withheld pro rata from common and Blackstone Holdings Partnership unitholders. Common shareholders' share was \$120 million for 4Q'20 and \$273 million for FY'20.

### Notes to page 23 - Share Summary

- Participating Common Shares and Participating Partnership Units include both issued and outstanding shares and unvested shares that participate in dividends.

## DEFINITIONS AND DIVIDEND POLICY

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, 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 (benefit) calculated on Income (Loss) Before Provision (Benefit) for Taxes and including the Payable under the Tax Receivable Agreement. Further, the current tax provision utilized when calculating Taxes and Related Payables and DE reflects the benefit of deductions available to the company on certain expense items that are excluded from the underlying calculation of Segment DE and Total Segment Distributable Earnings, such as equity-based compensation charges and certain Transaction-Related Charges where there is a current tax provision or benefit. The economic assumptions and methodologies that impact the implied income tax provision are the same as those methodologies and assumptions used in calculating the current income tax provision for Blackstone’s consolidated statements of operations under U.S. GAAP, excluding the impact of divestitures and accrued tax contingencies and refunds which are reflected when paid or received. Management believes that including the amount payable under the tax receivable agreement and utilizing the current income tax provision adjusted as described above when calculating DE is meaningful as it increases comparability between periods and more accurately reflects earnings that are available for distribution to shareholders.
- **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.

## DEFINITIONS AND DIVIDEND POLICY - (CONT'D)

- **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.
- **Other Operating Expenses** is presented on a segment basis and is equal to General, Administrative and Other Expenses, adjusted to (a) remove the amortization of transaction-related intangibles, (b) remove certain expenses reimbursed by the Blackstone Funds which are netted against Management and Advisory Fees, Net in Blackstone's segment presentation, and (c) give effect to an administrative fee collected on a quarterly basis from certain holders of Blackstone Holdings Partnership Units. The administrative fee is accounted for as a capital contribution under GAAP, but is reflected as a reduction of Other Operating Expenses in Blackstone's segment presentation.
- **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 (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.

Dividend Policy. Blackstone's intention is to pay to holders of Class A common stock a quarterly dividend representing approximately 85% of The Blackstone Group Inc.'s share of Distributable Earnings, subject to adjustment by amounts determined by Blackstone's board of directors to be necessary or appropriate to provide for the conduct of its business, to make appropriate investments in its business and funds, to comply with applicable law, any of its debt instruments or other agreements, or to provide for future cash requirements such as tax-related payments, clawback obligations and dividends to shareholders for any ensuing quarter. The dividend amount could also be adjusted upward in any one quarter. All of the foregoing is subject to the qualification that the declaration and payment of any dividends are at the sole discretion of Blackstone's board of directors and our board of directors may change our dividend policy at any time, including, without limitation, to reduce such quarterly dividends or even to eliminate such dividends entirely.



## FORWARD-LOOKING STATEMENTS

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This presentation may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, which reflect our current views with respect to, among other things, our operations, taxes, earnings and financial performance, share repurchases and dividends. You can identify these forward-looking statements by the use of words such as “outlook,” “indicator,” “believes,” “expects,” “potential,” “continues,” “may,” “will,” “should,” “seeks,” “approximately,” “predicts,” “intends,” “plans,” “estimates,” “anticipates” or the negative version of these words or other comparable words. Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe these factors include but are not limited to the impact of the novel coronavirus (“COVID-19”), as well as those described under the section entitled “Risk Factors” in our Annual Report on Form 10-K for the year ended December 31, 2019 and in our Quarterly Report on Form 10-Q for the quarter ended March 31, 2020, as such factors may be updated from time to time in our periodic filings with the United States Securities and Exchange Commission (“SEC”), which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report and in our other periodic filings. The forward-looking statements speak only as of the date of this report, and we undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

This presentation does not constitute an offer of any Blackstone Fund.