PitchBook

Q4 2023

US

Public PE and GP Deal Roundup

Contents

Note: "PE" has a specific meaning for the seven major public alternative managers referenced in this report.

1. Blackstone and Carlyle: "Corporate PE" as defined in company reports.
2. KKR: "Traditional PE" as defined in company reports.
3. Apollo: "Flagship PE" and "European principal finance" as defined in company reports.
4. Ares: "Corporate PE" and "special opportunities" as defined in company reports.
5. TPG: "Capital" and "growth" as defined in company reports.
6. Blue Owl: "PE" represents PitchBook estimates of ownership stakes held by GP Strategic Capital funds in managers primarily engaged in PE buyout and growth equity strategies.

Note: "Private credit" has a specific meaning for the seven major public alternative managers referenced in this report.

1. KKR: "Alternative Credit" as defined in company reports.
2. Ares: "US Senior Direct Lending" as defined in company reports.
3. Blue Owl: "Direct Lending Gross Returns" as defined in company reports.
4. Apollo: "Direct Origination" as defined in company reports.
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6. Carlyle: "Global Credit" as defined in company reports.
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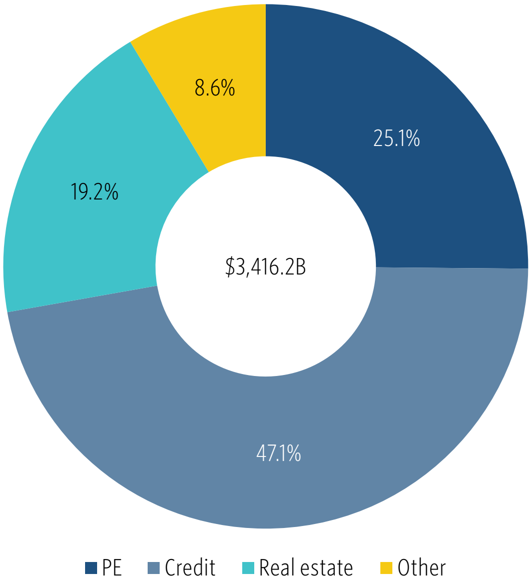
Click here for PitchBook's report methodologies.

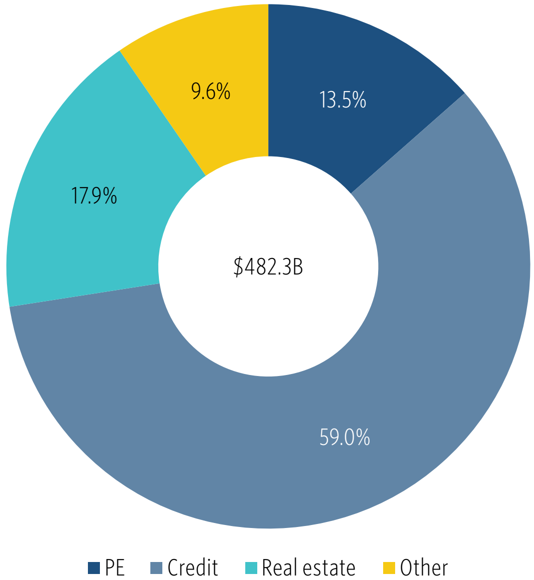
Key takeaways

Share of AUM by strategy*



Source: Company reports • Geography: Global • *As of December 31, 2023

Share of 2023 fundraising by strategy*



Source: Company reports • Geography: Global • *As of December 31, 2023

GP stakes pause while strategic buyers get busy. Overall deal volume involving GP franchises as targets rebounded in Q4 2023 from a sluggish Q3. A total of 26 deals were announced, the highest quarterly total of the year. Activity was especially brisk in strategic deals, driven by large GPs attempting to diversify their offerings. GP stake funds were less active, doing just four deals in the quarter and 23 on the year, down from 33 in 2022. Our sense is that financial buyers need to see fundraising stabilize after two straight years of decline. Strategics are not waiting, as evidenced by BlackRock's recently announced $12.5 billion deal for Global Infrastructure Partners, which is the biggest price tag ever paid for an alts manager.

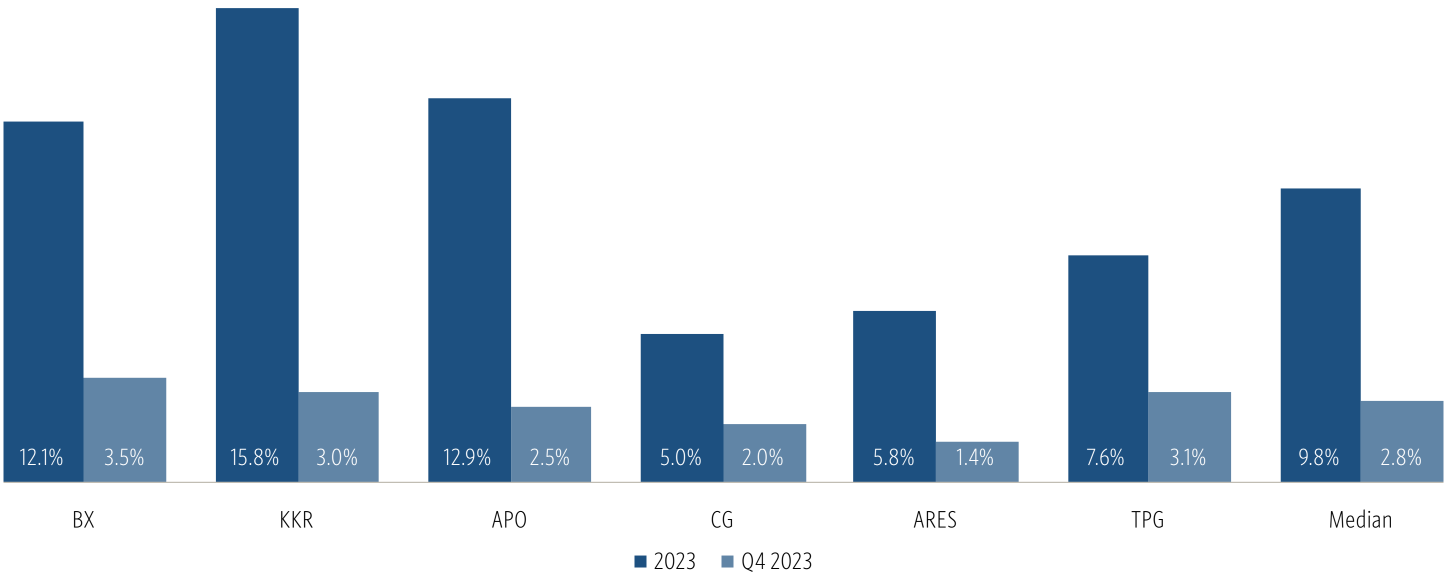
Another down year for fundraising. Strength in private credit could not offset general weakness in other segments of the top seven US-listed GPs. Fundraising shrank by 15.4% in 2023, accelerating from the prior year's 7.7% decline. Sponsors pulled out the stops in Q4, however, recording the best quarter in 18 months. Still, unlike last year at this time when virtually all of these GPs projected higher fundraising in the year ahead, no such prognostications were made for 2024. Public markets were much more bullish, sending the shares of these seven companies higher by an average of 62.1% for the year, inclusive of dividends.

Nontraditional investors approach the halfway mark. More and more capital is being sourced outside of the traditional institutional channel and drawdown fund vehicle. In its place are perpetual capital vehicles with no end dates, such as semiliquid funds for retail investors and separately managed accounts for insurance investors. After growing by 16.4% in 2023, perpetual capital now accounts for 42.4% of total AUM, with the balance declining by 1.6%. Finding these more permanent pools of capital has been key to sustaining fee-related earnings growth at these seven GPs, which roughly mirrored total AUM growth at 7.5%.

A focus on exits. Realizations in buyout and other core PE strategies operated by these large managers were flat to down in the latest quarter, generating lean distributions to fund investors by historical standards. While repeating their mantras of purposefully selling less in unfavorable market conditions, these GPs all acknowledge that higher exits are critical to investor confidence and are bringing all forces to bear to drive that agenda in the coming year. Multiple firms used Q4 as an opportunity to restructure employee compensation to be more back-end weighted, realigning with investors in the process. And at least one firm, KKR, reorganized its reporting lines to create a single-minded focus on transforming its PE portfolio into assets that pay a high and consistently rising dividend stream.

Private equity performance

Gross PE returns/appreciation by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

PE performance has nearly clawed its way back to double-digit territory. The top seven US-listed alternative (alt) managers posted a median gross return of 9.8% in 2023. The median gross return for Q4 measured 2.8%, marking the fifth consecutive quarter of positive returns after a string of back-to-back negative quarters in 2022. While the 9.8% one-year return reported for these PE strategies still lagged the 26.3% of the S&P 500 during the same span, it was a welcome return to form for an asset class that powered the early growth of most of these managers, and it remains atop all strategies on a 10-year view. However, as noted in our most recent Q2 2023 Global Fund Performance Report, distributions have fallen to near-record lows as a return component, and the same can be seen among the public players, with realizations running well below historical levels.

KKR led the pack with a gross return of 15.8% in its traditional private equity strategy in 2023. KKR's PE fund performance has come on strong in recent quarters, including a 5.0% quarterly return in both Q2 and Q3 of 2023, and a 3.0% return reported in Q4. The firm's one-year PE return has pulled ahead of Blackstone's 12.1% reported return for its corporate private equity strategy for the same period.

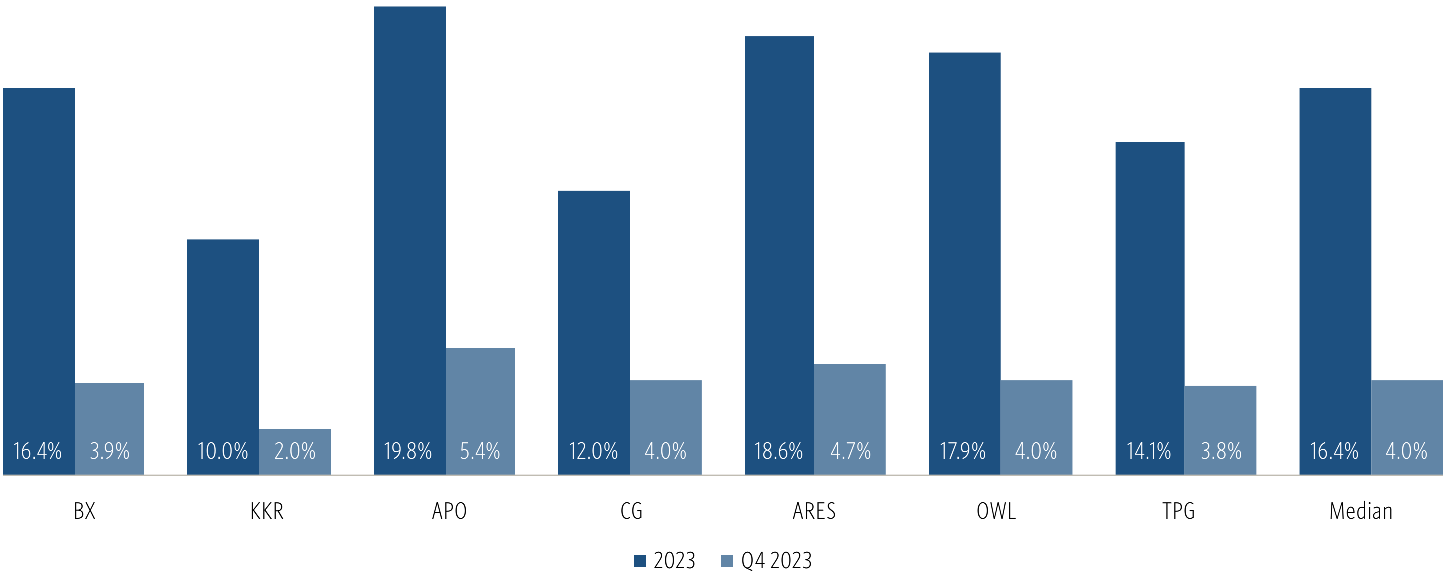
Apollo's growth strategies, which include PE buyout and its lend-for-control debt strategy, moderated in the past nine months after posting outsized returns for Q4 2022 and Q1 2023; but they were still enough to post a 12.9% gross return over the past year, only trailing KKR.

While Blue Owl does not directly manage a PE strategy, its GP Capital Strategy funds offer indirect exposure. Approximately half of the GP stakes it has acquired since inception are PE managers. Blue Owl reported inception-to-date returns on Funds III, IV, and V of 30.2%, 67.0%, and 36.8%, respectively, on a gross basis, and returns of 23.5%, 42.8%, and 16.7%, respectively, on a net basis, as of December 31, 2023.

Rounding out the balance were TPG, Ares, and Carlyle with one-year gross returns on PE strategies of 7.6%, 5.8%, and 5.0%, respectively. All improved from the one-year returns reported at the end of Q3 2023. Please note that not all of these strategies may be comparable.

Returns reported by these same managers for their private credit strategies exceeded their returns from PE in almost every

Gross private credit returns/appreciation by manager*



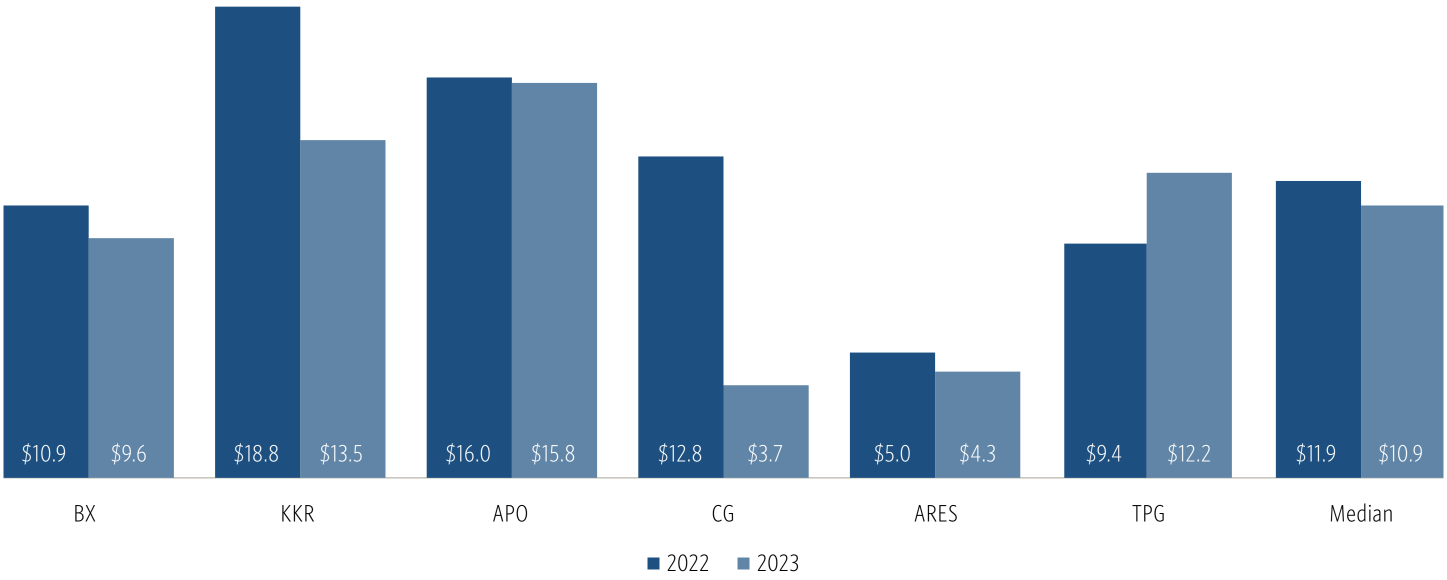
Source: Company reports • Geography: Global • *As of December 31, 2023

instance. The top seven US-listed alt managers with credit strategies—including TPG, as its acquisition of Angelo Gordon (AG) closed on November 2, 2023—posted median Q4 and 2023 returns of 4.0% and 16.4%, respectively, which compares favorably to the 9.8% PE gross returns referenced above. Not all of these private credit strategies may be comparable, with some taking on more risk and leverage than others, but their recent ability to generate equity-like returns with significantly lower volatility has validated the headlong push these managers have made to gain full exposure to the asset class. Of note, the median gross return reported by these seven managers with private credit strategies not only exceeded the median return delivered by their PE strategies, but the differential also expanded from Q3 to Q4.

In commenting on the performance of their underlying portfolio companies, most managers reported a stable-to-improving trend in Q4 2023 both in terms of revenue and EBITDA growth—consistent with a soft-landing thesis. Blackstone indicated 7% revenue growth YoY in Q4, a slight downshift from the 8% growth rate in Q3; although, it sees cost pressures fading fast and expressed conviction that inflation is now running below the Federal Reserve's (The Fed's) 3% target. In its ARCC portfolio, Ares indicated that TTM EBITDA ticked up from 6% in Q3 to 9% in Q4. ARCC is the largest publicly traded business-development company at present, with more than $13 billion in loans to primarily middle-market companies. Lastly, at the higher end of the growth scale, Blue Owl reported EBITDA growth also firmed slightly from Q3 to Q4 and averaged 15% on a TTM basis. Blue Owl is a leader in the software direct lending space, which partially explains these elevated growth rates.

Deployment

2023 PE deployment ($B) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

In the fourth quarter, the top seven alternative asset managers experienced a significant sequential surge in PE deployment, with a 57.6% increase from the third quarter, totaling nearly $20.4 billion in invested capital. This quarter marked the highest deployment of the year, albeit a slight 0.7% decrease YoY, outperforming the average 29.5% YoY downturn observed in the preceding three quarters. This uptick reflects a renewed enthusiasm for dealmaking, buoyed by stabilized inflation expectations, record highs in public markets, and anticipation of a Fed rate cut cycle. This shift is notable, especially after the challenging first nine months of 2023, where a recovery in deal volumes remained elusive.

Despite this quarter's robust performance, full-year deal activity declined by 19.0% YoY, underscoring the array of challenges faced throughout 2023, such as elevated financing costs, constrained credit access, banking sector instability, and geopolitical tensions. Yet, as we move into 2024, the outlook appears more promising with inflation stabilized, potential easing of financing costs, and a significant backlog of deals. The two most active firms in deploying capital to PE strategies in 2023 were Apollo and KKR. TPG was the only firm with an increase in 2023.

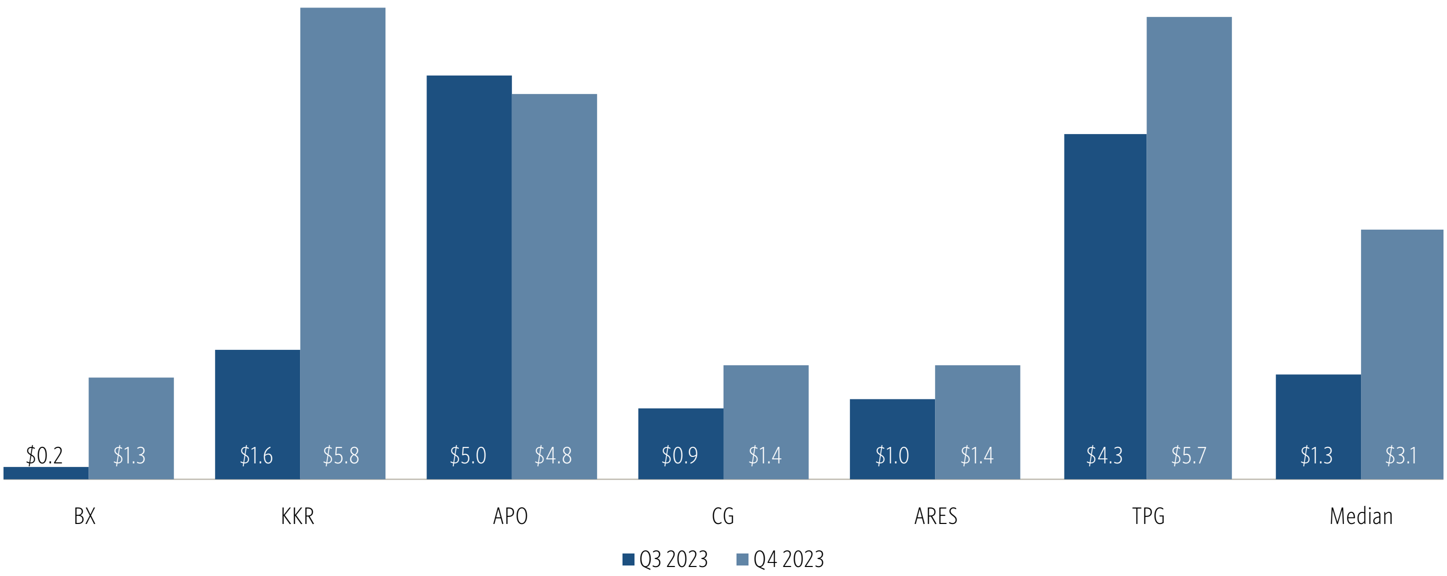
Blackstone deployed $1.3 billion in Q4, a significant step-up after a sharp reduction during the third quarter, yet is down 34.6% YoY. Blackstone noted that it expects to activate a range of new equity funds in the coming quarters, including its latest corporate PE flagship, Fund IX, with $17.8 billion raised to date, in addition to PE energy transition, and growth equity strategies.

KKR deployed $5.8 billion in Q4 in PE strategies for both US PE and core PE, up about 2.6x compared with Q3 and up 24.4% YoY. Portfolio additions included three sizable private-market companies. Looking ahead, management noted its well positioned for 2024 with nearly $100 billion in dry powder.

Carlyle's Q4 corporate PE deployment was $1.4 billion, up 55.6% sequentially and well above the Q1 2023 to Q3 2023 range between $600 million to $900 million. Still, its full-year 2023 corporate PE deployment was down 41.7% YoY to $3.7 billion. Management noted it is seeing its most attractive deployment opportunities outside of corporate PE.

Ares deployed $1.4 billion in its corporate PE strategies during Q4, up approximately 40% QoQ and double 2022's fourth quarter. For full-year 2023, this places Ares at $4.3 billion deployed, down $700 million or 14.0% when compared with last year. Management noted it is optimistic that the combination of lower rates and better economic growth will help to drive higher levels of deal activity in 2024.

Sequential PE deployment ($B) by manager*



Sources: PitchBook estimates and company reports • Geography: Global • *As of December 31, 2023

We estimate that Apollo deployed $4.8 billion in its PE strategies in Q4, down 4.6% sequentially and down 20.5% YoY. This places Apollo's full-year 2023 deployment at approximately $16.0 billion, down a modest 1.4% compared with last year. While the firm is more focused on the credit side, its scale and sourcing platform give it significant leverage to participate on the equity side, and we note it is one of the most consistent at deploying capital on the PE side.

The elevated PE deployment seen in Q4 2023 underscores a strategic pivot among firms seeking to capitalize on the changing economic landscape while navigating the persisting imbalance between deployment and realizations. As firms position themselves ahead of potential rate cuts and await favorable valuations, the industry's resilience and adaptability are evident, setting a cautiously optimistic tone for 2024.

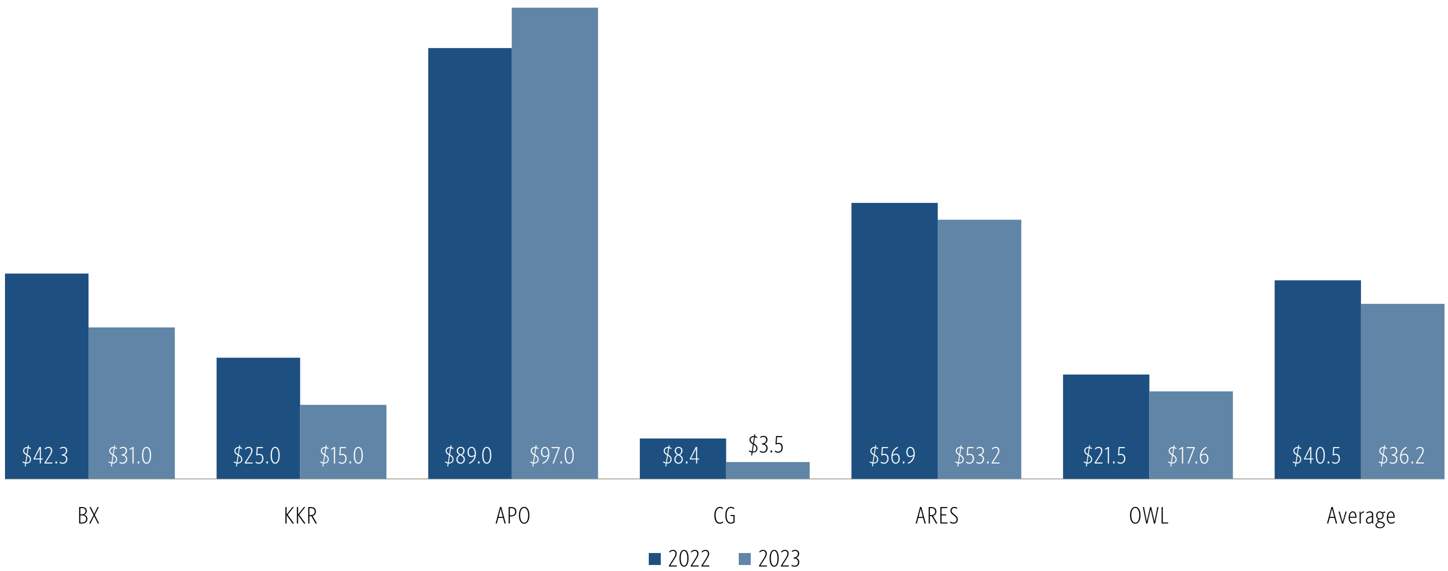
Private credit inflects upward, benefiting from secular tailwinds

The private credit arms at these seven managers collectively experienced a surge in deployed capital in Q4 2023, with the group total at $81.8 billion, up 65.3% QoQ, as tailwinds of abundant private credit dry powder, bank conservatism, and lower volatility converged. However, TTM volumes are still running down 10.6%, as sponsor-led deal activity was hindered by numerous headwinds, especially during the first three quarters of 2023.

Apollo led the category with $30.0 billion of debt origination in Q4, up 30.4% QoQ and 15.4% YoY. The firm's full-year deployment was $97.0 billion and includes three full quarters of Atlas, the firm's asset-backed financing platform. While traditionally, private credit, or "direct origination," is focused on loans to corporations, asset-backed financing includes anything not directly lent to a company, and the collateral could be a stream of cash flows from intellectual property, a stream of cash flows from a fleet of rental vans, or a portfolio of consumer credit lines. Apollo is the only firm to have increased its origination volumes on a full-year-basis, which it attributed to its enormous breadth (16 origination platforms) and expanding diversification.

Blue Owl executed well and achieved impressive growth in Q4 2023, with $8.1 billion in credit originations, up 84.1% sequentially from $4.4 billion in Q3 and up 131.4% YoY from Q4 2022. For the full-year 2023, the firm completed $17.6 billion of originations, down 18.1% compared with 2022 and totaling $21.5 billion. The decline on an annual basis reflects the challenging

2023 private credit deployment ($B) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

dealmaking conditions in the first nine months of 2023. The firm is optimistic about Q4 trends carrying into 2024, bolstered by incremental sponsor-driven activity. Additionally, the firm noted its credit quality continues to be excellent. Notably in its software lending franchise, management emphasized that it has not had a loss or default in its software sector loan portfolio, even with over $20 billion of originations since inception.

Ares Capital's private credit deployments totaled $19.9 billion for Q4 2023, primarily driven by $8.8 billion in US direct lending, $3.9 billion in alternative credit, and $4.3 billion in European direct lending. This was a sharp inflection upward for a total increase of 57.9% QoQ, driven by incremental US direct lending of $2.7 billion QoQ. For the full year, Ares deployed $53.2 billion in credit strategies, down 6.5% YoY and better than all peers except Apollo.

Blackstone reported a sharp uptick in private credit deployment in Q4. Total capital deployed was $16.6 billion, up 186.3% from the prior quarter. Further, this put the full-year deployment at $31.0 billion and down 26.8% from 2022 when the run rate was $42.3 billion. The firm is addressing an expanding set of opportunities across its various sub-strategies and continues to feel very good about the credit quality in its new originations.

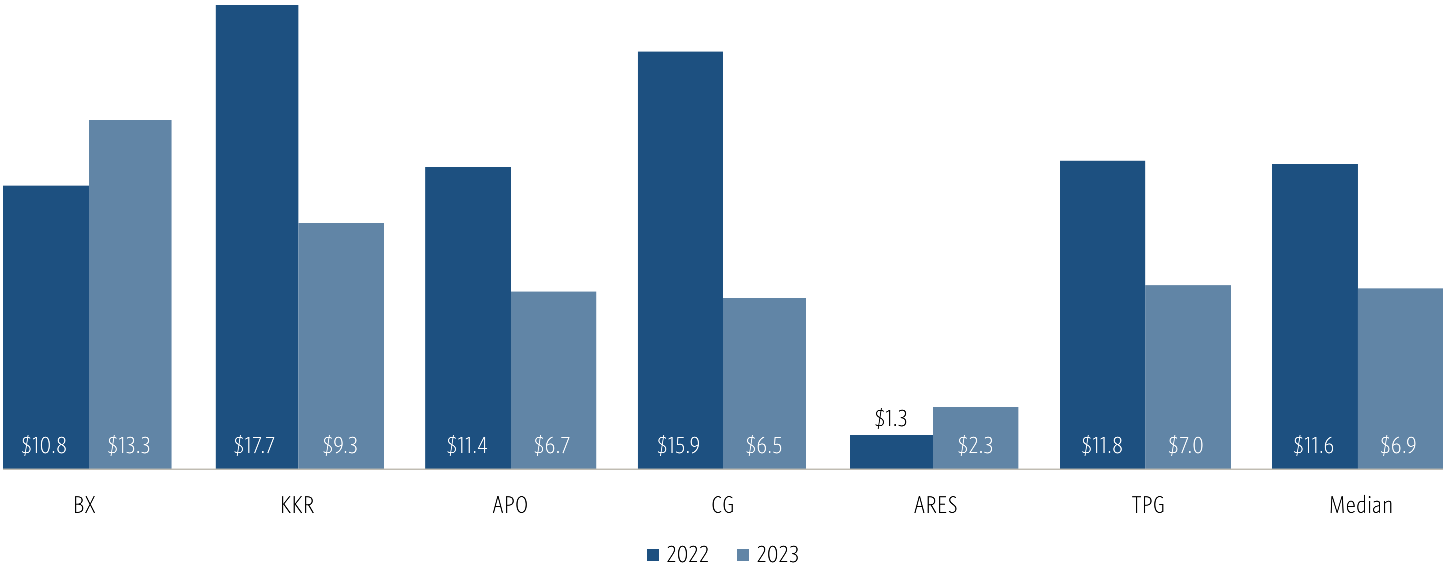
KKR's deployment in its alternative and liquid credit strategies doubled sequentially to roughly $6 billion during Q4 2023, with most activity in direct lending and asset-backed finance (ABF). For full-year 2023, KKR's credit deployment was down 40.0%, suggesting a more conservative posture relative to peers.

Carlyle's private credit group deployed $1.2 billion in Q4, up 71.4% QoQ, yet was down 25.0% YoY. On a full-year look, deployment was $3.5 billion and down 58.3% YoY, reflecting conservatism and the challenging dealmaking landscape earlier in 2023.

TPG highlighted its plans to re-enter private credit through its recently closed acquisition of AG. The company again emphasized ABF and specialty finance as future areas of growth due to the expected retrenchment by traditional banks. AG has decades-long experience in specialty private credit investing, and in 2021, it activated an ABF strategy. In Q3, the firm closed on $1 billion in commitments for its AG Asset-Based Credit Fund, which is targeting consumer, real asset, and other specialty lending markets.

Realizations

2023 PE realizations ($M) by manager*



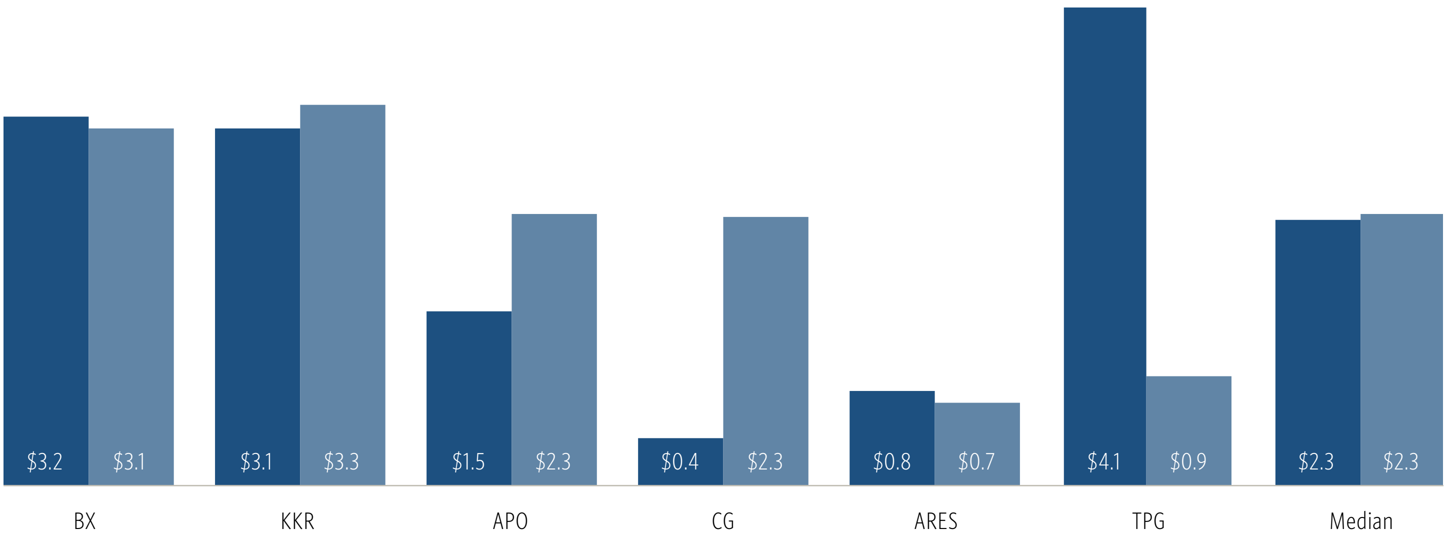
Source: Company reports • Geography: Global • *As of December 31, 2023

PE realizations were more of the same for these public managers in Q4 2023. Three managers—Blackstone, KKR, and Ares—experienced a roughly $100 million difference in realizations QoQ, and the median growth in PE realizations from Q3 to Q4 across the group of GPs was low at 1.5%. TTM activity was lackluster due to the unfavorable monetization environment that GPs faced throughout the year. The median decline on a TTM YoY basis was -40.3%, with Carlyle's PE realizations decreasing nearly 60% during that period. Blackstone and Ares were the only firms to see growth in PE realizations on a TTM YoY basis. The managers maintained a conservative outlook on realization activity going into the new year, signaling for at least another quarter or two of muted monetization before meaningful recovery with underlying economic growth and a more favorable capital markets environment.

KKR led the pack in Q4 with PE realizations of $3.3 billion. This was a QoQ increase of 6.5% but a 47.2% decline on a TTM YoY basis. The firm emphasized during its earnings call that it has visibility on more than $500 million of monetization-related revenue for Q1 2024 across its strategies and $12.3 billion of embedded gains on its balance sheet. Blackstone closely followed with $3.1 billion of PE realizations during the quarter, just 3.4% lower than that in Q3. On a TTM basis, Blackstone outperformed the group with $13.3 billion of PE realizations, making it a rare 23.8% increase on a TTM YoY basis. The firm stated that it has been choosing to sell less assets in the current environment and is highly selective in its exits. However, the firm is optimistic that its portfolios are positioned for eventual acceleration in realizations in a more supportive market, with $504.7 billion of performance revenue eligible AUM. In PE specifically, Blackstone stated that its positions in areas such as energy transition, life sciences, and digital migration bode well for revenue growth and eventual realization opportunities.

Carlyle's corporate PE realizations were $2.3 billion in Q4, which was a QoQ increase of 475.0% and a sizable snap-back after a weak third quarter. Q3 was the firm's lowest quarterly value in over two years at just $400 million of realizations. Still, for the full year, Carlyle's realizations were $6.5 billion, down 59.1% from $15.9 billion in 2022. Notable realizations for the quarter include Saverglass, which was exited for $1.4 billion from Carlyle Europe Partners IV fund, and Kokusai Kogyo's exit from Carlyle Japan Partners IV. Across its strategies, Carlyle realized $19.8 billion of proceeds in 2023 for its LPs, down 39.1% YoY.

Sequential PE realizations ($B) by manager*



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Along with Carlyle, Apollo also delivered $2.3 billion of PE realizations during the quarter, a 55.7% growth from Q3. The firm's PE realizations for the full year was $6.7 billion, putting it just above the median for the group of six alts managers, but 41.2% below that of Apollo's PE realizations in 2022. As echoed across the industry, monetization activity from Apollo's sizable flagship PE funds remains prudently delayed amid a challenged exit environment.

TPG's PE realizations came down to $934.0 million in Q4, declining by 77.2% QoQ due to the successful sale of Creative Artists Agency that realized in Q3. In its Q4 earnings call, TPG was back to its usual message of focusing on value creation in its young portfolios and remaining selective in exit activity. At the same time, the firm shared that it expects realizations to increase in 2024, as the opportunity of potential exits has expanded in normalizing markets. While the overall M&A environment improves, the firm will have more chances to drive liquidity across its business units. Recently, TPG sold CARE Hospitals out of its healthcare-focused PE fund to Blackstone for an estimated $580.0 million and has completed seven IPOs in India over the last two years.

Ares had PE realizations of $707.0 million in Q4, an 11.7% drop QoQ. However, Ares saw improvements in its full-year realization activity, increasing 73.0% from $1.3 billion in 2022 to $2.3 billion in 2023. The firm also reiterated its expectations for realizations to accelerate through its European waterfall funds that have been growing since 2017 and are nearing maturity. Ares spoke about a more promising market outlook in 2024 for deal activity but stated it was too early to tell if this would pull forward realization activity.

Blue Owl's GP Strategic Capital (GPSC) strategy distributed $526.0 million during the quarter, which was a whopping 1,019.1% increase from $47.0 million in Q3. With the GP solutions product focused on large cap managers, Blue Owl mentioned the tailwinds from the resilience of larger gap GPs during challenging fundraising environments and consolidation trends across alternatives.

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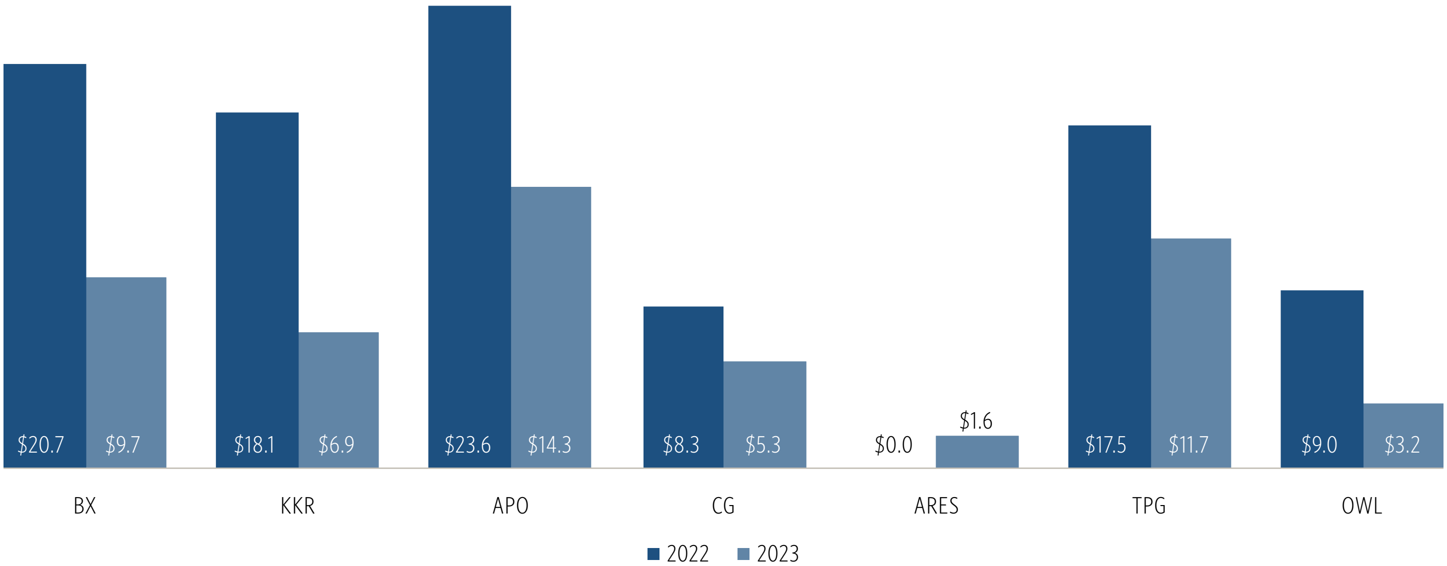
Fundraising

2023 PE inflows ($B) by manager*

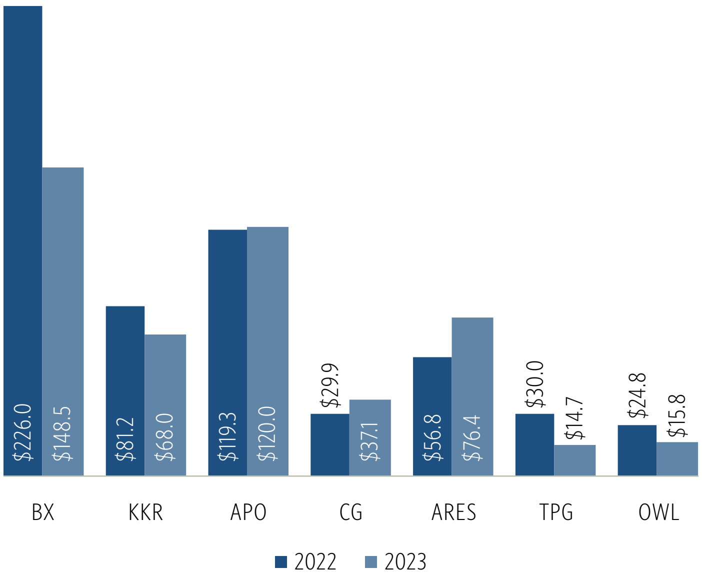


Source: Company reports • Geography: Global • *As of December 31, 2023

PE fundraising

2023 was a challenging year to raise capital for a PE fund for these large public alt managers. Several were or still are in the market with their most recent flagship buyout fund. Many managers were forced to extend timelines and revise fund size targets. Blackstone remains in the market with its flagship Blackstone Capital Partners IX fund and has previously stated that it expects to see final closes sometime in the first half of 2024. Blackstone is now targeting $20 billion, which is down from its initial target that was equivalent to its predecessor fund that raised $26.0 billion. To date, the fund has raised $17.8 billion and is closing in on its target. TPG announced that it has closed on $12.0 billion for its latest flagship. The firm stated it was initially hoping to close the fund by the end of 2023, which it achieved, but came in below its initial target of $15 billion. Apollo and Carlyle closed their latest buyout megafunds in Q2 and Q3 2023 and are in between flagship fundraises, focusing instead on other PE-related strategies. After two-and-a-half years in the market, Carlyle finally wound down Carlyle Partners VIII, at $14.8 billion, well short of its initial $21 billion target—proving just how challenging the environment was. Similarly, Apollo closed Apollo Investment Fund X on $20.0 billion after 12 months in the market rather than extending its timeline, falling short of its initial target of $25 billion. KKR expects to launch its next Americas PE flagship later in 2024, with plans to launch its Asia flagship buyout fund sometime in 2025.

2023 gross inflows ($B) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

While Blue Owl does not operate its own PE strategy, its GPSC funds—formerly known as Dyal Capital—have a 10-year track record of buying GP stakes in private-market fund managers, half of which are PE managers. Blue Owl's most recent GP stakes fund, GPSC VI, saw robust investor demand, resulting in an initial close of $2.1 billion as well as over $400 million in a co-investment fund for this strategy. The first close comes earlier than originally anticipated, despite having just held its final close for Fund V at the end of 2022. Blue Owl expects the significant fundraising seen for its GP stakes strategy to roll into 2024.

Firmwide fundraising

In the fourth quarter, the combined fundraising efforts of the big seven PE firms reached an impressive $168.7 billion, marking a substantial 60.7% increase from the previous quarter. Demand was high for credit strategies, which accounted for 59.1% of the fundraising mix. Real estate emerged as the second-most favored strategy, capturing 19.4% of the total, followed by corporate PE at 13.0%, with other strategies making up the remaining 8.5%. Despite most managers falling well short of prior year fundraising levels entering the final quarter, the year ended on a strong note and narrowed the gap significantly.

For the year, the group's fundraising totaled $480.5 billion, representing a 15.4% decrease YoY. This is a notable recovery from the third quarter's TTM total of $425.3 billion, down 37.0% YoY. The mega PE firms benefited from their diverse product offerings in Q4, capitalizing on the growing secular demand for exposure to private credit strategies.

Looking at individual firm performance, Ares and Carlyle stood out, with YoY fundraising growth of 34.5% and 24.1%, respectively. Apollo is also notable with modest growth of 0.6% YoY despite tremendous growth of 76.8% in 2022, a level it was able to maintain in 2023 with no letdown.

Blackstone led the Q4 haul with $52.7 billion, up 107.9% QoQ and 22.4% YoY, with the greatest demand from credit strategies, insurance, and real estate debt businesses, which comprised more than two-thirds of inflows. This placed the full-year 2023 total at $148.5 billion, down 34.3% from 2022.

Apollo raised $32.3 billion in Q4, driven by a record $20 billion of organic inflows at its retirement services products. Yield strategies raised the vast majority (89.6%) of Q4 inflows at $28.9 billion, an increase of 9.6% QoQ and 57.9% YoY. Management noted strong demand for yield products and successful education campaigns to reach financial advisors.

KKR raised $31.4 billion in Q4, up 157.3% QoQ and 93.1% YoY, and pushing the full-year 2023 total to $68.0 billion, down 16.2% YoY. Growth in Q4 concentrated in its credit and liquid strategies, composing 70.7% of the Q4 incoming AUM, followed by real assets at 20.7%. The firm is driving growth through new platforms, with only a minority of inflows over the prior two years from its legacy flagship strategies. KKR is pursuing an ambitious fundraising plan for 2024 and 2025, with over 30 strategies coming to market, including flagships in global infrastructure, US PE, and Asia PE, in addition to scaling private wealth offerings.

Ares Management raised $21.1 billion in Q4, down 3.7% sequentially and up 68.8% YoY, benefiting from its strong competitive position and scale in the private credit space. For the full-year 2023, fundraising totaled $76.4 billion, an increase of 34.5% YoY. Management expects strong fundraising trends to persist into 2024 as it executes an ambitious plan to be in the market with 35 funds across 17 strategies.

Carlyle achieved its third-best fundraising quarter in its history in Q4, adding $16.9 billion of assets, up 168.3% sequentially and 244.9% YoY. For the full year, fundraising totaled $37.1 billion, up 24.1% YoY. During Q4, credit strategies drove the growth and was 56.2% of the fundraising mix, followed by secondaries at 27.8%, and corporate PE at 10.7%. Funds included the eighth AlpInvest Secondaries fund, and fifth Japan buyout fund, as well as the closing of its two latest US collateralized loan obligations. Fundraising does not include $24 billion in assets related to Fortitude's transaction with Lincoln Financial that closed in Q4 2023.

TPG's organic fundraising added $7.8 billion of assets in Q4, up 127.4% QoQ and 114.2% YoY. This places the full-year 2023 total at $14.7 billion, down 51.1% when compared with 2022. The firm has been focused on its acquisition of Angelo Gordon, which closed November 2, 2023, and added approximately $74 billion of AUM.[1]

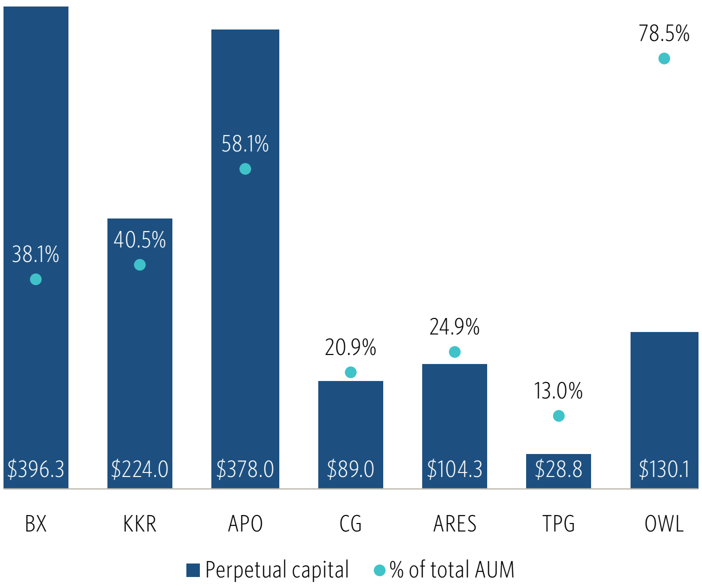
Blue Owl's Q4 fundraising totaled $6.2 billion, up 111.7% sequentially and 25.7% YoY. Full-year 2023 fundraising totaled $15.8 billion, a decrease of 36.3% YoY. Fundraising mix in Q4 was driven by credit strategies at 45.4%, real estate at 21.1%, and private equity (GP stakes) at 19.7%.

1: "TPG Completes Acquisition of Angelo Gordon," TPG, November 2, 2023.

Total AUM ($B) by manager*

Source: Company reports • Geography: Global • *As of December 31, 2023

Perpetual capital ($B) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

Perpetual capital/private wealth update

All seven public PE managers are cultivating perpetual capital franchises and seek to benefit from the compelling economics of the model. The unlimited duration of perpetual capital funds removes the pressure to sell assets within a fixed period, increasing flexibility and enabling a more consistent revenue stream of performance fees. Still, institutional managers remain hesitant to adopt this model, preferring traditional funds with set terms. For Q4, assets in perpetual strategies totaled $1.4 trillion, up 9.0% QoQ and 16.6% YoY, representing 42.4% of total AUM at the seven publicly traded alt managers.

Blackstone continues to expand its perpetual capital platform, with AUM increasing $8.0 billion in Q4, pushing its total up 2.1% QoQ and 6.8% YoY. Blackstone continues to hold the top spot on the leaderboard for total perpetual AUM, now $396.3 billion and 38.1% of its total. The firm raised nearly $5 billion from its retail channel in Q4, including $3.6 billion for its perpetual vehicles. Positive trends are continuing into 2024 as the BCRED fund had its best month since May 2022, raising $1.1 billion in January 2024, and at the BREIT fund, redemptions are down 80% YoY and expected to be out of proration during Q1 2024.

Private wealth platforms by manager*

Firm	Wealth platform	PWM AUM ($B)	% of total AUM	PWM TTM inflows ($B)	Total TTM inflows ($B)	% of total TTM inflows	Launch year
Apollo	Apollo Academy	N/A	N/A	$8.0	$120.0	6.7%	2022
Blackstone	Blackstone Private Wealth Solutions	$240.0	23.1%	$14.8	$148.5	10.0%	2010
KKR	KKR Global Wealth Solutions	$75.0	14.2%	$7.5	$68.0	11.0%	N/A
Carlyle	Carlyle Private Wealth	$50.0	11.7%	N/A	$37.1	0.0%	N/A
Ares	Ares Wealth Management Solutions	N/A	N/A	$5.0	$76.4	6.5%	N/A
Blue Owl	Blue Owl Private Wealth	N/A	N/A	$8.9	$15.7	56.7%	N/A

Source: Company reports • Geography: Global • *As of December 31, 2023

Apollo added an impressive $26.0 billion of perpetual AUM in Q4 for a new total of $378.0 billion, up 7.4% QoQ and 17.8% YoY. This is composed of $278 billion at Athene, $50 billion at Athora, and $50 billion across other funds. At 58.1%, Apollo has the second-largest share of its total AUM in perpetual capital vehicles. The vast majority of this (86.8%) resides in its wholly owned insurance arms, catering to its wealth management channel and alliances.

KKR grew its perpetual AUM $20.0 billion in Q4, elevating its total to $224.0 billion, up 9.8% QoQ and 15.5% YoY. Perpetual capital now represents 40.5% of the firm's total AUM.

Blue Owl added $7.0 billion in perpetual capital during Q4, increasing its total 5.7% QoQ and 17.5% YoY. This brings the firm's total "permanent" capital to $130.1 billion, or 78.5% of total AUM. The firm noted strong demand from the wealth channel including $1.9 billion of Q4 inflows to perpetually offered products and a ratio of 6:1 for inflows to redemption requests.

Ares modestly increased its perpetual capital AUM in Q4, adding $0.6 billion. This places the firm's total perpetual capital mix at $104.3 billion, up 0.6% QoQ and 12.5% YoY, and now representing 24.9% of total AUM. The mix of perpetual capital shifted across the following formats during Q4: Nontraded vehicles increased $1.5 billion, private commingled vehicles increased $0.9 billion, publicly traded increased $0.6 billion, and managed accounts decreased by $2.4 billion, summing for a net increase of $0.6 billion.

Carlyle Group's perpetual capital AUM is now $89 billion, up 48.3% QoQ and 53.4% YoY. The vast majority of this AUM, $75 billion, is associated with Fortitude, its insurance solutions strategy. The sequential growth was driven by $24 billion of added AUM from the Lincoln Financial reinsurance transaction that closed in Q4.

TPG is focused on successfully integrating its recent acquisition of AG that closed on November 2, 2023, and expanded its capabilities across credit and real estate while further enhancing its presence in Europe and Asia. This acquisition also helped bolster TPG's perpetual AUM, which stood at $28.8 billion at Q4 close, up 252.7% QoQ and 166.7% YoY.

Insurance channel update

The insurance channel continues to be a key driver for these firms and their ability to grow AUM at scale. At the same time, insurance has become the perfect pairing of a more permanent capital base to the longer time duration that private-market strategies require. As the insurance sector invests primarily in fixed income, this has led these large alt managers to build or buy heavily in their private credit franchises to continue to attract strong insurance inflows and AUM growth.

Blackstone raised approximately $36 billion through its insurance channel in 2023, with just over $30 billion coming via its four major insurance partners, including $14.3 billion raised in the fourth quarter. In the beginning of the year, Blackstone stated that it expected to raise between $25 billion and $30 billion from its core four insurance clients and ended the year a bit above the high end of that range. The firm saw its insurance AUM increase 20% YoY to $192.0 billion and have a clear line of sight to $250 billion over the next several years with existing clients alone. Going forward, the firm expects to benefit from multiple engines of growth as clients execute pension risk transfers, additional annuity sales, new insurance block deals, and separate accounts for sector-specific lending. The opportunity to do separately managed accounts (SMAs) with other individual insurance clients, not just the four large strategics, is an opportunity the firm believes is significant.

KKR recently closed on its block transaction with MetLife that added approximately $13 billion to its AUM. The firm's insurance AUM now sits at $161.0 billion. However, the pending Manulife block reinsurance transaction is expected to close sometime in the first half of 2024 and add an estimated $10 billion to AUM, putting insurance AUM over $170 billion. The transaction, signed between the subsidiaries of the companies, will reinsure a seasoned and diversified block of Manulife's life, annuity, and long-term care insurance business that originated in the US and Japan. With this deal, Global Atlantic further advances its position in the annuity and life insurance marketplace. The company has successfully completed more than 40 transactions with nearly 30 clients, reinsuring more than $140 billion of assets since inception. As the relationship is still in the early stages, KKR sees a strong opportunity to unlock further value with Global Atlantic through investing, product development, global expansion, private wealth distribution, and capital markets.

Throughout 2023, insurance has been a significant driver of inflows at Apollo, propelled by its US platform, Athene, and its European platform, Athora. In the past year, insurance alone has accounted for nearly half of all organic inflows, totaling $55.0 billion out of a total of $120.0 billion. For the year, Athene expected to generate inflows of $60 billion or more and ended with a record $66.0 billion in inflows, of which $63.0 billion was organic. Athene recently announced a block transaction itself. In November 2023, Athene executed a block reinsurance transaction with FWD Life Insurance, a Japanese domiciled insurer. Looking to 2024, in its third-party asset management business, Apollo expects to raise a record $50 billion of capital, including annual fundraising records from both the institutional and global wealth channels. Coupled with the $70 billion of predicted inflows from Athene, it expects to raise approximately $120 billion of capital organically in 2024, which would represent an increase of 20% on a comparable basis, excluding flagship PE.

Carlyle believes that its credit & insurance segment is positioned for strong growth. Global credit is now its largest segment with almost $190 billion in AUM. Over the past four years, credit AUM has seen a nearly 300% increase. Carlyle's insurance platform, Fortitude, has closed its $28.0 billion reinsurance agreement with Lincoln Financial. The transaction contributed around $24 billion in new AUM from the increase in Fortitude's general account assets, as well as additional capital that will be allocated to Carlyle funds. Through Fortitude, the firm sees a bright future in insurance building upon the current opportunities that exist within the platform.

Ares' affiliated insurance business, Aspida, remains a high strategic focus for the firm. Aspida finished the year with nearly $12.5 billion in assets, more than doubling its $6.0 billion in AUM at the beginning of last year. Aspida remains on track for its target of $25 billion in AUM by the end of 2025. Alongside the firm's affiliation with Aspida, Ares has a number of third-party insurance SMAs and partnerships that are growing and will help scale AUM within its alternative credit business.

For Blue Owl, insurance is an opportunity that the firm is looking to explore, recognizing that it is a channel that many of its peers have tapped into and seen strong results from. Going forward, Blue Owl will look to develop this and create its third leg of fundraising, adding to its wealth and institutional fundraising channels. Blue Owl has a balance-sheet-light approach and that will remain its focus. The firm does not aspire to own an insurance company, but rather to become an insurance company and access the insurance channel in a balance-sheet-light way.

TPG sees the acquisition of AG as a significant growth driver for the firm and will help further its penetration in high-growth distribution channels, including insurance. Prior to the acquisition, TPG was limited to serving its insurance LPs solely in PE and real estate. The acquisition is TPG's entry back into the private credit space. While the deal was only recently finalized, that has not stopped the firm from having more targeted talks with insurance clients, given its new multi-strategy credit capabilities. Since the close of the acquisition, TPG has stated that these conversations have picked up meaningfully.

Insurance platforms by manager*

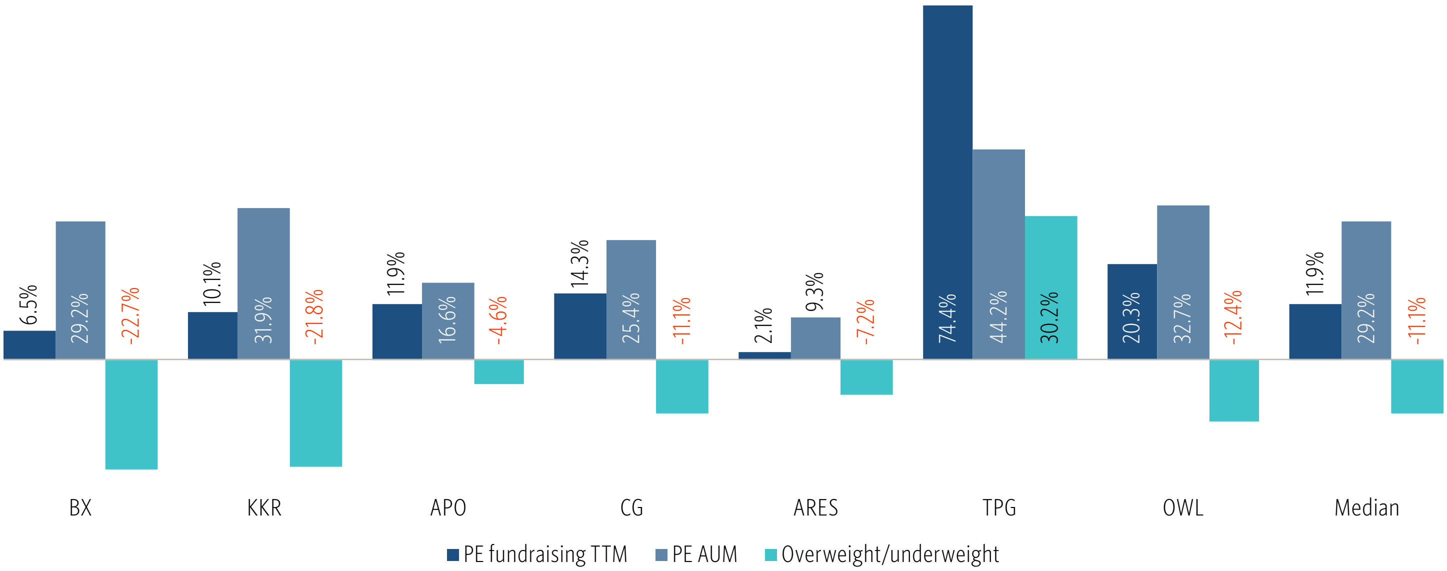
Firm	Insurance platform	Insurance AUM ($B)	% of total AUM	Insurance TTM inflows ($B)	Total TTM inflows ($B)	% of total TTM inflows	Date acquired	Share acquired
Apollo	Athene, Athora	$328.0	50.4%	$55.0	$120.0	45.8%	January 3, 2022	100.0%
Blackstone	4 core minority investments	$192.0	18.5%	$36.3	$148.5	24.4%	N/A	N/A
KKR	Global Atlantic	$161.0	29.1%	$20.0	$68.0	29.4%	February 1, 2021**	100.0%
Carlyle	Fortitude	$75.0	17.6%	N/A	$37.1	N/A	March 31, 2022	71.5%
Ares	Aspida	$12.5	3.0%	$2.0	$76.4	2.6%	July 9, 2019	100.0%

Source: Company reports • Geography: Global • *As of December 31, 2023

***KKR acquired an initial stake of 63.3% in Global Atlantic in February 2021 before acquiring the remaining 37% in November 2023.*

Strategy expansion

PE fundraising share relative to PE AUM share*



Source: Company reports • Geography: Global • *As of December 31, 2023

The seven major public alts managers—the industry's version of the "Magnificent Seven"—are zeroed in on growing their businesses even further. Earnings calls were inundated with mentions of launching new products, scaling younger strategies, and expanding across asset classes and geographies. Apollo, for example, was steadfast in the necessity of using new products to scale the firm's capital formation. The GP stated during its earnings call that it is important to realize that the tailwinds and products that powered the firm to its current position are not the same as those that will power the firm going forward, and it will focus on taking advantage of the next new trends. To do so, Apollo plans to expand its private credit offering, grow its debt origination platforms, and launch additional points of access for the retail market.

For TPG, its recent acquisition of AG was closed in November 2023, marking an important step in the firm's efforts to expand its capabilities as a diversified global alts manager. The acquisition is a significant push into credit investing for TPG and increases the firm's existing position in real estate and Asia. The limited overlap between TPG's and AG's investors is a major opportunity for the firm to expand its capital formation as it introduces TPG LPs to AG's credit teams. Private wealth is another area of opportunity for TPG to offer products across its strategies. TPG is in the process of being in market for several vehicles to raise capital through the wealth channel and expects further penetration in the space thanks to the increased brand with TPG AG and the capability to offer a complete menu of products.

Private wealth is a significant area of focus for these firms. KKR emphasized the firm is still in the early days of tapping into a huge private wealth end market despite having around 40 platforms in the space across the firm's major asset classes. The firm's K-Series products that are aimed at individual investors have raised around $500 million a month historically, and the firm continues to see momentum. Currently, around $75 billion of KKR's AUM is from individuals, not including policyholders of Global Atlantic. With the partnership with Global Atlantic, the firm has a strong opportunity to unlock more scale in fundraising and the number of platforms. Other managers such as Carlyle and Apollo also stated that the industry was just beginning to tap into the private wealth market and expressed optimism for the road ahead. Ares experienced its largest month ever for wealth inflows in January, with over $600 million across the firm's six products, and expects the momentum to continue through international investors. With firms racing to offer vehicles for the wealth channel, the industry can expect many product launches soon; Carlyle expects to have a PE private wealth product in the market in the next several quarters.

Blackstone is also building up its private wealth channel, with BCRED and BXPE raising more than $1 billion each in January alone. BXPE, Blackstone's new PE vehicle, had a $1.3 billion first close, which the firm believes is the largest of its type, reflecting the sizable addressable market for access to PE investments. In addition to private wealth, Blackstone is driving growth through its credit & insurance arm. Credit & insurance drove capital inflows for Blackstone, accounting for over 40% of Q4 fundraising. The firm expects insurance AUM to reach $250 billion from the current $192 billion in the next several years with existing clients alone, and Blackstone's fifth private credit opportunistic strategy will launch soon with a target of $10 billion.

Credit is the largest segment for Carlyle, and the firm has raised more than $9 billion of new capital for its Global Credit strategy in Q4 alone. In January, Carlyle announced its acquisition of a $415.0 million private student loan portfolio and strategic investment in Monogram, a finance solutions provider for students and their families. The transaction was led by Carlyle's Credit Strategic Solutions team and the firm will originate, acquire, and manage private student loan assets with Monogram—which Monogram currently has more than $7 billion in under management. Carlyle believes this is an opportunity for private markets to fill a gap left by traditional lenders.

Firms are also pushing into other adjacent strategies such as infrastructure. Blackstone stated that it is seeing momentum in its infrastructure platform that grew to over $40 billion in six years. KKR's infrastructure business has also grown from $17 billion to $60 billion in AUM in three years, partly due to increased allocations to alternatives overall. KKR's infrastructure business is diversified across strategy and in private wealth, and the firm is also in the market for a climate infrastructure fund. Apollo also launched Apollo Infrastructure Company in November 2023 to take advantage of the growing demand for private infrastructure assets.

Blue Owl is also scaling its business from several angles. For example, it closed the acquisition of funds managed by Cowen Healthcare Investments and rebranded them to Blue Owl Healthcare Opportunities. The firm spoke about the upsides in the space and its plans to develop a market-leading position as it did in software. Blue Owl is also looking to launch its new healthcare credit product in the new year. The firm also stated it will focus on how to tap the insurance channel to supplement its two existing channels of capital access, institutional and wealth. Lastly, Blue Owl's secondary business was expected to have its first close in Q4 but has been delayed.

Industry-wide IRRs by strategy*

	1-year	10-year	5-year	3-year
Private equity	7.0%	19.1%	16.6%	15.1%
Private debt	6.6%	8.5%	7.5%	9.2%
Secondaries	5.4%	12.2%	12.4%	18.1%
Real assets	4.7%	13.0%	7.2%	6.9%
Real estate	-1.3%	10.3%	8.7%	9.9%
Venture capital	-5.8%	14.8%	16.8%	17.7%
Private capital	1.8%	12.8%	13.4%	15.7%
S&P 500	19.6%	13.0%	12.3%	14.6%

Source: PitchBook • Geography: Global • *Final estimates as of June 30, 2023, with preliminary returns data through September 30, 2023.
Note: Returns are equal weighted and net of fees.

Product offerings by manager*

	BX	KKR	APO	CG	ARES	TPG	OWL
PE	✓	✓	✓	✓	✓	✓	
Private debt	✓	✓	✓	✓	✓	✓	✓
Secondaries	✓		✓	✓	✓	✓	✓
Real assets	✓	✓	✓	✓	✓		
Real estate	✓	✓	✓	✓	✓	✓	✓

Source: PitchBook • Geography: Global • *As of December 31, 2023

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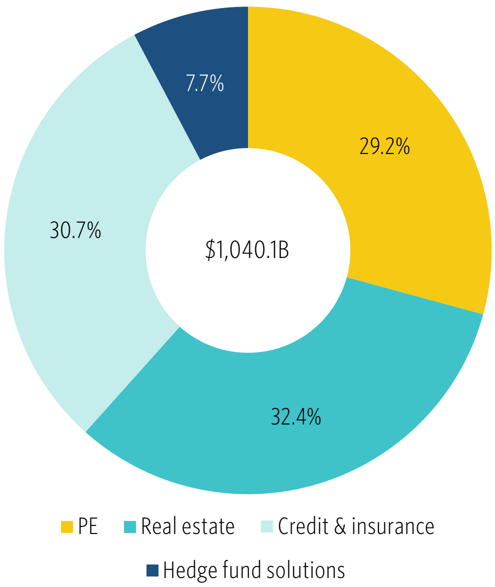
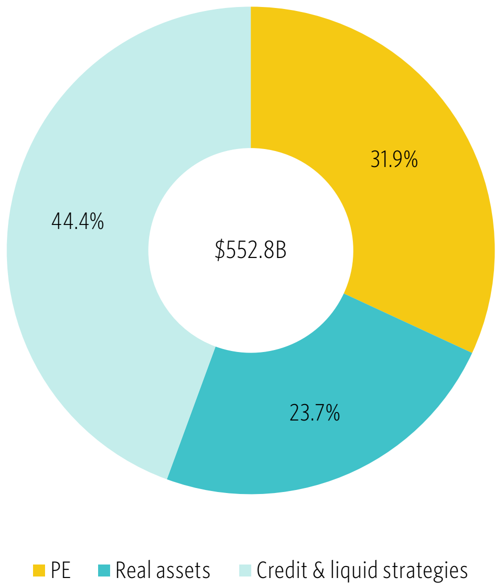
Share of AUM by manager and strategy*

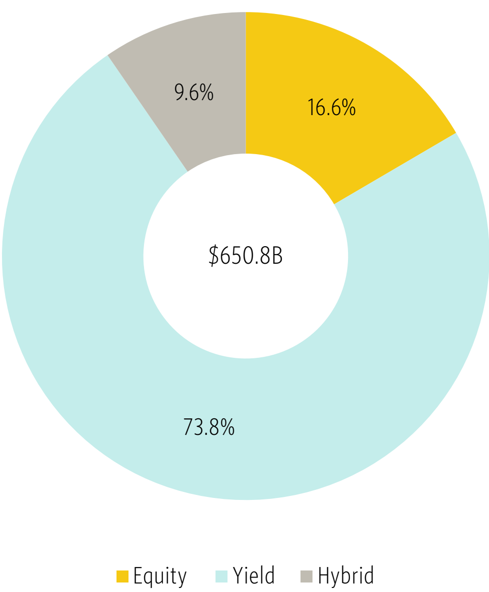
Blackstone



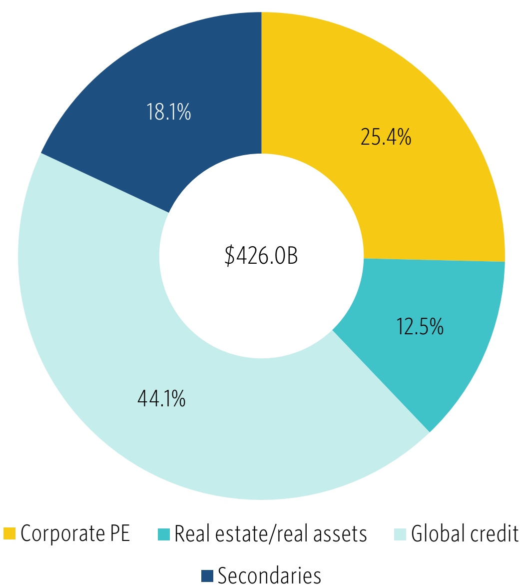
KKR



Apollo



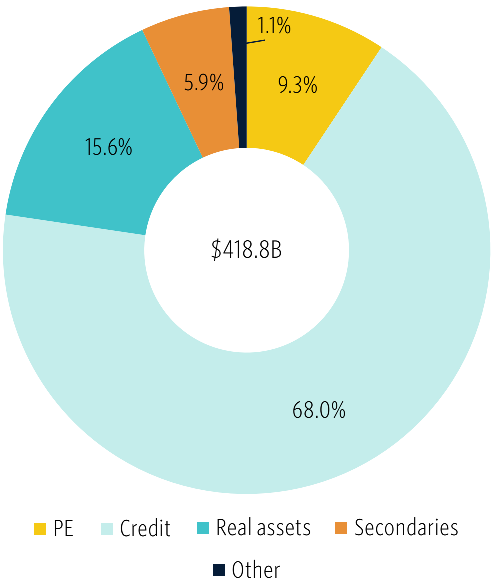
Carlyle



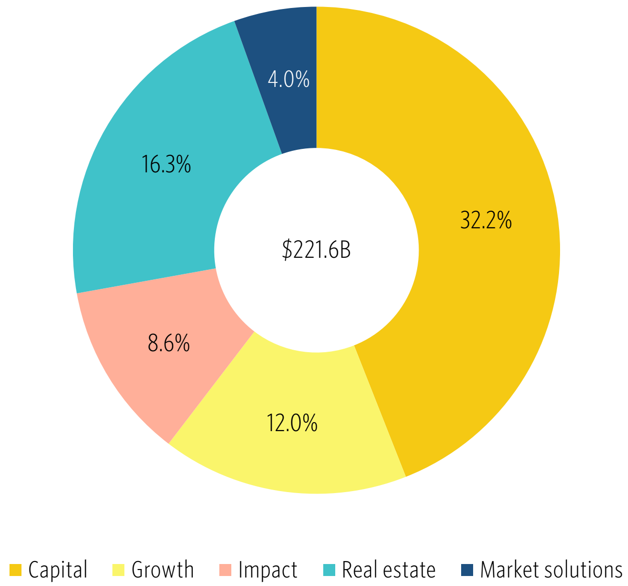
Source: Company reports • Geography: Global • *As of December 31, 2023

Share of AUM by manager and strategy (continued)*

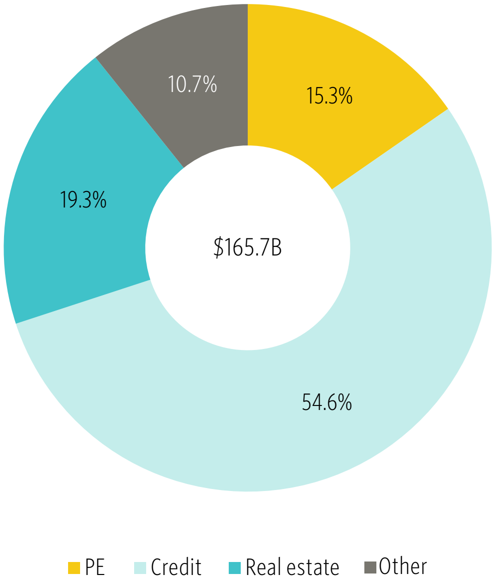
Ares



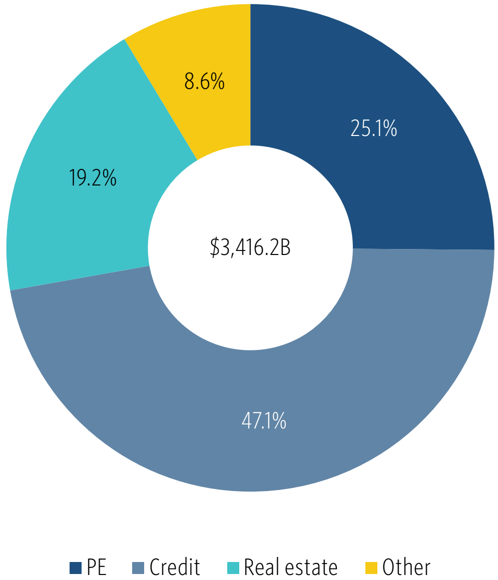
TPG



Blue Owl



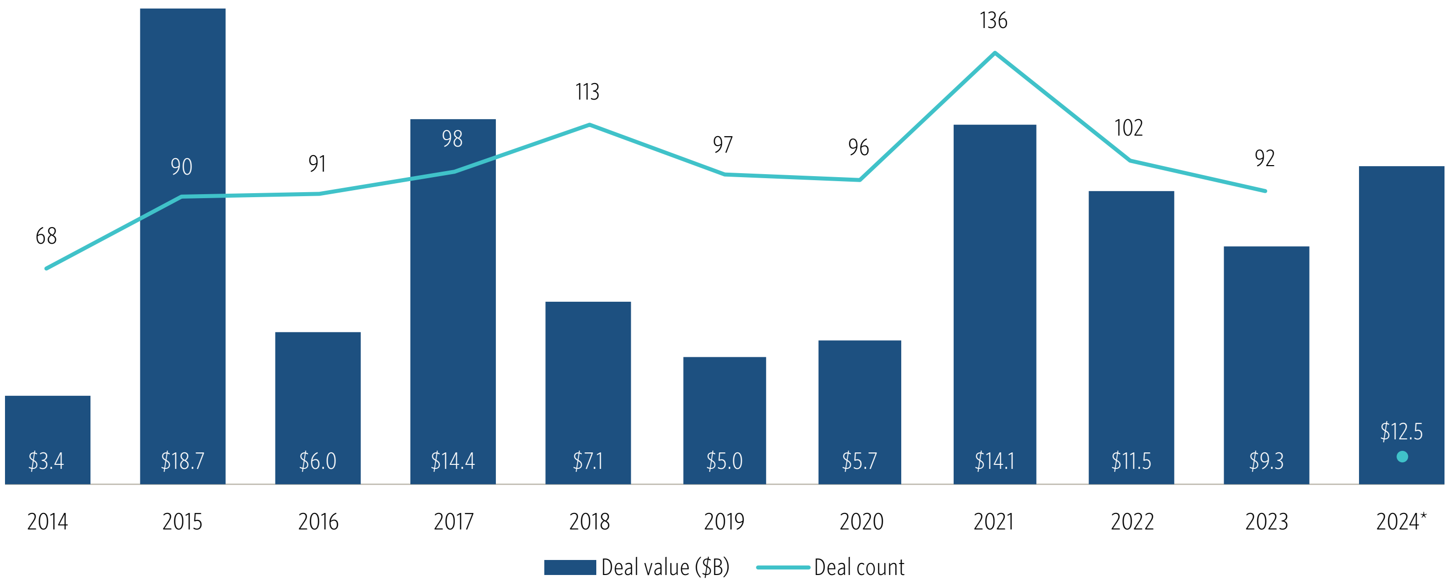
All firms



Source: Company reports • Geography: Global • *As of December 31, 2023

GP deal activity

Alternative asset manager deal activity



Source: PitchBook • Geography: Global • *As of January 31, 2024

In 2023, a total of 92 deals involving GPs as targets have been announced or completed, down 9.8% from the prior year. Total disclosed deal value also declined, down 19.3% to $9.3 billion. The year ended on a strong note in Q4 with 27 deals, making it the best quarterly total of the year and up from 19 deals in what was a sluggish Q3. We track both minority and majority transactions for a more holistic view of investor sentiment for GP franchise ownership as well as industry consolidation prospects.

Q4 2023 was a microcosm of the year. It was punctuated by brisk dealmaking by strategics, both majority and minority, and more muted activity by financial buyers of GP stakes, all of which are minority investments. Of the 27 deals announced in Q4, half were control transactions. With ambitions to become a real assets and infrastructure manager on a global scale, Keppel Capital of South Korea acquired a 50% stake in European real estate manager Aermont Capital for $517.0 million, with the remaining balance to be acquired in 2028. The deal adds $14.1 billion in AUM for Keppel. Also notable was Manulife's acquisition of London-based alternative credit manager CQS for an undisclosed amount. The deal will expand Manulife's global reach, deepen its capability in credit with a multi-strategy offering, and add $13.5 billion in AUM. Lastly, France's Wendel Group announced its intention to acquire a 51% stake in IK Partners for $405.7 million. IK Partners, a leading PE investor in Northern Europe's mid-market sector, will add $12.8 billion in AUM.

The other half of Q4's deal flow were minority transactions and included four GP stake deals. Following its stake in Synova Capital in June 2023 and Revelstoke Capital in September 2023, Bonaccord announced an investment in Kayne Anderson Private Credit (KAPC) in October 2023 for an undisclosed amount. KAPC is a middle-market private credit platform with over $6 billion in AUM.

Both Bonaccord and Hunter Point are focusing on the middle-market segment of the GP franchise market, and each have been the most active GP staking firms in 2023 with three deals each. By and large, however, GP stake activity moderated in 2023 with a total of 23 announced deals, down from 33 deals in 2022. No particular catalyst was given by industry participants. Blue Owl reported a "robust" pipeline of targets to fill out its two GP stake funds but did not pull the trigger during the quarter. Our sense is that financial buyers are waiting to see fundraising stabilize after two straight years of decline for most strategies.

Control transactions skewed higher in 2023, accounting for 48.9% of all deals, the highest since 2009. Strategic M&A in 2023 was highlighted by TPG's $2.7 billion acquisition of Angelo Gordon,

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in a move to re-enter the private credit space after Sixth Street Partners left the fold in 2020 to become its own independent manager. The deal added $60.0 billion in private credit and $18.0 billion in real estate AUM and took TPG's total AUM north of $220 billion. Other notable strategic deals in 2023 include Bridgepoint Advisers $1.1 billion acquisition of Energy Capital Partners, an infrastructure and renewables manager with $18.5 billion in AUM, and Rithm Capital's $690.0 million acquisition of Sculptor Capital Management, an alt asset manager focused on private credit and real estate with $34.2 billion in AUM.

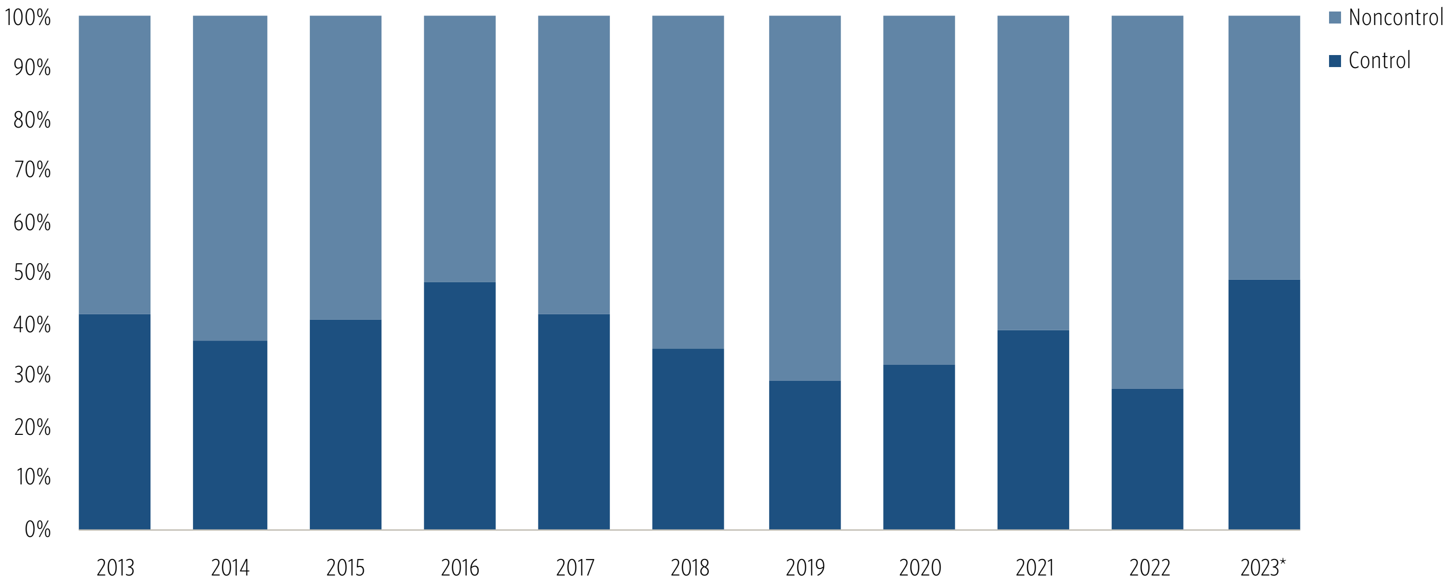
Looking into 2024, the year is off to a strong start, highlighted by BlackRock's $12.5 billion acquisition of infrastructure manager Global Infrastructure Partners. This represents the largest deal ever in the alts space and is BlackRock's largest since 2009, when it consolidated its position in the ETF business with a $13.5 billion deal with Barclays Global Investors. It is actually BlackRock's fourth acquisition in the infrastructure space—the others involving smaller managers—and it now has a combined $150 billion in private infrastructure AUM markets to go with the $10 trillion it has in primarily public market and ETF AUM.

Notable alternative asset manager deals YTD*

Target	AUM ($M)	Lead investor/buyer	Deal value ($M)	Deal type	Manager style/specialty
Global Infrastructure Partners	$100,000.0	BlackRock	$12,500.0	Acquisition	Infrastructure
Angelo Gordon	$73,000.0	TPG	$2,700.0	Acquisition	Private credit, real estate
Stonepeak	$55,700.0	Blue Owl	N/A	GP Stake	Infrastructure, real assets
Fortress Investment Group	$46,000.0	Mubadala	N/A	Acquisition	Multi-strategy
Sculptor Capital Management	$34,200.0	Rithm Capital	$639.0	Acquisition	Hedge, real estate credit
L Catterton	$33,000.0	Hunter Point Capital	N/A	GP stake	Buyout - consumer focused
PAI Partners	$29,000.0	Dyal Capital Partners	N/A	GP stake	Buyout - France
Coller Capital	$27,300.0	Hunter Point Capital	N/A	GP stake	Secondaries
AltamarCAM Partners	$19,915.0	Permira	N/A	GP stake	Secondaries - Europe
Energy Capital Partners	$18,536.4	Bridgepoint Advisers	$1,100.0	Acquisition	Infrastructure, renewables

Source: PitchBook • Geography: Global • *As of January 31, 2024

Share of alternative asset manager deal count by type



Source: PitchBook • Geography: Global • *As of January 31, 2024

GP stake transactions YTD*

Company	Deal date (2023)	Investor(s)	Stake (%)	AUM ($M)	Manager style/specialty
Gridiron Capital	November 3	RidgeLake Partners	N/A	$8,730.0	Buyout - B2B and B2C focused
Kayne Anderson Private Credit	October 24	Bonaccord Capital Partners	N/A	$6,000.0	Private credit - middle market
Ara Partners	October 23	Affiliated Managers Group	N/A	$5,000.0	Infrastructure, renewables
HighPost Capital	October 17	Azimut Alternative Capital Partners	2.5%	$604.8	Buyout
Revelstoke Capital Partners	September 19	Bonaccord Capital Partners	N/A	$5,600.0	Buyout - healthcare focused
Avante Capital Partners	September 19	Pacific Current Group	24.9%	$1,000.0	Private credit - mezzanine
HPE Growth	August 22	Nieland Family Office	N/A	$530.3	Growth equity - Europe
Forbion	August 17	Affiliated Managers Group	N/A	$3,180.0	Venture
AltamarCAM Partners	July 26	Permira	40.0%	$19,915.0	Secondaries - Europe
Stonepeak	June 28	Blue Owl Capital	N/A	$57,100.0	Infrastructure, real assets
Synova Capital	June 9	Bonaccord Capital Partners	N/A	$2,070.0	Buyout
Martis Capital Management	June 6	Kudu Investment Management	N/A	$2,100.0	Buyout
Private Corner	May 11	Armen	N/A	$448.0	Fund-of-funds
FTV Capital	May 2	Blackstone	N/A	$6,000.0	Buyout - fintech focused
MML Capital Partners	May 1	Wafra, Investcorp	N/A	$2,120.0	Middle-market buyout - Europe
Greenbelt Capital Management	April 20	Wafra	N/A	$610.2	Buyout - energy transition
Rgreen Invest	April 13	Armen	N/A	$2,134.0	Infrastructure, renewables
Coller Capital	April 12	Hunter Point Capital	N/A	$27,500.0	Secondaries
Inflexion Private Equity Partners	April 6	Hunter Point Capital	N/A	$9,760.0	Secondaries - private credit
Cordillera Investment Partners	March 31	Pacific Current Group	24.9%	$1,500.0	Growth equity - special situations
L Catterton	March 17	Hunter Point Capital	N/A	$34,000.0	Buyout - consumer focused
Variant Investments	January 19	Kudu Investment Management	N/A	$3,000.0	Private credit - specialty finance
PAI Partners	January 11	Blue Owl Capital	N/A	$26,500.0	Buyout - France

Source: PitchBook • Geography: Global • *As of December 31, 2023

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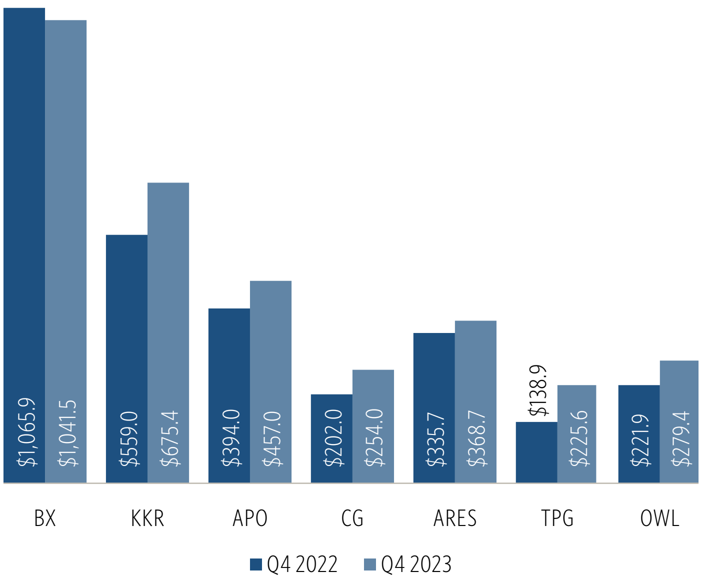
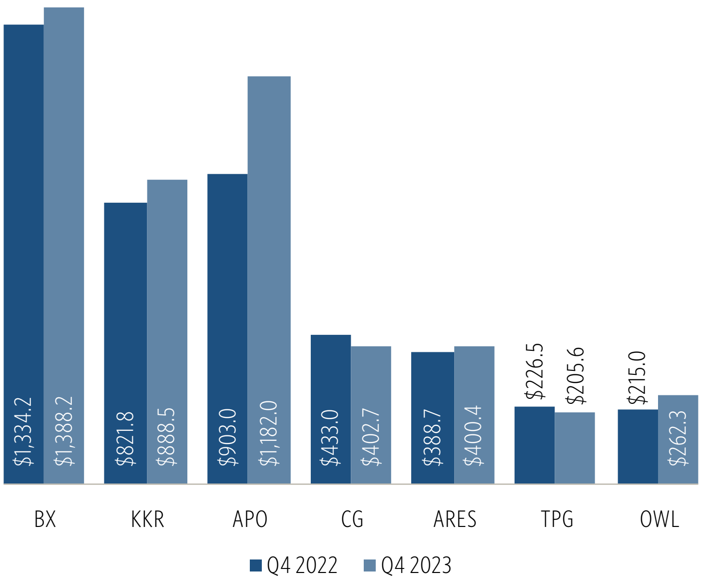
Operating results

Q4 2023 fee-related earnings (FRE) ($M) by manager*



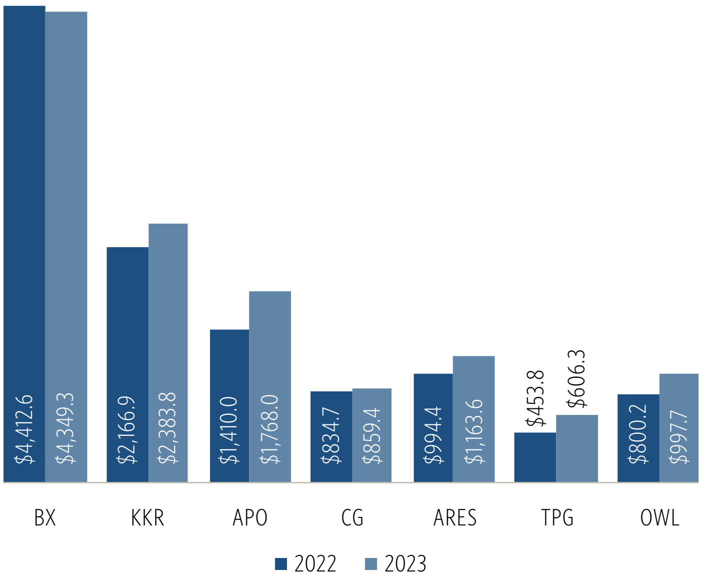
Source: Company reports • Geography: Global • *As of December 31, 2023

Q4 2023 distributable earnings (DE) ($M) by manager*



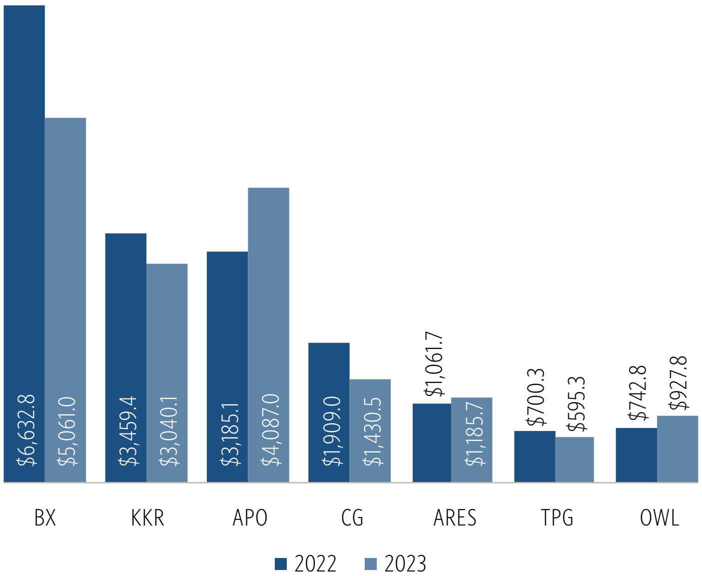
Source: Company reports • Geography: Global • *As of December 31, 2023

2023 FRE ($M) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

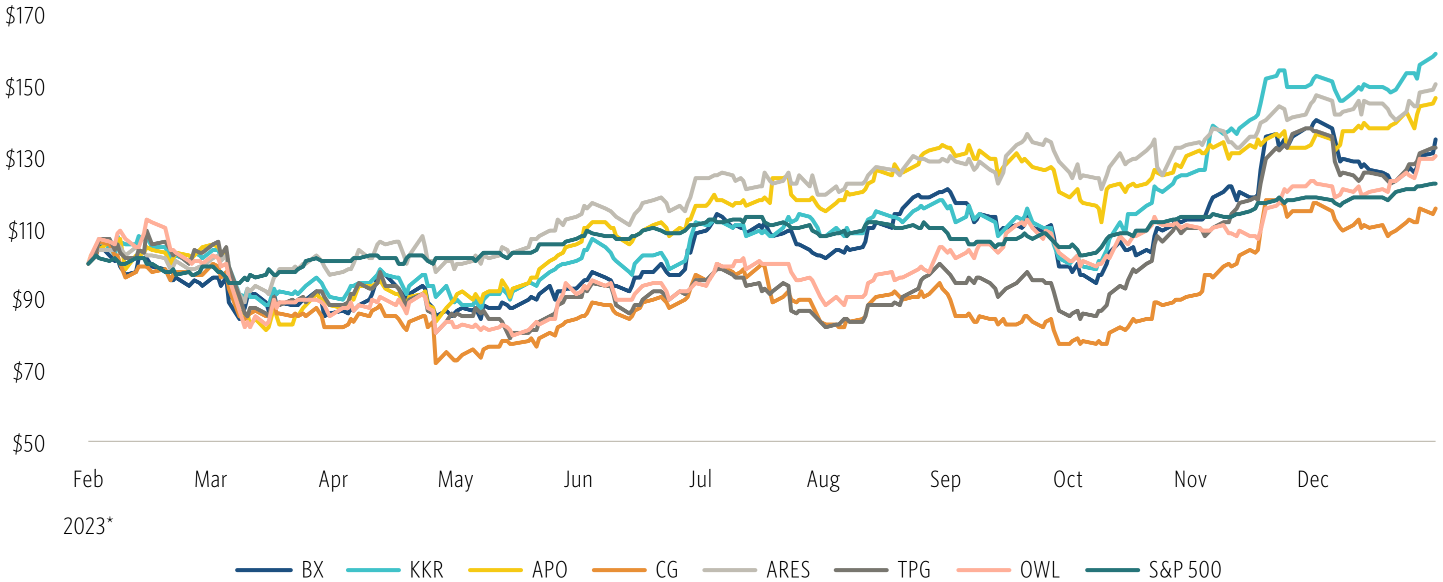
2023 DE ($M) by manager*



Source: Company reports • Geography: Global • *As of December 31, 2023

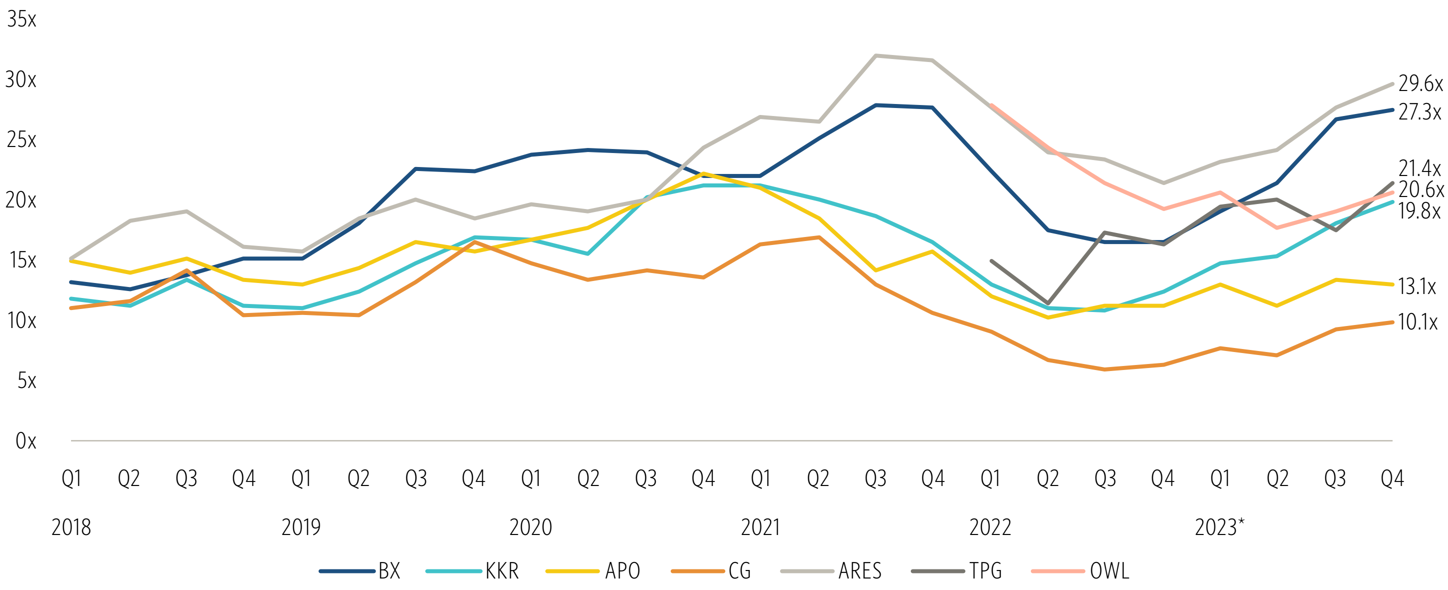
Stock performance and comps

One-year stock performance by manager (normalized to 100 on January 31, 2023)



Sources: PitchBook and Morningstar • Geography: Global • *As of January 31, 2024

Five-year price-to-DE stock multiples by manager



Sources: PitchBook and company reports • Geography: Global • *As of December 31, 2023

Alternative asset manager comps*

Private equity and other									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
Blackstone	$155,662	15.0%	33.0x	26.4x	-23.6%	25.1%	$3.95	$4.94	2.5%
KKR	$85,292	15.4%	28.1x	19.4x	-12.3%	45.2%	$3.42	$4.97	0.7%
Partners Group	$35,458	26.2%	29.6x	25.7x	1.8%	15.1%	$41.34	$47.60	3.2%
EQT	$30,638	13.2%	30.4x	22.4x	36.6%	35.9%	$0.87	$1.18	1.2%
Carlyle	$15,915	3.7%	13.9x	11.4x	-25.3%	21.0%	$3.24	$3.92	3.1%
TPG	$15,812	7.1%	31.1x	20.6x	-26.1%	50.9%	$1.39	$2.10	2.9%
Intermediate Capital	$6,439	7.9%	18.6x	15.0x	74.0%	24.6%	$1.22	$1.52	3.6%
Bridgepoint	$2,653	6.2%	26.0x	19.9x	-2.5%	30.1%	$0.13	$0.17	2.5%
Median	**$23,276**	**10.6%**	**28.9x**	**20.3x**	**-7.4%**	**27.6%**	**$2.32**	**$3.01**	**2.7%**

Private debt and other									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
Apollo	$63,913	9.8%	16.9x	14.6x	29.4%	15.9%	$6.74	$7.81	1.5%
Ares	$41,999	10.0%	37.0x	29.4x	9.0%	26.2%	$3.65	$4.61	2.3%
Blue Owl	$25,403	15.3%	27.7x	22.2x	22.6%	24.6%	$0.65	$0.81	3.2%
Median	**$41,999**	**10.0%**	**27.7x**	**22.2x**	**22.6%**	**24.6%**	**$3.65**	**$4.61**	**2.3%**

Real estate and other									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
Brookfield	$15,661	2.0%	40.7x	35.8x	6.3%	13.8%	$1.36	$1.55	2.3%
Antin Infrastructure	$3,099	9.5%	23.8x	17.9x	58.3%	32.8%	$0.70	$0.92	3.9%
Bridge Investment	$1,076	2.2%	11.1x	9.3x	-27.6%	19.3%	$0.80	$0.95	7.4%
Median	**$3,099**	**2.2%**	**23.8x**	**17.9x**	**6.3%**	19.3%	**$0.80**	**$0.95**	**3.9%**

Secondaries and private solutions									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
Hamilton Lane	$6,342	5.9%	33.4x	27.5x	8.3%	21.7%	$3.54	$4.31	1.5%
StepStone Group	$3,981	2.7%	32.2x	24.5x	-17.1%	31.8%	$1.09	$1.44	2.6%
Petershill Partners	$2,384	6.6%	11.1x	7.6x	-34.3%	45.4%	$0.16	$0.23	3.7%
P10 Holdings	$1,065	5.6%	11.3x	10.0x	3.4%	13.3%	$0.83	$0.94	1.4%
GCM Grosvenor	$362	0.5%	15.4x	12.2x	10.5%	26.6%	$0.55	$0.70	5.7%
Median	**$2,384**	**5.6%**	**15.4x**	**12.2x**	**3.4%**	**26.6%**	**$0.83**	**$0.94**	**2.6%**
Alts median	**$15,661**	**7.1%**	**27.7x**	**19.9x**	**3.4%**	**25.1%**	**$1.22**	**$1.52**	**2.6%**

Source: PitchBook • Geography: Global • *As of February 15, 2024

Alternative versus traditional asset manager comps*

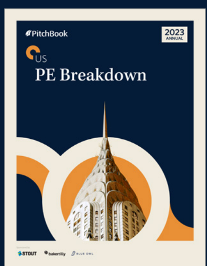
Alternative managers									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
Blackstone	$155,662	15.0%	33.0x	26.4x	-23.6%	25.1%	$3.95	$4.94	2.5%
KKR	$85,292	15.4%	28.1x	19.4x	-12.3%	45.2%	$3.42	$4.97	0.7%
Apollo	$63,913	9.8%	16.9x	14.6x	24.4%	15.9%	$6.74	$7.81	1.5%
Ares	$41,999	10.0%	37.0x	29.4x	9.0%	26.2%	$3.65	$4.61	2.3%
Blue Owl	$25,403	15.3%	27.7x	22.2x	22.6%	24.6%	$0.65	$0.81	3.2%
Carlyle	$15,915	3.7%	13.9x	11.4x	-25.3%	21.0%	$3.24	$3.92	3.1%
TPG	$15,812	7.1%	31.1x	20.6x	-26.1%	50.9%	$1.39	$2.10	2.9%
Median	$41,999	10.0%	28.1x	20.6x	-12.3%	25.1%	$3.42	$4.61	2.5%
Total	**$403,995**	**10.0%**	**28.1x**	**20.6x**	**-12.3%**	**25.1%**	**$3.42**	**$4.61**	**2.5%**

Traditional managers									
Company	Market cap ($B)	Market cap as % of AUM	Price/DE		DE growth		DE per share		Dividend yield
			2023A	2024E	2023A	2024E	2023A	2024E	
BlackRock	$117,909	1.2%	21.5x	20.0x	7.4%	7.8%	$37.04	$39.92	2.5%
T. Rowe Price	$24,347	1.7%	14.6x	14.1x	-6.2%	3.6%	$7.50	$7.77	4.4%
Franklin Templeton	$14,359	0.9%	11.6x	10.6x	-15.4%	10.3%	$2.33	$2.57	4.5%
Invesco	$6,941	0.4%	10.8x	9.2x	-13.2%	17.2%	$1.44	$1.69	5.1%
Affiliated Managers	$5,139	0.8%	8.4x	7.3x	-6.4%	15.1%	$18.69	$21.52	0.0%
Janus Henderson	$5,048	1.6%	13.3x	11.9x	-10.1%	11.5%	$2.34	$2.61	5.1%
AllianceBernstein	$3,732	0.6%	12.8x	10.9x	-9.0%	16.8%	$2.56	$2.99	7.8%
Median	$6,941	0.9%	12.8x	10.9x	-9.0%	11.5%	$2.56	$2.99	4.5%
Total	**$177,475**	**0.9%**	**12.8x**	**10.9x**	**-9.0%**	**11.5%**	**$2.56**	**$2.99**	**4.5%**

Source: PitchBook • Geography: US • *As of February 15, 2024

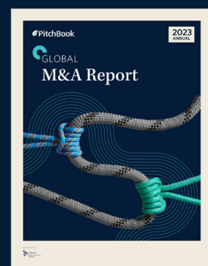
Additional research

Private markets



2023 Annual US PE Breakdown

Download the report here



2023 Annual Global M&A Report

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H1 2023 Global Private Debt Report

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Q2 2023 Global Fund Performance Report (with preliminary Q3 2023 data)

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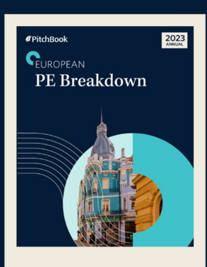
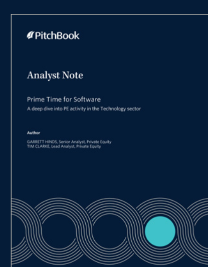


2023 Annual European PE Breakdown

Download the report here



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