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Apollo Global Management, LLC – Investor Presentation September 2013

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Apollo Global Management, LLC



Apollo Global Management, LLC is a leading global alternative investment manager in private equity, credit and real estate

Ticker (NYSE)	APO
Market Capitalization ⁽¹⁾	\$11.3 billion
Total Assets Under Management ⁽²⁾	\$113 billion
AUM CAGR (12/31/04 – 6/30/13)	31%
LTM Dividend Yield ⁽³⁾	12%
2014E PE Multiple ⁽⁴⁾	9.4x

Agenda

- 1. Overview of Apollo
- 2. Business Segments
- 3. Financial Overview

Apollo's Global Platform

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Firm Profile (5)

 Founded:
 1990

 AUM:
 \$113 bn(6)

 Employees:
 660

 Inv. Prof.:
 253

253

9

Principal Investment Businesses(5)

Private Equity \$40bn AUM

- > Opportunistic buyouts
- Distressed buyouts and debt investments
- Corporate carve-outs

Credit (7) **\$62bn** AUM

- > U.S. Performing Credit
- Opportunistic Credit
- > European Credit
- ➤ Non-Performing Loans
- > Structured Credit
- > Athene

Real Estate \$9bn AUM

- Residential and commercial
- Global private equity and distressed debt investments
- Performing fixed income (CMBS, CRE Loans)

Investment Approach

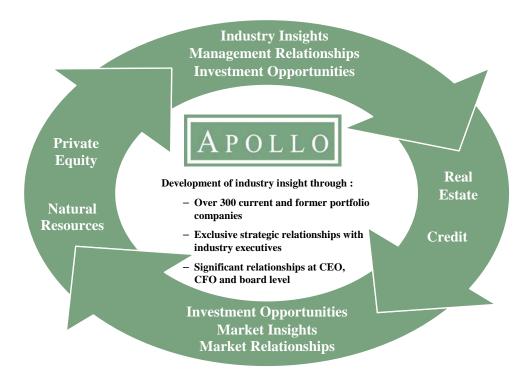
- Value-oriented
- > Contrarian

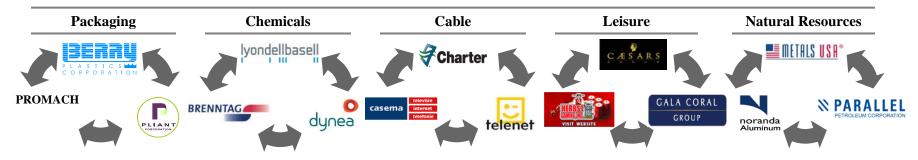
Global Offices:

- > Integrated investment platform
- > Opportunistic across market cycles and capital structures
- Focus on nine core industries



Apollo's Fully Integrated Business Model





Apollo's Expertise – Nine Core Industries

Chemicals



GNCLiveWell

Rent A Center









Satellite & Wireless





RESOLUTION

Bakelite AG

lyondellbasell

UNIROYAL

PQ Corporation

Celanese

TOMICCO











































































































































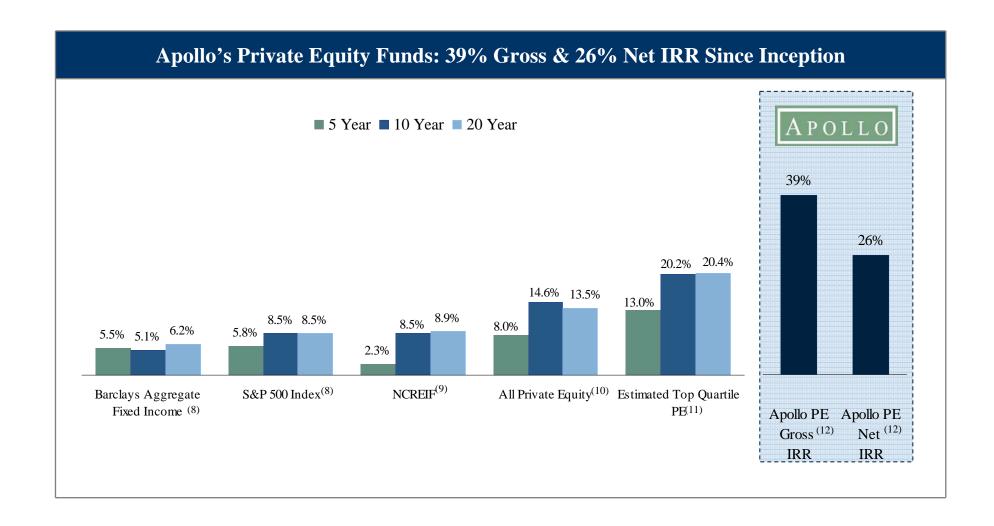




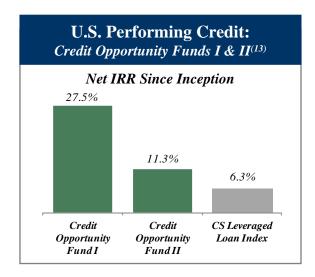


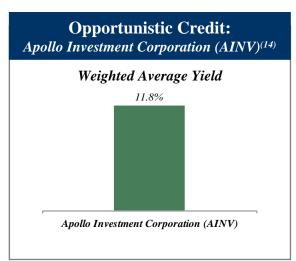


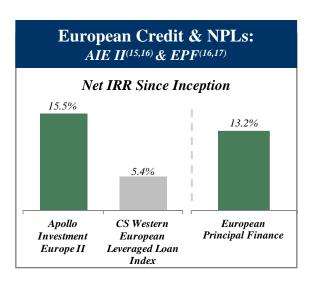
Long Track Record of Success in Private Equity



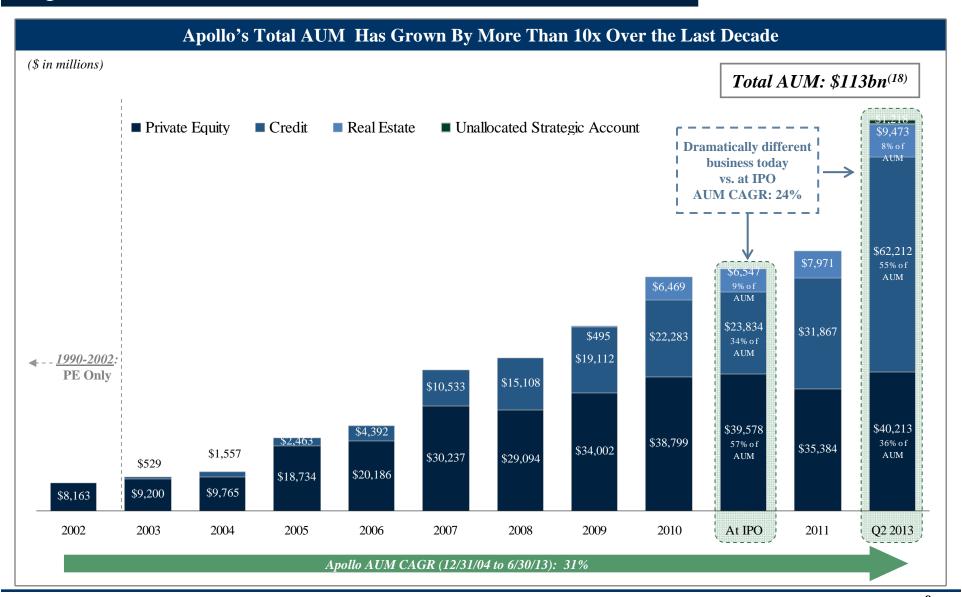
Strong Credit Performance Across Strategies







Significant Growth and Diversification



Apollo Has a Clear Path for Continued Growth

Apollo will continue to identify opportunities to leverage its existing platform and diversify into areas with meaningful synergies with its core business

Secular Trends

- Investors continue to increase allocations to alternatives
- Consolidation of relationships with branded, scale investment managers
- Increasing constraints on the global financial system
- Emergence of unconstrained credit as an asset class

Growth Strategies Selected Recent Examples Athene V **Scaling Existing** Longevity & Insurance-based Investment Strategies ✓ **Businesses** CLO Platform V Energy Credit ✓ "Flagship" Credit Funds **New Product** Managed Accounts ✓ **Development** Real Estate Mezzanine *India PE and credit build-out* ✓ Geographic Asia build-out and joint ventures \(\sqrt{} \) **Expansion** London expansion ✓ **Expand** Retail closed end funds V Distribution Permanent Capital Vehicles (e.g., REITs) Channels *High net worth raises for credit vehicles* ✓ **Strategic** Stone Tower V **Acquisitions and** Gulf Stream 🗸 Alliances

Proven Ability to Raise Capital Globally

Overview of Apollo's Marketing Capabilities

- > Full-scale solutions provider in alternatives
- ➤ Integrated global team structure incorporating:
 - Sales Coverage
 - Product Specialists
 - Investor Relations
- ➤ Best-in-class client service / investor relations coverage
- ➤ Build new relationships and cross-sell across the Apollo platform
- ➤ Continue to expand the Apollo brand through multiple distribution channels

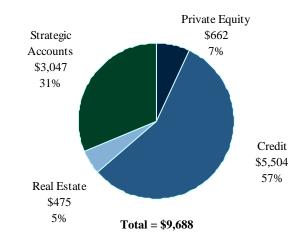
Customized Solutions to Meet Evolving LP Needs: Apollo is Attracting Capital to Invest Across its Platform

More than \$8bn of AUM in Strategic Investment Accounts⁽²⁶⁾

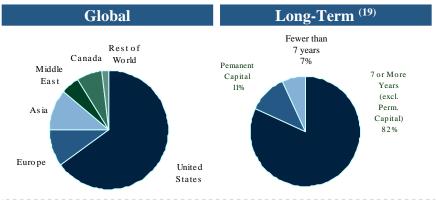


We believe strategic investment accounts enable Apollo's institutional investors to be more opportunistic and well-positioned to capture value in today's market

2012 Fundraising Activity Breakdown (\$mm)



Global Base of Long-Term Investors



Approximately 93% of AUM was in funds with a contractual life at inception of seven years or more

Apollo Has Demonstrated Significant Progress Since its IPO

Since its IPO in March 2011, Apollo has continued to execute consistently against its growth plan

AUM (\$bn) > Increased AUM by over 60% \$113 \$70 At IPO 6/30/2013

3/31/11 Private Equity Capital Deployed (\$bn)

> Deployed \$7.1bn of private equity capital



Subscriptions / Capital Raised (\$bn)

> Fundraising efforts raised \$14.0bn of third-party capital across the Apollo platform



Cash Distributions to Shareholders (\$ per share)

➤ Distributed \$4.95 of cash per share to Apollo shareholders



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Agenda

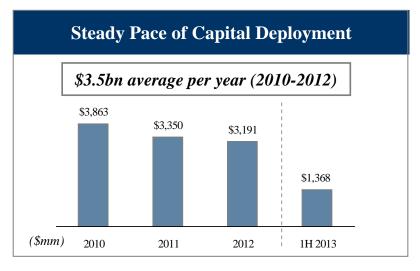
- 1. Background & Business Model
- 2. Business Segments
- 3. Financial Overview

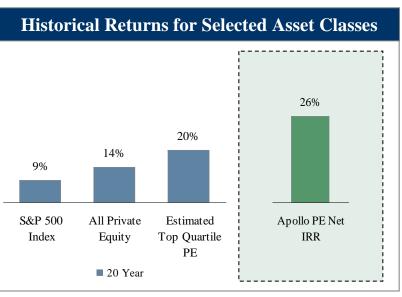
Private Equity Business Overview⁽²⁰⁾

Highlights

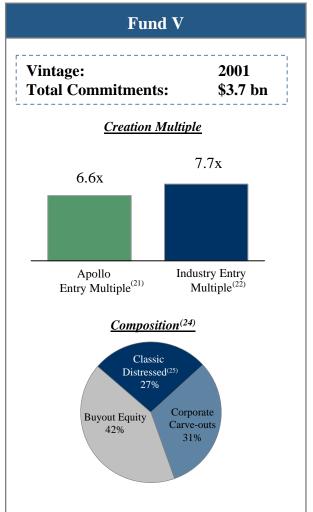
- > \$40.2bn in total AUM
 - \$26.0bn in fee generating
- > \$13.0bn of "dry powder"
 - Latest fund (Fund VII) total value 1.8x total invested capital
- ➤ Value orientation: Buyouts completed at lower EBITDA multiples than industry averages
- > Significant focus on distressed since inception
 - More than \$1 billion in nearly 250 distressed investments

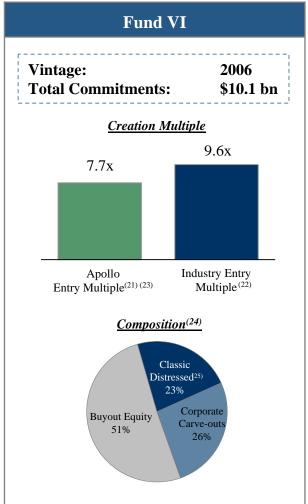


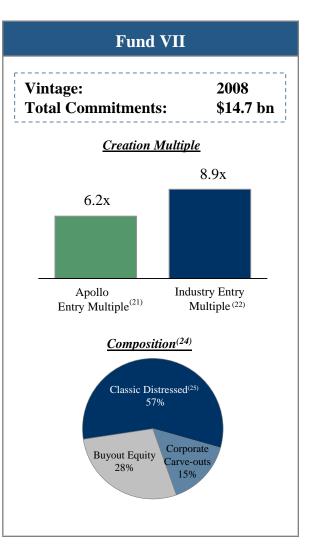




Apollo's Value-Oriented Approach







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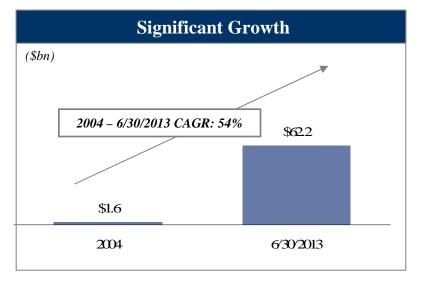
Credit Business Overview⁽²⁶⁾

Highlights

- ➤ \$62.2 billion AUM (\$47.5 billion in feegenerating)
- > Same value-oriented approach as private equity
- ➤ Leverage Apollo's core industry expertise and benefit from integrated platform
- ➤ Activities span broad range of credit spectrum from yield to opportunistic funds
- ➤ Attractive relative returns with downside protected strategies

Diversified Mix of AUM Opportunistic Credit European Gredit \$6.3bn \$2.4bn 10% 4% **EPF** U.S Performing \$6.5bn Credit 10% \$25.4bn Athene 41% \$9.1bn-15% Structured Gredit \$12.5bn

Selected Apollo Investment Vehicles (AUM) A P O L L O INVESTMENT CORPORATION \$3.8 billion (Nasdaq: AINV) \$4.9 billion (NYSE: AMTG) A P O L L O RESIDENTIAL MORTGAGE \$4.9 billion (NYSE: AMTG) A P O L L O F U N D S \$858 million (NYSE: AFT & AIF)



Athene Provides Incremental Upside Potential



- ➤ Athene is an insurance company focused on fixed annuities
 - Earns the spread between its investment return on assets and the rate on its liabilities
 - Founded in 2009 and funded originally through an Apollo permanent capital vehicle (AP Alternative Assets; NYSE Euronext: AAA)
 - Led by seasoned management team with significant insurance experience
- > Rapidly creating a sizeable retirement services platform
 - \$15.7bn of AUM⁽²⁶⁾
 - Pending acquisition of Aviva USA with potential to add meaningful scale and AUM
- > Strategically important to Apollo and differentiated driver of growth and expansion
 - Apollo affiliate provides asset management services for all assets
 - Approximately 42% of Athene's portfolio directly managed by Apollo through sub-advisory agreements⁽²⁶⁾
 - Apollo business model designed to scale in-line with Athene's assets

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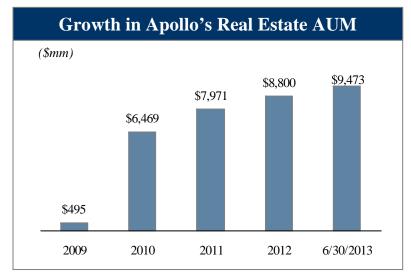
Real Estate Business Overview⁽²⁶⁾

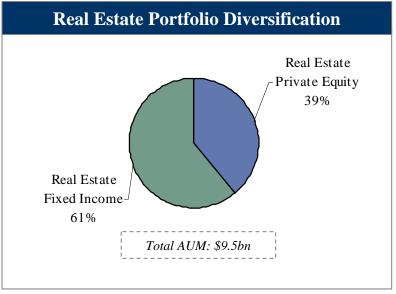
Highlights

- > \$9.5 billion AUM (\$5.8 billion in fee-generating)
- ➤ Global debt and equity platform with a presence in North America, Europe and Asia
- ➤ Value-oriented approach for equity investments targeting the acquisition and recapitalization of real estate portfolios, platforms and operating companies
- ➤ Originates and acquires commercial real estate debt investments throughout the capital structure and across property types
- ➤ Manages Apollo Commercial Real Estate Finance, Inc. (NYSE:ARI), a REIT that originates and acquires commercial real estate debt and securities

Select Investment Strategies

- ➤ Hospitality
- > Mezzanine lending
- Single family homes for rent
- ➤ Non-performing loans
- > CMBS
- ➤ Condominium conversion





Agenda

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Apollo's Primary Business Drivers

Assets Under Management **Management Fees**

Transaction and Advisory Fees

- Management fees are earned based on a percentage of feegenerating assets
- ➤ Transaction fees are generated on certain completed transactions
- Advisory fees are derived through the ongoing monitoring of portfolio company operations

Investment Performance

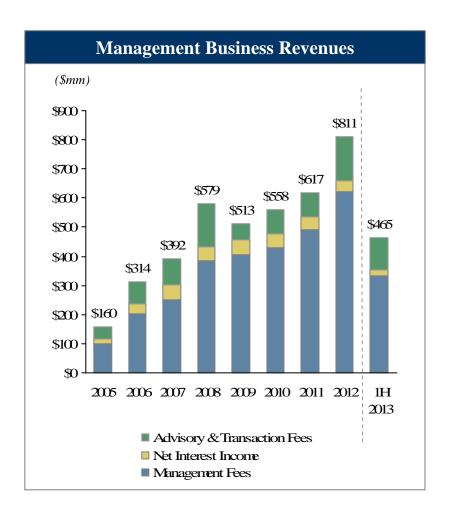
Private Equity & Real Estate Carry

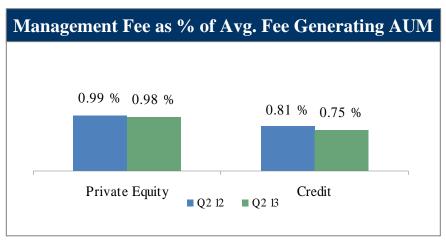
Credit Incentive Income

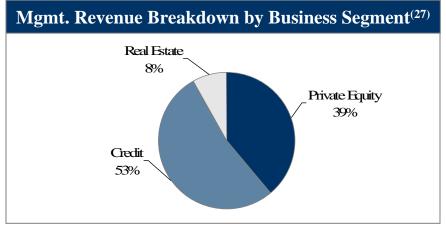
General Partner Investments

Carried interest from our funds entitles us to as much as 20% of the income and gains that are achieved by the funds net of certain fund expenses

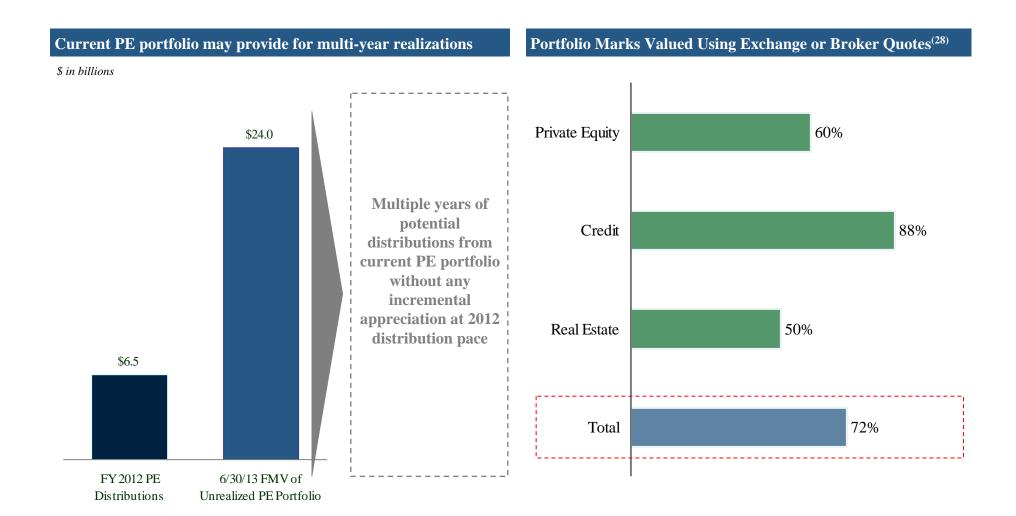
Steady Growth of Management Fee Revenue







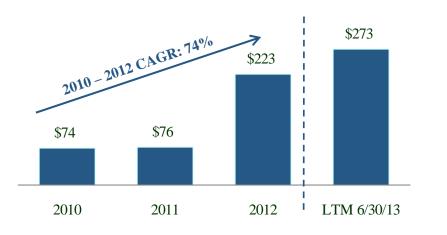
Apollo Has an Investment Portfolio Prime for Continued Realizations



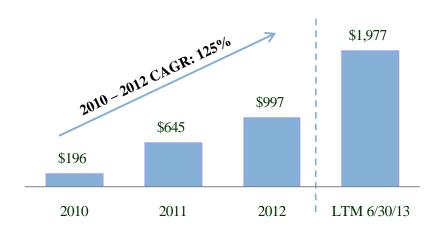
Apollo Has Displayed Growth Across Key Operating Metrics

Management Business Revenue (\$mm) \$874 \$811 \$617 \$558 2010 2010 2011 2012 LTM 6/30/13 Margin: (29) 13% 12% 27% 31%

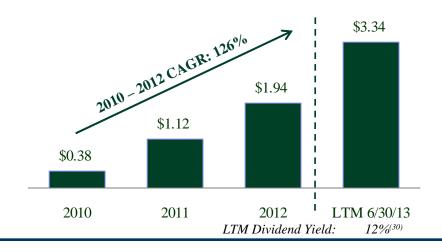
Management Business ENI (\$mm)



Gross Realized Carry (\$mm)



Cash Distributions to Shareholders (\$ per share)



Strong, Stable Balance Sheet

Apollo's Key Balance Sheet Items (as of June 30, 2013)	\$mm
Cash	\$1,203
Debt	\$728
Gross Accrued Carry	\$2,015
Net Accrued Carry (31)	\$1,107
Per share	\$2.80 ⁽³²⁾
Investments in Private Equity, Credit and Real Estate Funds	\$448
Per share	\$1.13 ⁽³²⁾

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AGM's Financial Summary – Combined Segments

		Months Ended e 30,	For the Year Ended December 31,				
\$ in millions	2013	2012	2012	2011	2010		
Total Assets under Management(33)		I					
Private Equity	\$40,213	\$38,228	\$37,832	\$35,384	\$38,799		
Credit	62,212	56,108	64,406	31,867	22,283		
Real Estate	9,473	7,861	8,800	7,971	6,469		
TOTAL AUM	\$113,116	\$104,893	\$113,379	\$75,222	\$67,551		
Management Business Revenues							
Management Fees	169.3	156.4	623.0	490.2	431.1		
Net Advisory & Transaction Fees	65.1	70.0	150.0	82.3	79.7		
Carried Interest (from AIC)	10.1	9.2	37.8	44.5	47.4		
Total Management Business Revenues	244.5	235.6	810.8	617.0	558.3		
Management Business Expenses	157.4	158.3	600.2	543.3	478.8		
Other Management Business Income / (Loss)	2.0	(6.9)	12.3	2.7	180.5		
Management Business ENI	89.1	70.4	222.9	76.4	260.0		
Incentive Business		1					
Carried Interest Income	265.6	3.2	2,163.6	(442.0)	1,551.6		
Carry & Incentive Fee Compensation	127.2	19.9	871.5	(63.6)	575.3		
Other Incentive Business Income/(Loss)	13.8	(11.7)	120.1	4.9	80.9		
Incentive Business Econ. Net Inc.	152.2	(28.4)	1,411.5	(376.9)	1,057.2		
Total ENI (after tax)	197.8	18.7	1,475.8	(321.6)	1,225.4		
Total ENI per share ⁽³⁴⁾	\$0.50	\$0.05	\$3.82	\$(0.86)	\$3.51		
Distributions per share	\$1.32	\$0.24	\$1.94	\$1.12	\$0.38		

ENI to GAAP Earnings Reconciliation

	For the Three Months Ended			For the Twelve Months Ended					
J	lune 30, 2013	June 30, 2	2012	Dec 3	1, 2012	Dec	31, 2011	Dec 3	31, 2010
Reconciliation of GAAP Net Income to ENI and Adjusted ENI									
Net Income (loss) attributable to Apollo Global Management, LLC	\$ 58.7	\$	(41.3)	\$	311.0	\$	(468.8)	\$	94.
mpact of non-cash charges related to equity-based compensation	26.7		127.8		529.7		1,081.6		1,087
ncome tax provision	18.1		10.6		65.4		11.9		91
Amortization of intangible assets associated with 2007 Reorganization and acquisition	11.3		9.6		43.0		15.1		12
Net loss attributable of Metals Trading Fund	-		-		-		-		2
Net income (loss) attributable to Non-Controlling Interests in Apollo Operating Group	126.5		(64.7)		685.3		(940.3)		27
Economic Net Income	\$ 241.3	\$	42.0	\$	1,634.4	\$	(300.5)	\$	1,317.

Credit Fund Summary

Apollo Fund	Year of Inception
Apollo / Artus Investors 2007 – 1	2007
ALM V	2012
ALM VI	2012
Apollo Credit Liquidity Fund	2007
Apollo Credit Opportunity Fund I	2008
Apollo Credit Opportunity Fund II	2008
Apollo Credit Opportunity Fund III	2013
Apollo Senior Loan Fund	2010
Apollo European Principal Finance	2007
Apollo European Principal Finance II	2012
Apollo Investment Corporation (NASDAQ: AINV)	2004
AP Investment Europe Limited(35)	2006
Apollo Investment Europe II	2008
Apollo European Credit Fund	2011
Apollo Residential Mortgage, Inc. (NYSE: AMTG)	2011
Apollo Senior Floating Rate Fund Inc (NYSE: AFT)	2011
Apollo Strategic Value Fund	2006
Apollo Value Investment Fund	2003
Apollo Credit Fund ⁽³⁶⁾	2005
Apollo Credit Strategies Fund ⁽²⁹⁾	2011
Stone Tower Structured Credit Recovery Fund I ⁽²⁸⁾	2008
Apollo Structured Credit Recovery Fund II	2012
Apollo Credit Solutions Fund	2011
ALM I ⁽³⁾	2010
ALM III	2010
ALM IV	2011

Apollo Fund	Year of Inception
ALM VII	2012
ALME I	2013
Compass 2002	2002
Compass 2003 ⁽³⁵⁾	2003
Compass 2004 ⁽³⁶⁾	2004
Compass 2005-I	2005
Compass 2005-II	2006
Compass 2007	2007
Cornerstone CLO	2007
Granite Ventures I ⁽³⁷⁾	2005
Granite Ventures II ⁽³⁷⁾	2005
Granite Ventures III ⁽³⁷⁾	2006
Neptune	2008
Rampart CLO 2006-I	2006
Rampart CLO 2007-I	2007
Rashinban	2006
Sextant 2006	2006
Sextant 2007	2007
Stone Tower CLO ⁽³⁷⁾	2003
Stone Tower CLO II ⁽³⁰⁾	2004
Stone Tower CLO III	2005
Stone Tower CLO IV	2006
Stone Tower CLO V	2006
Stone Tower CLO VI	2007
Stone Tower CLO VII	2007
Stone Tower CLO VIII	2007
Apollo Life Settlements	2011

Notes

Notes

>Past performance is not indicative nor a guarantee of future results. See the last page for an "Important Notes Regarding the Use of Index Comparisons."

>See prior slide for a full listing of Apollo's Credit Funds, which may have different or worse performance than the Funds illustrated on slide 6.

>See last slide for an "Important Note Regarding the Use of Indices in this Presentation."

>It should not be assumed that future Capital Markets funds or CLOs will equal the performance of the funds and CLOs on this list, nor should it be assumed that the past performance of the funds and CLOs on this list are indicative or a guarantee of future performance of such funds and CLOs.

> Certain performance information is not being provided due to potential issues relating to Regulation FD with respect to Apollo Global Management, LLC (NYSE:APO).

Footnote

- As of September 11, 2013.
- 2. As of June 30, 2013. Includes \$1.2 billion of commitments that have yet to be deployed to an Apollo fund within Apollo's three business segments.
- 3. Based on closing price on September 11, 2013 and LTM dividends as of and for the period ended June 30, 2013.
- 4. Based on mean Thomson Reuters First Call sellside analyst consensus earnings per share estimate for FY2014 as of September 11, 2013.
- As of June 30, 2013.
- 6. Includes \$1.2 billion of commitments that have yet to be deployed to an Apollo fund within Apollo's three business segments. Please refer to the definition of Assets Under Management on Slide 25.
- Includes six funds that are denominated in Euros and translated into U.S. dollars at an exchange rate of €1.00 to \$1.30 as of June 30, 2013.
- 8. Data as of March 31, 2013, the most recent data available.
- 9. National Council of Real Estate Investment Fiduciaries ("NCREIF") as of March 31, 2013, the most recent data available.
- 10. Cambridge Associates LLC U.S. Private Equity Index and Benchmark Statistics, March 31, 2013, the most recent data available. Returns represent End-to-End Pooled Mean Net to Limited Partners (net of fees, expenses and carried interest) for all U.S. Private Equity.
- 11. Cambridge Associates LLC U.S. Private Equity Index and Benchmark Statistics, March 31, 2013, the most recent data available. Estimated Top Quartile PE numbers are calculated by taking the 5 year, 10 year and 20 year return metrics as described above and adding the average of the delta between Top Quartile IRRs and the Pooled Mean Net to Limited Partners for each vintage year in the selected timeframe.
- 12. Represents returns of all Apollo Private Equity funds since inception in 1990 through June 30, 2013.
- 13. Since inception of COF I & II in April 2008 through June 30, 2013.
- 14. Weighted average yield as of June 30, 2013, excludes debt investments on non-accrual and equity investments. AINV annualized net NAV return of 4.84% since inception in 2004 through June 30, 2013.
- 15. Net IRR for Apollo Investment Europe II ("AIE II") from inception in June 2008 through June 30, 2013. Prospective investors should be aware that AP Investment Europe Limited ("AIE I"), which was managed from inception through April 2009 by a portfolio manager who is no longer associated or affiliated with Apollo or AIE I, experienced significant losses. AIE I was formed on July 2, 2006 and was designed to invest in subordinated credit, employing the use of leverage in these investments.
- 16. Net IRR for European Principal Finance (EPF) from inception in 2007 through June 30, 2013, as calculated on a Limited Partner flows basis.
- 17. Fund is denominated in Euros and translated into U.S. dollars at an exchange rate of €1.00 to \$1.30 as of June 30, 2013.
- 18. AUM as of June 30, 2013 includes the acquisitions (completed during FY2012) of Stone Tower Capital LLC and its related management companies (\$18bn of AUM) and Gulf Stream Asset Management. LLC (\$3bn of AUM).
- 19. As of June 30, 2013. Duration of AUM based on contractual life at inception.
- 20. As of June 30, 2013.
- 21. As of March 31, 2013. The average entry multiple is the average of the total enterprise value over an applicable EBITDA. Average entry multiples may incorporate pro forma or other adjustments based on investment team's estimates and/or calculations.
- 22. Source: S&P LCD database as of March 31, 2013.
- 23. Where Fund VI invested in the equity and debt of a portfolio company, a capital weighted average creation multiple was used. As of March 31, 2013.
- 24. As of March 31, 2013. Composition of pie charts is based on total invested capital as per our initial investment strategy at time of acquisition.
- 25. Distressed investments include credit and distressed buyouts. As of March 31, 2013.
- 26. As of June 30, 2013.
- 27. Based on management business segment revenues for the quarter ended June 30, 2013.
- 28. As of June 30, 2013.
- 29. Excludes one-time items in 2010 related to insurance proceeds from litigation settlement of \$162.5mm and a bargain purchase gain related to the CPI acquisition of \$24.1mm.
- 30. LTM dividend yield based on closing price on September 11, 2013 and LTM dividends as of and for the period ended June 30, 2013.
- 31. Net of profit sharing payable of \$908mm, included within profit sharing payable are contingent consideration obligations of \$107mm.
- 32. Based on 395.5mm of fully-diluted shares outstanding as of June 30, 2013.
- 33. Includes \$1.2 billion, \$2.7 billion and \$2.3 billion of commitments that have yet to be deployed to an Apollo fund within Apollo's three segments as of June 30, 2013, June 30, 2012 and December 31, 2012, respectively
- 34. Based on 395.5mm of fully-diluted shares outstanding as of June 30, 2013.
- 35. Fund is currently winding down.
- 36. Track record was accumulated by the investment committee, of which two members are no longer at the firm as of June 30, 2012.
- 37. Granite Ventures I, Granite Ventures II, Granite Ventures III, Stone Tower CLO, Stone Tower CLO II, ALM I, and Compass 2004 were all previously redeemed.

Definitions

Assets Under Management ("AUM") Definition – refers to the investments we manage or with respect to which we have control, including capital we have the right to call from our investors pursuant to their capital commitments to various funds. Our AUM equals the sum of: (i) the fair value of our private equity investments plus the capital that we are entitled to call from our investors pursuant to the terms of their capital commitments to the extent a fund is within the commitment period in which management fees are calculated based on total commitments to the fund; (ii) the net asset value of our credit funds, other than certain collateralized loan obligations or certain CLOs, which we measure by using the mark-to-market value of the aggregate principal amount of the underlying CLO and collateralized debt obligation credit funds that have a fee generating basis other than mark-to-market assets or liabilities, plus used or available leverage amd/or capital commitments; (iii) the gross asset value or net asset value of our real estate entities and the structured portfolio company investments included within the funds we manage, which includes the leverage used by such structured portfolio companies; (iv) the incremental value associated with the reinsurance investments of the portfolio company assets that we manage; and (v) the fair value of any other investments that we manage plus unused credit facilities, including capital commitments for investments that may require pre-qualification before investment plus any other capital commitments available for investment that are not otherwise included in the clauses above. Our AUM measure includes AUM for which we charge either no or nominal fees. Our definition of AUM is not based on any definition of AUM contained in our operating agreement or in any of our Apollo fund management agreements. We consider multiple factors for determining what should be included in our definition of AUM. Such factors include but are not limited to (1) our ability to internally or believe

Index Definitions

>S&P 500: is a free floating capitalization-weighted index of the prices of 500 large-cap common stocks actively traded in the United States. NCREIF Index: is a quarterly time series composite total rate of return measure of investment performance of a very large pool of individual commercial real estate properties acquired in the United States private market for investment purposes only. Barclays Aggregate Fixed Income Index: is a commonly used benchmark index for investment grade bonds being traded in the United States. Credit Suisse Leveraged Loan Index: index designed to mirror the investable universe of the U.S. leveraged loan market. Credit Suisse Western European Leveraged Loan Index: designed to mirror the investible universe of the Western European high yield debt market, with issues denominated in \$US, Euro and British Pounds. NASDAQ Composite Index: is a market-capitalization weighted index of the more than 3,000 common equities listed on the NASDAQ exchange. Dow Jones Industrial Average: is a price-weighted average of 30 significant stocks traded on the New York Stock Exchange and NASDAQ. JPMorgan High Yield Index: is composed of noninvestment-grade corporate bonds.

Important Notes Regarding the Use of Index Comparisons

Index performance and yield data are shown for illustrative purposes only and have limitations when used for comparison or for other purposes. There are significant differences between the Apollo Funds and the indices described above. For instance, the Apollo Funds may use leverage and invest in securities or financial instruments that have a greater degree of risk and volatility, as well as less liquidity than those securities or financial instruments contained in the indices. It should not be assumed the Apollo Funds will invest in any specific securities that comprise an index nor should it be understood to mean there is a correlation between the Apollo Funds' returns and any indices' performance.