# APOLLO

### **Investor Presentation**

February 2015

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This presentation contains information regarding Apollo's financial results that is calculated and presented on the basis of methodologies other than in accordance with accounting principles generally accepted in the United States ("non-GAAP measures"). Refer to the definitions slides for the definition of ENI, a non-GAAP measure presented herein, and to the reconciliation of ENI to the applicable GAAP financial measure set forth on slide 29.

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

Ticker (NYSE)	APO
Market Capitalization <sup>(1)</sup>	\$9.3 billion
Total Assets Under Management <sup>(2)</sup>	\$160 billion
<b>AUM CAGR (2004 – 2014)</b>	30%
LTM Dividend Yield <sup>(3)</sup>	13%
2015E P/ENI Multiple <sup>(4)</sup>	11.2x

<sup>(1)</sup> Closing price on February 23, 2015 using 403.1mm fully-diluted shares outstanding as of December 31, 2014.

<sup>(2)</sup> As of December 31, 2014. Includes \$0.8 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 31.

<sup>(3)</sup> Based on closing price on February 23, 2015 and LTM distributions as of and for the period ended December 31, 2014.

<sup>(4)</sup> Based on mean Bloomberg Finance LP sell-side analyst consensus earnings per share estimate for FY2015 as of February 24, 2015.

### Agenda



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

### Apollo's Global Platform



# APOLLO

#### Firm Profile(1)

Founded: 1990

AUM: \$160bn<sup>(2)</sup>

Employees: 845

Investment Prof.: 320

Global Offices: 12

## Principal Investment Businesses Credit<sup>(3)</sup>

#### \$108bn AUM

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

### Real Estate \$10bn AUM

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

#### **Investment Approach**

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

#### **Global Footprint**



<sup>(1)</sup> As of December 31, 2014, except for number of offices, which is as of February 2015.

**Private Equity** 

**\$4**1bn AUM

Distressed buyouts and debt

Opportunistic buyouts

investments

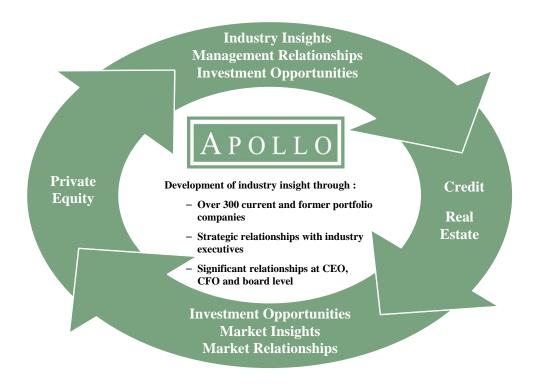
Corporate carve-outs

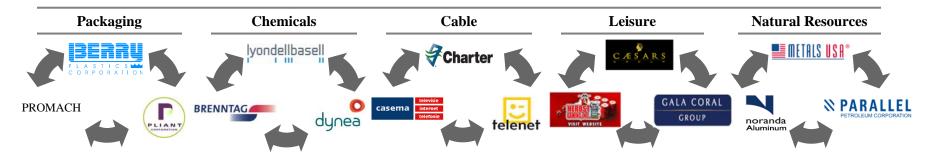
<sup>(2)</sup> As of December 31, 2014. Includes \$0.8 billion of commitments that have yet to be deployed to an Apollo fund within Apollo's three business segments. Please refer to the definition of Assets Under Management on Slide 31.

<sup>(3)</sup> As of December 31, 2014. Includes six funds that are denominated in Euros and translated into U.S. dollars at an exchange rate of €1.00 to \$1.21 as of December 31, 2014.

### Apollo's Integrated Business Model







Note: The listed companies are a sample of Apollo private equity and credit investments. The list was compiled based on non-performance criteria and are not representative of all transactions of a given type or investment of any Apollo fund generally, and are solely intended to be illustrative of the type of investments across certain core industries that may be made by the Apollo funds. It may include companies which are not currently held in any Apollo fund. There can be no guarantees that any similar investment opportunities will be available or pursued by Apollo in the future. It contains companies which are not currently held in any Apollo portfolio.

### Apollo's Expertise – Nine Core Industries

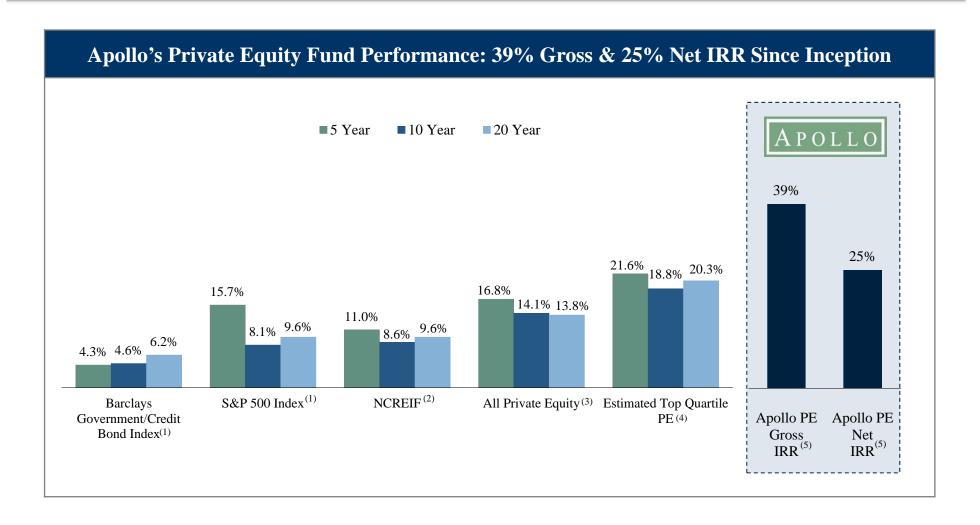




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### Long Track Record of Success in Private Equity





#### Index Definitions

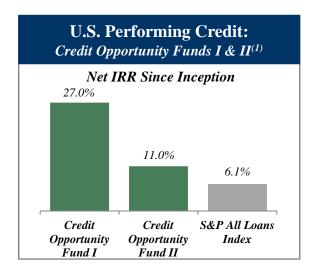
Barclays Government/Credit Bond Index is a commonly used benchmark index for investment grade bonds being traded in the United States with at least one year until maturity. S&P 500 Index is a free floating capitalization-weighted index of the prices of 500 large-cap common stocks actively traded in the United States. NCREIF 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.

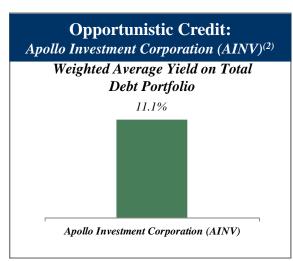
Please refer to endnotes at the end of this presentation and to slide 32 for "Important Notes Regarding the Use of Index Comparison."

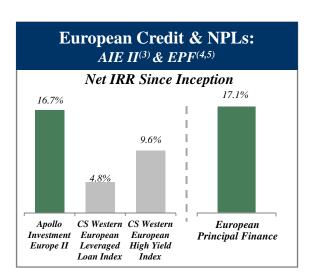
(1) Data as of September 30, 2014. (2) National Council of Real Estate Investment Fiduciaries ("NCREIF") as of September 30, 2014. (3) Cambridge Associates LLC U.S. Private Equity Index and Benchmark Statistics, September 30, 2014, the most recent data available. Returns represent End-to-End Pooled Mean Net to Limited Partners (net of fees, expenses and carried interest) for all U.S. Private Equity. (4) Cambridge Associates LLC U.S. Private Equity Index and Benchmark Statistics, September 30, 2014, 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. (5) Represents returns of all Apollo private equity funds since inception in 1990 through December 31, 2014.

### Strong Credit Performance Across Asset Classes









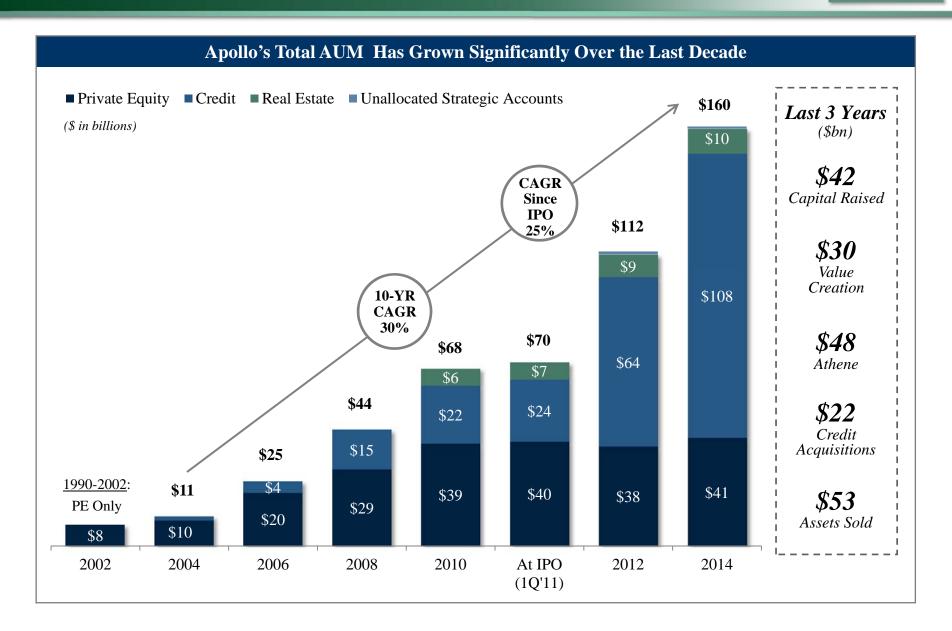
Index Definitions & Notes: The S&P/LSTA U.S. Leveraged Loan 100 Index (S&P All Loans) is designed to reflect the performance of the largest facilities in the leveraged loan market. Credit Opportunity Fund I ("COF I") and Credit Opportunity Fund II (together with COF I, "COF I & II") have been shown compared to the S&P/LSTA Leveraged Loan 100 Index since the funds were comprised primarily of a diverse pool of senior secured, performing loans. Note that COF I & II mploy leverage on their investments, whereas the S&P/LSTA Leveraged Loan 100 Index is not a leveraged loan index. In addition, COF I included one distressed debt position that materially contributed to the fund's performance. Credit Suisse western European Leveraged Loan Index is an index designed to mirror the investible universe of the Western European leveraged loan market, with issues denominated in \$US and Western European Currencies. Credit Suisse Western European high yield debt market, with issues denominated in \$US, Euro and British Pounds. Apollo Investment Europe II has been shown compared to the presented indices since the fund has a broad mandate which focuses on attractively priced corporate credit assets in Western Europe, and includes opportunistic investments as well as leveraged senior debt.

Please refer to slide 30 for a complete list of Credit funds, the endnotes at the end of this presentation, and to slide 32 for "Important Notes Regarding the Use of Index Comparisons."

- (1) Since inception of COF I & II in April 2008 through December 31, 2014.
- (2) Weighted average yield as of December 31, 2014, presented on a cost basis, exclusive of securities on non-accrual status.
- (3) Net IRR for Apollo Investment Europe II, L.P. ("AIE II") from inception in June 2008 through December 31, 2014. 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.
- (4) Net IRR for Apollo European Principal Finance Fund, L.P. ("EPF") from inception in 2007 through December 31, 2014, as calculated on a limited partner cash flow basis.
- (5) Fund is denominated in Euros and translated into U.S. dollars at an exchange rate of €1.00 to \$1.21 as of December 31, 2014.

### 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

#### **Favorable 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 Examples
Scaling Existing Businesses	Athene ✓ Natural resources ✓ Multiple credit strategies ✓ Real estate private equity ✓
New Product Development	MidCap Financial (direct origination) ✓ "Flagship" credit funds ✓ Strategic Managed accounts ✓
Geographic Expansion	India PE and credit build-out √ Asia build-out and joint ventures √ London expansion √
Expand Distribution Channels	Sub-advisory for mutual fund complexes Retail closed end funds Permanent capital vehicles (e.g., REITs) High net worth raises for credit vehicles
Strategic Acquisitions and Alliances	Stone Tower √ Gulf Stream √

### 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
- ➤ Dedicated 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 Investor Needs: Apollo is Attracting Capital to Invest Across its Platform**

More than \$15bn of AUM in Strategic Investment Accounts

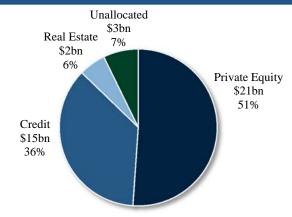


Large U.S. City
Pension Plans

Other Strategic Mandates

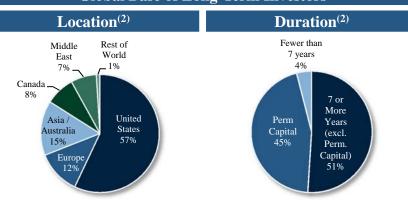
We believe strategic investment accounts enable Apollo's institutional investors to be more opportunistic and well-positioned to capture value in today's market

#### Fundraising Activity Breakdown (Trailing 3 Years)



Total = \$42bn (18% average organic growth over three years) $^{(1)}$ 

#### **Global Base of Long-Term Investors**



Approximately 96% of AUM was in funds with a contractual life at inception of seven years or more

<sup>(1)</sup> Average organic growth is based on AUM subscriptions of \$41.7billion for the period September 31, 2011 through December 31, 2014, divided by the three year period, over total AUM of \$75.2 billion as of December 31, 2011. (2) AUM by geography represents locations of investors and is based on investor commitments, as of November 1, 2014. AUM duration based on contractual life at inception, as of December 31, 2014 as well as the definition of permanent capital. Please refer to endnotes and definitions at the end of this presentation.

### Various Paths For Public Investors to Access Apollo's Expertise



**Publicly Traded Alternative Investment Manager** 



Ticker: **APO** 

AUM:

List Year:

(NYSE)

\$159.8 billion

2011

**Business Development** Company (BDC)



**AINV** (NASDAQ OMX)

\$4.2 billion

2004

**Closed-End Limited Partnership** 



AAA (Euronext Amsterdam)

\$2.1 billion (NAV)

2006

**Real-Estate Investment Trusts** (REITs)



**AMTG** (NYSE)

\$4.3 billion

2011

ARI (NYSE)

\$1.8 billion

2009

**Closed-End Funds** (CEFs)



**AFT & AIF** (NYSE)

\$836 million

2011 & 2013

### Agenda



- 1. Background & Business Model
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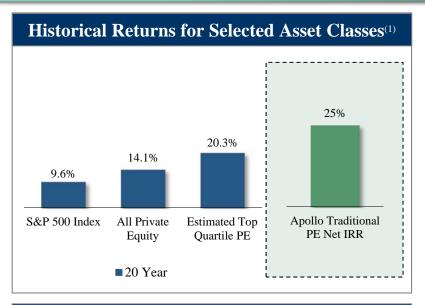
### Private Equity Business Overview

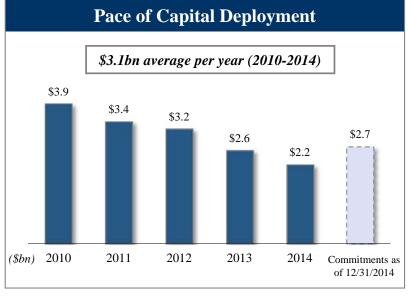


#### **Highlights**

- > \$41.0bn in total AUM
  - \$30.3bn fee-generating, \$14.5bn carry-generating
- > \$22.4bn of uncalled commitments
  - Current flagship PE fund (Fund VIII) has \$18.4bn of committed capital
  - Fund VII total value 2.1x total invested capital
- ➤ Value orientation: Buyouts completed at lower EBITDA multiples than industry averages
- > Significant focus on distressed since inception
  - \$1 billion+ in nearly 250 distressed investments

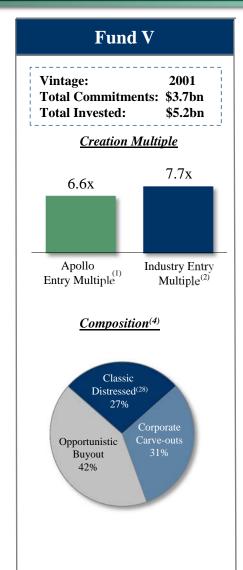


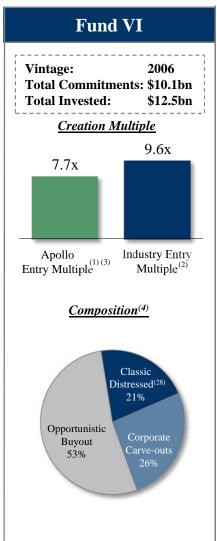


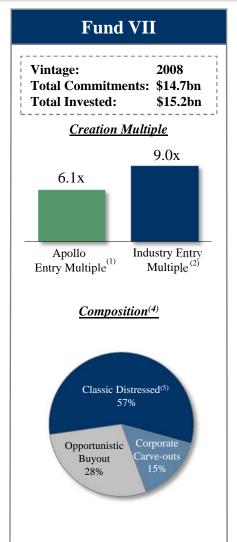


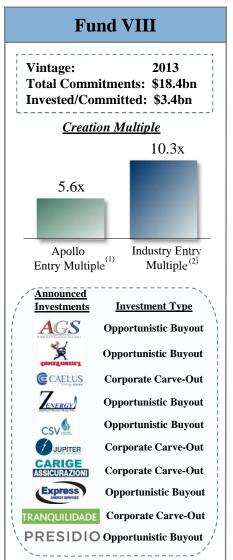
### Apollo's Value-Oriented Approach











Please refer to endnotes at the end of this presentation

(1) As of December 31, 2014. 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. (2) S&P LCD database as of December 31, 2014. (3) Where Fund VI invested in the equity and debt of a portfolio company, a capital weighted average creation multiple was used. As of December 31, 2014. (4) As of December 31, 2014. Composition of pie charts is based on total invested capital as per the fund's initial investment strategy at time of acquisition. (5) Classic distressed investments include credit and distressed buyouts.

### Flexible Investment Strategy Helps to Buy Right



➤ Apollo Funds Rely on Three Investment Strategies to Capture Value Across Market Cycles

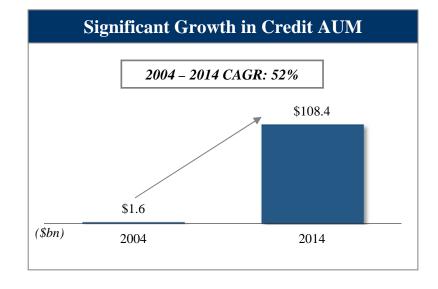
Distressed For Control Corporate Carve-Out Opportunistic Buyouts Leader in complex corporate Focus on industries and geographies Build de novo businesses with companies in need of a financial partner restructurings and bankruptcies that are out of favor or have come under pressure Mitigate downside risk through Pioneered the first out of court Often uncorrelated to macro attractive purchase price and structural restructuring in Europe environment or perceived to be protections • Three main themes over last downturn: less cyclical Willing to trade complexity for value levered senior loans, distressed for Aim to enter transactions several turns control, portfolio company debt • 21 transactions since inception lower than industry averages, creating Distressed capabilities enhance our value upfront as well as over time ability to effectively manage capital structures of all of our businesses Select Examples: Select Examples: Select Examples: **CKE** RESTAURANT lyondellbasell **METALS USA** 

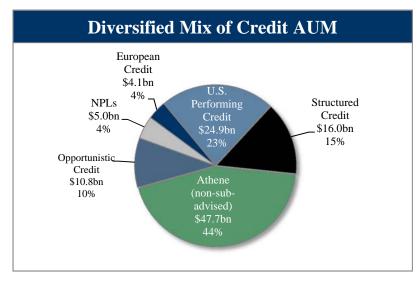
### Credit Business Overview

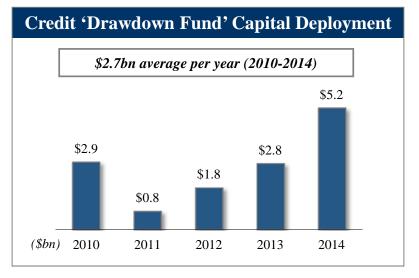


#### **Highlights**

- > \$108.4bn in total AUM
  - \$92.2bn fee-generating, \$16.2bn carry-generating
- > 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







### Apollo's Credit Platform is at the Crossroads of Global Credit



#### Global Credit Themes

Impact of secular change in financial re-regulation

De-leveraging of global financial balance sheets

Investor demand for yield & opportunistic credit

### **Apollo Credit Platform**

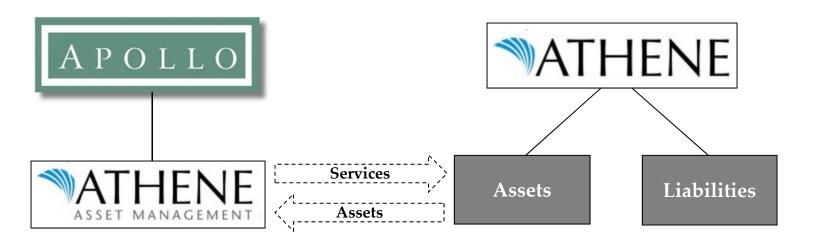
**Stressed Credit NPLs CLOs Senior Loans Bank Platforms High Yield Distressed Credit Shipping Assets RMBS & CMBS RE Platforms** Aircraft & Energy Insurance-Linked Mezzanine **Rescue Finance Servicing Platforms** Finance **Securities** 

Credit platform that is <u>fully</u> <u>integrated</u> with Apollo's leading private equity platform Broad origination and sourcing platform in the U.S. & Europe

Proven ability to develop opportunities before the market Benefits derived not only through the size of our platform, but also our <u>expertise</u> in leveraged credit

### Athene: Differentiated & Strategically Important Growth Driver





- ➤ Athene Asset Management, L.P. ("AAM") is a subsidiary of Apollo and is included within the Credit segment
  - Provides asset allocation services, direct asset management services, and a suite of other services to Athene
  - Team of full-time dedicated investment professionals with deep experience in asset allocation
  - 100% of Athene's portfolio is allocated by AAM
  - Approximately 21% of Athene's portfolio directly managed by Apollo through sub-advisory agreements
  - Apollo business model designed to scale in-line with Athene's assets

- Athene Holding Ltd. ("Athene") is an insurance holding company focused on fixed annuities with approximately \$60bn in assets and was founded in 2009
  - Earns the spread between its investment return on assets and the rate on its liabilities
  - Originally funded through an Apollo sponsored permanent capital vehicle (AP Alternative Assets, L.P.; Euronext Amsterdam: AAA)
  - Led by seasoned management team with significant insurance experience
  - Completed transformative Aviva USA acquisition in October 2013, adding approximately \$44bn of assets
  - Seeks to grow annuity liabilities through three primary channels: retail issuance, institutional issuance, & acquisition

### Real Estate Business Overview

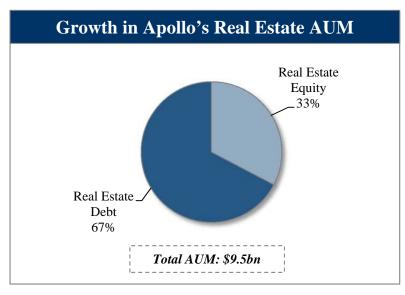


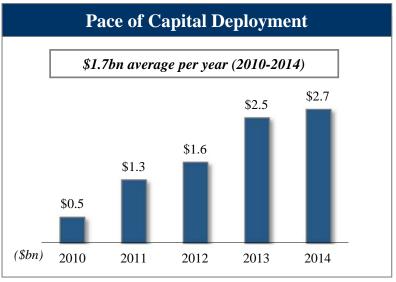
#### **Highlights**

- > \$9.5bn in total AUM
  - \$6.2bn in fee generating, \$0.8bn in carry-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 RE 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



- 1. Background & Business Model
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### Drivers of Our Business



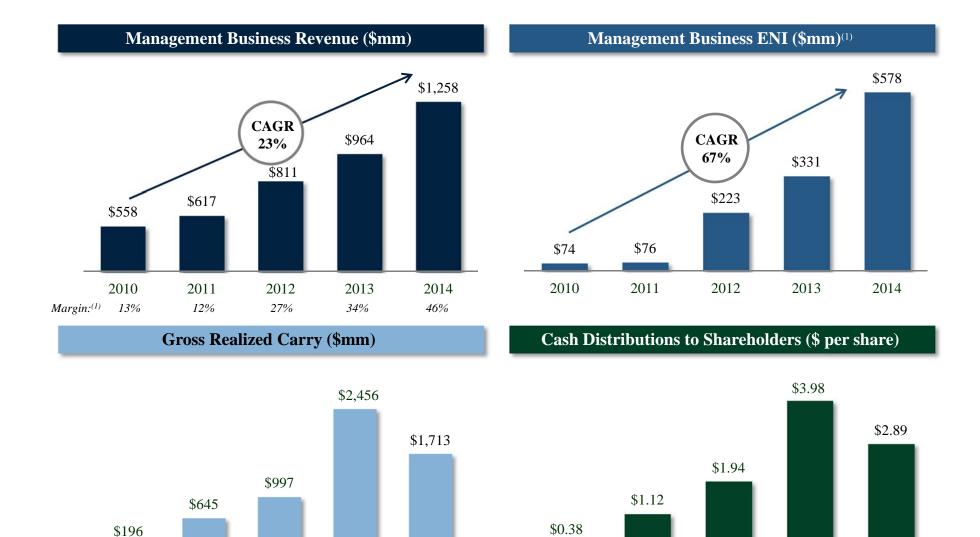
> Business Model Driven by Management Business, Incentive Business and Balance Sheet, Across Three Segments

			PE	Cre	edit	RE	Total
				Excl. Athene	Athene		
_	AUM		■ \$41bn	• \$61bn	■ \$48 bn	■ \$10bn	■ \$160bn <sup>(1)</sup>
Management Bus.	Management Fees	■ FGAUM ■ Avg. Fee Rate <sup>(2)</sup>	■ \$30bn ■ 98 bps	■ \$44bn ■ 75 bps	■ \$48bn ■ 40 bps	■ \$6bn ■ 77 bps	■ \$129bn ■ 70 bps
Manage	Transaction & Adv. Fees		■ Deal-Dependent (Entry, Exit, Monitoring and Financing Transactions)				
e Business	Performance Fees	<ul> <li>Carry-Gen. AUM</li> <li>Carry-Elig. AUM</li> <li>Uncalled Comm.</li> <li>Carry Rate</li> </ul>	<ul><li>\$15bn</li><li>\$36bn</li><li>\$22bn</li><li>20%</li></ul>	<ul><li>\$16bn</li><li>\$39bn</li><li>\$9bn</li><li>15-20%</li></ul>	N/A	<ul><li>\$1bn</li><li>\$3bn</li><li>\$1bn</li><li>10-15%</li></ul>	■ \$32bn <sup>(1)</sup> ■ \$78bn <sup>(1)</sup> ■ \$33bn <sup>(1)</sup>
Incentive	Balance Sheet Investments		<ul> <li>Co-investments of approximately \$800mm</li> <li>Athene investment of \$382mm which represents 8% equity and may grow to 10%+</li> <li>Other strategic investments of approximately \$20mm</li> </ul>				

<sup>(1)</sup> As of December 31, 2014. Includes \$0.8 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 31. (2) Calculated based on FY2014 management fees divided by simple average FGAUM over the period.

### Apollo Has Displayed Growth Across Key Operating Metrics





Please refer to endnotes and definitions at the end of this presentation.

LTM Dividend Yield:

13%(2)

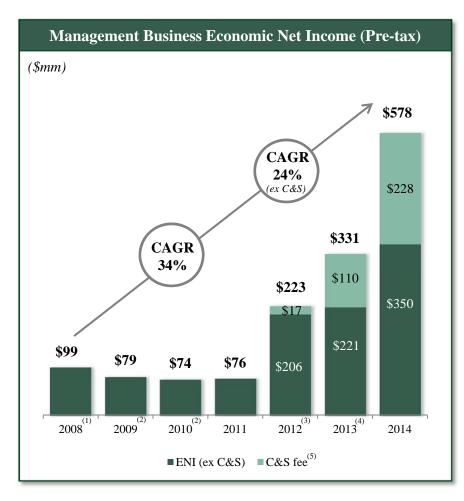
<sup>(1)</sup> Excludes one-time items in 2010 related to insurance proceeds from litigation settlement of \$162.5mm and a bargain purchase gain related to the CPI acquisition of \$24.1mm. Please refer to the definition of ENI on slide 32.

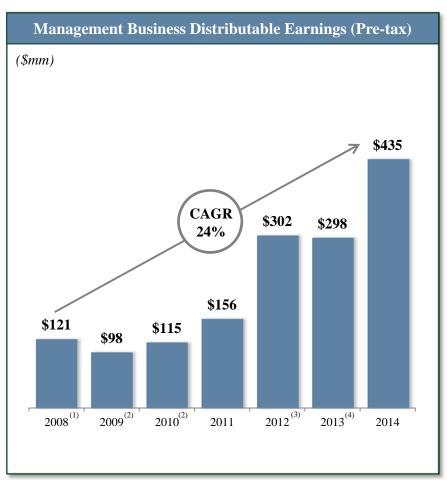
<sup>(2)</sup> LTM dividend yield based on closing price on February 23, 2015 and LTM distributions as of and for the period ended December 31, 2014.

### Strong and Growing Management Business



Growth in Fee Generating AUM and Focus on Operating Margins has Driven Strong Growth in Management Business ENI and Cash Earnings





<sup>(1)</sup> Excludes one time charges in 2008 of \$306mm associated with issuance of convertible notes to our strategic partners and related professional fees for IPO preparation.

<sup>(2)</sup> Adjusted for \$200mm associated with a litigation settlement in 2008 and subsequent insurance reimbursements in 2009 and 2010 of \$37mm and \$163mm, respectively. Additionally, excludes one time gain from debt repurchase of \$36mm in 2009 and a bargain purchase gain related to the CPI acquisition of \$24mm in 2010.

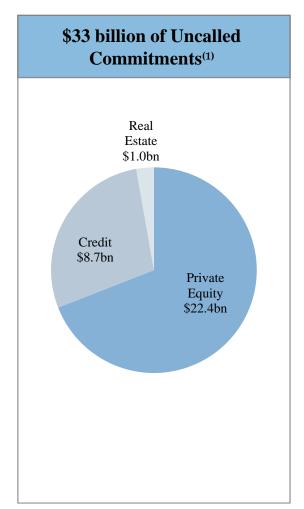
<sup>(3)</sup> Includes impact of Stone Tower acquisition during 2012.

<sup>(4)</sup> Includes impact of Athene's acquisition of Aviva during 2013.

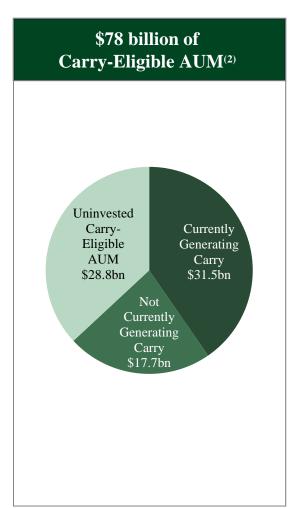
<sup>(5)</sup> C&S fee represents monitoring fee paid by Athene to Apollo's transaction and advisory services agreement with Athene. This fee ceased at the end of the fourth quarter of 2014.

### Future Carry and Fee Potential









Please refer to the endnotes and definitions at the end of this presentation. Past performance is not indicative of future results.

<sup>(1)</sup> Based on capital available for investment or reinvestment subject to the provisions of the applicable limited partnership agreements. Also includes \$0.8 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 AUM with Future Management Fee Potential on Slide 32.

<sup>(2)</sup> Potential distributions of carried interest to the general partner are subject to terms and conditions outlined in the respective fund limited partnership agreements. Please refer to the definition of Carry-Eligible AUM on slide 31.

### Strong, Stable Balance Sheet



Apollo's Balance Sheet Highlights (\$	Smm)
Cash	\$1,204
Long-Term Debt	\$1,034
Net Cash per share	\$0.42(3)
Gross Accrued Carry	\$959
Profit Sharing Payable <sup>(1)</sup>	\$435
Net Accrued Carry per share	\$1.30(3)
Investments in Private Equity, Credit and Real Estate Funds <sup>(2)</sup>	\$857
Investments per share	\$2.13(3)
Total Balance Sheet Value per share	\$3.85(3)

A/A-Rated by S&P and Fitch

\$500 million
January 2019 maturity

Please refer to endnotes at the end of this presentation and information regarding credit ratings on slide 32.

<sup>(1)</sup> Net of profit sharing payable of \$435mm, included within profit sharing payable are contingent consideration obligations of \$96.1mm. Presented on an unconsolidated basis.

<sup>(2)</sup> Refer to Apollo Global Management, LLC's consolidating statements of financial condition as of December 31, 2014. Amount is on an unconsolidated basis.

<sup>(3)</sup> Based on 403.1mm fully-diluted shares outstanding as of December 31, 2014.

# APOLLO

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### APO's Financial Summary – Combined Segments



	For the Three Months Ended December 31,		For the Year Ended December 31,			
\$ in millions	2014	2013	2014	2013	2012	
Total Assets under Management(1)			 			
Private Equity	\$41,049	\$49,908	\$41,049	\$49,908	\$37,832	
Credit	108,445	100,886	108,445	100,886	64,406	
Real Estate	9,538	9,289	9,538	9,289	8,800	
TOTAL AUM	\$159,797	\$161,177	\$159,797	\$161,177	\$113,379	
Management Business Revenues						
Management Fees	220.6	231.8	901.0	730.6	623.0	
Net Advisory & Transaction Fees	67.9	55.2	316.1	196.6	150.0	
Carried Interest (from AIC)	10.6	8.7	41.2	36.9	37.8	
Total Management Business Revenues	299.1	295.7	1,258.3	964.1	810.8	
Management Business Expenses	166.4	187.1	712.4	663.2	600.2	
Other Management Business Income / (Loss)	34.5	8.7	32.4	29.9	12.3	
Management Business ENI	164.1	112.8	578.3	330.8	222.9	
Incentive Business			1			
Carried Interest Income	(5.0)	526.8	365.3	2,859.2	2,163.6	
Carry & Incentive Fee Compensation	17.3	197.8	276.2	1,173.2	872.2	
Other Incentive Business Income/(Loss)	(5.7)	37.2	88.2	110.9	120.1	
Incentive Business ENI	(28.0)	366.2	177.3	1,796.9	1,411.5	
Total ENI (after tax)	93.8	444.0	567.9	1,978.6	1,475.8	
Total ENI per share <sup>(2)</sup>	\$0.23	\$1.12	\$1.42	\$5.02	\$3.82	
Distributions per share	\$0.86	\$1.08	\$2.89	\$3.98	<b>\$1.94</b>	

Please refer to endnotes at the end of this presentation

<sup>(1)</sup> As of December 31, 2014, 2013, and 2012, includes \$0.8 billion, \$1.1 billion and \$2.3 billion of commitments, respectively, that have yet to be deployed to an Apollo fund within Apollo's three segments.

<sup>(2)</sup> Based on applicable fully-diluted shares outstanding as of the end of the period specified.

### GAAP to ENI Earnings Reconciliation



	For the Three Months Ended December 31,		For the Year Ended December 31,		
\$ in millions	2014	2013	2014	2013	2012
GAAP to ENI Earnings Reconciliation					
Net income (loss) attributable to Apollo Global Management, LLC	\$22.1	\$159.2	\$168.2	\$659.4	\$311.0
Impact of non-cash charges related to equity-based compensation	0.5	0.9	0.6	59.8	529.7
Income tax provision	50.3	23.7	147.2	107.6	65.4
Amortization of intangible assets associated with 2007 Reorganization and acquisition	8.6	10.00	34.9	43.2	43.0
Net income (loss) attributable to Non-controlling interests in Apollo Operating Group	54.6	285.2	404.7	1,257.7	685.3
Economic Net Income (loss) (ENI)	136.1	479.0	755.6	2,127.7	1,634.4

### Credit Fund Summary



Apollo Credit Liquidity Fund I 2008 Apollo Credit Opportunity Fund II 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 Apollo Investment Europe II 2008 Apollo Investment Europe III 2014 Apollo European Credit Fund 2011 Apollo Senior Floating Rate Fund Inc. (NYSE: AFT) 2011 Apollo Commercial Real Estate Finance Inc. (NYSE: ARI) 2009 Apollo Residential Mortgage Inc. (NYSE: AMTG) 2011 Apollo Strategic Value Fund 2006 Apollo Value Investment Fund 2005 Apollo Credit Fund 2005 Apollo Credit Fund 2011 Apollo Structured Credit Recovery Fund II 2012 Apollo Tactical Income Fund (NYSE: AIF) 2013 ALM IV 2012 ALM VII 2012 ALM VII 2012 ALM VII 2012 ALM VII (R) Ltd. 2013	Apollo Fund	Year of Inception
Apollo Credit Opportunity Fund II  Apollo Credit Opportunity Fund III  Apollo Senior Loan Fund  Apollo European Principal Finance  Apollo European Principal Finance II  Apollo Investment Corporation (NASDAQ: AINV)  Apollo Investment Europe II  Apollo Investment Europe III  Apollo European Credit Fund  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Strategic Value Fund  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Credit Income Fund (NYSE: AIF)  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VII  2013	Apollo Credit Liquidity Fund	2007
Apollo Credit Opportunity Fund III  Apollo Senior Loan Fund  Apollo European Principal Finance  2007  Apollo European Principal Finance II  Apollo Investment Corporation (NASDAQ: AINV)  Apollo Investment Europe II  Apollo Investment Europe III  2014  Apollo Investment Europe III  2015  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Senior Floating Rate Fund Inc. (NYSE: ARI)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  2003  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VII  2012	Apollo Credit Opportunity Fund I	2008
Apollo Senior Loan Fund  Apollo European Principal Finance  Apollo European Principal Finance II  Apollo Investment Corporation (NASDAQ: AINV)  Apollo Investment Europe II  Apollo Investment Europe III  Apollo Investment Europe III  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Credit Recovery Fund II  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VI  2012	Apollo Credit Opportunity Fund II	2008
Apollo European Principal Finance II 2012  Apollo European Principal Finance II 2012  Apollo Investment Corporation (NASDAQ: AINV) 2004  Apollo Investment Europe II 2008  Apollo Investment Europe III 2014  Apollo European Credit Fund 2011  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT) 2011  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI) 2009  Apollo Residential Mortgage Inc. (NYSE: AMTG) 2011  Apollo Strategic Value Fund 2003  Apollo Value Investment Fund 2003  Apollo Credit Strategies Fund 2011  Apollo Credit Strategies Fund 2011  Apollo Structured Credit Recovery Fund II 2012  Apollo Tactical Income Fund (NYSE: AIF) 2013  ALM IV 2012  ALM VI 2012  ALM VI 2012	Apollo Credit Opportunity Fund III	2013
Apollo European Principal Finance II  Apollo Investment Corporation (NASDAQ: AINV)  Apollo Investment Europe III  Apollo Investment Europe III  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Strategic Value Fund  Apollo Credit Fund  2003  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VI  2012	Apollo Senior Loan Fund	2010
Apollo Investment Corporation (NASDAQ: AINV)  Apollo Investment Europe II  Apollo Investment Europe III  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VII  2012	Apollo European Principal Finance	2007
Apollo Investment Europe III  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2014  2015  2016  2017  2017  2018  2019  2019  2010  2010  2011  2011  2011  2011  2011  2011  2011  2011  2011  2011  2011  2011  2011	Apollo European Principal Finance II	2012
Apollo Investment Europe III  Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2012  ALM VI  ALM VI  2012  ALM VII  2012	Apollo Investment Corporation (NASDAQ: AINV)	2004
Apollo European Credit Fund  Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  2003  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  2011  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE: AIF)  ALM IV  2012  ALM VI  2012  ALM VI  2012	Apollo Investment Europe II	2008
Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)  Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  Apollo Credit Strategies Fund  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2012  ALM VI  ALM VI  2012  ALM VII  2012	Apollo Investment Europe III	2014
Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)  Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2012  ALM VI  ALM VI  2012  ALM VII  2009	Apollo European Credit Fund	2011
Apollo Residential Mortgage Inc. (NYSE: AMTG)  Apollo Strategic Value Fund  2006  Apollo Value Investment Fund  2003  Apollo Credit Fund  2005  Apollo Credit Strategies Fund  2011  Apollo Structured Credit Recovery Fund II  2012  Apollo Tactical Income Fund (NYSE:AIF)  211  ALM IV  2012  ALM VI  2012  ALM VII  2012	Apollo Senior Floating Rate Fund Inc. (NYSE: AFT)	2011
Apollo Strategic Value Fund  Apollo Value Investment Fund  Apollo Credit Fund  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  ALM V  2012  ALM VI  2012  ALM VII  2012	Apollo Commercial Real Estate Finance Inc. (NYSE: ARI)	2009
Apollo Value Investment Fund  Apollo Credit Fund  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2012  ALM VI  2012  ALM VI  2012  ALM VII  2012	Apollo Residential Mortgage Inc. (NYSE: AMTG)	2011
Apollo Credit Fund  Apollo Credit Strategies Fund  Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2012  ALM VI  2012  ALM VII  2012	Apollo Strategic Value Fund	2006
Apollo Credit Strategies Fund       2011         Apollo Structured Credit Recovery Fund II       2012         Apollo Tactical Income Fund (NYSE:AIF)       2013         ALM IV       2011         ALM V       2012         ALM VI       2012         ALM VII       2012	Apollo Value Investment Fund	2003
Apollo Structured Credit Recovery Fund II  Apollo Tactical Income Fund (NYSE:AIF)  ALM IV  2011  ALM V  2012  ALM VI  2012  ALM VII  2012	Apollo Credit Fund	2005
Apollo Tactical Income Fund (NYSE:AIF)       2013         ALM IV       2011         ALM V       2012         ALM VII       2012         ALM VII       2012	Apollo Credit Strategies Fund	2011
ALM IV       2011         ALM V       2012         ALM VI       2012         ALM VII       2012	Apollo Structured Credit Recovery Fund II	2012
ALM V       2012         ALM VI       2012         ALM VII       2012	Apollo Tactical Income Fund (NYSE:AIF)	2013
ALM VI         2012           ALM VII         2012	ALM IV	2011
ALM VII 2012	ALM V	2012
	ALM VI	2012
ALM VII (R) Ltd. 2013	ALM VII	2012
	ALM VII (R) Ltd.	2013

Apollo Fund	Year of Inception
ALM VII (R)-2 Ltd.	2013
ALM VIII	2013
ALM X	2014
ALM XI	2014
ALM XIV	2014
ALME I	2014
ALME II	2014
ALME III	2014
Compass 2007	2007
Cornerstone CLO	2007
Rampart CLO 2006-I	2006
Rampart CLO 2007-I	2007
Rashinban	2006
Sextant 2006	2006
Sextant 2007	2007
Stone Tower CLO V	2006
Stone Tower CLO VI	2007
Stone Tower CLO VII	2007
Apollo Financial Credit Investment I	2011
Apollo Financial Credit Investment II	2013
Apollo Total Return Fund	2014
Apollo Structured Credit Recovery Fund III	2014
Apollo Credit Short Opportunities Fund	2014
Apollo Emerging Markets Absolute Return Master Fund	2014

It should not be assumed that future Credit funds or CLOs will equal the performance of the funds and CLOs on this list are indicative or a guarantee of future performance of such funds and CLOs. This above list excludes CDOs, SIVs, managed accounts and strategic partnerships. The above list is reflective of funds currently in existence as of December 2014 and excludes funds and investment vehicles that have since been dissolved but previously managed by Apollo. ALM I and III, Compass 2002-1, 2004-1 and 2005-I, Neptune, Granite Ventures I, II, and III, and Stone Tower CLOs I, II, III, IV were all previously redeemed. Apollo / Artus Investors 2007 – I and AP Investment Europe Limited were previously liquidated.

### Endnotes & Definitions



#### **Endnotes:**

- > Past performance is not indicative nor a guarantee of future results. See the last page for "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 8.
- >It should not be assumed that future Credit funds or collateralized loan obligations ("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).

#### **Definitions:**

Assets Under Management ("AUM") - refers to the assets we manage for the funds, partnerships and accounts to which we provide investment management services, including, without limitation capital that such funds, partnerships and accounts have the right to call from investors pursuant to capital commitments. Our AUM equals the sum of: (i) the fair value of the investments of the private equity funds, partnerships and accounts we manage plus the capital that such funds, partnerships and accounts are entitled to call from investors pursuant to capital commitments; (ii) the net asset value, or "NAV," of the credit funds, partnerships and accounts for which we provide investment management services, other than certain collateralized loan obligations ("CLOs") and collateralized debt obligations ("CDOs"), which have a fee generating basis other than the mark-to-market value of the underlying assets, plus used or available leverage and/or capital commitments; (iii) the gross asset value or net asset value of the real estate funds, partnerships and accounts we manage, and the structured portfolio company investments of the funds, partnerships and accounts we manage, which includes the leverage used by such structured portfolio company investments; (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 assets that we manage for the funds, partnerships and accounts to which we provide investment management services, plus unused credit facilities, including capital commitments to such funds, partnerships and accounts for investments that may require pre-qualification before investment plus any other capital commitments to such funds, partnerships and accounts available for investment that are not otherwise included in the clauses above. Our AUM measure includes Assets Under Management for which we charge either no or nominal fees. Our definition of AUM is not based on any definition of Assets Under Management 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 influence the investment decisions for existing and available assets; (2) our ability to generate income from the underlying assets in our funds; and (3) the AUM measures that we use internally or believe are used by other investment managers, Given the differences in the investment strategies and structures among other alternative investment managers, our calculation of AUM may differ from the calculations employed by other investment managers and, as a result, this measure may not be directly comparable to similar measures presented by other investment managers.

Fee-generating AUM – consists of assets we manage for the funds, partnerships and accounts to which we provide investment management services and on which we earn management fees, monitoring fees pursuant to management or other fee agreements on a basis that varies among the Apollo funds, partnerships and accounts we manage. Management fees are normally based on "net asset value," "gross assets," "adjusted par asset value," "adjusted cost of all unrealized portfolio investments," "capital commitments," "adjusted assets," "stockholders' equity," "invested capital" or "capital contributions," each as defined in the applicable management agreement. Monitoring fees, also referred to as advisory fees, with respect to the structured portfolio company investments of the funds, partnerships and accounts we manage, are generally based on the total value of such structured portfolio company investments, which normally includes leverage, less any portion of such total value that is already considered in fee-generating AUM.

<u>Uncalled commitments</u> – represents unfunded capital commitments that certain of Apollo's funds and SIAs have received from limited partners to fund future or current investments and expenses, which we believe is a useful supplemental measure because it provides shareholders with information about the unfunded capital commitments available to be deployed for future or current investments and expenses for our private equity funds.

<u>Carry Eligible AUM</u> – refers to the AUM that may eventually produce carried interest income. All funds for which we are entitled to receive a carried interest income allocation are included in Carry Eligible AUM, which consists of the following:

<u>Carry Generating AUM</u> – refers to funds' invested capital that is currently above its hurdle rate or preferred return, and the funds' profit is allocated to the general partner in accordance with the applicable limited partnership agreements or other governing agreements.

AUM Not Currently Generating Carry - refers to funds' invested capital that is currently below its hurdle rate or preferred return.

### Endnotes & Definitions (continued)



<u>Uninvested Carry Eligible AUM</u> – refers to available capital for investment or reinvestment subject to the provisions of applicable limited partnership agreements or other governing agreements that are not currently part of the NAV or fair value of investments that may eventually produce carried interest income, which would be allocated to the general partner.

<u>AUM with Future Management Fee Potential</u> – refers to the committed uninvested capital portion of Total AUM not currently earning management fees. The amount depends on the specific terms and conditions of the fund.

Permanent Capital – refers to (a) assets that are owned by or related to Athene Holding Ltd. ("Athene Holding") and its subsidiaries (collectively, "Athene") and managed by Athene Asset Management, L.P. and (b) assets of publicly traded vehicles managed by Apollo (such as AP Alternative Assets, L.P. ("AAA"), Apollo Investment Corporation ("AINV"), Apollo Commercial Real Estate Finance, Inc. ("ARI"), Apollo Residential Mortgage, Inc. ("AMTG"), Apollo Tactical Income Fund Inc. ("AIF"), and Apollo Senior Floating Rate Fund Inc. ("AFT"), in each case that do not have redemption provisions or a requirement to return capital to investors upon exiting the investments made with such capital, except as required by applicable law. Excludes assets sub-advised by or invested in Apollo funds which are included in Liquid/Performing Alternative Funds or Drawdown Funds.

Economic Net Income ("ENI") – is a key performance measures used by management in evaluating the performance of Apollo's private equity, credit and real estate segments. Management also believes the components of ENI such as the amount of management fees, advisory and transaction fees and carried interest income are indicative of Apollo's performance. Management uses these performance measures in making key operating decisions such as the following:

- -Decisions related to the allocation of resources such as staffing decisions including hiring and locations for deployment of the new hires;
- -Decisions related to capital deployment such as providing capital to facilitate growth for the business and/or to facilitate expansion into new businesses; and
- -Decisions related to expenses, such as determining annual discretionary bonuses and equity-based compensation awards to its employees. With respect to compensation, management seeks to align the interests of certain professionals and selected other individuals with those of the investors in the funds and those of Apollo's shareholders by providing such individuals a profit sharing interest in the carried interest income earned in relation to the funds. To achieve that objective, a certain amount of compensation is based on Apollo's performance and growth for the year.

These measures of profitability have certain limitations in that they do not take into account certain items included under U.S. GAAP. ENI represents segment income (loss) attributable to Apollo Global Management, LLC, which excludes the impact of (i) non-cash charges related to RSUs granted in connection with the 2007 private placement and amortization of AOG units, (ii) income tax expense, (iii) amortization of intangibles associated with the 2007 reorganization as well as acquisitions, (iv) Non-Controlling Interests excluding the remaining interest held by certain individuals who receive an allocation of income from certain of our credit management companies and (v) non-cash revenue and expense related to equity awards granted by unconsolidated affiliates to employees of the Company. In addition, segment data excludes the assets, liabilities and operating results of the funds and VIEs that are included in the consolidated financial statements.

#### **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 due to, among other matters, volatility, credit or other factors (such as number and types of securities). It may not be possible to directly invest in one or more of these indices and the holdings of any fund managed by Apollo may differ markedly from the holdings of any such index in terms of levels of diversification, types of securities or assets represented and other significant factors. Indices are unmanaged, do not charge any fees or expenses, assume reinvestment of income and do not employ special investment techniques such as leveraging or short selling. No such index is indicative of the future results of any fund managed by Apollo.

#### **Credit Rating Disclaimer**

Apollo, its affiliates, and third parties that provide information to Apollo, such as rating agencies, do not guarantee the accuracy, completeness, timeliness or availability of any information, including ratings, and are not responsible for any errors or omissions (negligent or otherwise), regardless of the cause, or the results obtained from the use of such content. Apollo, its affiliates and third party content providers give no express or implied warranties, including, but not limited to, any warranties of merchantability or fitness for a particular purpose or use, and they expressly disclaim any responsibility or liability for direct, indirect, incidental, exemplary, compensatory, punitive, special or consequential damages, costs expenses, legal fees or losses (including lost income or profits and opportunity costs) in connection with the use of the information herein. **Credit ratings are statements of opinions and not statements of facts or recommendations to purchase, hold or sell securities. They do not address the suitability of securities for investment purposes and should not be relied on as investment advice.** Neither Apollo nor any of its respective affiliates have any responsibility to update any of the information provided in this summary document.