# APOLLO

# Investor Presentation August 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 definitions of EI, non-GAAP measures presented herein, and to the reconciliations of EI and ENI to the applicable GAAP financial measures set forth on slides 32-33.

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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>	\$8.8 billion
Total Assets Under Management <sup>(2)</sup>	\$162.5 billion
AUM CAGR (2004 – 2Q'15)	29%
LTM Dividend Yield <sup>(3)</sup>	11%
2016E P/ENI Multiple <sup>(4)</sup>	9.7x

<sup>(1)</sup> Closing price on August 10, 2015 using 403.8 mm fully-diluted shares outstanding as of June 30, 2015.

<sup>(2)</sup> As of June 30, 2015. Please refer to the definition of Assets Under Management on Slide 32.

<sup>(3)</sup> Based on closing price on August 10, 2015 and last twelve months distributions as of and for the period ended June 30, 2015.

<sup>(4)</sup> Based on mean FactSet sell-side analyst consensus earnings per share estimate for Fiscal Year 2016 as of August 12, 2015.

### Agenda



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

## APOLLO

#### Firm Profile(1)

Founded: 1990

AUM: \$162.5bn

**Employees:** 886

**Investment Prof.:** 331

**Global Offices:** 15

#### **Business Segments**

#### **Private Equity** \$39.3bn AUM

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

#### Credit \$112.7bn AUM

- Drawdown
- Liquid / Performing
- Permanent Capital Vehicles:
- MidCap
- Apollo Investment Corporation
- Closed-End Funds

#### **Real Estate** \$10.6bn 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

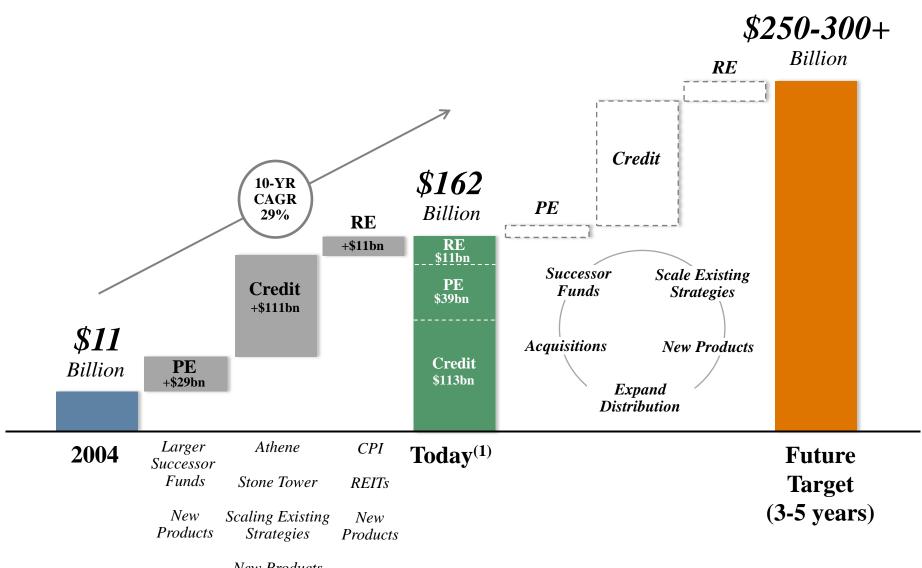
Focus on nine core industries



### Apollo's Platform is Built for Continued Growth and Innovation Apollo

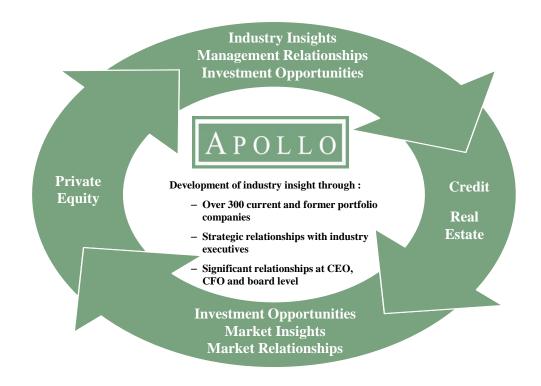


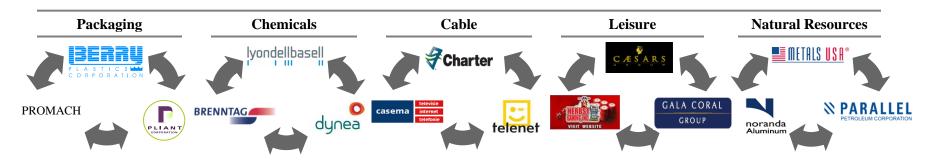
Our stair step growth has been driven by Credit and we believe this trend is likely to continue



### 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





### Consumer





#### Manufacturing & Industrial



New Hork Law Tournal

€CEANIA CRUISES

WYNDHAM

NCL

NORWEGIAN CRUISE LINE

**Charter** 

(core

#### Packaging & **Materials**





🧢 Constellium

noranda

Aluminum

**⊗ PARALLEL** 







Buhrmann

Whitmire

Distribution

ALLIANCEIMAGING

**METALS USA®** 



Sotheby's

SOURCECORP

LaSalle Re

WESTERN UNION

Empowering the Mortgage Industry

Countrywide plc

First Data.



















































UNIVAR















nielsen

















































Bakelite AG























































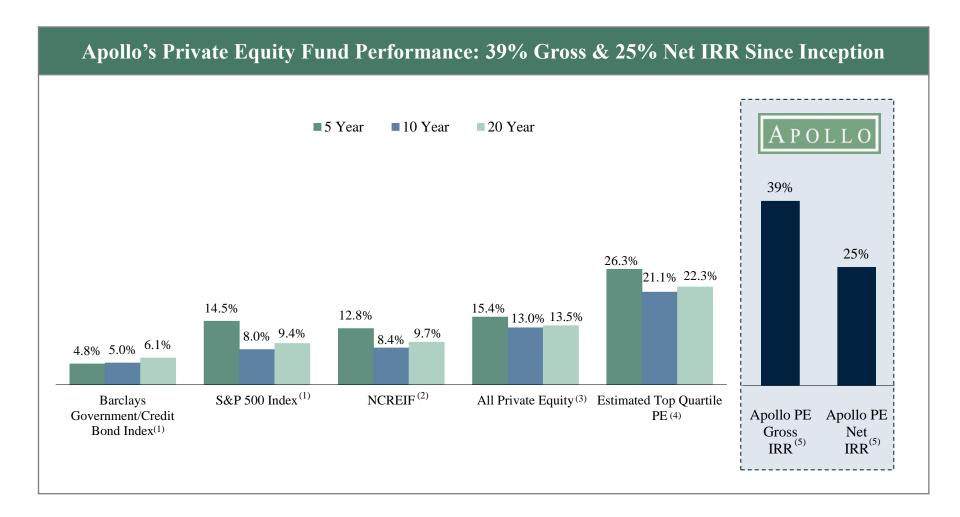




Hilton

### Long Track Record of Success in Private Equity





#### Index Definitions

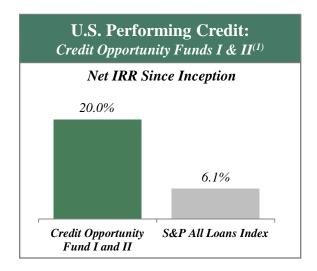
Barclays Government/Credit Bond Index is a commonly used benchmark index for investment grade bonds being traded in the United States with at least one year until maturity. S&P 500 Index is a free floating capitalization-weighted index of the prices of 500 large-cap common stocks actively traded in the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

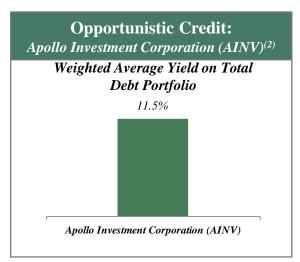
Please refer to endnotes at the end of this presentation and to slide 32-33 for "Important Notes Regarding the Use of Index Comparison."

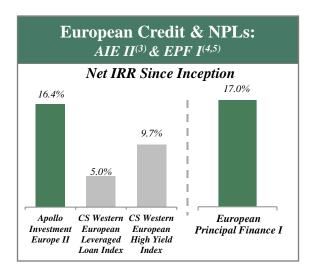
<sup>(1)</sup> Data as of March 31, 2015. (2) National Council of Real Estate Investment Fiduciaries ("NCREIF") Data as of March 31, 2015. (3) Cambridge Associates LLC U.S. Private Equity Index and Benchmark Statistics, March 31, 2015, the most recent data available. Returns represent End-to-End Pooled 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, March 31, 2015, 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 traditional Apollo private equity funds since inception in 1990 through June 30, 2015.

### 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") (together with COF I, "COF I & II") have been shown compared to the S&P All Loans Index since the funds were comprised primarily of a diverse pool of senior secured, performing loans. Note that COF I & II employ leverage on their investments, whereas the S&P/LSTA Leveraged Loan 100 Index is not a levered leveraged loan index. In addition, COF I included one distressed debt positive to the fund's performance effect 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 31 for a complete list of Credit funds, the endnotes at the end of this presentation, and to slide 33 for "Important Notes Regarding the Use of Index Comparisons."

- (1) Since inception of COF I & II in April 2008 through June 30, 2015.
- (2) Weighted average yield as of June 30, 2015, 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 June 30, 2015. 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 I") from inception in 2007 through June 30, 2015, 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 \$1.11 as of June 30, 2015.

### 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
- New regulatory rules on banks are creating opportunities to lend capital to alternatives

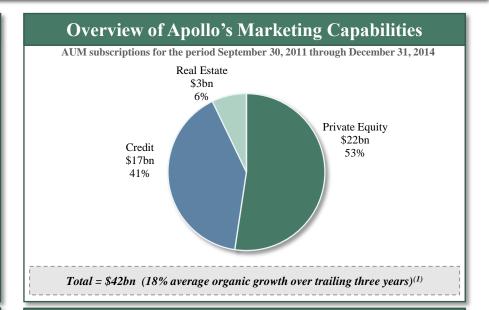
Growth Strategies	Selected Examples
Scaling Existing Businesses	Athene Asset Management √  Natural resources √  Multiple credit strategies √  Real estate private equity √
New Product Development	MidCap Financial (direct origination)√ Flagship credit funds√ Strategic Managed accounts√
Geographic Expansion	India private equity 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 ✓ Venator ✓ AR Global Investments LLC ("ARGI") (pending transaction) ✓

### 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 Platforms

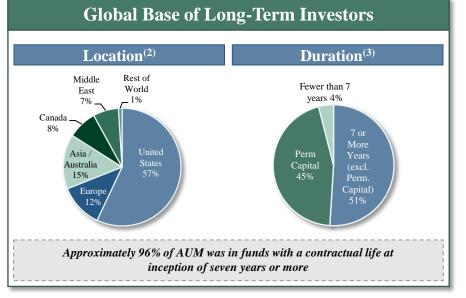
More than \$15bn of AUM in Strategic Investment Accounts



Large Sovereign Wealth Funds

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



<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. (3) AUM duration based on contractual life at inception, as 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 Apollo



Publicly Traded Alternative Investment Manager



Ticker: **APO** (NYSE)

**AUM:** 

**Year of Listing:** 

\$162.5 billion

2011

**Business Development** Company (BDC)



**AINV** (NASDAQ OMX)

\$4.3 billion

2004

**Closed-End** Limited **Partnership** 



AAA (Euronext Amsterdam)

\$2.3 billion (NAV)

2006

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





**AMTG** (NYSE)

> **ARI** (NYSE)

\$4.1 billion

\$2.3 billion

2011

2009

**Closed-End Funds** (CEFs)



**AFT & AIF** (NYSE)

\$839 million

2011 & 2013

### Agenda



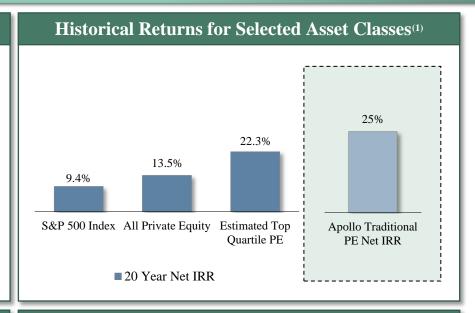
- 1. Background & Business Model
- 2. Business Segments
- 3. Financial Overview

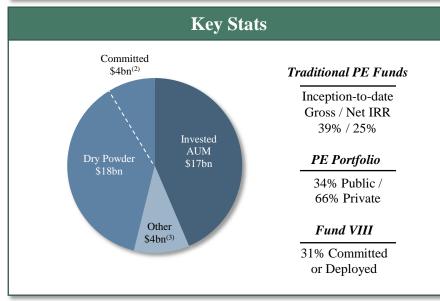
### Private Equity Business Overview

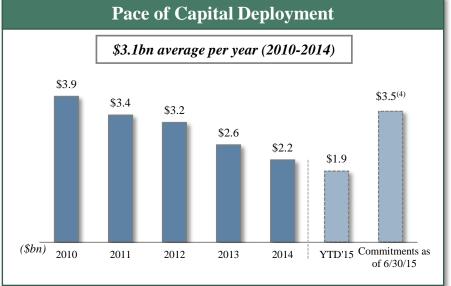


#### **Highlights**

- \$39.3bn in total AUM
  - \$28.5bn fee-generating, \$12.5bn carry-generating
- \$17.9bn of dry powder
- Value oriented: Buyouts completed at lower EBITDA multiples than industry averages
- Investors have rewarded performance with the largest fundraise since the Financial Crisis
- Significant focus on distressed since inception
  - \$12 billion+ in nearly 250 distressed investments

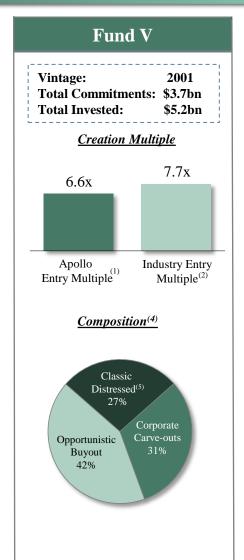


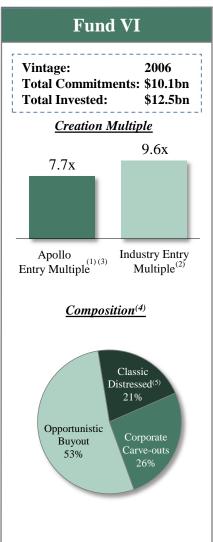


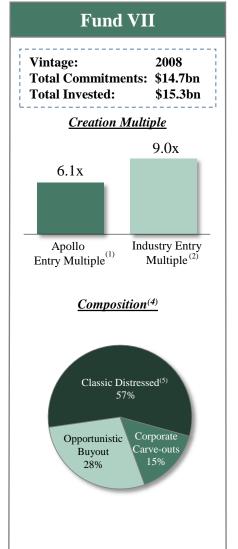


### Apollo's Value-Oriented Approach











Please refer to endnotes at the end of this presentation

(1) As of June 30, 2015. 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 June 30, 2015. (3) Where Fund VI invested in the equity and debt of a portfolio company, a capital weighted average creation multiple was used. As of June 30, 2015. (4) As of June 30, 2015. 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

#### **Corporate Carve-Out**

- Build de novo businesses with companies in need of a financial partner
- Mitigate downside risk through attractive purchase price and structural protections
- Willing to trade complexity for value
- 21 transactions since inception

#### Select Examples:



Carve-out Creation Multiple: 5.8x

#### **Distressed For Control**

- Leader in complex corporate restructurings and bankruptcies
- Pioneered the first out of court restructuring in Europe
- Three main themes over last downturn: levered senior loans, distressed for control, portfolio company debt
- Distressed capabilities enhance our ability to effectively manage capital structures of all of our businesses

#### Select Examples:







Distressed Creation Multiple: 5.6x

#### **Opportunistic Buyouts**

- Focus on industries and geographies that are out of favor or have come under pressure
- Often uncorrelated to macro environment or perceived to be less cyclical
- Aim to enter transactions several turns lower than industry averages, creating value upfront as well as over time

#### Select Examples:













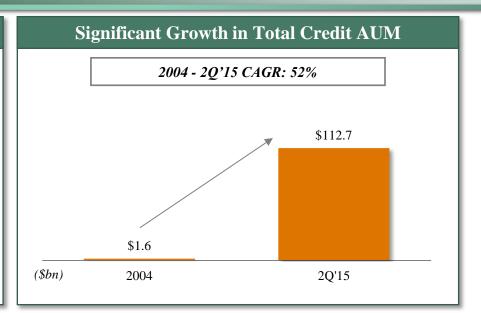
Buyout Creation Multiple: 7.2x

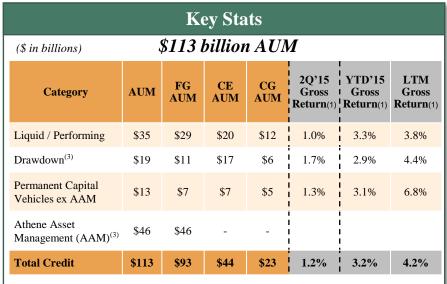
### **Credit Business Overview**

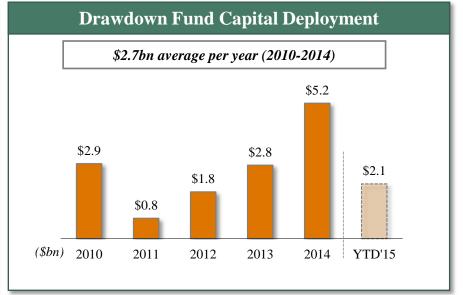


#### **Highlights**

- \$112.7bn in total AUM
  - \$92.7bn fee-generating, \$23.3bn 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







Please refer to endnotes and definitions at the end of this presentation. 'Drawdown Fund' refers to a private equity-style fund where investors make commitments to the fund at the outset that are called over time as investment opportunities become available or fund expenses are due. (2) we defined in the non-GAAP financial information and definitions section of this presentation with the exception of CLO assets in Liquid/Performing which are calculated based on gross return on invested assets, which excludes cash. The 2Q'15 net returns for Liquid/Performing, Drawdown and Permanent Capital Vehicles ex AAM were 0.9%, 0.9%, 0.2%, respectively, and 0.8% for total credit excluding assets managed by AAM that are not directly invested in Apollo funds or sub-advised by Apollo. The LTM net returns for Liquid/Performing, Drawdown and Permanent Capital Vehicles ex AAM were 3.4%, 1.8%, cspectively, and 2.6% for total credit excluding assets managed by AAM that are not directly invested in Apollo funds or sub-advised by Apollo. The LTM net returns for Liquid/Performing, Drawdown and Permanent Capital Vehicles ex AAM were 3.4%, 1.7%, respectively, and 3.1% for total credit excluding assets managed by AAM that are not directly invested in Apollo funds or sub-advised by Apollo. (3) AUM amounts presented for AAM exclude \$4.4.4 billion of assets that were either sub-advised by Apollo or invested in funds and investment vehicles managed by APOllo. (4) T.8% and 14.1%, respectively, as of Juns 30, 2015. Significant Drawdown funds and SLAs with Mat are not directly invested in Apollo funds or slots, of Juns 30, 2015. Significant Drawdown funds and SLAs with Mat at detail on that did not predominantly invest in other demonstrating to funds and SLAs with Mat at details and SLAs with Mat at the substance of the substance of the SLAS was a s

#### Global Credit Themes

Impact of secular change on financial re-regulation

De-leveraging of global financial balance sheets

Investor demand for yield and opportunistic credit

#### **Apollo Credit Platform**

**Senior Loans** 

High Yield

Mezzanine

**Stressed Credit** 

**Distressed Credit** 

**Rescue Finance** 

NPLs

**Shipping Assets** 

Aircraft & Energy Finance CLOs

**RMBS and CMBS** 

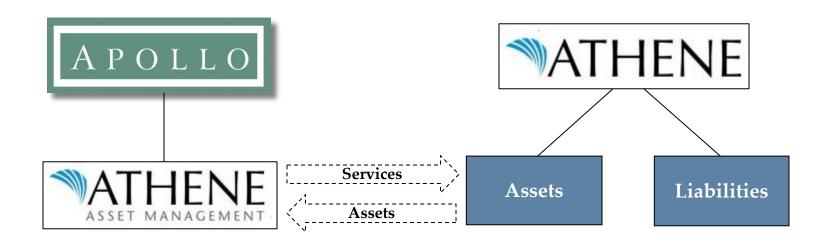
Insurance-Linked Securities **Bank Platforms** 

**RE Platforms** 

**Servicing Platforms** 

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. and 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 Asset Management**

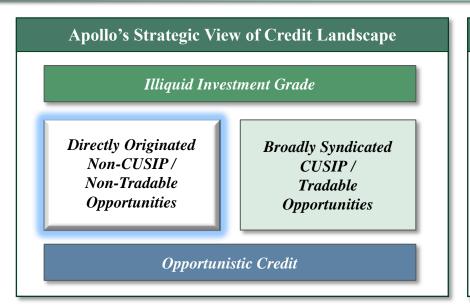
- Athene Asset Management, L.P. ("AAM") is a subsidiary of Apollo and is included within the Credit segment
  - Provides asset allocation services, direct asset management services, and a suite of other services to Athene
  - Team of full-time dedicated investment professionals with deep experience in asset allocation
  - 100% of Athene's portfolio is allocated by AAM
  - Approximately 24% 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.**

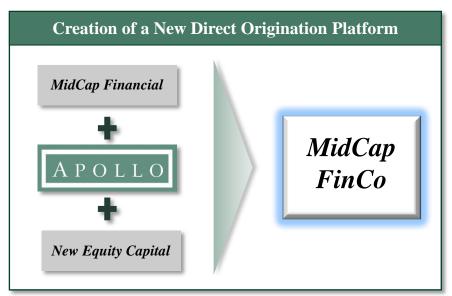
- Athene Holding Ltd. ("Athene") is an insurance holding company focused on fixed annuities with approximately \$61bn in assets and was founded in 2009
- Earns the spread between its investment return on assets and the rate on its liabilities
- Originally funded through an Apollo sponsored permanent 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

### MidCap: Opportunity to Scale Direct Origination Capability











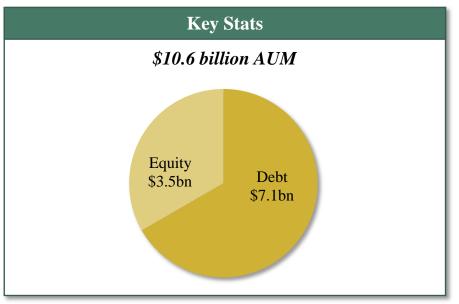
<sup>(1)</sup> The projected balance sheet for MidCap FinCo figures represent best estimates from Apollo based on current market conditions and potential future conditions. There can be no assurance that such events will ultimately take place. (2) Represents direct lending funds and business development companies ("BDCs") managed by publicly traded alternative asset managers, where known (Apollo, Ares, Blackstone/GSO, Fortress and KKR), as well as other public BDCs. Source: company filings and public records and Bloomberg. Represents 12/31/15 asset balances. (3) Represents 2013 Middle Market Loan Issuance. Source: Thomson Reuters LPC Middle Market 4Q13 Review. Focus will be on companies with \$20+ million of EBITDA (4) Represents 2013 U.S. Leveraged Lending Issuance. Source: Thomson Reuters LPC 4Q13 Review.

### Real Estate Business Overview



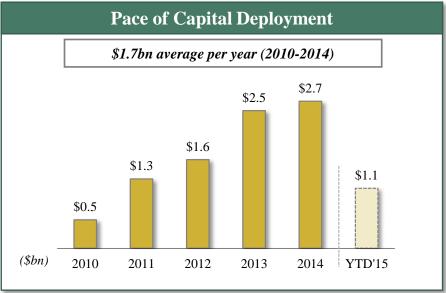
#### **Highlights**

- \$10.6bn in total AUM, including \$7.2bn in fee generating
- Global platform with a presence in North America, Europe and Asia
- In May 2015, Apollo acquired an Asia focused real estate investment manager with approximately \$0.6 billion of AUM to focus on expanding real estate investment efforts throughout 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



Note, AUM components may not sum due to rounding.

### Agenda

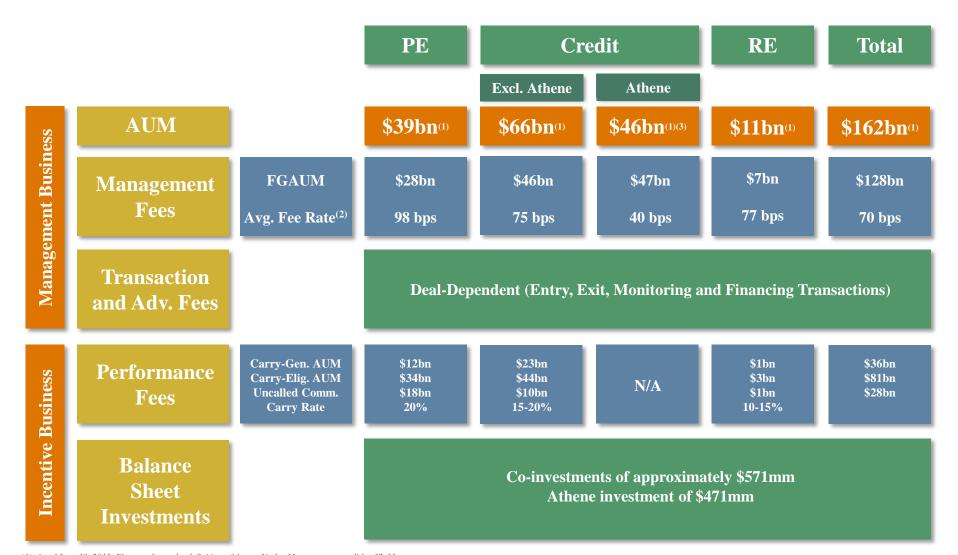


- 1. Background & Business Model
- 2. Business Segments
- 3. Financial Overview

#### **Drivers of Our Business**



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



<sup>(1)</sup> As of June 30, 2015. Please refer to the definition of Assets Under Management on slides 32-33.

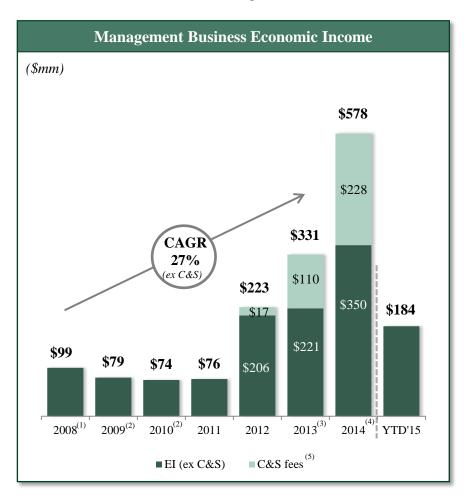
<sup>(2)</sup> Calculated based on FY2014 management fees divided by simple average FGAUM over the period

<sup>(3)</sup> Excludes \$15 billion of Apollo sub-advised assets.

### Strong and Growing Management Business



### Growth in Fee Generating AUM and Focus on Operating Margins has Driven Strong Growth in Management Business Economic Income 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.

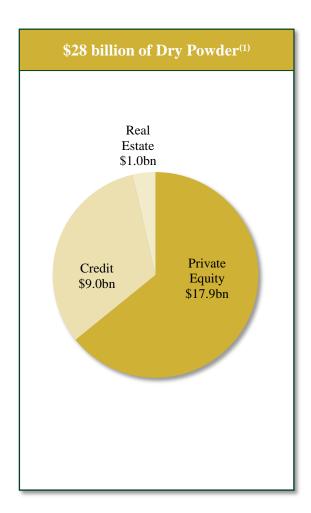
<sup>(3)</sup> Includes impact of Stone Tower acquisition during 2012.

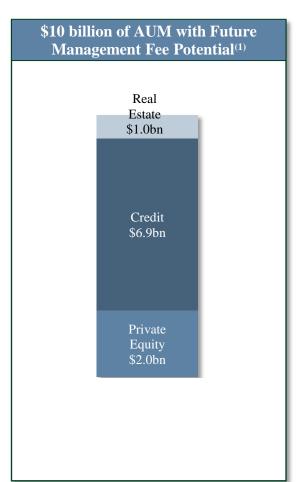
<sup>(4)</sup> Includes impact of Athene's acquisition of Aviva during 2013.

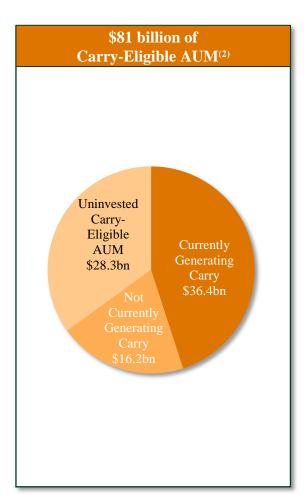
<sup>(5)</sup> C&S fee represents monitoring fee paid by Athene to Apollo by delivery of common shares of Athene Holding Ltd., calculated based on Athene's capital and surplus, as definied in Apollo's transaction and advisory services agreement with Athene. This fee ceased at the end of the fourth quarter 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. Please refer to the definition of AUM with Future Management Fee Potential on Slide 33.

<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 32.

### Strong, Stable Balance Sheet



- At June 30, 2015, Apollo had \$838 million in total cash, \$1,042 million of investments, and \$425 million of net carried interest receivable for a total net value of \$2.3 billion, or \$5.64 per DE share outstanding.
- Long-term debt of \$1.0 billion, includes \$500 million in senior notes due 2024 and \$500 million of term loan due 2019.
- Apollo has a \$500 million revolving credit facility expiring in 2019 that remained undrawn as of June 30, 2015.
- Unfunded future commitments totaled \$690 million as of June 30, 2015, of which \$323 million related to Fund VIII.

#### Summary Balance Sheet

(\$ in millions)	1Q'15	
Cash	\$838	
Investments <sup>(1)</sup>	1,042	K
Carry Receivable <sup>(1)</sup>	857	
Profit Sharing Payable	(432)	
Total Net Value	\$2,305	
Debt	(\$1,031)	
Unfunded Future Commitments	\$690	

	(\$ in millions)	1Q'15
1	Athene/AAA	\$471
	GP Co-Investments / Other Investments <sup>(2)</sup>	571
	<b>Total Investments</b>	\$1,042

S&P and Fitch
A / A- rated

Undrawn
Credit Facility
\$500 million

<sup>(1)</sup> Investments and Carry Receivable are presented on an unconsolidated basis.

<sup>(2)</sup> Represents realized gains from our general partner investments in the funds we manage (excluding AAA) and other balance sheet investments.



# APOLLO

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### APO's Financial Summary – Combined Segments



	For the Three M June 3			the Year Ended December 31,	
\$ in millions (except per share data)	2015	2014	2014	2013	2012
Total Assets under Management <sup>(1)</sup>		I			
Private Equity	\$39,264	\$51,836	\$41,299	\$50,158	\$39,061
Credit	112,680	106,454	108,960	101,580	65,318
Real Estate	10,554	9,205	9,538	9,439	9,000
TOTAL AUM	\$162,498	\$167,496	\$159,797	\$161,177	\$113,379
Management Business Revenues		ľ			
Management Fees from Affiliates	227	229	901	731	623
Advisory and Transaction Fees from Affiliates, net	16	61	316	196	150
Carried Interest Income from Affiliates (from AINV)	11	10	41	37	38
Total Management Business Revenues	254	300	1,258	964	811
Management Business Expenses	160	165	688	664	563
Other Management Business Income / (Loss)	(2)	0	29	24	6
Management Business EI	92	135	599	354	254
Incentive Business		 			
Carried Interest Income from Affiliates	95	280	365	2,859	2,164
Profit Sharing Expense	63	162	265	1,112	846
Other Income/(Loss)	33	13	56	88	88
Incentive Business EI	65	131	156	1,835	1,406
Total EI	157	266	755	2,189	1,660
Total EI per share <sup>(2)</sup>	\$0.39	\$0.67	\$1.89	\$5.56	\$4.30
Distributions Earned in the Respective Period	\$0.42	\$0.46	\$2.89	\$3.98	\$1.94

<sup>(1)</sup> As of June 30, 2015 and 2014 and December 31, 2014, 2013, and 2012.

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

### Reconciliation of Non-GAAP Measures to GAAP



(\$ in thousands)	2Q'14	3Q'14	4Q'14	1Q'15	2Q'15	YTD'14	YTD'15
Economic Income	\$266,335	\$71,327	\$142,617	\$102,069	\$157,533	\$541,107	\$259,602
Income tax provision	(35,037)	(29,376)	(50,283)	(5,514)	(9,092)	(67,586)	(14,606)
Net income attributable to Non-Controlling Interests in Apollo Operating Group	(151,995)	(42,955)	(54,632)	(48,012)	(83,148)	(307,095)	(131,160)
Transaction related charges and equity-based compensation <sup>(1)</sup>	(7,635)	3,214	(15,520)	(17,616)	(8,865)	(22,589)	(26,481)
Net Income Attributable to Apollo Global Management, LLC	\$71,668	\$2,210	\$22,182	\$30,927	\$56,428	\$143,837	\$87,355

### Credit Fund Summary



Apollo Fund	Year of Inception
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
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	2003
Apollo Credit Fund	2005
Apollo Credit Strategies Fund	2011
Apollo Structured Credit Recovery Fund II	2012
Apollo Tactical Income Fund (NYSE:AIF)	2013
ALM V	2012
ALM VI	2012
ALM VII	2012
ALM VII (R) Ltd.	2013
ALM VII (R)-2 Ltd.	2013

Apollo Fund	Year of Inception
ALM VIII	2013
ALM X	2014
ALM XI	2014
ALM XIV	2014
ALM XII	2015
ALME I	2014
ALME II	2014
ALME III	2014
Compass 2007	2007
Cornerstone CLO	2007
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
Apollo Energy Opportunity Fund	2015
Apollo A-N Credit Fund, L.P.	2015

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 June 30, 2015 and excludes funds and investment vehicles that have since been dissolved but previously managed by Apollo. ALM I and III, Compass 2002-1, 2003-1, 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 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. We use AUM as a performance measurement of our investment activities, as well as to monitor fund size in relation to professional resource and infrastructure needs.

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.

<u>AUM Not Currently Generating Carry</u> – 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 managed by Athene Asset Management, L.P., (b) assets that are owned by or related to MidCap FinCo Limited and managed by Apollo Capital Management, L.P., and (c) 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. The investment management arrangements of AINV, AIF and AFT have one year terms, are reviewed annually and remain in effect only if approved by the boards of directors of such companies or by the affirmative vote of the holders of a majority of the outstanding voting shares of such companies, including in either case, approval by a majority of the directors who are not "interested persons" as defined in the Investment Company Act of 1940. In addition, the investment management arrangements of ARI and AMTG have one year terms and are reviewed annually by each company's board of directors and may be terminated under certain circumstances by an affirmative vote of at least two-thirds of such company's independent directors. The investment management arrangements between MidCap FinCo Limited and Apollo Capital Management, L.P. and Athene and Athene Asset Management, L.P. may also be terminated under certain circumstances.

Economic Income (previously referred to as EXI After Taxes), or "ENI", as well as "Economic Net Income" (previously referred to as EXI After Taxes), or "ENI", are 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 EI and 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. EI represents segment income (loss) before income tax provision excluding transaction-related charges arising from the 2007 private placement, and any acquisitions. Transaction-related charges includes equity-based compensation charges, the amortization of intangible assets, contingent consideration and certain other charges associated with acquisitions. In addition, segment data excludes non-cash revenue and expense related to equity awards granted by unconsolidated affiliates to employees of the Company, as well as 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**

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