

## Apollo Global Management, LLC Reports Fourth Quarter and Full Year 2018 Results

# APOLLO

**New York, January 31, 2019** — Apollo Global Management, LLC (NYSE: APO) (together with its consolidated subsidiaries, “Apollo”) today reported results for the fourth quarter and full year ended December 31, 2018.

“Despite a volatile market backdrop during the fourth quarter, Apollo generated fee-related earnings of \$0.62 per share for the quarter and \$1.87 per share for the year, an increase of 22% year-over-year reflecting the growing earnings power of our business,” said Leon Black, Chairman and Chief Executive Officer. “In addition, we have attracted capital inflows of \$60 billion over the last twelve months, bringing total assets under management to \$280 billion, including nearly \$140 billion of permanent capital.”

Apollo issued a full detailed presentation of its fourth quarter and full year ended December 31, 2018 results, which can be viewed through the Shareholders section of Apollo’s website at <http://www.apollo.com/shareholders>.

### Share Repurchase Plan

Apollo has increased its authorized share repurchase amount by \$250 million, which may be used to repurchase outstanding Class A shares as well as to reduce Class A shares to be issued to employees to satisfy associated tax obligations in connection with the settlement of equity-based awards granted under the Company’s 2007 Omnibus Equity Incentive Plan (and any successor equity plan thereto). Class A shares may be repurchased from time to time in open market transactions, in privately negotiated transactions, pursuant to a trading plan adopted in accordance with Rule 10b5-1 of the Securities Exchange Act of 1934, as amended, or otherwise, with the size and timing of these repurchases depending on legal requirements, price, market and economic conditions and other factors. Apollo is not obligated under the terms of the program to repurchase any of its Class A shares. The repurchase program has no expiration date and may be suspended or terminated by the Company at any time without prior notice. Class A shares repurchased as part of this program will be canceled by the Company.

### Distributions

Apollo has declared a cash distribution of \$0.56 per Class A share for the fourth quarter ended December 31, 2018. This distribution will be paid on February 28, 2019 to holders of record at the close of business on February 21, 2019. Apollo intends to distribute to its shareholders on a quarterly basis substantially all of its distributable earnings after taxes and related payables in excess of amounts determined by its manager to be necessary or appropriate to provide for the conduct of its business.

Apollo has declared a cash distribution of \$0.398438 per Series A Preferred share and Series B Preferred share, which will be paid on March 15, 2019 to holders of record at the close of business on March 1, 2019.

The declaration and payment of distributions on Class A shares, Series A Preferred shares and Series B Preferred shares are at the sole discretion of Apollo’s manager. Apollo cannot assure its shareholders that they will receive any distributions in the future.

### Conference Call

Apollo will host a conference call on Thursday, January 31, 2019 at 10:00 a.m. Eastern Time. During the call, members of Apollo’s senior management team will review Apollo’s financial results for the fourth quarter and full year ended December 31, 2018. The conference call may be accessed by dialing (888) 868-4188 (U.S. domestic) or +1 (615) 800-6914 (international), and providing conference call ID 6090818 when prompted by the operator. The number should be dialed at least ten minutes prior to the start of the call. A simultaneous webcast of the conference call will be available to the public on a listen-only basis and can be accessed through the Shareholders section of Apollo’s website at <http://www.apollo.com/shareholders>.

Following the call, a replay of the event may be accessed either telephonically or via audio webcast. A telephonic replay of the live broadcast will be available approximately two hours after the live broadcast by dialing (800) 585-8367 (U.S. callers) or +1 (404) 537-3406 (non-U.S. callers), passcode 6090818. To access the audio webcast, please visit Events in the Shareholders section of Apollo’s website at <http://www.apollo.com/shareholders>.

## 2018 Schedule K-1 Distribution

The 2018 schedules K-1 will be available on or about March 31, 2019 and can be accessed via [www.partnerdatalink.com/Apollo](http://www.partnerdatalink.com/Apollo). Shareholders can visit this site now to register to be notified when the 2018 schedules K-1 are available to be downloaded. Please note that the income, gain, loss, deduction, or credit reported to you on schedule K-1 is independent of the annual cash generated and the annual cash distributions made by Apollo. As a partnership for U.S. federal income tax purposes, investors in Apollo are required to report their share of the income, gain, loss, deduction, or credit that is allocated to them from Apollo. The U.S. federal taxable income of Apollo is determined by using the applicable U.S. federal income tax rules, and these amounts may vary from year to year depending on the nature of the income of Apollo and the activity of its subsidiaries.

## About Apollo

Apollo is a leading global alternative investment manager with offices in New York, Los Angeles, Houston, Bethesda, London, Frankfurt, Madrid, Luxembourg, Mumbai, Delhi, Singapore, Hong Kong, Shanghai and Tokyo. Apollo had assets under management of approximately \$280 billion as of December 31, 2018 in private equity, credit and real assets funds invested across a core group of nine industries where Apollo has considerable knowledge and resources. For more information about Apollo, please visit [www.apollo.com](http://www.apollo.com).

## Forward-Looking Statements

In this press release, references to “Apollo,” “we,” “us,” “our” and the “Company” refer collectively to Apollo Global Management, LLC, together with its consolidated subsidiaries. This press release may contain forward looking statements that are within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include, but are not limited to, discussions related to Apollo’s expectations regarding the performance of its business, its liquidity and capital resources and the other non-historical statements in the discussion and analysis. These forward-looking statements are based on management’s beliefs, as well as assumptions made by, and information currently available to, management. When used in this press release, the words “believe,” “anticipate,” “estimate,” “expect,” “intend” and similar expressions are intended to identify forward-looking statements. Although management believes that the expectations reflected in these forward looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. These statements are subject to certain risks, uncertainties and assumptions, including risks relating to our dependence on certain key personnel, our ability to raise new private equity, credit or real assets funds, market conditions, generally, our ability to manage our growth, fund performance, changes in our regulatory environment and tax status, the variability of our revenues, net income and cash flow, our use of leverage to finance our businesses and investments by our funds and litigation risks, among others. We believe these factors include but are not limited to those described under the section entitled “Risk Factors” in Apollo’s annual report on Form 10-K filed with the Securities and Exchange Commission (the “SEC”) on February 12, 2018, as such factors may be updated from time to time in our periodic filings with the SEC, which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this press release and in other filings. We undertake no obligation to publicly update or review any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by applicable law. This press release does not constitute an offer of any Apollo fund.

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APOLLO GLOBAL MANAGEMENT

# Apollo Global Management, LLC Fourth Quarter and Full Year 2018 Earnings

January 31, 2019

# Apollo 4Q'18 Financial Results Highlights

| GAAP Results  | (\$ in millions, except per share data) | 4Q'18               | Per Share | FY'18    | Per Share |
|---|---|---------------------|-----------|----------|-----------|
|   |   | • Net Income (Loss) | (\$377.9) | N/A      | \$19.3    |
| • Net Loss Attributable to Apollo Global Management, LLC Class A Shareholders |   | (\$196.4)           | (\$1.00)  | (\$42.0) | (\$0.30)  |

| Non-GAAP Measures & Distribution   | (\$ in millions, except per share data) | 4Q'18                                    | Per Share | FY'18    | Per Share |
|--|---|--|-----------|----------|-----------|
|  |   | • Economic Net Loss ("ENI") <sup>1</sup> | (\$406.1) | (\$1.01) | (\$84.6)  |
| • Fee Related Earnings ("FRE")   |   | \$255.6                                  | \$0.62    | \$771.2  | \$1.87    |
| • Distributable Earnings ("DE") After Taxes and Related Payables   |   | \$252.4                                  | \$0.61    | \$887.8  | \$2.15    |
| • Declared 4Q'18 distribution of \$0.56 per Class A share and equivalent (payout ratio of 92%), bringing FY'18 distributions to \$1.83 per Class A share (payout ratio of 85%) |   |  |           |          |           |

| Assets Under Management  |
|--|
| • Total Assets Under Management ("AUM") of \$280.3 billion   |
| • Fee-Generating AUM ("FGAUM") of \$214.4 billion  |
| • Performance Fee-Eligible AUM ("PFEAUM") of \$121.8 billion and Performance Fee-Generating AUM ("PFGAUM") of \$48.6 billion |
| • Dry Powder of \$48.5 billion available for investment  |

| Business Drivers  |
|---|
| • Inflows: \$21.6 billion of capital inflows (\$60.0 billion FY'18)                   |
| • Deployment: \$5.7 billion invested (\$16.1 billion FY'18)                           |
| • Realizations: \$2.3 billion of capital returned to investors (\$11.1 billion FY'18) |
| • Performance: Credit Gross Return <sup>2</sup> -2.1% (+2.2% FY'18)                   |
| Private Equity Fund Depreciation -10.9% (-9.8% FY'18)                                 |

Note: This presentation contains non-GAAP financial information and defined terms which are described on pages 33 to 36. The non-GAAP financial information contained herein is reconciled to GAAP financial information on pages 5, 20 and 25.

1) Includes \$207.4 million (\$0.51 per share) and \$193.1 million (\$0.48 per share) related to a decrease in the fair value of Athene for the periods 4Q'18 and FY'18, respectively.

2) Represents total Credit gross return, excluding assets managed by Athene Asset Management, LLC ("AAM") that are not directly invested in Apollo funds or sub-advised by Apollo. Total Credit net return was (2.2%) for 4Q'18 and 1.2% for FY'18.

# GAAP Consolidated Statements of Operations (Unaudited)

- Net Loss was (\$377.9) million for the quarter ended December 31, 2018; Net Loss Attributable to Apollo Global Management, LLC Class A shareholders was (\$196.4) million for the quarter ended December 31, 2018

| (\$ in thousands, except share data)  | 4Q'17            | 3Q'18            | 4Q'18              | FY'17            | FY'18             |
|---|------------------|------------------|--------------------|------------------|-------------------|
| <b>Revenues:</b>  |                  |                  |                    |                  |                   |
| Management fees   | \$302,634        | \$358,750        | \$358,150          | \$1,154,925      | \$1,345,252       |
| Advisory and transaction fees, net  | 62,719           | 13,154           | 70,133             | 117,624          | 112,278           |
| Investment income:  |                  |                  |                    |                  |                   |
| Performance allocations   | 496,297          | 124,856          | (530,081)          | 1,306,193        | (400,305)         |
| Principal investment income (loss)  | 58,753           | 16,153           | (20,212)           | 161,630          | 5,122             |
| Total investment income (loss)  | 555,050          | 141,009          | (550,293)          | 1,467,823        | (395,183)         |
| Incentive fees  | 7,868            | 4,818            | 7,125              | 31,431           | 30,718            |
| <b>Total Revenues</b>   | <b>928,271</b>   | <b>517,731</b>   | <b>(114,885)</b>   | <b>2,771,803</b> | <b>1,093,065</b>  |
| <b>Expenses:</b>  |                  |                  |                    |                  |                   |
| Compensation and benefits:  |                  |                  |                    |                  |                   |
| Salary, bonus and benefits  | 112,871          | 112,722          | 115,981            | 428,882          | 459,604           |
| Equity-based compensation   | 21,118           | 50,334           | 49,585             | 91,450           | 173,228           |
| Profit sharing expense  | 175,394          | 63,059           | (179,160)          | 515,073          | (57,833)          |
| Total Compensation and Benefits   | 309,383          | 226,115          | (13,594)           | 1,035,405        | 574,999           |
| Interest expense  | 13,376           | 15,209           | 15,206             | 52,873           | 59,374            |
| General, administrative and other   | 67,940           | 70,657           | 71,593             | 257,858          | 266,444           |
| Placement fees  | 1,353            | 746              | 738                | 13,913           | 2,122             |
| <b>Total Expenses</b>   | <b>392,052</b>   | <b>312,727</b>   | <b>73,943</b>      | <b>1,360,049</b> | <b>902,939</b>    |
| <b>Other Income (Loss):</b>   |                  |                  |                    |                  |                   |
| Net gains (losses) from investment activities   | (7,832)          | 155,283          | (207,094)          | 95,104           | (186,449)         |
| Net gains (losses) from investment activities of consolidated variable interest entities    | (420)            | 13,001           | 16,366             | 10,665           | 45,112            |
| Interest income   | 3,492            | 5,411            | 7,137              | 6,421            | 20,654            |
| Other income, net   | 200,864          | 3,085            | 33,941             | 245,640          | 35,829            |
| <b>Total Other Income (Loss)</b>  | <b>196,104</b>   | <b>176,780</b>   | <b>(149,650)</b>   | <b>357,830</b>   | <b>(84,854)</b>   |
| Income (loss) before income tax provision   | 732,323          | 381,784          | (338,478)          | 1,769,584        | 105,272           |
| Income tax provision  | (271,019)        | (19,092)         | (39,425)           | (325,945)        | (86,021)          |
| <b>Net Income (Loss)</b>  | <b>461,304</b>   | <b>362,692</b>   | <b>(377,903)</b>   | <b>1,443,639</b> | <b>19,251</b>     |
| Net (income) loss attributable to Non-Controlling Interests                                 | (272,028)        | (191,171)        | 190,658            | (814,535)        | (29,627)          |
| <b>Net Income (Loss) Attributable to Apollo Global Management, LLC</b>                      | <b>189,276</b>   | <b>171,521</b>   | <b>(187,245)</b>   | <b>629,104</b>   | <b>(10,376)</b>   |
| Net income attributable to Series A Preferred Shareholders                                  | (4,383)          | (4,383)          | (4,382)            | (13,538)         | (17,531)          |
| Net income attributable to Series B Preferred Shareholders                                  | —                | (4,781)          | (4,781)            | —                | (14,131)          |
| <b>Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders</b> | <b>\$184,893</b> | <b>\$162,357</b> | <b>(\$196,408)</b> | <b>\$615,566</b> | <b>(\$42,038)</b> |
| Distributions Declared and Paid per Class A Share   | \$0.39           | \$0.43           | \$0.46             | \$1.85           | \$1.93            |
| <b>Net Income (Loss) Per Class A Share:</b>   |                  |                  |                    |                  |                   |
| Net Income (Loss) Available to Class A Share – Basic  | \$0.92           | \$0.77           | (\$1.00)           | \$3.12           | (\$0.30)          |
| Net Income (Loss) Available to Class A Share – Diluted                                      | \$0.92           | \$0.77           | (\$1.00)           | \$3.10           | (\$0.30)          |
| Weighted Average Number of Class A Shares Outstanding – Basic                               | 193,609,614      | 200,347,996      | 200,269,856        | 190,931,743      | 199,946,632       |
| Weighted Average Number of Class A Shares Outstanding – Diluted                             | 193,609,614      | 200,347,996      | 200,269,856        | 192,581,693      | 199,946,632       |

# GAAP Consolidated Statements of Financial Condition (Unaudited)

| (\$ in thousands, except share data)   | As of<br>December 31, 2018 | As of<br>December 31, 2017 |
|--|----------------------------|----------------------------|
| <b>Assets:</b>   |                            |                            |
| Cash and cash equivalents  | \$609,747                  | \$751,273                  |
| Restricted cash  | 3,457                      | 3,875                      |
| U.S. Treasury securities, at fair value  | 392,932                    | 364,649                    |
| Investments (includes performance allocations of \$912,182 and \$1,828,930 as of December 31, 2018 and December 31, 2017, respectively)  | 2,722,612                  | 3,559,834                  |
| Assets of consolidated variable interest entities  | 1,290,891                  | 1,328,586                  |
| Incentive fees receivable  | 6,792                      | 43,176                     |
| Due from related parties   | 378,108                    | 262,588                    |
| Deferred tax assets  | 306,094                    | 337,638                    |
| Other assets   | 173,270                    | 231,757                    |
| Goodwill   | 88,852                     | 88,852                     |
| Intangible assets, net   | 18,899                     | 18,842                     |
| <b>Total Assets</b>  | <b>\$5,991,654</b>         | <b>\$6,991,070</b>         |
| <b>Liabilities and Shareholders' Equity</b>  |                            |                            |
| <b>Liabilities:</b>  |                            |                            |
| Accounts payable and accrued expenses  | \$70,878                   | \$68,873                   |
| Accrued compensation and benefits  | 73,583                     | 62,474                     |
| Deferred revenue   | 111,097                    | 128,146                    |
| Due to related parties   | 425,435                    | 428,013                    |
| Profit sharing payable   | 452,141                    | 752,276                    |
| Debt   | 1,360,448                  | 1,362,402                  |
| Liabilities of consolidated variable interest entities   | 934,438                    | 1,117,721                  |
| Other liabilities  | 111,794                    | 173,369                    |
| <b>Total Liabilities</b>   | <b>3,539,814</b>           | <b>4,093,274</b>           |
| <b>Shareholders' Equity:</b>   |                            |                            |
| Apollo Global Management, LLC shareholders' equity:  |                            |                            |
| Series A Preferred shares, 11,000,000 shares issued and outstanding as of December 31, 2018 and December 31, 2017  | 264,398                    | 264,398                    |
| Series B Preferred shares, 12,000,000 and 0 shares issued and outstanding as of December 31, 2018 and December 31, 2017, respectively  | 289,815                    | —                          |
| Class A shares, no par value, unlimited shares authorized, 201,400,500 and 195,267,669 shares issued and outstanding as of December 31, 2018 and December 31, 2017, respectively | —                          | —                          |
| Class B shares, no par value, unlimited shares authorized, 1 share issued and outstanding as of December 31, 2018 and December 31, 2017  | —                          | —                          |
| Additional paid in capital   | 1,299,418                  | 1,579,797                  |
| Accumulated deficit  | (473,276)                  | (379,460)                  |
| Accumulated other comprehensive loss   | (4,159)                    | (1,809)                    |
| Total Apollo Global Management, LLC shareholders' equity   | 1,376,196                  | 1,462,926                  |
| Non-Controlling Interests in consolidated entities   | 271,522                    | 140,086                    |
| Non-Controlling Interests in Apollo Operating Group  | 804,122                    | 1,294,784                  |
| <b>Total Shareholders' Equity</b>  | <b>2,451,840</b>           | <b>2,897,796</b>           |
| <b>Total Liabilities and Shareholders' Equity</b>  | <b>\$5,991,654</b>         | <b>\$6,991,070</b>         |

# Summary of Non-GAAP Measures

| (\$ in thousands, except per share data)                       | 4Q'17            | 3Q'18            | 4Q'18              | FY'17              | FY'18             |
|--|------------------|------------------|--------------------|--------------------|-------------------|
| Management Fees  | \$280,920        | \$339,905        | \$344,716          | \$1,082,315        | \$1,282,688       |
| Advisory and Transaction Fees, Net                             | 62,719           | 12,972           | 70,021             | 117,624            | 111,567           |
| Performance Fees   | 503,744          | 126,542          | (518,747)          | 1,337,590          | (374,310)         |
| Principal Investment Income (Loss)                             | 58,504           | 17,738           | (20,312)           | 162,951            | 7,614             |
| <b>Total Segment Revenues</b>                                  | <b>905,887</b>   | <b>497,157</b>   | <b>(124,322)</b>   | <b>2,700,480</b>   | <b>1,027,559</b>  |
| Salary, Bonus and Benefits                                     | 99,867           | 101,533          | 102,397            | 394,155            | 414,962           |
| Equity-Based Compensation                                      | 16,505           | 19,951           | 16,428             | 67,874             | 69,770            |
| Profit Sharing Expense   | 171,496          | 86,885           | (145,238)          | 509,217            | 40,327            |
| Other Expenses   | 61,398           | 64,743           | 65,981             | 242,492            | 241,413           |
| <b>Total Segment Expenses</b>                                  | <b>349,266</b>   | <b>273,112</b>   | <b>39,568</b>      | <b>1,213,738</b>   | <b>766,472</b>    |
| Segment Other Income (Loss) Net of Non-Controlling Interests   | (17,755)         | 147,652          | (217,437)          | 91,207             | (228,499)         |
| <b>Economic Income (Loss)<sup>1</sup></b>                      | <b>\$538,866</b> | <b>\$371,697</b> | <b>(\$381,327)</b> | <b>\$1,577,949</b> | <b>\$32,588</b>   |
| Taxes  | (44,155)         | (28,451)         | (15,636)           | (127,280)          | (85,513)          |
| Preferred Distributions  | (4,383)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Economic Net Income (Loss)</b>                              | <b>\$490,328</b> | <b>\$334,082</b> | <b>(\$406,126)</b> | <b>\$1,437,131</b> | <b>(\$84,587)</b> |
| Per Share  | \$1.22           | \$0.83           | (\$1.01)           | \$3.57             | (\$0.21)          |
| <b>Fee Related Earnings</b>                                    | <b>\$187,285</b> | <b>\$197,058</b> | <b>\$255,611</b>   | <b>\$624,413</b>   | <b>\$771,239</b>  |
| Per Share <sup>2</sup>   | \$0.46           | \$0.48           | \$0.62             | \$1.53             | \$1.87            |
| <b>Distributable Earnings</b>                                  | <b>\$327,560</b> | <b>\$244,902</b> | <b>\$271,030</b>   | <b>\$1,010,002</b> | <b>\$963,707</b>  |
| Taxes and Related Payables <sup>3</sup>                        | (5,993)          | (9,734)          | (9,445)            | (26,337)           | (44,215)          |
| Preferred Distributions  | (4,383)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Distributable Earnings After Taxes and Related Payables</b> | <b>\$317,184</b> | <b>\$226,004</b> | <b>\$252,422</b>   | <b>\$970,127</b>   | <b>\$887,830</b>  |
| Per Share of Common & Equivalent <sup>2</sup>                  | \$0.77           | \$0.55           | \$0.61             | \$2.37             | \$2.15            |
| Net Distribution per Share of Common & Equivalent <sup>2</sup> | \$0.66           | \$0.46           | \$0.56             | \$2.06             | \$1.83            |
| Payout Ratio   | 86%              | 84%              | 92%                | 87%                | 85%               |

- 1) FY'17 Other income (loss) includes \$19.0 million in proceeds received in connection with the Company's early termination of a lease and \$17.5 million in insurance proceeds received in connection with fees and expenses relating to a legal proceeding.
- 2) Per share calculations are based on end of period Distributable Earnings Shares Outstanding, which consist of total Class A shares outstanding, Apollo Operating Group Units and RSUs that participate in distributions (collectively referred to as "common & equivalents"). See page 27 for details regarding the shareholder distribution and page 28 for the share reconciliation.
- 3) Represents the estimated current corporate, local and non-U.S. taxes as well as the payable under Apollo's tax receivable agreement. DE After Taxes and Related Payables is calculated after current taxes and the impact of the tax receivable agreement ("TRA"). The TRA component of taxes used in calculating DE After Taxes was previously estimated based on the tax asset used to reduce the prior year's tax liability. In 2018, the DE effective tax rate, using this estimation methodology, results in an increase in the tax rate despite the significantly reduced federal tax rate under tax reform. We believe it is more meaningful to estimate the current year impact of the TRA component of taxes when calculating DE After Taxes. The impact of this change is not significant to DE After Taxes and Related Payables as previously reported; DE After Taxes and Related Payables would have been \$308.8 million and \$937.8 million in 4Q'17 and FY'17, respectively.

# Reconciliation of GAAP to Non-GAAP Measures

| (\$ in thousands)  | 4Q'17            | 1Q'18              | 2Q'18            | 3Q'18            | 4Q'18              | FY'17              | FY'18             |
|--|------------------|--------------------|------------------|------------------|--------------------|--------------------|-------------------|
| <b>GAAP Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders</b> | <b>\$184,893</b> | <b>(\$62,645)</b>  | <b>\$54,658</b>  | <b>\$162,357</b> | <b>(\$196,408)</b> | <b>\$615,566</b>   | <b>(\$42,038)</b> |
| Preferred distributions  | 4,383            | 4,383              | 8,952            | 9,164            | 9,163              | 13,538             | 31,662            |
| Net income (loss) attributable to Non-Controlling Interests in consolidated entities             | (76)             | 5,979              | 8,716            | 11,340           | 5,613              | 8,891              | 31,648            |
| Net income (loss) attributable to Non-Controlling Interests in the Apollo Operating Group        | 272,104          | (57,065)           | 71,484           | 179,831          | (196,271)          | 805,644            | (2,021)           |
| <b>GAAP Net Income (Loss)</b>  | <b>\$461,304</b> | <b>(\$109,348)</b> | <b>\$143,810</b> | <b>\$362,692</b> | <b>(\$377,903)</b> | <b>\$1,443,639</b> | <b>\$19,251</b>   |
| Income tax provision   | 271,019          | 8,580              | 18,924           | 19,092           | 39,425             | 325,945            | 86,021            |
| <b>GAAP Income (Loss) Before Income Tax Provision</b>  | <b>\$732,323</b> | <b>(\$100,768)</b> | <b>\$162,734</b> | <b>\$381,784</b> | <b>(\$338,478)</b> | <b>\$1,769,584</b> | <b>\$105,272</b>  |
| Transaction-related charges and equity-based compensation <sup>1</sup>                           | 6,707            | 1,852              | (6,905)          | 1,253            | (1,831)            | 17,496             | (5,631)           |
| Gain from remeasurement of tax receivable agreement liability                                    | (200,240)        | —                  | —                | —                | (35,405)           | (200,240)          | (35,405)          |
| Net (income) loss attributable to Non-Controlling Interests in consolidated entities             | 76               | (5,979)            | (8,716)          | (11,340)         | (5,613)            | (8,891)            | (31,648)          |
| <b>Economic Income (Loss)</b>  | <b>\$538,866</b> | <b>(\$104,895)</b> | <b>\$147,113</b> | <b>\$371,697</b> | <b>(\$381,327)</b> | <b>\$1,577,949</b> | <b>\$32,588</b>   |
| Income tax provision on Economic Income (Loss)   | (44,155)         | (11,736)           | (29,690)         | (28,451)         | (15,636)           | (127,280)          | (85,513)          |
| Preferred distributions  | (4,383)          | (4,383)            | (8,952)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Economic Net Income (Loss)</b>  | <b>\$490,328</b> | <b>(\$121,014)</b> | <b>\$108,471</b> | <b>\$334,082</b> | <b>(\$406,126)</b> | <b>\$1,437,131</b> | <b>(\$84,587)</b> |
| Preferred distributions  | 4,383            | 4,383              | 8,952            | 9,164            | 9,163              | 13,538             | 31,662            |
| Income tax provision on Economic Income (Loss)   | 44,155           | 11,736             | 29,690           | 28,451           | 15,636             | 127,280            | 85,513            |
| Performance fees <sup>2</sup>  | (498,714)        | 128,239            | (135,093)        | (119,478)        | 529,032            | (1,319,924)        | 402,700           |
| Profit sharing expense   | 171,496          | 1,900              | 96,780           | 86,885           | (145,238)          | 509,217            | 40,327            |
| Equity-based compensation  | 16,505           | 17,358             | 16,033           | 19,951           | 16,428             | 67,874             | 69,770            |
| Principal investment (income) loss   | (58,504)         | 12,604             | (22,792)         | (17,738)         | 20,312             | (162,951)          | (7,614)           |
| Net (gains) losses from investment activities  | 7,846            | 67,137             | 67,565           | (155,262)        | 206,986            | (94,774)           | 186,426           |
| Net interest loss  | 9,420            | 9,941              | 10,336           | 9,521            | 7,775              | 44,984             | 37,573            |
| Other  | 370              | 615                | 5,729            | 1,482            | 1,643              | 2,038              | 9,469             |
| <b>Fee Related Earnings</b>  | <b>\$187,285</b> | <b>\$132,899</b>   | <b>\$185,671</b> | <b>\$197,058</b> | <b>\$255,611</b>   | <b>\$624,413</b>   | <b>\$771,239</b>  |
| Realized performance fees <sup>3</sup>   | 197,768          | 122,302            | 114,474          | 93,031           | 50,381             | 631,359            | 380,188           |
| Realized profit sharing expense <sup>3</sup>   | (75,359)         | (63,647)           | (69,810)         | (54,180)         | (37,992)           | (278,838)          | (225,629)         |
| Non-cash management fees   | (842)            | (842)              | (843)            | (842)            | (842)              | (3,369)            | (3,369)           |
| Realized principal investment income   | 25,809           | 23,393             | 19,373           | 17,787           | 9,158              | 68,242             | 69,711            |
| Net interest loss  | (9,420)          | (9,941)            | (10,336)         | (9,521)          | (7,775)            | (44,984)           | (37,573)          |
| Depreciation and amortization and other  | 2,319            | 2,589              | 2,493            | 1,569            | 2,489              | 13,179             | 9,140             |
| <b>Distributable Earnings</b>  | <b>\$327,560</b> | <b>\$206,753</b>   | <b>\$241,022</b> | <b>\$244,902</b> | <b>\$271,030</b>   | <b>\$1,010,002</b> | <b>\$963,707</b>  |
| Taxes and related payables   | (5,993)          | (11,198)           | (13,838)         | (9,734)          | (9,445)            | (26,337)           | (44,215)          |
| Preferred distributions  | (4,383)          | (4,383)            | (8,952)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Distributable Earnings After Taxes and Related Payables</b>                                   | <b>\$317,184</b> | <b>\$191,172</b>   | <b>\$218,232</b> | <b>\$226,004</b> | <b>\$252,422</b>   | <b>\$970,127</b>   | <b>\$887,830</b>  |

1) Transaction-related charges include equity-based compensation charges, the amortization of intangible assets, contingent consideration and certain other charges associated with acquisitions. Equity-based compensation adjustment represents non-cash revenues and expenses related to equity awards granted by unconsolidated related parties to employees of Apollo.

2) Excludes certain performance fees from business development companies and Redding Ridge Holdings.

3) 1Q'18 and FY'18 excludes realized performance fees and realized profit sharing expense settled in the form of shares of Athene Holding.



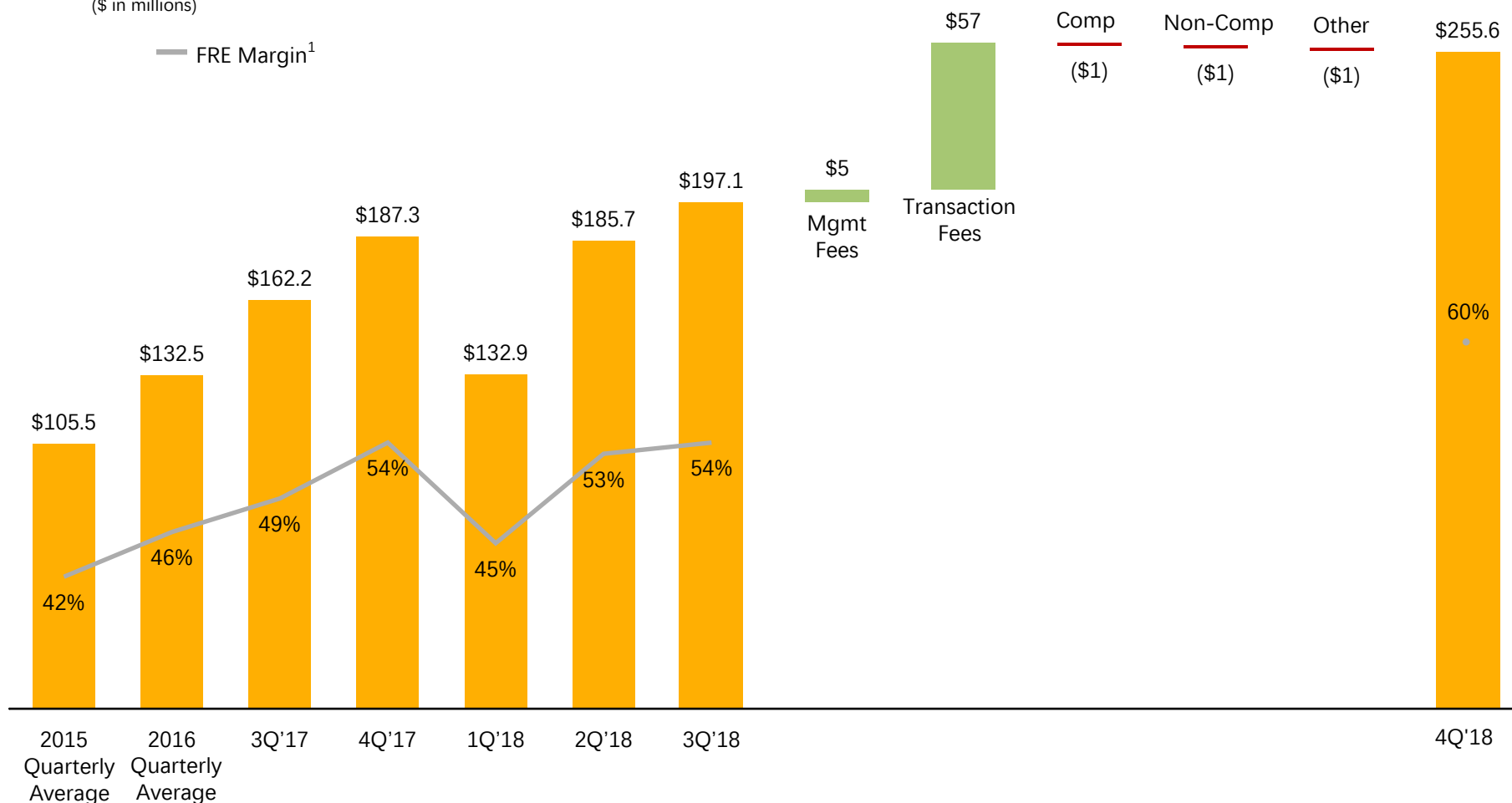
# Fee Related Earnings Rollforward

- The increase in FRE during 4Q'18 was driven by increased advisory and transaction fees in our private equity segment primarily related to the LifePoint Health and Catalina Holdings transactions

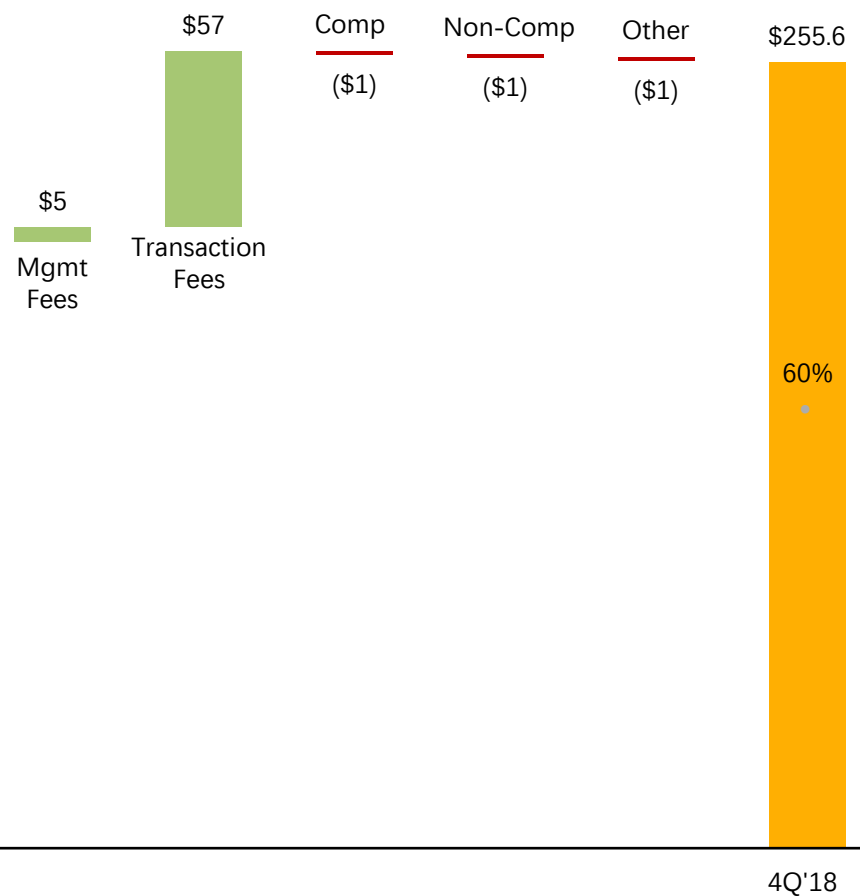
## Quarterly Trailing FRE

(\$ in millions)

— FRE Margin<sup>1</sup>



## 4Q'18 FRE Bridge



| Per Share <sup>3</sup> | 2015   | 2016   | 3Q'17  | 4Q'17  | 1Q'18  | 2Q'18  | 3Q'18  | Mgmt Fees | Transaction Fees | Comp            | Non-Comp        | Other           | 4Q'18  |
|------------------------|--------|--------|--------|--------|--------|--------|--------|-----------|------------------|-----------------|-----------------|-----------------|--------|
|                        | \$0.26 | \$0.33 | \$0.40 | \$0.46 | \$0.32 | \$0.45 | \$0.48 | \$0.01    | \$0.14           | NM <sup>2</sup> | NM <sup>2</sup> | NM <sup>2</sup> | \$0.62 |

1) FRE margin is calculated as Fee Related Earnings divided by fee-related revenues (which includes management fees, transaction and advisory fees, certain performance fees from business development companies and Redding Ridge Holdings, as well as other income attributable to FRE).

2) Data has not been presented as it was deemed to be not meaningful.

3) Per share components may not sum due to rounding.

# Credit

## Commentary

- Economic loss primarily resulting from the depreciation of Athene Holding (NYSE: ATH)
- Credit gross return<sup>2</sup> of (2.1%) for the quarter amid a challenging market backdrop; FY'18 gross return<sup>2</sup> of 2.2% resulting from positive returns across fund categories, with strength in Permanent Capital Vehicles
- Total Credit AUM rose 18% year-over-year to \$193 billion and includes approximately \$131 billion in Permanent Capital Vehicles
- On December 7, 2018, Athene Holding completed a reinsurance transaction with Lincoln Financial, which added approximately \$7.5 billion of assets to Apollo's Credit business AUM
- Capital deployment activity driven by fund investments in structured credit, European real estate, and longevity assets, as well as opportunistic investments in the consumer, financials and technology sectors

## Financial Results Summary

| (\$ in thousands)             | 4Q'17            | 3Q'18            | 4Q'18             |
|-------------------------------|------------------|------------------|-------------------|
| Management fees               | \$186,108        | \$196,507        | \$199,794         |
| Advisory and transaction fees | 20,249           | 2,310            | 2,588             |
| Performance fees              | 90,590           | 17,894           | (9,540)           |
| Principal investment income   | 7,157            | 6,803            | 21,876            |
| <b>Segment Revenues</b>       | <b>304,104</b>   | <b>223,514</b>   | <b>214,718</b>    |
| Compensation and benefits     | 95,619           | 83,039           | 64,699            |
| Other expenses                | 41,117           | 38,766           | 41,139            |
| <b>Segment Expenses</b>       | <b>136,736</b>   | <b>121,805</b>   | <b>105,838</b>    |
| Other income (loss)           | (10,812)         | 109,485          | (150,052)         |
| Non-Controlling Interest      | (1,135)          | (1,187)          | (1,242)           |
| <b>Economic Income (Loss)</b> | <b>\$155,421</b> | <b>\$210,007</b> | <b>(\$42,414)</b> |
| <b>Fee Related Earnings</b>   | <b>\$111,211</b> | <b>\$110,102</b> | <b>\$114,272</b>  |

## Business Drivers

|                          | 4Q'18    | FY'18    |
|--------------------------|----------|----------|
| Inflows                  | \$15.9bn | \$46.8bn |
| Deployment <sup>1</sup>  | \$1.4bn  | \$4.3bn  |
| Realizations             | \$668mm  | \$5.3bn  |
| Performance <sup>2</sup> | (2.1%)   | 2.2%     |

## Supplemental Information

| (\$ in billions)                    |              |              |             |                      |                           |             |
|-------------------------------------|--------------|--------------|-------------|----------------------|---------------------------|-------------|
| <b>\$193 billion AUM</b>            |              |              |             |                      |                           |             |
| Category                            | AUM          | FG AUM       | PFE AUM     | PFG AUM <sup>3</sup> | Gross Return <sup>2</sup> |             |
|                                     |              |              |             |                      | 4Q'18                     | FY'18       |
| Liquid/Performing <sup>4</sup>      | \$54         | \$40         | \$25        | \$8                  | (1.9%)                    | 1.2%        |
| Drawdown <sup>5</sup>               | \$26         | \$14         | \$20        | \$6                  | (4.0%)                    | 1.7%        |
| Permanent Capital Vehicles          |              |              |             |                      |                           |             |
| MidCap, AINV, AFT, AIF              | \$15         | \$14         | \$12        | \$11                 | 1.9%                      | 13.3%       |
| Athene Non-Sub-Advised <sup>6</sup> | \$86         | \$86         | —           | —                    |                           |             |
| Athora Non-Sub-Advised <sup>6</sup> | \$5          | \$4          | \$2         | —                    |                           |             |
| Advisory                            | \$7          | —            | —           | —                    |                           |             |
| <b>Total Credit</b>                 | <b>\$193</b> | <b>\$158</b> | <b>\$59</b> | <b>\$25</b>          | <b>(2.1%)</b>             | <b>2.2%</b> |

1) Reflects capital deployment activity from Drawdown fund strategies and strategic investment accounts ("SIAs") that have a defined maturity date and excludes deployment from Liquid/Performing funds, Permanent Capital Vehicles and Advisory assets. 2) Represents gross return as 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 4Q'18 net returns for Liquid/Performing, Drawdown, MidCap, AINV, AFT, AIF combined and total Credit excluding Athene Non-Sub-Advised were (2.0%), (4.2%), 1.0% and (2.2%), respectively. The FY'18 net returns for Liquid/Performing, Drawdown, MidCap, AINV, AFT, AIF combined and total Credit excluding Athene Non-Sub-Advised were 0.8%, (0.1%), 8.8% and 1.2%, respectively. 3) As of December 31, 2018, \$0.2 billion of the performance-fee generating AUM is currently above its hurdle rate or preferred return, but in accordance with the adoption of the revenue recognition standard effective January 1, 2018, recognition of performance fees associated with such performance-fee generating AUM has been deferred to future periods when the fees are probable to not be significantly reversed. 4) Liquid/Performing AUM includes \$14.4 billion of CLOs, \$8.9 billion of which Apollo earns fees based on gross assets and \$5.5 billion of which Apollo earns fees based on net equity. 5) Significant Drawdown funds and SIAs had inception-to-date ("ITD") gross and net IRRs of 15.0% and 11.2%, respectively, as of December 31, 2018. Significant Drawdown funds and SIAs include funds and SIAs with AUM greater than \$200 million that do not predominantly invest in other Apollo funds or SIAs. 6) Athene Non-Sub-Advised and Athora Non-Sub-Advised reflects total combined AUM of \$116.8 billion less \$26.2 billion of assets that were either sub-advised by Apollo or invested in funds and investment vehicles managed by Apollo included within other asset categories.

# Private Equity

## Commentary

- Economic Loss driven by the reversal of unrealized performance fees, a decline in principal investment income and the depreciation of Athene Holding (NYSE: ATH), partially offset by positive Fee Related Earnings
- Private equity fund depreciation during the quarter of (10.9%)<sup>1</sup>, primarily driven by publicly traded portfolio company holdings in Fund VIII
- Realization activity primarily driven by the sales of shares of Norwegian Cruise Line, Vistra Energy and CEVA Logistics
- Deployed \$2.3 billion and committed to invest an additional \$1.3 billion during the quarter; total committed but not yet deployed capital<sup>2</sup> at quarter end was \$4.0 billion (excluding co-investments) of which \$2.0 billion related to energy asset build-ups expected to be deployed over time

## Financial Results Summary

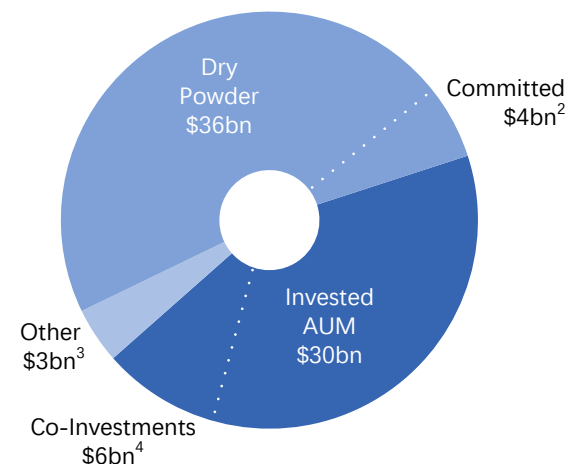
| (\$ in thousands)                  | 4Q'17            | 3Q'18            | 4Q'18              |
|------------------------------------|------------------|------------------|--------------------|
| Management fees                    | \$75,982         | \$123,304        | \$123,443          |
| Advisory and transaction fees      | 42,417           | 5,925            | 59,568             |
| Performance fees                   | 410,456          | 105,751          | (505,754)          |
| Principal investment income (loss) | 50,425           | 10,328           | (43,284)           |
| <b>Segment Revenues</b>            | 579,280          | 245,308          | (366,027)          |
| Compensation and benefits          | 177,898          | 111,935          | (104,953)          |
| Other expenses                     | 14,879           | 19,791           | 17,296             |
| <b>Segment Expenses</b>            | 192,777          | 131,726          | (87,657)           |
| Other income (loss)                | (4,864)          | 39,060           | (65,047)           |
| <b>Economic Income (Loss)</b>      | <b>\$381,639</b> | <b>\$152,642</b> | <b>(\$343,417)</b> |
| <b>Fee Related Earnings</b>        | <b>\$74,043</b>  | <b>\$77,034</b>  | <b>\$132,158</b>   |

## Business Drivers

|                          | 4Q'18   | FY'18   |
|--------------------------|---------|---------|
| Inflows                  | \$2.8bn | \$6.6bn |
| Deployment               | \$2.3bn | \$5.5bn |
| Realizations             | \$1.3bn | \$4.5bn |
| Performance <sup>1</sup> | (10.9%) | (9.8%)  |

## Supplemental Information

### \$69 billion AUM



1) Represents private equity fund appreciation (depreciation) as defined in the non-GAAP financial information and definitions section of this presentation. 2) Represents capital committed to investments as of December 31, 2018 by Apollo's private equity funds. These investments have not yet closed and may be subject to a variety of closing conditions or other contractual provisions, which could result in such capital not ultimately being invested. 3) Other represents approximately \$3 billion of uncalled commitments which can be called for fund fees and expenses only and are not available for investment or reinvestment subject to the provisions of the applicable fund limited partnership agreements or other governing agreements. 4) Represents AUM related to co-investment vehicles.

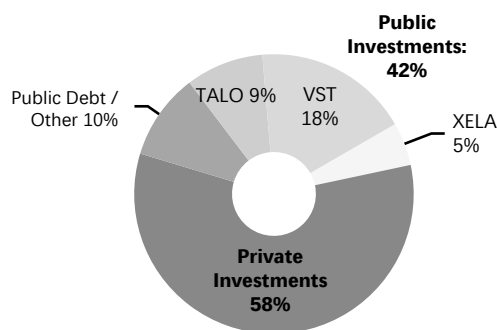
# Supplemental Private Equity Fund Information<sup>1</sup>

## Fund VII

|                             |           |
|-----------------------------|-----------|
| Vintage Year:               | 2008      |
| Fund Size:                  | \$14.7bn  |
| Total Invested:             | \$16.2bn  |
| Realized Value:             | \$30.8bn  |
| Unrealized Value:           | \$2.3bn   |
| Total Value:                | \$33.1bn  |
| Escrow Ratio <sup>2</sup> : | 77%       |
| Gross / Net IRR:            | 34% / 25% |

**\$2.3 billion**

Unrealized Value  
Investment Mix



**Select Private Investments<sup>3</sup>**  
(in order of size as measured by fair value)

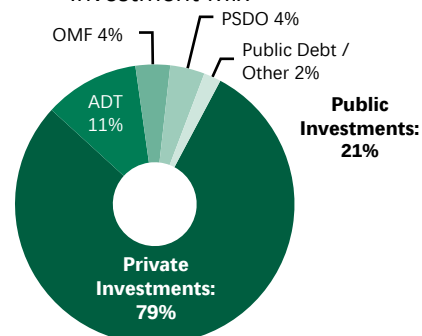
McGraw Hill Education  
Watches of Switzerland (f/k/a/  
Aurum)  
Endemol Shine Group

## Fund VIII

|                            |           |
|----------------------------|-----------|
| Vintage Year:              | 2013      |
| Fund Size:                 | \$18.4bn  |
| Committed to Date:         | \$17.1bn  |
| Total Invested:            | \$15.4bn  |
| Realized Value:            | \$5.2bn   |
| Total Value:               | \$21.1bn  |
| % Committed <sup>4</sup> : | 93%       |
| Gross / Net IRR:           | 17% / 11% |

**\$15.9 billion**

Unrealized Value  
Investment Mix



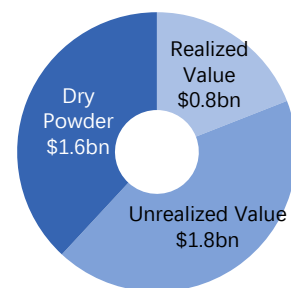
**Unrealized Value by Sector**

|                            |     |
|----------------------------|-----|
| Consumer Services          | 27% |
| Media/Telecom/Technology   | 18% |
| Manufacturing & Industrial | 13% |
| Natural Resources          | 12% |
| Financial Services         | 11% |
| Leisure                    | 8%  |
| Business Services          | 6%  |
| Consumer & Retail          | 4%  |
| Chemicals and Materials    | 1%  |

## ANRP II

|                            |           |
|----------------------------|-----------|
| Vintage Year:              | 2016      |
| Fund Size:                 | \$3.5bn   |
| Committed to Date:         | \$3.2bn   |
| Total Invested:            | \$1.9bn   |
| Realized Value:            | \$818mm   |
| Total Value:               | \$2.6bn   |
| % Committed <sup>4</sup> : | 93%       |
| Gross / Net IRR:           | 32% / 18% |

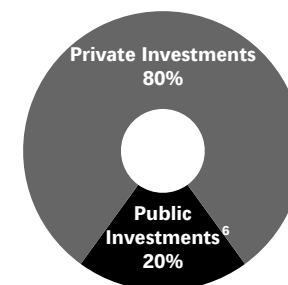
**ANRP II  
Portfolio**



**Select Private Investments<sup>3</sup>**  
(in order of size as measured by fair value)

Double Eagle Energy III  
Pegasus  
Northwoods Energy

## PE Portfolio Composition



Shares Held  
(mm)

|  |       |
|--|-------|
| <b>ADT Security Services (ADT)</b>             |       |
| Fund VIII                                      | 277.6 |
| <b>Caesars Entertainment (CZR)<sup>5</sup></b> |       |
| Fund VI  | 45.5  |
| <b>OneMain (OMF)</b>                           |       |
| Fund VIII                                      | 26.5  |
| <b>PlayAGS (AGS)</b>                           |       |
| Fund VIII                                      | 12.2  |
| <b>Presidio (PSDO)</b>                         |       |
| Fund VIII                                      | 44.1  |
| <b>Talos Energy (TALO)</b>                     |       |
| Fund VII and ANRP I                            | 19.2  |
| <b>Vistra Energy (VST)</b>                     |       |
| Fund VII and ANRP II                           | 19.2  |

Note: Refer to the definitions of Vintage Year, Total Invested Capital (Total Invested), Realized Value, Unrealized Value, Gross IRR and Net IRR in the non-GAAP financial information & definitions section of this presentation. 1) Additional fund performance information is set forth in the investment records on slides 30-32 of this presentation. 2) For Escrow Ratio definition and related information, please refer to footnote 1 on page 16. 3) Investments selected based on non-performance criteria. 4) Represents the sum of capital actually invested, committed to invest or used for fees and expenses, divided by aggregate committed capital. 5) Includes shares held by Athene in associated co-investment vehicles. 6) Excludes shares of Athene Holding. The table above includes the public portfolio companies of the private equity segment with a fair value greater than \$250 million, excluding the value associated with any portion of such private equity funds' portfolio company investments held by co-investment vehicles.

# Real Assets

## Commentary

- Decrease in Economic Income driven by lower performance fees quarter-over-quarter
- Increase in advisory and transaction fees driven by the GE Capital transaction, which added approximately \$1 billion of assets to Apollo's Real Assets AUM
- U.S. real estate equity funds combined gross return<sup>1</sup> of (0.3%) in the fourth quarter
- Strong FY'18 gross return of 10.2% driven by appreciation in office, hotel, industrial and manufactured housing
- Inflows driven by infrastructure equity and debt, the commercial mortgage REIT (NYSE:ARI), real estate debt managed accounts and real estate equity funds
- Deployment for the quarter driven by the real estate debt managed accounts, ARI, and infrastructure equity
- Realization activity for the quarter driven by real estate debt managed accounts and ARI

## Financial Results Summary

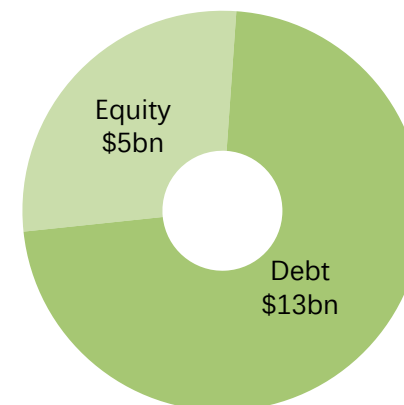
| (\$ in thousands)             | 4Q'17          | 3Q'18          | 4Q'18          |
|-------------------------------|----------------|----------------|----------------|
| Management fees               | \$18,830       | \$20,094       | \$21,479       |
| Advisory and transaction fees | 53             | 4,737          | 7,865          |
| Performance fees              | 2,698          | 2,897          | (3,453)        |
| Principal investment income   | 922            | 607            | 1,096          |
| <b>Segment Revenues</b>       | <b>22,503</b>  | <b>28,335</b>  | <b>26,987</b>  |
| Compensation and benefits     | 14,351         | 13,395         | 13,841         |
| Other expenses                | 5,402          | 6,186          | 7,546          |
| <b>Segment Expenses</b>       | <b>19,753</b>  | <b>19,581</b>  | <b>21,387</b>  |
| Other income (loss)           | (944)          | 294            | (1,096)        |
| <b>Economic Income</b>        | <b>\$1,806</b> | <b>\$9,048</b> | <b>\$4,504</b> |
| <b>Fee Related Earnings</b>   | <b>\$2,031</b> | <b>\$9,922</b> | <b>\$9,181</b> |

## Business Drivers

|                          | 4Q'18   | FY'18   |
|--------------------------|---------|---------|
| Inflows                  | \$2.9bn | \$6.5bn |
| Deployment               | \$2.1bn | \$6.3bn |
| Realizations             | \$353mm | \$1.3bn |
| Performance <sup>1</sup> | (0.3%)  | 10.2%   |

## Supplemental Information

### \$18 billion AUM



<sup>1</sup>) Represents combined gross return for U.S. Real Estate Fund I and U.S. Real Estate Fund II including co-investment capital. The 4Q'18 and FY'18 combined net returns for U.S. Real Estate Fund I and U.S. Real Estate Fund II were (0.1%) and 8.8%, respectively. U.S. Real Estate Fund I and U.S. Real Estate Fund II's combined inception-to-date gross and net IRRs were 16.0% and 12.6%, respectively, as of December 31, 2018.

# Total AUM & Fee-Generating AUM

## 4Q'18 Total AUM Rollforward<sup>1</sup>

| (\$ in millions)      | Credit           | Private Equity  | Real Assets     | Total            |
|-----------------------|------------------|-----------------|-----------------|------------------|
| <b>3Q'18</b>          | <b>\$182,640</b> | <b>\$72,157</b> | <b>\$15,383</b> | <b>\$270,180</b> |
| Inflows               | 15,942           | 2,768           | 2,932           | 21,642           |
| Outflows <sup>2</sup> | (3,143)          | (29)            | —               | (3,172)          |
| Net Flows             | 12,799           | 2,739           | 2,932           | 18,470           |
| Realizations          | (668)            | (1,321)         | (353)           | (2,342)          |
| Market Activity       | (1,535)          | (4,487)         | (27)            | (6,049)          |
| <b>4Q'18</b>          | <b>\$193,236</b> | <b>\$69,088</b> | <b>\$17,935</b> | <b>\$280,259</b> |
| <b>QoQ Change</b>     | <b>6%</b>        | <b>(4%)</b>     | <b>17%</b>      | <b>4%</b>        |

### Total AUM Highlights

|                       |   |
|-----------------------|---|
| <b>Credit</b>         | <b>Inflows:</b> Athene's reinsurance transaction with Lincoln Financial and a net change in assets (\$10.4 billion) and Liquid/Performing funds (\$4.0 billion) <b>Outflows:</b> Net segment transfers (\$2.5 billion) and Liquid/Performing (\$359 million) <b>Realizations:</b> COF III (\$92 million); FCI II (\$74 million); EPF II (\$67 million); and other Drawdown funds (\$251 million) <b>Market activity:</b> Liquid/Performing funds (\$862 million) and Drawdown funds (\$553 million) |
| <b>Private Equity</b> | <b>Inflows:</b> Capital raised for Catalina transaction (\$915 million); Hybrid Value Fund (\$374 million); ANRP III (\$349 million); and net segment transfers (\$674 million) <b>Realizations:</b> Fund VI (\$868 million); Fund VII (\$316 million) <b>Market Activity:</b> Fund VIII (\$1.9 billion); Fund VII (\$562 million); co-investment vehicles (\$1.6 billion)  |
| <b>Real Assets</b>    | <b>Inflows:</b> Net segment transfers (\$1.8 billion) and capital raised for Infrastructure Equity Fund (\$618 million) <b>Realizations:</b> Real estate debt (\$322 million)   |

## 4Q'18 Fee-Generating AUM Rollforward<sup>1</sup>

| (\$ in millions)      | Credit           | Private Equity  | Real Assets     | Total            |
|-----------------------|------------------|-----------------|-----------------|------------------|
| <b>3Q'18</b>          | <b>\$148,326</b> | <b>\$44,007</b> | <b>\$11,276</b> | <b>\$203,609</b> |
| Inflows               | 15,257           | 747             | 2,111           | 18,115           |
| Outflows <sup>2</sup> | (4,139)          | (464)           | (740)           | (5,343)          |
| Net Flows             | 11,118           | 283             | 1,371           | 12,772           |
| Realizations          | (393)            | (306)           | (289)           | (988)            |
| Market Activity       | (1,020)          | (33)            | 27              | (1,026)          |
| <b>4Q'18</b>          | <b>\$158,031</b> | <b>\$43,951</b> | <b>\$12,385</b> | <b>\$214,367</b> |
| <b>QoQ Change</b>     | <b>7%</b>        | <b>0%</b>       | <b>10%</b>      | <b>5%</b>        |

### Fee-Generating AUM Highlights

|                       |   |
|-----------------------|---|
| <b>Credit</b>         | <b>Inflows:</b> Athene's reinsurance transaction with Lincoln Financial and a net change in Athene assets (\$10.4 billion); fee-generating deployment (\$2.5 billion); and Liquid/Performing funds (\$1.4 billion) <b>Outflows:</b> Net change in fee basis (\$2.4 billion) and net segment transfers (\$1.3 billion) <b>Realizations:</b> EPF II (\$166 million) and FCI I (\$125 million) <b>Market activity:</b> Liquid/Performing funds (\$829 million) and SCR IV (\$99 million) |
| <b>Private Equity</b> | <b>Inflows:</b> Fee-generating capital deployment (\$747 million) <b>Outflows:</b> Net change in fee basis (\$435 million) <b>Realizations:</b> Fund VII (\$282 million)  |
| <b>Real Assets</b>    | <b>Inflows:</b> Net segment transfers (\$1.3 billion); capital raised for Infrastructure Equity Fund (\$382 million); and fee-generating deployment (\$291 million) <b>Outflows:</b> Net change in fee basis (\$740 million) <b>Realizations:</b> Real estate debt (\$289 million)  |

## FY'18 Total AUM Rollforward<sup>1</sup>

| (\$ in millions)      | Credit           | Private Equity  | Real Assets     | Total            |
|-----------------------|------------------|-----------------|-----------------|------------------|
| <b>4Q'17</b>          | <b>\$164,113</b> | <b>\$72,432</b> | <b>\$12,383</b> | <b>\$248,928</b> |
| Inflows               | 46,806           | 6,642           | 6,514           | 59,962           |
| Outflows <sup>2</sup> | (11,758)         | (209)           | —               | (11,967)         |
| Net Flows             | 35,048           | 6,433           | 6,514           | 47,995           |
| Realizations          | (5,312)          | (4,466)         | (1,275)         | (11,053)         |
| Market Activity       | (613)            | (5,311)         | 313             | (5,611)          |
| <b>4Q'18</b>          | <b>\$193,236</b> | <b>\$69,088</b> | <b>\$17,935</b> | <b>\$280,259</b> |
| <b>YoY Change</b>     | <b>18%</b>       | <b>(5%)</b>     | <b>45%</b>      | <b>13%</b>       |

## FY'18 Fee-Generating AUM Rollforward<sup>1</sup>

| (\$ in millions)      | Credit           | Private Equity  | Real Assets     | Total            |
|-----------------------|------------------|-----------------|-----------------|------------------|
| <b>4Q'17</b>          | <b>\$130,150</b> | <b>\$29,792</b> | <b>\$9,023</b>  | <b>\$168,965</b> |
| Inflows               | 43,816           | 25,616          | 4,745           | 74,177           |
| Outflows <sup>2</sup> | (12,974)         | (10,552)        | (792)           | (24,318)         |
| Net Flows             | 30,842           | 15,064          | 3,953           | 49,859           |
| Realizations          | (2,618)          | (937)           | (779)           | (4,334)          |
| Market Activity       | (343)            | 32              | 188             | (123)            |
| <b>4Q'18</b>          | <b>\$158,031</b> | <b>\$43,951</b> | <b>\$12,385</b> | <b>\$214,367</b> |
| <b>YoY Change</b>     | <b>21%</b>       | <b>48%</b>      | <b>37%</b>      | <b>27%</b>       |

- 1) Inflows at the individual segment level represent subscriptions, commitments, and other increases in available capital, such as acquisitions or leverage, net of inter-segment transfers. Outflows represent redemptions and other decreases in available capital. Realizations represent fund distributions of realized proceeds. Market activity represents gains (losses), the impact of foreign exchange rate fluctuations and other income.
- 2) Included in the 4Q'18 outflows for Total AUM and FGAUM are \$0.4 billion and \$0.4 billion of redemptions, respectively. Included in the FY'18 outflows for Total AUM and FGAUM are \$2.0 billion and \$2.0 billion of redemptions, respectively.

# Performance Fee-Eligible & Performance Fee-Generating AUM

## Performance Fee-Eligible AUM

(\$ in millions)

| Segment        | 4Q'17            | 3Q'18            | 4Q'18            |
|----------------|------------------|------------------|------------------|
| Credit         | \$55,322         | \$58,129         | \$59,094         |
| Private Equity | 60,681           | 60,837           | 58,946           |
| Real Assets    | 2,054            | 2,741            | 3,787            |
| <b>Total</b>   | <b>\$118,057</b> | <b>\$121,707</b> | <b>\$121,827</b> |

## Performance Fee-Generating AUM

(\$ in millions)

| Segment             | 4Q'17           | 3Q'18           | 4Q'18           |
|---------------------|-----------------|-----------------|-----------------|
| Credit <sup>1</sup> | \$25,814        | \$35,350        | \$25,053        |
| Private Equity      | 26,775          | 25,518          | 22,848          |
| Real Assets         | 694             | 658             | 666             |
| <b>Total</b>        | <b>\$53,283</b> | <b>\$61,526</b> | <b>\$48,567</b> |

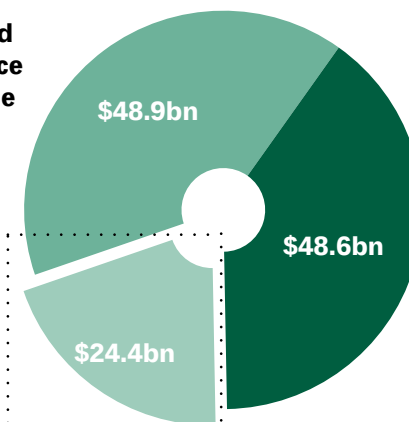
## 4Q'18 Performance Fee-Generating to Performance Fee-Eligible AUM Reconciliation

(\$ in millions)

|  | Credit          | Private Equity  | Real Assets    | Total            |
|--|-----------------|-----------------|----------------|------------------|
| <b>Performance Fee-Generating AUM</b>                    | <b>\$25,053</b> | <b>\$22,848</b> | <b>\$666</b>   | <b>\$48,567</b>  |
| + Uninvested PFE AUM                                     | 12,627          | 34,478          | 1,786          | 48,891           |
| + Invested AUM Not Currently Generating Performance Fees | 21,414          | 1,620           | 1,335          | 24,369           |
| <b>Performance Fee-Eligible AUM</b>                      | <b>\$59,094</b> | <b>\$58,946</b> | <b>\$3,787</b> | <b>\$121,827</b> |

## \$122 billion Performance Fee-Eligible AUM

Uninvested Performance Fee-Eligible AUM



Currently Generating Performance Fees

Not Currently Generating Performance Fees

| Category / Fund        | Invested AUM Not Currently Generating Performance Fees | Investment Period Active >24 Months <sup>2</sup> | Appreciation Required to Achieve Performance Fees <sup>3,4</sup> |
|------------------------|--|--|--|
| Drawdown               | \$5.1  | \$2.9  | 55%  |
| Liquid/Performing      | 16.0   | 3.0  | < 250bps   |
|                        |  | 1.6  | > 500bps   |
| Athora Non-Sub-Advised | 0.3  | —  | < 250bps   |
| <b>Credit</b>          | <b>21.4</b>  | <b>18.1</b>                                      | <b>12%</b>   |
| ANRP I                 | 0.4  | 0.4  | 58%  |
| Other PE               | 1.2  | 0.2  | 66%  |
| <b>Private Equity</b>  | <b>1.6</b>   | <b>0.6</b>                                       | <b>61%</b>   |
| <b>Real Assets</b>     | <b>1.4</b>   | <b>0.4</b>                                       | <b>&gt; 250bps</b>   |
| <b>Total</b>           | <b>\$24.4</b>  | <b>\$19.1</b>                                    |  |

1) As of December 31, 2018, \$0.2 billion of the performance-fee generating AUM is currently above its hurdle rate or preferred return, but in accordance with the adoption of the revenue recognition standard effective January 1, 2018, recognition of performance fees associated with such performance-fee generating AUM has been deferred to future periods when the fees are probable to not be significantly reversed. 2) Represents invested AUM not currently generating performance fees for funds that have been investing capital for more than 24 months as of December 31, 2018. 3) Represents the percentage of additional appreciation required to reach the preferred return or high watermark and generate performance fees for funds with an investment period greater than 24 months. 4) All investors in a given fund are considered in aggregate when calculating the appreciation required to achieve performance fees presented above. Appreciation required to achieve performance fees may vary by individual investor.

# Capital Deployment & Dry Powder

- Capital deployed in drawdown style funds and accounts across Apollo's global integrated investment platform totaled \$5.7 billion for the quarter and \$16.1 billion for the year ended December 31, 2018
- Dry Powder of \$48.5 billion at the end of the quarter, including \$21.4 billion of AUM with future management fee potential

## Capital Deployment

(\$ in millions)

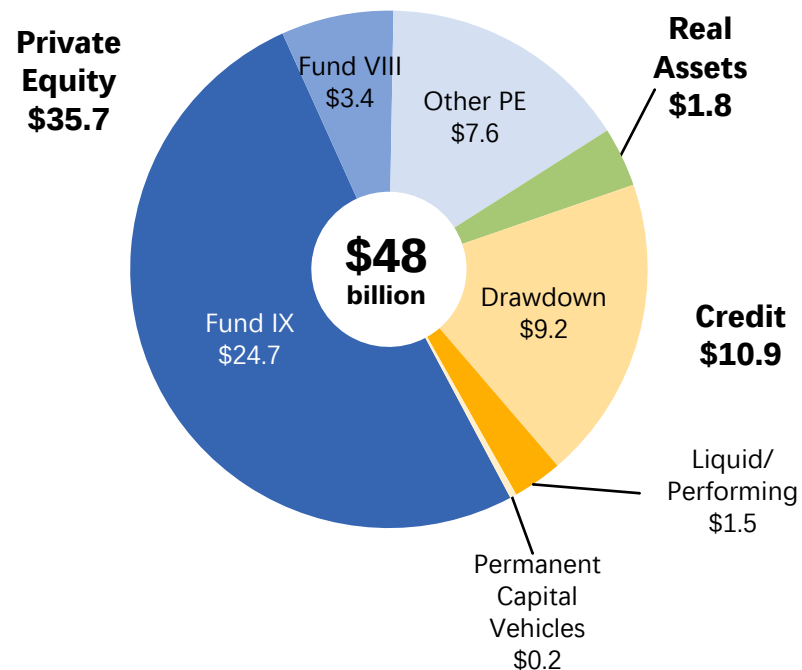
| Segment             | 4Q'18          | FY'18           |
|---------------------|----------------|-----------------|
| Credit <sup>1</sup> | \$1,380        | \$4,318         |
| Private Equity      | 2,251          | 5,505           |
| Real Assets         | 2,062          | 6,255           |
| <b>Total</b>        | <b>\$5,693</b> | <b>\$16,078</b> |

## 4Q'18 Highlights

|                       |   |
|-----------------------|---|
| <b>Credit</b>         | Driven by investments in structured credit, European commercial real estate and non-performing loans, longevity assets, as well as opportunistic investments in the consumer, financials, technology and communications sectors |
| <b>Private Equity</b> | Driven by the merger of RegionalCare and LifePoint Health, the Catalina Holdings transaction, and various investments across India and natural resources strategies   |
| <b>Real Assets</b>    | Driven by infrastructure equity, real estate debt managed accounts, and ARI   |

## Dry Powder Composition

(\$ in billions)



1) Reflects capital deployment activity from Drawdown fund strategies and SIAs that have a defined maturity date and excludes deployment from Liquid/Performing funds, Permanent Capital Vehicles and Advisory assets.



# Segment Balance Sheet Highlights

- At December 31, 2018, Apollo had \$1.0 billion in cash and cash equivalents and U.S. Treasury securities, \$475 million of net performance fees receivable, \$1.1 billion of general partner and other investments and a \$762 million investment in Athene and AAA, for a total net value of \$3.4 billion
- Long-term debt of \$1.4 billion (with maturities in 2024, 2026 and 2048) and an undrawn \$750 million revolving credit facility (expiring in 2023)
- Unfunded general partner commitments totaled \$1.2 billion at December 31, 2018, of which \$469 million related to Fund IX
- Aggregate share repurchases under previously announced plan totaled \$191 million through December 31, 2018

## Summary Balance Sheet<sup>1</sup>

| (\$ in millions)                        | 4Q'18          |
|---|----------------|
| Cash and cash equivalents               | \$610          |
| U.S. Treasury securities, at fair value | 393            |
| Performance fees receivable             | 927            |
| Profit sharing payable <sup>2</sup>     | (452)          |
| GP & Other Investments <sup>3</sup>     | 1,129          |
| Athene/AAA <sup>4</sup>                 | 762            |
| <b>Total Net Value</b>                  | <b>\$3,369</b> |
| Debt                                    | (\$1,360)      |
| Unfunded Future Commitments             | \$1,164        |

## Share Repurchase Activity - 1Q'16 through 4Q'18<sup>5</sup>

| (\$ and share amounts in millions)                      | Inception to Date |
|---|-------------------|
| Open Market Share Repurchases                           | 2.8               |
| Reduction of Shares Issued to participants <sup>6</sup> | 5.3               |
| Total Shares Purchased                                  | 8.1               |
| <b>Total Capital Used for Share Purchases</b>           | <b>\$191</b>      |
| Share Repurchase Plan Authorization <sup>7</sup>        | \$500             |
| Average Price Paid Per Share <sup>8</sup>               | \$23.55           |

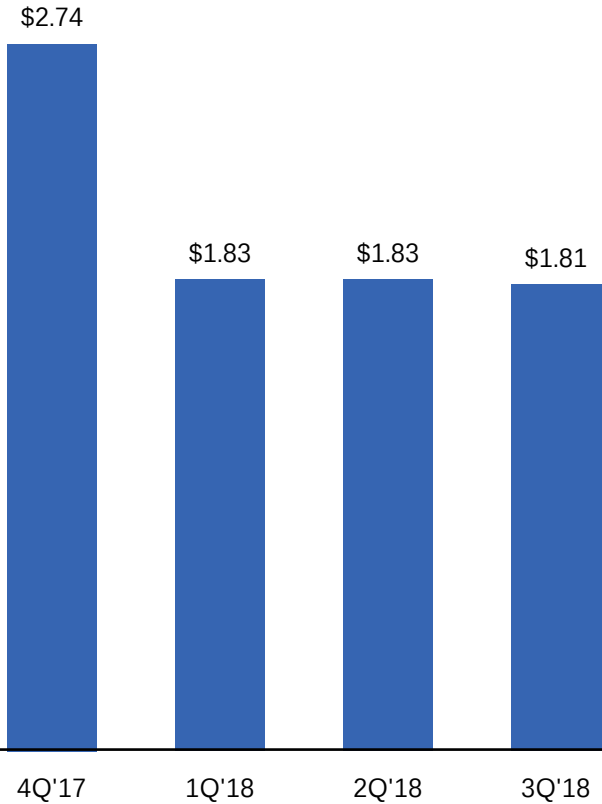
1) Amounts are presented on an unconsolidated basis. 2) Profit sharing payable excludes profit sharing expected to be settled in the form of equity-based awards. 3) Represents Apollo's general partner investments in the funds it manages (excluding AAA) and other balance sheet investments. 4) Investment in Athene/AAA primarily comprises Apollo's direct investment of 19.1 million shares of Athene Holding valued at \$39.83 per share as of December 31, 2018 and 1.6 million shares of AAA valued at NAV. 5) Since 1Q'16, the Company in its discretion has elected to repurchase 1.5 million Class A shares for \$47.6 million, to prevent dilution that would have resulted from the issuance of shares granted in connection with certain profit sharing arrangements. These repurchases are separate from the February 2016 repurchase plan described in footnote 7 below and accordingly are not reflected in the above share repurchase activity table. 6) Represents a reduction in Class A shares to be issued to participants to satisfy associated tax obligations in connection with the settlement of equity-based awards granted under the Company's 2007 Omnibus Equity Incentive Plan (the "Plan"), which the Company refers to as "net share settlement." 7) The Company has increased its authorized share repurchase amount by \$250 million bringing the total share repurchase plan authorization to \$500 million, which may be used to repurchase outstanding Class A shares as well as to reduce Class A shares to be issued to employees to satisfy associated tax obligations in connection with the settlement of equity-based awards granted under the Company's 2007 Omnibus Equity Incentive Plan (and any successor equity plan thereto). 8) Average price paid per share reflects total capital used for share repurchases to date divided by the number of shares purchased.

# Net Performance Fee Receivable & Investment Rollforwards

- The net performance fee receivable balance decreased quarter-over-quarter primarily driven by unrealized mark-to-market losses, while the investments balance decreased as a result of a decrease in the fair value of Athene

## Net Performance Fee Receivable Trailing 4-Quarters

(Per Share<sup>1</sup>)



## 4Q'18 Net Performance Fee Receivable Rollforward

Unrealized Mark-To-Market Losses



(\$0.82)

Net Realized Performance Fees



(\$0.05)

Other

+\$0.21



\$1.15

4Q'18

## Investments Balance Rollforward

\$4.98

Athene



(\$0.50)

Other

\$0.09



\$4.57

4Q'18

| In Millions | 4Q'17   | 1Q'18 | 2Q'18 | 3Q'18 | Unrealized Mark-To-Market Losses | Net Realized Performance Fees | Other | 4Q'18 | 3Q'18   | Athene  | Other | 4Q'18   |
|-------------|---------|-------|-------|-------|----------------------------------|-------------------------------|-------|-------|---------|---------|-------|---------|
|             | \$1,122 | \$756 | \$756 | \$750 | (\$340)                          | (\$23)                        | \$88  | \$475 | \$2,061 | (\$207) | \$37  | \$1,891 |

Note: All per share figures calculated using Distributable Earnings Shares Outstanding.

1) Ending per share amounts in the rollforwards may not sum as the starting and ending points are based on the applicable period's share count.

# Performance Fees Receivable & Performance Fees Detail

|   | As of<br>December 31, 2018                                   | 4Q'18                             |                                 |                              | FY'18                             |                                 |                              |
|---|--|-----------------------------------|---------------------------------|------------------------------|-----------------------------------|---------------------------------|------------------------------|
| (\$ in thousands)                                       | Performance Fees<br>Receivable on an<br>Unconsolidated Basis | Unrealized<br>Performance<br>Fees | Realized<br>Performance<br>Fees | Total<br>Performance<br>Fees | Unrealized<br>Performance<br>Fees | Realized<br>Performance<br>Fees | Total<br>Performance<br>Fees |
| <b>Credit</b>   |  |                                   |                                 |                              |                                   |                                 |                              |
| Drawdown <sup>1</sup>                                   | \$253,525  | (\$31,667)                        | \$6,661                         | (\$25,006)                   | (\$57,536)                        | \$80,435                        | \$22,899                     |
| Liquid/Performing                                       | 16,505   | (17,559)                          | 14,634                          | (2,925)                      | 436                               | 25,400                          | 25,836                       |
| Permanent Capital Vehicles                              | 111,303  | 11,851                            | 6,540                           | 18,391                       | 50,189                            | 24,644                          | 74,833                       |
| <b>Total Credit</b>                                     | <b>\$381,333</b>   | <b>(\$37,375)</b>                 | <b>\$27,835</b>                 | <b>(\$9,540)</b>             | <b>(\$6,911)</b>                  | <b>\$130,479</b>                | <b>\$123,568</b>             |
| Total Credit, net of profit sharing expense             | 141,808  | (19,496)                          | 13,002                          | (6,494)                      | (6,388)                           | 59,859                          | 53,471                       |
| <b>Private Equity</b>                                   |  |                                   |                                 |                              |                                   |                                 |                              |
| Fund VIII <sup>2</sup>                                  | \$441,736  | (\$352,163)                       | \$8,337                         | (\$343,826)                  | (\$575,264)                       | \$213,549                       | (\$361,715)                  |
| Fund VII <sup>1,2</sup>                                 | 214  | (110,133)                         | 671                             | (109,462)                    | (108,938)                         | 7,350                           | (101,588)                    |
| Fund VI <sup>1,2</sup>                                  | 312  | (50,327)                          | 897                             | (49,430)                     | (51,851)                          | 3,338                           | (48,513)                     |
| Fund IV and V <sup>1</sup>                              | —  | (5,147)                           | —                               | (5,147)                      | (4,459)                           | —                               | (4,459)                      |
| ANRP I and II <sup>1,2</sup>                            | 34,017   | 1,296                             | 3,499                           | 4,795                        | (3,325)                           | 11,612                          | 8,287                        |
| AAA / Other <sup>3</sup>                                | 46,328   | (21,981)                          | 19,297                          | (2,684)                      | (197,853)                         | 205,514                         | 7,661                        |
| <b>Total Private Equity</b>                             | <b>\$522,607</b>   | <b>(\$538,455)</b>                | <b>\$32,701</b>                 | <b>(\$505,754)</b>           | <b>(\$941,690)</b>                | <b>\$441,363</b>                | <b>(\$500,327)</b>           |
| Total Private Equity, net of profit sharing expense     | 321,001  | (341,232)                         | 10,107                          | (331,125)                    | (621,751)                         | 243,490                         | (378,261)                    |
| <b>Real Assets</b>                                      |  |                                   |                                 |                              |                                   |                                 |                              |
| U.S. RE Fund I and II                                   | \$16,158   | (\$3,908)                         | \$—                             | (\$3,908)                    | (\$1,137)                         | \$1,448                         | \$311                        |
| Other <sup>3</sup>                                      | 7,133  | 325                               | 130                             | 455                          | (3,031)                           | 5,169                           | 2,138                        |
| <b>Total Real Assets</b>                                | <b>\$23,291</b>  | <b>(\$3,583)</b>                  | <b>\$130</b>                    | <b>(\$3,453)</b>             | <b>(\$4,168)</b>                  | <b>\$6,617</b>                  | <b>\$2,449</b>               |
| Total Real Assets, net of profit sharing expense        | 12,281   | (2,233)                           | (435)                           | (2,668)                      | (3,195)                           | 2,858                           | (337)                        |
| <b>Total</b>  | <b>\$927,231</b>   | <b>(\$579,413)</b>                | <b>\$60,666</b>                 | <b>(\$518,747)</b>           | <b>(\$952,769)</b>                | <b>\$578,459</b>                | <b>(\$374,310)</b>           |
| <b>Total, net of profit sharing expense<sup>4</sup></b> | <b>\$475,090</b>   | <b>(\$362,961)</b>                | <b>\$22,674</b>                 | <b>(\$340,287)</b>           | <b>(\$631,334)</b>                | <b>\$306,207</b>                | <b>(\$325,127)</b>           |

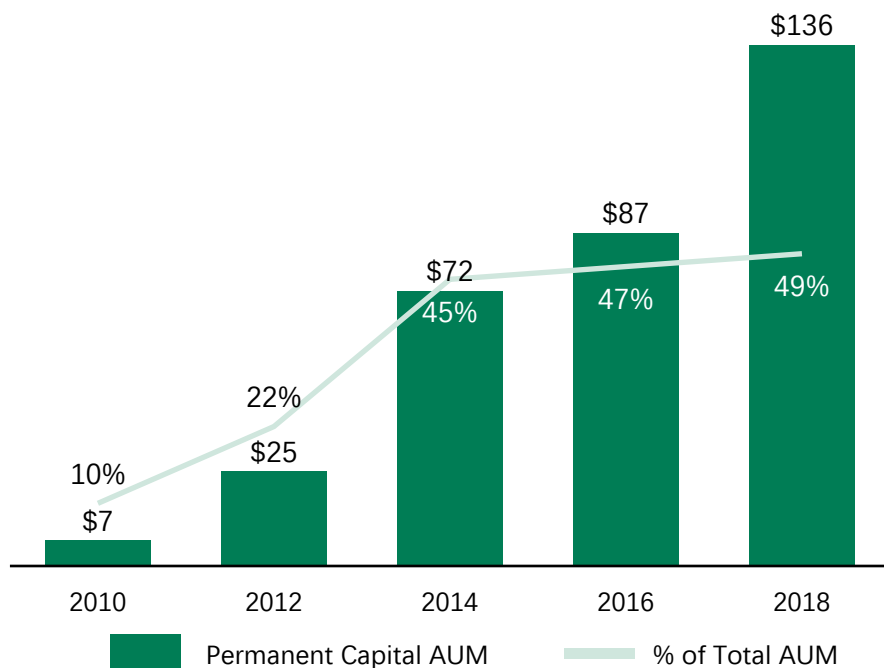
- As of December 31, 2018, certain credit funds and certain private equity funds had \$44.1 million and \$93.0 million, respectively, in general partner obligations to return previously distributed performance fees. The fair value gain on investments and income at the fund level needed to reverse the general partner obligations for certain credit funds and certain private equity funds was \$355.2 million and \$723.2 million, respectively, as of December 31, 2018.
- As of December 31, 2018, the remaining investments and escrow cash of Fund VIII were valued at 118% of the fund's unreturned capital, which was above the required escrow ratio of 115%. As of December 31, 2018, the remaining investments and escrow cash of Fund VII, Fund VI, ANRP I and ANRP II were valued at 77%, 73%, 63% and 107% of the fund's unreturned capital, respectively, which were below the required escrow ratio of 115%. As a result, these funds are required to place in escrow current and future performance fee distributions to the general partner until the specified return ratio of 115% is met (at the time of a future distribution) or upon liquidation. As of December 31, 2018, Fund VII had \$128.5 million of gross performance fees, or \$73.1 million net of profit sharing, in escrow. As of December 31, 2018, Fund VI had \$167.6 million of gross performance fees, or \$112.4 million net of profit sharing, in escrow. As of December 31, 2018, ANRP I had \$38.7 million of gross performance fees, or \$24.3 million net of profit sharing, in escrow. As of December 31, 2018, ANRP II had \$18.4 million of gross performance fees, or \$12.5 million net of profit sharing, in escrow. With respect to Fund VII, Fund VI, ANRP II and ANRP I, realized performance fees currently distributed to the general partner are limited to potential tax distributions and interest on escrow balances per the funds' partnership agreements. Performance fees receivable as of December 31, 2018 and realized performance fees for both 4Q'18 and FY'18 includes interest earned on escrow balances that is not subject to contingent repayment.
- FY'18 includes realized performance fees of \$169.9 million (\$123.3 million net of profit sharing expense) from AAA, settled in the form of shares of Athene Holding. Other includes certain SIAs.
- There was a corresponding profit sharing payable of \$452.1 million as of December 31, 2018, including profit sharing payable related to amounts in escrow and contingent consideration obligations of \$74.5 million.

# Permanent Capital Vehicles

- As of December 31, 2018, Apollo had \$136.0 billion of AUM across seven Permanent Capital Vehicles
- Apollo generated \$595.4 million of fee related revenue from Permanent Capital Vehicles during the twelve months ended December 31, 2018, representing 42% of total fee related revenue
- The compound annualized growth rate (“CAGR”) of permanent capital AUM since 2010 was 45% as of December 31, 2018

## Permanent Capital AUM

(\$ in billions)



## Supplemental Information

(\$ in millions, except where noted)

|  | 4Q'18            |
|--|------------------|
| Athene <sup>1</sup>                                      | \$108,790        |
| MidCap   | 8,771            |
| Athora <sup>1</sup>                                      | 7,984            |
| Apollo Commercial Real Estate Finance (ARI) <sup>2</sup> | 5,224            |
| Apollo Investment Corp (AINV)/Other <sup>3</sup>         | 4,503            |
| Apollo Senior Floating Rate Fund (AFT)                   | 404              |
| Apollo Tactical Income Fund (AIF)                        | 365              |
| <b>Total AUM in Permanent Capital Vehicles</b>           | <b>\$136,041</b> |

|   | FY'18     |
|---|-----------|
| Fee Related Revenue from Permanent Capital Vehicles (\$ in thousands) | \$595,446 |
| % of Total Fee Related Revenue  | 42%       |

1) See page 18 for additional information regarding assets for which Apollo manages or provides investment advisory services through accounts owned by or related to Athene and Athora as of December 31, 2018.

2) Amounts are as of September 30, 2018. Refer to [www.apolloreit.com](http://www.apolloreit.com) for the most recent financial information on ARI. The information contained on ARI's website is not part of this presentation.

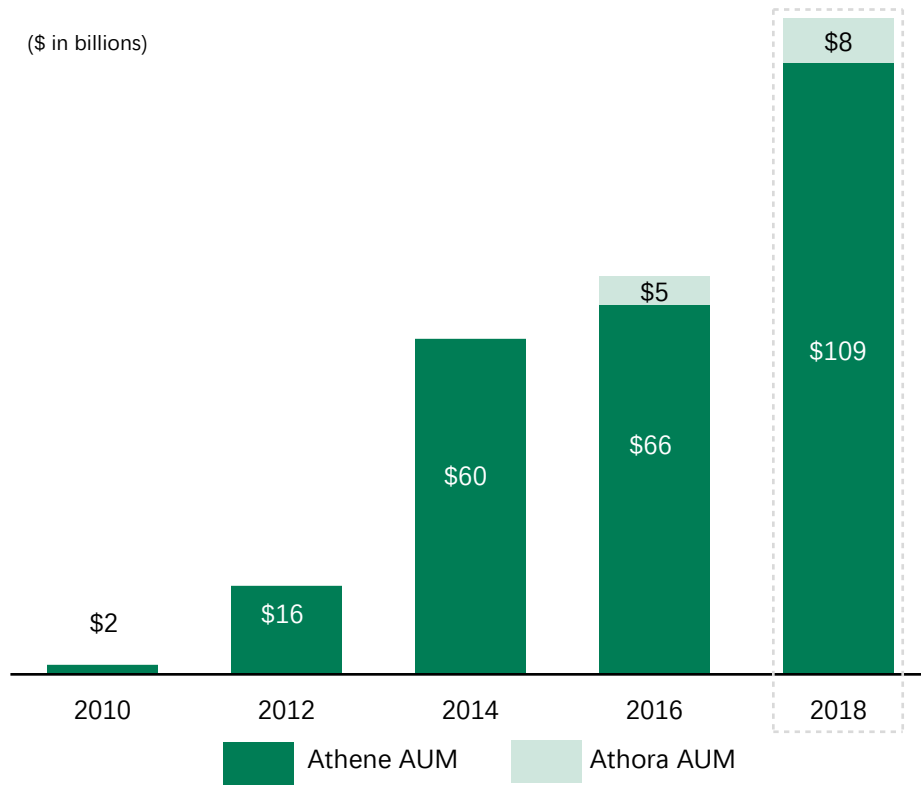
3) Amounts are as of September 30, 2018. Refer to [www.apolloic.com](http://www.apolloic.com) for the most recent financial information on AINV. The information contained on AINV's website is not part of this presentation. Includes \$2.0 billion of AUM related to a non-traded business development company.

# Athene and Athora

- Through its subsidiaries, Apollo managed or advised \$116.8 billion of combined AUM in accounts owned by or related to Athene and Athora as of December 31, 2018
- Of the total Athene and Athora AUM, \$26.2 billion, or 22%, was either sub-advised by Apollo or invested in funds and investment vehicles managed by Apollo
- The total Athene and Athora AUM that moved from non-sub-advised to sub-advised by Apollo during the three and twelve months ended December 31, 2018 was \$4.8 billion and \$10.8 billion, respectively, including \$1.6 billion related to the Lincoln and Catalina transactions

## Athene and Athora AUM

(\$ in billions)



## Sub-Advised AUM by Asset Category

(\$ in billions)

4Q'18

|                       |               |
|-----------------------|---------------|
| <b>Credit</b>         | <b>\$16.4</b> |
| Liquid/Performing     | 15.1          |
| Drawdown              | 1.3           |
| <b>Private Equity</b> | <b>\$1.6</b>  |
| <b>Real Assets</b>    | <b>\$8.2</b>  |
| Debt                  | 7.0           |
| Equity                | 1.2           |
| <b>Total</b>          | <b>\$26.2</b> |

# Appendix

# Reconciliation of GAAP to Non-GAAP Measures

| (\$ in thousands)  | 4Q'17             | 1Q'18             | 2Q'18             | 3Q'18            | 4Q'18              | FY'17              | FY'18              |
|--|-------------------|-------------------|-------------------|------------------|--------------------|--------------------|--------------------|
| <b>Total Revenues (GAAP)</b>   | <b>\$928,271</b>  | <b>\$166,903</b>  | <b>\$523,316</b>  | <b>\$517,731</b> | <b>(\$114,885)</b> | <b>\$2,771,803</b> | <b>\$1,093,065</b> |
| Equity awards granted by unconsolidated related parties, reimbursable expenses and other | (22,706)          | (18,913)          | (20,200)          | (23,019)         | (19,760)           | (75,940)           | (81,892)           |
| Adjustments related to consolidated funds and VIEs                                       | 322               | 1,639             | 1,979             | 2,445            | 10,323             | 4,617              | 16,386             |
| <b>Total Segment Revenues<sup>1</sup></b>  | <b>\$905,887</b>  | <b>\$149,629</b>  | <b>\$505,095</b>  | <b>\$497,157</b> | <b>(\$124,322)</b> | <b>\$2,700,480</b> | <b>\$1,027,559</b> |
| <b>Total Expenses (GAAP)</b>   | <b>\$392,052</b>  | <b>\$214,875</b>  | <b>\$301,394</b>  | <b>\$312,727</b> | <b>\$73,943</b>    | <b>\$1,360,049</b> | <b>\$902,939</b>   |
| Equity awards granted by unconsolidated related parties, reimbursable expenses and other | (22,706)          | (18,735)          | (19,836)          | (23,153)         | (21,000)           | (75,940)           | (82,724)           |
| Transaction-related compensation charges   | (5,760)           | (892)             | 7,854             | (206)            | 2,802              | (12,169)           | 9,558              |
| Reclassification of interest expense <sup>1</sup>  | (13,377)          | (13,797)          | (15,162)          | (15,209)         | (15,206)           | (52,873)           | (59,374)           |
| Amortization of transaction-related intangibles  | (943)             | (960)             | (949)             | (1,047)          | (971)              | (5,329)            | (3,927)            |
| <b>Total Segment Expenses<sup>1</sup></b>  | <b>\$349,266</b>  | <b>\$180,491</b>  | <b>\$273,301</b>  | <b>\$273,112</b> | <b>\$39,568</b>    | <b>\$1,213,738</b> | <b>\$766,472</b>   |
| <b>Total Other Income (Loss), net (GAAP)</b>   | <b>\$196,104</b>  | <b>(\$52,796)</b> | <b>(\$59,188)</b> | <b>\$176,780</b> | <b>(\$149,650)</b> | <b>\$357,830</b>   | <b>(\$84,854)</b>  |
| Reclassification of interest expense <sup>2</sup>  | (13,377)          | (13,797)          | (15,162)          | (15,209)         | (15,206)           | (52,873)           | (59,374)           |
| Adjustments related to consolidated funds and VIEs                                       | 893               | (6,225)           | (8,967)           | (12,732)         | (15,934)           | (9,131)            | (43,858)           |
| Gain from remeasurement of tax receivable agreement liability                            | (200,240)         | —                 | —                 | —                | (35,405)           | (200,240)          | (35,405)           |
| <b>Total Segment Other Income (Loss)<sup>1</sup></b>                                     | <b>(\$16,620)</b> | <b>(\$72,818)</b> | <b>(\$83,317)</b> | <b>\$148,839</b> | <b>(\$216,195)</b> | <b>\$95,586</b>    | <b>(\$223,491)</b> |

1) For details of Total Segment Revenues, Total Segment Expenses and Total Segment Other Income (Loss), refer to slide 21.

2) For EI presentation purposes, interest income is presented net of interest expense as a component of other income.

# Non-GAAP Measures

- The following table sets forth Apollo's total segment revenues for the combined segments

| (\$ in thousands)                  | 4Q'17            | 1Q'18            | 2Q'18            | 3Q'18            | 4Q'18              | FY'17              | FY'18              |
|------------------------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|--------------------|
| <b>Total Segment Revenues:</b>     |                  |                  |                  |                  |                    |                    |                    |
| Management fees                    | \$280,920        | \$272,203        | \$325,864        | \$339,905        | \$344,716          | \$1,082,315        | \$1,282,688        |
| Advisory and transaction fees, net | 62,719           | 12,994           | 15,580           | 12,972           | 70,021             | 117,624            | 111,567            |
| Performance fees:                  |                  |                  |                  |                  |                    |                    |                    |
| Unrealized                         | 300,946          | (420,422)        | 20,619           | 26,447           | (579,413)          | 688,565            | (952,769)          |
| Realized                           | 202,798          | 297,458          | 120,240          | 100,095          | 60,666             | 649,025            | 578,459            |
| Total performance fees             | 503,744          | (122,964)        | 140,859          | 126,542          | (518,747)          | 1,337,590          | (374,310)          |
| Principal investment income (loss) | 58,504           | (12,604)         | 22,792           | 17,738           | (20,312)           | 162,951            | 7,614              |
| <b>Total Segment Revenues</b>      | <b>\$905,887</b> | <b>\$149,629</b> | <b>\$505,095</b> | <b>\$497,157</b> | <b>(\$124,322)</b> | <b>\$2,700,480</b> | <b>\$1,027,559</b> |

- The following table sets forth Apollo's total segment expenses for the combined segments

| (\$ in thousands)                 | 4Q'17            | 1Q'18            | 2Q'18            | 3Q'18            | 4Q'18           | FY'17              | FY'18            |
|-----------------------------------|------------------|------------------|------------------|------------------|-----------------|--------------------|------------------|
| <b>Total Segment Expenses:</b>    |                  |                  |                  |                  |                 |                    |                  |
| Salary, bonus and benefits        | \$99,867         | \$106,531        | \$104,501        | \$101,533        | \$102,397       | \$394,155          | \$414,962        |
| Equity-based compensation         | 16,505           | 17,358           | 16,033           | 19,951           | 16,428          | 67,874             | 69,770           |
| Profit sharing expense:           |                  |                  |                  |                  |                 |                    |                  |
| Unrealized                        | 94,734           | (123,011)        | 9,125            | 8,903            | (216,452)       | 226,319            | (321,435)        |
| Realized <sup>1</sup>             | 75,359           | 110,270          | 69,810           | 54,180           | 37,992          | 278,838            | 272,252          |
| Equity-based <sup>2</sup>         | 1,403            | 14,641           | 17,845           | 23,802           | 33,222          | 4,060              | 89,510           |
| Total Profit Sharing Expense      | 171,496          | 1,900            | 96,780           | 86,885           | (145,238)       | 509,217            | 40,327           |
| Non-compensation expenses:        |                  |                  |                  |                  |                 |                    |                  |
| General, administrative and other | 60,045           | 54,375           | 55,676           | 63,997           | 65,243          | 228,579            | 239,291          |
| Placement fees                    | 1,353            | 327              | 311              | 746              | 738             | 13,913             | 2,122            |
| Total Non-Compensation Expenses   | 61,398           | 54,702           | 55,987           | 64,743           | 65,981          | 242,492            | 241,413          |
| <b>Total Segment Expenses</b>     | <b>\$349,266</b> | <b>\$180,491</b> | <b>\$273,301</b> | <b>\$273,112</b> | <b>\$39,568</b> | <b>\$1,213,738</b> | <b>\$766,472</b> |

- The following table sets forth Apollo's total segment other income for the combined segments

| (\$ in thousands)                             | 4Q'17             | 1Q'18             | 2Q'18             | 3Q'18            | 4Q'18              | FY'17           | FY'18              |
|---|-------------------|-------------------|-------------------|------------------|--------------------|-----------------|--------------------|
| <b>Total Segment Other Income (Loss):</b>     |                   |                   |                   |                  |                    |                 |                    |
| Net gains (losses) from investment activities | (\$7,846)         | (\$67,137)        | (\$67,565)        | \$155,262        | (\$206,986)        | \$94,774        | (\$186,426)        |
| Net interest loss                             | (9,420)           | (9,941)           | (10,336)          | (9,521)          | (7,775)            | (44,984)        | (37,573)           |
| Other income (loss), net                      | 646               | 4,260             | (5,416)           | 3,098            | (1,434)            | 45,796          | 508                |
| <b>Total Segment Other Income (Loss)</b>      | <b>(\$16,620)</b> | <b>(\$72,818)</b> | <b>(\$83,317)</b> | <b>\$148,839</b> | <b>(\$216,195)</b> | <b>\$95,586</b> | <b>(\$223,491)</b> |

- The Company issues restricted shares or RSUs to settle a portion of the expense of certain equity-based profit sharing arrangements. The fair value of the awards granted in connection with these arrangements was \$2.4 million, \$11.8 million, \$9.2 million, \$3.8 million, \$7.9 million, \$13.9 million and \$32.7 million during the periods 4Q'17, 1Q'18, 2Q'18, 3Q'18, 4Q'18, FY'17 and FY'18, respectively, and is recognized as equity-based profit sharing expense over a three-year vesting period.
- Includes \$12.4 million, \$14.5 million, \$19.3 million, \$29.0 million and \$75.2 million of expense related to grants of equity-based awards to certain employees for the periods 1Q'18, 2Q'18, 3Q'18, 4Q'18 and FY'18, respectively. These awards generally vest over three to five years on an accelerated recognition method over the vesting period.



# Credit

| (\$ in thousands, except where noted)         | 4Q'17            | 1Q'18           | 2Q'18           | 3Q'18            | 4Q'18             | FY'17            | FY'18            |
|---|------------------|-----------------|-----------------|------------------|-------------------|------------------|------------------|
| Management fees                               | \$186,108        | \$183,070       | \$184,587       | \$196,507        | \$199,794         | \$702,191        | \$763,958        |
| Advisory and transaction fees, net            | 20,249           | 2,348           | 2,284           | 2,310            | 2,588             | 30,733           | 9,530            |
| Performance fees:                             |                  |                 |                 |                  |                   |                  |                  |
| Unrealized                                    | 13,803           | 27,711          | 7,649           | (4,896)          | (37,375)          | 51,225           | (6,911)          |
| Realized                                      | 76,787           | 15,057          | 64,797          | 22,790           | 27,835            | 196,973          | 130,479          |
| Total performance fees                        | 90,590           | 42,768          | 72,446          | 17,894           | (9,540)           | 248,198          | 123,568          |
| Principal investment income                   | 7,157            | 5,409           | 10,888          | 6,803            | 21,876            | 27,718           | 44,976           |
| <b>Total Revenues</b>                         | <b>304,104</b>   | <b>233,595</b>  | <b>270,205</b>  | <b>223,514</b>   | <b>214,718</b>    | <b>1,008,840</b> | <b>942,032</b>   |
| Salary, bonus and benefits                    | 58,439           | 61,074          | 57,894          | 57,694           | 56,089            | 231,592          | 232,751          |
| Equity-based compensation                     | 9,198            | 9,727           | 8,311           | 11,525           | 7,569             | 37,453           | 37,132           |
| Profit sharing expense:                       |                  |                 |                 |                  |                   |                  |                  |
| Unrealized                                    | 860              | 15,713          | 3,052           | (1,409)          | (17,879)          | 18,268           | (523)            |
| Realized                                      | 26,633           | 6,602           | 37,106          | 12,079           | 14,833            | 77,801           | 70,620           |
| Equity-based                                  | 489              | 1,791           | 2,072           | 3,150            | 4,087             | 1,876            | 11,100           |
| Total Profit Sharing Expense                  | 27,982           | 24,106          | 42,230          | 13,820           | 1,041             | 97,945           | 81,197           |
| Non-compensation expenses:                    |                  |                 |                 |                  |                   |                  |                  |
| General, administrative and other             | 39,815           | 33,135          | 33,626          | 38,071           | 40,859            | 139,374          | 145,691          |
| Placement fees                                | 1,302            | 276             | 279             | 695              | 280               | 10,130           | 1,530            |
| Total Non-Compensation Expenses               | 41,117           | 33,411          | 33,905          | 38,766           | 41,139            | 149,504          | 147,221          |
| <b>Total Expenses</b>                         | <b>136,736</b>   | <b>128,318</b>  | <b>142,340</b>  | <b>121,805</b>   | <b>105,838</b>    | <b>516,494</b>   | <b>498,301</b>   |
| Net gains (losses) from investment activities | (6,230)          | (55,267)        | (47,432)        | 113,188          | (145,774)         | 85,135           | (135,285)        |
| Net interest loss                             | (4,731)          | (4,971)         | (5,382)         | (4,858)          | (3,567)           | (23,709)         | (18,778)         |
| Other income (loss), net                      | 149              | 3,946           | (2,319)         | 1,155            | (711)             | 17,037           | 2,071            |
| <b>Other Income (Loss)</b>                    | <b>(10,812)</b>  | <b>(56,292)</b> | <b>(55,133)</b> | <b>109,485</b>   | <b>(150,052)</b>  | <b>78,463</b>    | <b>(151,992)</b> |
| Non-Controlling Interest                      | (1,135)          | (1,215)         | (1,364)         | (1,187)          | (1,242)           | (4,379)          | (5,008)          |
| <b>Economic Income (Loss)</b>                 | <b>\$155,421</b> | <b>\$47,770</b> | <b>\$71,368</b> | <b>\$210,007</b> | <b>(\$42,414)</b> | <b>\$566,430</b> | <b>\$286,731</b> |
| <b>Fee Related Earnings</b>                   | <b>\$111,211</b> | <b>\$99,551</b> | <b>\$99,697</b> | <b>\$110,102</b> | <b>\$114,272</b>  | <b>\$384,191</b> | <b>\$423,622</b> |
| AUM (\$ in millions)                          | 164,113          | 165,265         | 183,426         | 182,640          | 193,236           | 164,113          | 193,236          |
| Fee-Generating AUM (\$ in millions)           | 130,150          | 129,484         | 147,511         | 148,326          | 158,031           | 130,150          | 158,031          |

# Private Equity

| (\$ in thousands, except where noted)         | 4Q'17            | 1Q'18              | 2Q'18           | 3Q'18            | 4Q'18              | FY'17            | FY'18              |
|---|------------------|--------------------|-----------------|------------------|--------------------|------------------|--------------------|
| Management fees                               | \$75,982         | \$71,160           | \$122,812       | \$123,304        | \$123,443          | \$306,734        | \$440,719          |
| Advisory and transaction fees, net            | 42,417           | 10,598             | 13,294          | 5,925            | 59,568             | 84,063           | 89,385             |
| Performance fees:                             |                  |                    |                 |                  |                    |                  |                    |
| Unrealized                                    | 290,290          | (445,468)          | 13,228          | 29,005           | (538,455)          | 642,126          | (941,690)          |
| Realized                                      | 120,166          | 279,275            | 52,641          | 76,746           | 32,701             | 433,983          | 441,363            |
| Total performance fees                        | 410,456          | (166,193)          | 65,869          | 105,751          | (505,754)          | 1,076,109        | (500,327)          |
| Principal investment income (loss)            | 50,425           | (17,531)           | 11,105          | 10,328           | (43,284)           | 132,376          | (39,382)           |
| <b>Total Revenues</b>                         | <b>579,280</b>   | <b>(101,966)</b>   | <b>213,080</b>  | <b>245,308</b>   | <b>(366,027)</b>   | <b>1,599,282</b> | <b>(9,605)</b>     |
| Salary, bonus and benefits                    | 29,865           | 35,021             | 36,509          | 33,673           | 33,652             | 123,095          | 138,855            |
| Equity-based compensation                     | 6,382            | 6,772              | 6,875           | 7,905            | 7,469              | 27,516           | 29,021             |
| Profit sharing expense:                       |                  |                    |                 |                  |                    |                  |                    |
| Unrealized                                    | 94,951           | (137,633)          | 6,380           | 8,537            | (197,223)          | 211,976          | (319,939)          |
| Realized                                      | 45,786           | 102,082            | 31,644          | 41,553           | 22,594             | 191,569          | 197,873            |
| Equity-based                                  | 914              | 12,601             | 15,483          | 20,267           | 28,555             | 2,184            | 76,906             |
| Total Profit Sharing Expense                  | 141,651          | (22,950)           | 53,507          | 70,357           | (146,074)          | 405,729          | (45,160)           |
| Non-compensation expenses:                    |                  |                    |                 |                  |                    |                  |                    |
| General, administrative and other             | 14,828           | 15,098             | 15,740          | 19,740           | 16,845             | 68,504           | 67,423             |
| Placement fees                                | 51               | 51                 | 32              | 51               | 451                | 3,783            | 585                |
| Total Non-Compensation Expenses               | 14,879           | 15,149             | 15,772          | 19,791           | 17,296             | 72,287           | 68,008             |
| <b>Total Expenses</b>                         | <b>192,777</b>   | <b>33,992</b>      | <b>112,663</b>  | <b>131,726</b>   | <b>(87,657)</b>    | <b>628,627</b>   | <b>190,724</b>     |
| Net gains (losses) from investment activities | (1,603)          | (11,877)           | (20,137)        | 42,074           | (61,245)           | 9,652            | (51,185)           |
| Net interest loss                             | (3,645)          | (3,927)            | (3,857)         | (3,680)          | (3,230)            | (16,597)         | (14,694)           |
| Other income (loss), net                      | 384              | 251                | (2,398)         | 666              | (572)              | 26,299           | (2,053)            |
| <b>Other Income (Loss)</b>                    | <b>(4,864)</b>   | <b>(15,553)</b>    | <b>(26,392)</b> | <b>39,060</b>    | <b>(65,047)</b>    | <b>19,354</b>    | <b>(67,932)</b>    |
| <b>Economic Income (Loss)<sup>1</sup></b>     | <b>\$381,639</b> | <b>(\$151,511)</b> | <b>\$74,025</b> | <b>\$152,642</b> | <b>(\$343,417)</b> | <b>\$990,009</b> | <b>(\$268,261)</b> |
| <b>Fee Related Earnings</b>                   | <b>\$74,043</b>  | <b>\$31,840</b>    | <b>\$83,918</b> | <b>\$77,034</b>  | <b>\$132,158</b>   | <b>\$221,713</b> | <b>\$324,950</b>   |
| AUM (\$ in millions)                          | 72,432           | 68,949             | 71,731          | 72,157           | 69,088             | 72,432           | 69,088             |
| Fee-Generating AUM (\$ in millions)           | 29,792           | 43,758             | 44,449          | 44,007           | 43,951             | 29,792           | 43,951             |

1) FY'17 includes \$17.5 million in insurance proceeds received in connection with fees and expenses relating to a legal proceeding, which was recorded in Other income (loss).

# Real Assets

| (\$ in thousands, except where noted)         | 4Q'17          | 1Q'18            | 2Q'18          | 3Q'18          | 4Q'18          | FY'17           | FY'18           |
|---|----------------|------------------|----------------|----------------|----------------|-----------------|-----------------|
| Management fees                               | \$18,830       | \$17,973         | \$18,465       | \$20,094       | \$21,479       | \$73,390        | \$78,011        |
| Advisory and transaction fees, net            | 53             | 48               | 2              | 4,737          | 7,865          | 2,828           | 12,652          |
| Performance fees:                             |                |                  |                |                |                |                 |                 |
| Unrealized                                    | (3,147)        | (2,665)          | (258)          | 2,338          | (3,583)        | (4,786)         | (4,168)         |
| Realized                                      | 5,845          | 3,126            | 2,802          | 559            | 130            | 18,069          | 6,617           |
| Total performance fees                        | 2,698          | 461              | 2,544          | 2,897          | (3,453)        | 13,283          | 2,449           |
| Principal investment income (loss)            | 922            | (482)            | 799            | 607            | 1,096          | 2,857           | 2,020           |
| <b>Total Revenues</b>                         | <b>22,503</b>  | <b>18,000</b>    | <b>21,810</b>  | <b>28,335</b>  | <b>26,987</b>  | <b>92,358</b>   | <b>95,132</b>   |
| Salary, bonus and benefits                    | 11,563         | 10,436           | 10,098         | 10,166         | 12,656         | 39,468          | 43,356          |
| Equity-based compensation                     | 925            | 859              | 847            | 521            | 1,390          | 2,905           | 3,617           |
| Profit sharing expense:                       |                |                  |                |                |                |                 |                 |
| Unrealized                                    | (1,077)        | (1,091)          | (307)          | 1,775          | (1,350)        | (3,925)         | (973)           |
| Realized                                      | 2,940          | 1,586            | 1,060          | 548            | 565            | 9,468           | 3,759           |
| Equity-based                                  | —              | 249              | 290            | 385            | 580            | —               | 1,504           |
| Total Profit Sharing Expense                  | 1,863          | 744              | 1,043          | 2,708          | (205)          | 5,543           | 4,290           |
| Non-compensation expenses:                    |                |                  |                |                |                |                 |                 |
| General, administrative and other             | 5,402          | 6,142            | 6,310          | 6,186          | 7,539          | 20,701          | 26,177          |
| Placement fees                                | —              | —                | —              | —              | 7              | —               | 7               |
| Total Non-Compensation Expenses               | 5,402          | 6,142            | 6,310          | 6,186          | 7,546          | 20,701          | 26,184          |
| <b>Total Expenses</b>                         | <b>19,753</b>  | <b>18,181</b>    | <b>18,298</b>  | <b>19,581</b>  | <b>21,387</b>  | <b>68,617</b>   | <b>77,447</b>   |
| Net gains (losses) from investment activities | (13)           | 7                | 4              | —              | 33             | (13)            | 44              |
| Net interest loss                             | (1,044)        | (1,043)          | (1,097)        | (983)          | (978)          | (4,678)         | (4,101)         |
| Other income (loss), net                      | 113            | 63               | (699)          | 1,277          | (151)          | 2,460           | 490             |
| <b>Other Income (Loss)</b>                    | <b>(944)</b>   | <b>(973)</b>     | <b>(1,792)</b> | <b>294</b>     | <b>(1,096)</b> | <b>(2,231)</b>  | <b>(3,567)</b>  |
| <b>Economic Income (Loss)</b>                 | <b>\$1,806</b> | <b>(\$1,154)</b> | <b>\$1,720</b> | <b>\$9,048</b> | <b>\$4,504</b> | <b>\$21,510</b> | <b>\$14,118</b> |
| <b>Fee Related Earnings</b>                   | <b>\$2,031</b> | <b>\$1,508</b>   | <b>\$2,056</b> | <b>\$9,922</b> | <b>\$9,181</b> | <b>\$18,509</b> | <b>\$22,667</b> |
| AUM (\$ in millions)                          | 12,383         | 13,202           | 14,295         | 15,383         | 17,935         | 12,383          | 17,935          |
| Fee-Generating AUM (\$ in millions)           | 9,023          | 9,225            | 10,275         | 11,276         | 12,385         | 9,023           | 12,385          |

# Reconciliation of GAAP Net Income Per Class A Share to Non-GAAP Per Share Measures

| (\$ in thousands, except share data)   | 4Q'17            | 1Q'18              | 2Q'18            | 3Q'18            | 4Q'18              | FY'17              | FY'18             |
|--|------------------|--------------------|------------------|------------------|--------------------|--------------------|-------------------|
| <b>Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders</b>  | <b>\$184,893</b> | <b>(\$62,645)</b>  | <b>\$54,658</b>  | <b>\$162,357</b> | <b>(\$196,408)</b> | <b>\$615,566</b>   | <b>(\$42,038)</b> |
| Distributions declared on Class A shares   | (75,571)         | (133,023)          | (76,602)         | (86,468)         | (92,651)           | (354,878)          | (388,744)         |
| Distribution on participating securities   | (2,403)          | (5,384)            | (4,153)          | (4,150)          | (4,432)            | (11,822)           | (18,119)          |
| Earnings allocable to participating securities   | (3,599)          | —                  | —                | (3,633)          | —                  | (8,828)            | —                 |
| Undistributed income (loss) attributable to Class A shareholders: Basic  | \$103,320        | (\$201,052)        | (\$26,097)       | \$68,106         | (\$293,491)        | \$240,038          | (\$448,901)       |
| GAAP weighted average number of Class A shares outstanding: Basic  | 193,609,614      | 198,432,603        | 200,711,475      | 200,347,996      | 200,269,856        | 190,931,743        | 199,946,632       |
| <b>GAAP Net Income (Loss) per Class A Share under the Two-Class Method: Basic</b>  | <b>\$0.92</b>    | <b>(\$0.34)</b>    | <b>\$0.25</b>    | <b>\$0.77</b>    | <b>(\$1.00)</b>    | <b>\$3.12</b>      | <b>(\$0.30)</b>   |
| Distributed Income   | \$0.39           | \$0.66             | \$0.38           | \$0.43           | \$0.46             | \$1.85             | \$1.93            |
| Undistributed Income (Loss)  | \$0.53           | (\$1.00)           | (\$0.13)         | \$0.34           | (\$1.46)           | \$1.27             | (\$2.23)          |
| <b>Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders</b>  | <b>\$184,893</b> | <b>(\$62,645)</b>  | <b>\$54,658</b>  | <b>\$162,357</b> | <b>(\$196,408)</b> | <b>\$615,566</b>   | <b>(\$42,038)</b> |
| Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders to Income (Loss) Before Income Tax Provision Differences <sup>1</sup> | 547,430          | (38,123)           | 108,076          | 219,427          | (142,070)          | 1,154,018          | 147,310           |
| <b>Income (Loss) Before Income Tax Provision</b>   | <b>\$732,323</b> | <b>(\$100,768)</b> | <b>\$162,734</b> | <b>\$381,784</b> | <b>(\$338,478)</b> | <b>\$1,769,584</b> | <b>\$105,272</b>  |
| Income (Loss) Before Income Tax Provision to Economic Income (Loss) Differences <sup>1</sup>   | (193,457)        | (4,127)            | (15,621)         | (10,087)         | (42,849)           | (191,635)          | (72,684)          |
| <b>Economic Income (Loss)</b>  | <b>\$538,866</b> | <b>(\$104,895)</b> | <b>\$147,113</b> | <b>\$371,697</b> | <b>(\$381,327)</b> | <b>\$1,577,949</b> | <b>\$32,588</b>   |
| Income tax provision on Economic Income (Loss)   | (44,155)         | (11,736)           | (29,690)         | (28,451)         | (15,636)           | (127,280)          | (85,513)          |
| Preferred distributions  | (4,383)          | (4,383)            | (8,952)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Economic Net Income (Loss)</b>  | <b>\$490,328</b> | <b>(\$121,014)</b> | <b>\$108,471</b> | <b>\$334,082</b> | <b>(\$406,126)</b> | <b>\$1,437,131</b> | <b>(\$84,587)</b> |
| Weighted Average Economic Net Income Shares Outstanding <sup>2</sup>   | 403,097,024      | 404,854,447        | 404,253,701      | 403,996,151      | 403,800,384        | 403,048,568        | 404,222,653       |
| Economic Net Income (Loss) per Share   | \$1.22           | (\$0.30)           | \$0.27           | \$0.83           | (\$1.01)           | \$3.57             | (\$0.21)          |
| Economic Net Income (Loss) to Fee Related Earnings Differences <sup>1</sup>  | (303,043)        | 253,913            | 77,200           | (137,024)        | 661,737            | (812,718)          | 855,826           |
| <b>Fee Related Earnings</b>  | <b>\$187,285</b> | <b>\$132,899</b>   | <b>\$185,671</b> | <b>\$197,058</b> | <b>\$255,611</b>   | <b>\$624,413</b>   | <b>\$771,239</b>  |
| Distributable Earnings Shares Outstanding  | 409,373,371      | 412,456,787        | 413,498,890      | 413,514,496      | 413,509,322        | 409,373,371        | 413,509,322       |
| Fee Related Earnings per Share   | \$0.46           | \$0.32             | \$0.45           | \$0.48           | \$0.62             | \$1.53             | \$1.87            |
| Fee Related Earnings to Distributable Earnings Differences <sup>1</sup>  | 140,275          | 73,854             | 55,351           | 47,844           | 15,419             | 385,589            | 192,468           |
| <b>Distributable Earnings</b>  | <b>\$327,560</b> | <b>\$206,753</b>   | <b>\$241,022</b> | <b>\$244,902</b> | <b>\$271,030</b>   | <b>\$1,010,002</b> | <b>\$963,707</b>  |
| Taxes and Related Payables   | (5,993)          | (11,198)           | (13,838)         | (9,734)          | (9,445)            | (26,337)           | (44,215)          |
| Preferred distributions  | (4,383)          | (4,383)            | (8,952)          | (9,164)          | (9,163)            | (13,538)           | (31,662)          |
| <b>Distributable Earnings After Taxes and Related Payables</b>   | <b>\$317,184</b> | <b>\$191,172</b>   | <b>\$218,232</b> | <b>\$226,004</b> | <b>\$252,422</b>   | <b>\$970,127</b>   | <b>\$887,830</b>  |
| Distributable Earnings Shares Outstanding <sup>2</sup>   | 409,373,371      | 412,456,787        | 413,498,890      | 413,514,496      | 413,509,322        | 409,373,371        | 413,509,322       |
| Distributable Earnings per Share of Common & Equivalent  | \$0.77           | \$0.46             | \$0.53           | \$0.55           | \$0.61             | \$2.37             | \$2.15            |

1) See page 5 for reconciliation of Net Income (Loss) Attributable to Apollo Global Management, LLC Class A Shareholders, Income (Loss) Before Income Tax Provision, Economic Net Income (Loss), Fee Related Earnings and Distributable Earnings.

2) See page 28 for reconciliation of GAAP Class A shares outstanding to non-GAAP shares outstanding.

# Walkdown of Non-GAAP Measures

|   |  | 4Q'18   |                   | FY'18            |                  |               |
|---|--|---|-------------------|------------------|------------------|---------------|
|   |  | Results   | Per Share         | Results          | Per Share        |               |
| Economic Net Income                               | Distributable Earnings After Taxes and Related Payables        | Management fees                                   | \$344,716         |                  | \$1,282,688      |               |
|   |  | Advisory and transaction fees, net                | 70,021            |                  | 111,567          |               |
|   |  | Performance fees <sup>1</sup>                     | 10,285            |                  | 28,390           |               |
|   |  | Salary, bonus and benefits                        | (102,397)         |                  | (414,962)        |               |
|   |  | Non-compensation expenses                         | (65,981)          |                  | (241,413)        |               |
|   |  | Other income attributable to Fee Related Earnings | 209               |                  | 9,977            |               |
|   |  | Non-Controlling Interest                          | (1,242)           |                  | (5,008)          |               |
|   |  | <b>Fee Related Earnings</b>                       | <b>\$255,611</b>  | <b>\$0.62</b>    | <b>\$771,239</b> | <b>\$1.87</b> |
|   |  | Realized performance fees <sup>2</sup>            | 50,381            |                  | 380,188          |               |
|   |  | Realized profit sharing expense <sup>2</sup>      | (37,992)          |                  | (225,629)        |               |
|   | Non-cash management fees                                       | (842)   |                   | (3,369)          |                  |               |
|   | Realized principal investment income                           | 9,158   |                   | 69,711           |                  |               |
|   | Net interest loss  | (7,775)   |                   | (37,573)         |                  |               |
|   | Depreciation and amortization and other                        | 2,489   |                   | 9,140            |                  |               |
|   | Taxes and related payables                                     | (9,445)   |                   | (44,215)         |                  |               |
|   | Preferred distributions  | (9,163)   |                   | (31,662)         |                  |               |
|   | <b>Distributable Earnings After Taxes and Related Payables</b> | <b>\$252,422</b>                                  | <b>\$0.61</b>     | <b>\$887,830</b> | <b>\$2.15</b>    |               |
|   | Taxes and related payables                                     | 9,445   |                   | 44,215           |                  |               |
|   | Unrealized performance fees                                    | (579,413)   |                   | (952,769)        |                  |               |
|   | Unrealized profit sharing expense                              | 216,452   |                   | 321,435          |                  |               |
| Non-cash management fees                          | 842  |   | 3,369             |                  |                  |               |
| Non-cash realized performance fees                | —  |   | 169,881           |                  |                  |               |
| Non-cash realized profit sharing expense          | —  |   | (46,623)          |                  |                  |               |
| Unrealized principal investment loss              | (29,470)   |   | (62,097)          |                  |                  |               |
| Unrealized losses from investment activities      | (206,986)  |   | (186,426)         |                  |                  |               |
| Equity-based compensation                         | (16,428)   |   | (69,770)          |                  |                  |               |
| Profit sharing expense: Equity-based <sup>3</sup> | (33,222)   |   | (89,510)          |                  |                  |               |
| Depreciation and amortization and other           | (4,132)  |   | (18,609)          |                  |                  |               |
| Income tax provision on Economic Loss             | (15,636)   |   | (85,513)          |                  |                  |               |
| <b>Economic Net Loss</b>                          | <b>(\$406,126)</b>   | <b>(\$1.01)</b>                                   | <b>(\$84,587)</b> | <b>(\$0.21)</b>  |                  |               |

1) Represents certain performance fees from business development companies and Redding Ridge Holdings.

2) FY'18 excludes realized performance fees and realized profit sharing expense settled in the form of shares of Athene Holding.

3) Includes amortization related to grants of equity-based awards to certain executives.

# Shareholder Distribution

- Generated \$0.61 of Distributable Earnings After Taxes and Related Payables per Share of Common & Equivalent during the quarter
- Apollo declared a quarterly distribution of \$0.56 per Class A share to holders of record as of February 21, 2019, which is payable on February 28, 2019

| (\$ in thousands, except per share data)                                 | 4Q'17            | 3Q'18            | 4Q'18            | FY'17              | FY'18            |
|--|------------------|------------------|------------------|--------------------|------------------|
| <b>Distributable Earnings</b>  | <b>\$327,560</b> | <b>\$244,902</b> | <b>\$271,030</b> | <b>\$1,010,002</b> | <b>\$963,707</b> |
| Taxes and Related Payables <sup>1</sup>                                  | (5,993)          | (9,734)          | (9,445)          | (26,337)           | (44,215)         |
| Preferred Distributions  | (4,383)          | (9,164)          | (9,163)          | (13,538)           | (31,662)         |
| <b>DE After Taxes and Related Payables</b>                               | <b>\$317,184</b> | <b>\$226,004</b> | <b>\$252,422</b> | <b>\$970,127</b>   | <b>\$887,830</b> |
| Add Back: Taxes & Related Payables Attributable to Common & Equivalents  | 4,122            | 7,702            | 7,968            | 18,213             | 36,645           |
| DE Before Certain Payables <sup>2</sup>                                  | 321,306          | 233,706          | 260,390          | 988,340            | 924,475          |
| Percent to Common & Equivalents  | 49%              | 51%              | 51%              | 49%                | 51%              |
| DE Before Other Payables Attributable to Common & Equivalents            | 158,257          | 119,231          | 132,971          | 486,799            | 472,095          |
| Less: Taxes & Related Payables Attributable to Common & Equivalents      | (4,122)          | (7,702)          | (7,968)          | (18,213)           | (36,645)         |
| <b>DE Attributable to Common &amp; Equivalents</b>                       | <b>\$154,135</b> | <b>\$111,529</b> | <b>\$125,003</b> | <b>\$468,586</b>   | <b>\$435,450</b> |
| <b>Per Share of Common &amp; Equivalent<sup>3</sup></b>                  | <b>\$0.77</b>    | <b>\$0.55</b>    | <b>\$0.61</b>    | <b>\$2.37</b>      | <b>\$2.15</b>    |
| Retained Capital per Share of Common & Equivalent <sup>3,4</sup>         | (0.11)           | (0.09)           | (0.05)           | (0.31)             | (0.32)           |
| <b>Net Distribution per Share of Common &amp; Equivalent<sup>3</sup></b> | <b>\$0.66</b>    | <b>\$0.46</b>    | <b>\$0.56</b>    | <b>\$2.06</b>      | <b>\$1.83</b>    |
| Payout Ratio   | 86%              | 84%              | 92%              | 87%                | 85%              |

1) Represents the estimated current corporate, local and non-U.S. taxes as well as the payable under Apollo's TRA. DE After Taxes and Related Payables is calculated after current taxes and the impact of the TRA. The TRA component of taxes used in calculating DE After Taxes was previously estimated based on the tax asset used to reduce the prior year's tax liability. In 2018, the DE effective tax rate, using this estimation methodology, results in an increase in the tax rate despite the significantly reduced federal tax rate under tax reform. We believe it is more meaningful to estimate the current year impact of the TRA component of taxes when calculating DE After Taxes. The impact of this change is not significant to DE After Taxes and Related Payables as previously reported; DE After Taxes and Related Payables would have been \$308.8 million and \$937.8 million in 4Q'17 and FY'17, respectively.

2) DE Before Certain Payables represents Distributable Earnings before the deduction for estimated current corporate taxes and the amounts payable under Apollo's TRA.

3) Per share calculations are based on end of period Distributable Earnings Shares Outstanding, which consist of total Class A shares outstanding, Apollo Operating Group Units and RSUs that participate in distributions (collectively referred to as "common & equivalents"). See page 28 for the share reconciliation.

4) Retained capital is withheld pro-rata from common & equivalent holders.

# Share Reconciliation

|  | 4Q'17              | 1Q'18              | 2Q'18              | 3Q'18              | 4Q'18              | FY'17              | FY'18              |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|
| Total GAAP Weighted-Average Class A Shares Outstanding: Basic  | 193,609,614        | 198,432,603        | 200,711,475        | 200,347,996        | 200,269,856        | 190,931,743        | 199,946,632        |
| Non-GAAP Adjustments:  |                    |                    |                    |                    |                    |                    |                    |
| Apollo Operating Group Units                                   | 208,827,733        | 204,576,722        | 202,559,221        | 202,552,808        | 202,416,816        | 211,360,975        | 203,019,177        |
| RSUs   | 180,636            | 1,176,450          | 111,995            | 155,287            | 108,889            | 454,929            | 384,592            |
| Restricted shares  | 479,041            | 668,672            | 871,010            | 940,060            | 1,004,823          | 300,921            | 872,252            |
| <b>Weighted-Average Economic Net Income Shares Outstanding</b> | <b>403,097,024</b> | <b>404,854,447</b> | <b>404,253,701</b> | <b>403,996,151</b> | <b>403,800,384</b> | <b>403,048,568</b> | <b>404,222,653</b> |

|   | 4Q'17              | 1Q'18              | 2Q'18              | 3Q'18              | 4Q'18              |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|
| Total GAAP Class A Shares Outstanding               | 195,267,669        | 201,550,654        | 201,585,096        | 201,089,465        | 201,400,500        |
| Non-GAAP Adjustments:                               |                    |                    |                    |                    |                    |
| Apollo Operating Group Units                        | 207,739,821        | 202,559,221        | 202,559,221        | 202,549,221        | 202,345,561        |
| Vested RSUs   | 2,802,277          | 253,700            | 368,197            | 228,009            | 2,380,783          |
| <b>Economic Net Income Shares Outstanding</b>       | <b>405,809,767</b> | <b>404,363,575</b> | <b>404,512,514</b> | <b>403,866,695</b> | <b>406,126,844</b> |
| Unvested RSUs Eligible for Distribution Equivalents | 3,563,604          | 8,093,212          | 8,986,376          | 9,647,801          | 7,382,478          |
| <b>Distributable Earnings Shares Outstanding</b>    | <b>409,373,371</b> | <b>412,456,787</b> | <b>413,498,890</b> | <b>413,514,496</b> | <b>413,509,322</b> |

# Unaudited Supplemental Presentation of Statement of Financial Condition

As of December 31, 2018

| (\$ in thousands)  | Apollo Global Management,<br>LLC and Consolidated<br>Subsidiaries <sup>1</sup> | Consolidated Funds and VIEs | Eliminations      | Consolidated       |
|--|--|-----------------------------|-------------------|--------------------|
| <b>Assets:</b>   |  |                             |                   |                    |
| Cash and cash equivalents                                | \$609,743  | \$4                         | \$—               | \$609,747          |
| Restricted cash  | 3,457  | —                           | —                 | 3,457              |
| U.S. Treasury securities, at fair value                  | 392,932  | —                           | —                 | 392,932            |
| Investments  | 2,811,445  | 558                         | (89,391)          | 2,722,612          |
| Assets of consolidated variable interest entities        | —  | 1,291,199                   | (308)             | 1,290,891          |
| Incentive fees receivable                                | 6,792  | —                           | —                 | 6,792              |
| Due from related parties                                 | 379,525  | —                           | (1,417)           | 378,108            |
| Deferred tax assets                                      | 306,094  | —                           | —                 | 306,094            |
| Other assets   | 173,907  | —                           | (637)             | 173,270            |
| Goodwill   | 88,852   | —                           | —                 | 88,852             |
| Intangible assets, net                                   | 18,899   | —                           | —                 | 18,899             |
| <b>Total Assets</b>                                      | <b>\$4,791,646</b>   | <b>\$1,291,761</b>          | <b>(\$91,753)</b> | <b>\$5,991,654</b> |
| <b>Liabilities and Shareholders' Equity</b>              |  |                             |                   |                    |
| <b>Liabilities:</b>                                      |  |                             |                   |                    |
| Accounts payable and accrued expenses                    | \$70,878   | \$—                         | \$—               | \$70,878           |
| Accrued compensation and benefits                        | 73,583   | —                           | —                 | 73,583             |
| Deferred revenue   | 111,097  | —                           | —                 | 111,097            |
| Due to related parties                                   | 425,435  | —                           | —                 | 425,435            |
| Profit sharing payable                                   | 452,141  | —                           | —                 | 452,141            |
| Debt   | 1,360,448  | —                           | —                 | 1,360,448          |
| Liabilities of consolidated variable interest entities   | —  | 980,682                     | (46,244)          | 934,438            |
| Other liabilities  | 111,794  | —                           | —                 | 111,794            |
| <b>Total Liabilities</b>                                 | <b>2,605,376</b>   | <b>980,682</b>              | <b>(46,244)</b>   | <b>3,539,814</b>   |
| <b>Shareholders' Equity:</b>                             |  |                             |                   |                    |
| Apollo Global Management, LLC shareholders' equity:      |  |                             |                   |                    |
| Series A Preferred shares                                | 264,398  | —                           | —                 | 264,398            |
| Series B Preferred shares                                | 289,815  | —                           | —                 | 289,815            |
| Additional paid in capital                               | 1,299,418  | —                           | —                 | 1,299,418          |
| Accumulated deficit                                      | (473,275)  | 17,673                      | (17,674)          | (473,276)          |
| Accumulated other comprehensive income (loss)            | (3,925)  | (2,479)                     | 2,245             | (4,159)            |
| Total Apollo Global Management, LLC shareholders' equity | 1,376,431  | 15,194                      | (15,429)          | 1,376,196          |
| Non-Controlling Interests in consolidated entities       | 5,717  | 295,885                     | (30,080)          | 271,522            |
| Non-Controlling Interests in Apollo Operating Group      | 804,122  | —                           | —                 | 804,122            |
| <b>Total Shareholders' Equity</b>                        | <b>2,186,270</b>   | <b>311,079</b>              | <b>(45,509)</b>   | <b>2,451,840</b>   |
| <b>Total Liabilities and Shareholders' Equity</b>        | <b>\$4,791,646</b>   | <b>\$1,291,761</b>          | <b>(\$91,753)</b> | <b>\$5,991,654</b> |

1) Represents amounts of the total combined segments.



# Investment Records as of December 31, 2018

## Drawdown

| (\$ in millions)                                    | Vintage Year <sup>1</sup> | Total AUM       | Committed Capital | Total Invested Capital <sup>1</sup> | Realized Value <sup>1</sup> | Remaining Cost <sup>1</sup> | Unrealized Value <sup>1</sup> | Total Value <sup>1</sup> | Gross IRR <sup>1</sup> | Net IRR <sup>1</sup> |
|---|---------------------------|-----------------|-------------------|-------------------------------------|-----------------------------|-----------------------------|-------------------------------|--------------------------|------------------------|----------------------|
| <b>Private Equity:</b>                              |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| Fund IX   | 2018                      | \$24,769        | \$24,729          | NM <sup>2</sup>                     | NM <sup>2</sup>             | NM <sup>2</sup>             | NM <sup>2</sup>               | NM <sup>2</sup>          | NM <sup>2</sup>        | NM <sup>2</sup>      |
| Fund VIII   | 2013                      | 19,518          | 18,377            | \$15,370                            | \$5,227                     | \$12,686                    | \$15,864                      | \$21,091                 | 17%                    | 11%                  |
| Fund VII  | 2008                      | 4,573           | 14,677            | 16,233                              | 30,797                      | 2,975                       | 2,330                         | 33,127                   | 34                     | 25                   |
| Fund VI   | 2006                      | 1,618           | 10,136            | 12,457                              | 19,983                      | 1,523                       | 1,007                         | 20,990                   | 12                     | 9                    |
| Fund V  | 2001                      | 267             | 3,742             | 5,192                               | 12,715                      | 120                         | 12                            | 12,727                   | 61                     | 44                   |
| Funds I, II, III, IV & MIA <sup>3</sup>             | Various                   | 13              | 7,320             | 8,753                               | 17,400                      | —                           | —                             | 17,400                   | 39                     | 26                   |
| <b>Traditional Private Equity Funds<sup>4</sup></b> |                           | <b>\$50,758</b> | <b>\$78,981</b>   | <b>\$58,005</b>                     | <b>\$86,122</b>             | <b>\$17,304</b>             | <b>\$19,213</b>               | <b>\$105,335</b>         | <b>39%</b>             | <b>25%</b>           |
| ANRP II   | 2016                      | 3,363           | 3,454             | 1,884                               | 818                         | 1,525                       | 1,763                         | 2,581                    | 32                     | 18                   |
| ANRP I  | 2012                      | 672             | 1,323             | 1,118                               | 936                         | 650                         | 417                           | 1,353                    | 6                      | 2                    |
| AION  | 2013                      | 740             | 826               | 634                                 | 272                         | 448                         | 565                           | 837                      | 19                     | 9                    |
| Hybrid Value Fund                                   | N/A                       | 2,814           | 2,822             | 114                                 | 3                           | 114                         | 112                           | 115                      | NM <sup>2</sup>        | NM <sup>2</sup>      |
| <b>Total Private Equity<sup>9</sup></b>             |                           | <b>\$58,347</b> | <b>\$87,406</b>   | <b>\$61,755</b>                     | <b>\$88,151</b>             | <b>\$20,041</b>             | <b>\$22,070</b>               | <b>\$110,221</b>         |                        |                      |
| <b>Credit:</b>                                      |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| Credit Opportunity Funds                            |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| COF III   | 2014                      | \$1,679         | \$3,426           | \$5,076                             | \$4,159                     | \$1,194                     | \$1,012                       | \$5,171                  | 1%                     | —%                   |
| COF II  | 2008                      | 42              | 1,583             | 2,176                               | 3,142                       | 32                          | 32                            | 3,174                    | 14                     | 11                   |
| COF I   | 2008                      | 308             | 1,485             | 1,611                               | 4,355                       | 25                          | 39                            | 4,394                    | 30                     | 27                   |
| European Principal Finance Funds                    |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| EPF III <sup>5</sup>                                | 2017                      | 4,466           | 4,543             | 1,455                               | 13                          | 1,443                       | 1,478                         | 1,491                    | NM <sup>2</sup>        | NM <sup>2</sup>      |
| EPF II <sup>5</sup>                                 | 2012                      | 2,155           | 3,462             | 3,468                               | 3,821                       | 1,013                       | 1,354                         | 5,175                    | 17                     | 10                   |
| EPF I <sup>5</sup>                                  | 2007                      | 251             | 1,485             | 1,952                               | 3,268                       | —                           | 13                            | 3,281                    | 23                     | 17                   |
| Structured Credit Funds                             |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| FCI III   | 2017                      | 2,729           | 1,906             | 1,751                               | 612                         | 1,454                       | 1,603                         | 2,215                    | NM <sup>2</sup>        | NM <sup>2</sup>      |
| FCI II  | 2013                      | 2,229           | 1,555             | 2,511                               | 1,399                       | 1,705                       | 1,636                         | 3,035                    | 9                      | 6                    |
| FCI I   | 2012                      | 802             | 559               | 1,506                               | 1,391                       | 707                         | 658                           | 2,049                    | 14                     | 11                   |
| SCRF IV <sup>12</sup>                               | 2017                      | 2,339           | 2,502             | 1,750                               | 447                         | 1,730                       | 1,613                         | 2,060                    | NM <sup>2</sup>        | NM <sup>2</sup>      |
| SCRF III  | 2015                      | —               | 1,238             | 2,110                               | 2,428                       | —                           | —                             | 2,428                    | 18                     | 14                   |
| SCRF II   | 2012                      | —               | 104               | 467                                 | 528                         | —                           | —                             | 528                      | 15                     | 12                   |
| SCRF I  | 2008                      | —               | 118               | 240                                 | 357                         | —                           | —                             | 357                      | 33                     | 26                   |
| Other Drawdown Funds & SIAs <sup>6</sup>            | Various                   | 6,766           | 10,083            | 10,348                              | 10,301                      | 2,280                       | 2,162                         | 12,463                   | 9                      | 6                    |
| <b>Total Credit<sup>10</sup></b>                    |                           | <b>\$23,766</b> | <b>\$34,049</b>   | <b>\$36,421</b>                     | <b>\$36,221</b>             | <b>\$11,583</b>             | <b>\$11,600</b>               | <b>\$47,821</b>          |                        |                      |
| <b>Real Assets:</b>                                 |                           |                 |                   |                                     |                             |                             |                               |                          |                        |                      |
| U.S. RE Fund II <sup>7</sup>                        | 2016                      | \$1,328         | \$1,233           | \$710                               | \$349                       | \$498                       | \$620                         | \$969                    | 19%                    | 16%                  |
| U.S. RE Fund I <sup>7</sup>                         | 2012                      | 418             | 651               | 633                                 | 668                         | 238                         | 279                           | 947                      | 15                     | 11                   |
| AGRE Debt Fund I <sup>13</sup>                      | 2011                      | 664             | 2,278             | 2,283                               | 1,836                       | 670                         | 656                           | 2,492                    | 9                      | 7                    |
| CPI Funds <sup>8</sup>                              | Various                   | 364             | 4,947             | 2,561                               | 2,640                       | 259                         | 48                            | 2,688                    | 14                     | 11                   |
| Asia RE Fund <sup>7</sup>                           | 2017                      | 624             | 709               | 303                                 | 199                         | 150                         | 177                           | 376                      | 18                     | 15                   |
| Infrastructure Equity Fund                          | 2018                      | 893             | 897               | 620                                 | —                           | 620                         | 620                           | 620                      | NM <sup>2</sup>        | NM <sup>2</sup>      |
| <b>Total Real Assets<sup>11</sup></b>               |                           | <b>\$4,291</b>  | <b>\$10,715</b>   | <b>\$7,110</b>                      | <b>\$5,692</b>              | <b>\$2,435</b>              | <b>\$2,400</b>                | <b>\$8,092</b>           |                        |                      |

# Investment Records – Notes

Note: The Drawdown funds included in the investment record table on page 30 have greater than \$500 million of AUM and/or form part of a flagship series of funds. The SIAs included in the investment record table on page 30 have greater than \$200 million of AUM and do not predominantly invest in other Apollo funds or SIAs.

- 1) Refer to the definitions of Vintage Year, Total Invested Capital, Realized Value, Remaining Cost, Unrealized Value, Total Value, Gross IRR and Net IRR in the non-GAAP financial information & definitions section of this presentation.
- 2) Data has not been presented as the fund commenced investing capital less than 24 months prior to the period indicated and such information was deemed not meaningful.
- 3) The general partners and managers of Funds I, II and MIA, as well as the general partner of Fund III, were excluded assets in connection with the 2007 Reorganization. As a result, Apollo did not receive the economics associated with these entities. The investment performance of these funds, combined with Fund IV, is presented to illustrate fund performance associated with Apollo's Managing Partners and other investment professionals.
- 4) Total IRR is calculated based on total cash flows for all funds presented.
- 5) Funds are denominated in Euros and historical figures are translated into U.S. dollars at an exchange rate of €1.00 to \$1.15 as of December 31, 2018.
- 6) Amounts presented have been aggregated for (i) Drawdown funds with AUM greater than \$500 million that do not form part of a flagship series of funds and (ii) SIAs with AUM greater than \$200 million that do not predominantly invest in other Apollo funds or SIAs. Certain SIAs' historical figures are denominated in Euros and translated into U.S. dollars at an exchange rate of €1.00 to \$1.15 as of December 31, 2018. Additionally, certain SIAs totaling \$1.7 billion of AUM have been excluded from Total Invested Capital, Realized Value, Remaining Cost, Unrealized Value and Total Value. These SIAs have an open ended life and a significant turnover in their portfolio assets due to the ability to recycle capital. These SIAs had \$10.7 billion of Total Invested Capital through December 31, 2018.
- 7) U.S. RE Fund I, U.S. RE Fund II and Asia RE Fund had \$155 million, \$761 million and \$366 million of co-investment commitments as of December 31, 2018, respectively, which are included in the figures in the table. A co-invest entity within U.S. RE Fund I is denominated in GBP and translated into U.S. dollars at an exchange rate of £1.00 to \$1.28 as of December 31, 2018.
- 8) As part of the acquisition of Citi Property Investors ("CPI"), Apollo acquired general partner interests in fully invested funds. CPI Funds refers to CPI Capital Partners North America, CPI Capital Partners Asia Pacific, CPI Capital Partners Europe and other CPI funds or individual investments of which Apollo is not the general partner or manager and only receives fees pursuant to either a sub-advisory agreement or an investment management and administrative agreement. For CPI Capital Partners North America, CPI Capital Partners Asia Pacific and CPI Capital Partners Europe, the gross and net IRRs are presented in the investment record table since acquisition on November 12, 2010. The aggregate net IRR for these funds from their inception to December 31, 2018 was (2%). This net IRR was primarily achieved during a period in which Apollo did not make the initial investment decisions and Apollo only became the general partner or manager of these funds upon completing the acquisition on November 12, 2010.
- 9) Private equity co-investment vehicles, funds with AUM less than \$500 million and certain vehicles through which Apollo and certain funds and accounts managed or advised by Apollo hold an investment in a single asset, have each been excluded. These vehicles and funds had \$10.7 billion of aggregate AUM as of December 31, 2018.
- 10) Certain credit funds and SIAs with AUM less than \$500 million and \$200 million, respectively, have been excluded. These funds and SIAs had \$2.2 billion of aggregate AUM as of December 31, 2018.
- 11) Certain accounts owned by or related to Athene, certain co-investment vehicles and certain funds with AUM less than \$500 million have been excluded. These accounts, co-investment vehicles and funds had \$8.1 billion of aggregate AUM as of December 31, 2018.
- 12) Remaining cost for certain of our credit funds may include physical cash called, invested or reserved for certain levered investments.
- 13) The investor in this U.S. Dollar denominated fund has chosen to make contributions and receive distributions in the local currency of each underlying investment. As a result, Apollo has not entered into foreign currency hedges for this fund and the returns presented include the impact of foreign currency gains or losses. The investor's gross and net IRR, before the impact of foreign currency gains or losses, from the fund's inception to December 31, 2018 was 10% and 9%, respectively.

# Investment Records as of December 31, 2018

## Liquid/Performing

| (\$ in millions)         | Vintage Year | Total AUM       | Net Returns |       |       |       |
|--------------------------|--------------|-----------------|-------------|-------|-------|-------|
|                          |              |                 | 4Q'18       | FY'18 | 4Q'17 | FY'17 |
| <b>Credit:</b>           |              |                 |             |       |       |       |
| Hedge Funds <sup>1</sup> | Various      | \$7,159         | (4%)        | 1%    | 2%    | 5%    |
| CLOs <sup>2</sup>        | Various      | 14,371          | (2)         | 1     | 1     | 4     |
| SIAs / Other             | Various      | 33,295          | (2)         | 1     | 1     | 7     |
| <b>Total</b>             |              | <b>\$54,825</b> |             |       |       |       |

## Permanent Capital Vehicles

| (\$ in millions)        | IPO Year <sup>4</sup> | Total AUM       | Total Returns <sup>3</sup> |       |       |       |
|-------------------------|-----------------------|-----------------|----------------------------|-------|-------|-------|
|                         |                       |                 | 4Q'18                      | FY'18 | 4Q'17 | FY'17 |
| <b>Credit:</b>          |                       |                 |                            |       |       |       |
| MidCap <sup>5</sup>     | N/A                   | \$8,771         | 4 %                        | 19 %  | 3%    | 12%   |
| AIF                     | 2013                  | 365             | (9)                        | (5)   | (1)   | 10    |
| AFT                     | 2011                  | 404             | (7)                        | (4)   | (1)   | —     |
| AINV/Other <sup>6</sup> | 2004                  | 4,503           | (22)                       | (18)  | (5)   | 6     |
| <b>Real Assets:</b>     |                       |                 |                            |       |       |       |
| ARI <sup>7</sup>        | 2009                  | 5,224           | (9%)                       | — %   | 4%    | 22%   |
| <b>Total</b>            |                       | <b>\$19,267</b> |                            |       |       |       |

Note: The above tables summarize the investment record for our Liquid/Performing and Permanent Capital Vehicles as defined in the non-GAAP financial information & definitions section of this presentation (excluding Athene Non-Sub-Advised, which refers to that portion of Athene's assets which are managed or advised by Apollo but not sub-advised by Apollo or invested in funds and or investment vehicles managed by Apollo, and Athora Non-Sub-Advised, which refers to that portion of Athora's assets which are managed or advised by Apollo but not sub-advised by Apollo or invested in funds and or investment vehicles managed by Apollo). All amounts are as of December 31, 2018, unless otherwise noted.

- Hedge funds primarily includes Apollo Credit Strategies Master Fund Ltd. and Apollo Credit Master Fund Ltd.
- CLO returns are calculated based on gross return on invested assets, which excludes cash. Included within Total AUM of CLOs is \$5.5 billion of AUM related to Redding Ridge, from which Apollo earns investment-related service fees, but for which Apollo does not provide management or advisory services. CLO returns exclude performance related to this AUM.
- Total returns are based on the change in closing trading prices during the respective periods presented taking into account dividends and distributions, if any, as if they were reinvested without regard to commission.
- An initial public offering ("IPO") year represents the year in which the vehicle commenced trading on a national securities exchange.
- MidCap is not a publicly traded vehicle and therefore IPO year is not applicable. The returns presented are a gross return based on NAV. The net returns based on NAV were 3%, 14%, 2% and 8% for 4Q'18, FY'18, 4Q'17 and FY'17, respectively. Gross and net return are defined in the non-GAAP financial information and definitions section of this presentation.
- All amounts are as of September 30, 2018 except for total returns. Refer to [www.apolloic.com](http://www.apolloic.com) for the most recent financial information on AINV. The information contained on AINV's website is not part of this presentation. Included within Total AUM of AINV/Other is \$2.0 billion of AUM related to a non-traded business development company from which Apollo earns investment-related service fees, but for which Apollo does not provide management or advisory services. Total returns exclude performance related to this AUM.
- Amounts are as of September 30, 2018. Refer to [www.apolloreit.com](http://www.apolloreit.com) for the most recent financial information on ARI. The information contained on ARI's website is not part of this presentation.

# Non-GAAP Financial Information & Definitions

Apollo discloses the following financial measures that are calculated and presented on the basis of methodologies other than in accordance with generally accepted accounting principles in the United States of America (“Non-GAAP”):

- **“Economic Income”, or “EI”,** as well as **“Economic Net Income”, or “ENI”,** are key performance measures used by management in evaluating the performance of Apollo’s credit, private equity and real assets segments. 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 performance fees 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.
- **“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, EI excludes non-cash revenue and expense related to equity awards granted by unconsolidated related parties to employees of the Company, compensation and administrative related expense reimbursements, as well as the assets, liabilities and operating results of the funds and VIEs that are included in the consolidated financial statements. We believe the exclusion of the non-cash charges related to the 2007 Reorganization for equity-based compensation provides investors with a meaningful indication of our performance because these charges relate to the equity portion of our capital structure and not our core operating performance.

EI also excludes impacts of the remeasurement of the tax receivable agreement which arises from changes in the associated deferred tax balance, including the impacts related to the Tax Cuts & Jobs Act enacted on December 22, 2017 (the “TCJA”).

- **“ENI”** represents EI adjusted to reflect income tax provision on EI that has been calculated assuming that all income is allocated to Apollo Global Management, LLC, which would occur following an exchange of all AOG Units for Class A shares of Apollo Global Management, LLC. ENI excludes the impacts of the remeasurement of deferred tax assets and liabilities which arises from changes in estimated future tax rates, including impacts related to the TCJA. The economic assumptions and methodologies that impact the implied income tax provision are similar to those methodologies and certain assumptions used in calculating the income tax provision for Apollo’s consolidated statements of operations under U.S. GAAP. ENI is net of preferred distributions, if any, to Series A and Series B Preferred shareholders.

Management believes that excluding the remeasurement of the tax receivable agreement and deferred taxes from EI and ENI, respectively, is meaningful as it increases comparability between periods. Remeasurement of the tax receivable agreement and deferred taxes are estimates and may change due to changes in interpretations and assumptions based on additional guidance that may be issued pertaining to the TCJA.

- **“Fee Related Earnings”, or “FRE”,** is derived from our segment reported results and refers to a component of EI that is used as a supplemental performance measure to assess whether revenues that we believe are generally more stable and predictable in nature, primarily consisting of management fees, are sufficient to cover associated operating expenses and generate profits. FRE is the sum across all segments of (i) management fees, (ii) advisory and transaction fees, (iii) performance fees earned from business development companies and Redding Ridge Holdings and (iv) other income, net, less (x) salary, bonus and benefits, excluding equity-based compensation (y) other associated operating expenses and (z) non-controlling interests in the management companies of certain funds the Company manages.
- **“Distributable Earnings”, or “DE”,** as well as **“DE After Taxes and Related Payables”** are derived from Apollo’s segment reported results, and are supplemental measures to assess performance and the amount of earnings available for distribution to Class A shareholders, holders of RSUs that participate in distributions and holders of AOG Units. DE represents the amount of net realized earnings without the effects of the consolidation of any of the related funds. DE, which is a component of EI, is the sum across all segments of (i) total management fees and advisory and transaction fees, (ii) other income (loss), (iii) realized performance fees, excluding realizations received in the form of shares and (iv) realized investment income, less (x) compensation expense, excluding the expense related to equity-based awards, (y) realized profit sharing expense, and (z) non-compensation expenses, excluding depreciation and amortization expense. DE After Taxes and Related Payables represents DE less estimated current corporate, local and non-U.S. taxes as well as the payable under Apollo’s tax receivable agreement. DE After Taxes and Related Payables is net of preferred distributions, if any, to Series A and Series B Preferred shareholders.

# Non-GAAP Financial Information & Definitions Cont'd

- **“Assets Under Management”**, or **“AUM”**, refers to the assets of the funds, partnerships and accounts to which we provide investment management, advisory, or certain other investment-related 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 or advise 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 or advisory 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 assets funds, partnerships and accounts we manage, and the structured portfolio company investments of the funds, partnerships and accounts we manage or advise, 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 or advise; and
  - v) the fair value of any other assets that we manage or advise for the funds, partnerships and accounts to which we provide investment management, advisory, or certain other investment-related services, plus unused credit facilities, including capital commitments to such funds, partnerships and accounts for investments that may require pre-qualification or other conditions 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 nominal or zero fees. Our AUM measure also includes assets for which we do not have investment discretion, including certain assets for which we earn only investment-related service fees, rather than management or advisory 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. Our calculation also differs from the manner in which our affiliates registered with the SEC report “Regulatory Assets Under Management” on Form ADV and Form PF in various ways.

We use AUM, Capital Deployed and Dry Powder as performance measurements of our investment activities, as well as to monitor fund size in relation to professional resource and infrastructure needs.

- **“AUM with Future Management Fee Potential”** 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 each fund.
- **“Fee-Generating AUM”** consists of assets of the funds, partnerships and accounts to which we provide investment management, advisory, or certain other investment-related services and on which we earn management fees, monitoring fees or other investment-related fees pursuant to management or other fee agreements on a basis that varies among the Apollo funds, partnerships and accounts. 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 or advise, 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.
- **“Performance Fee-Eligible AUM”** refers to the AUM that may eventually produce performance fees. All funds for which we are entitled to receive a performance fee allocation or incentive fee are included in Performance Fee-Eligible AUM, which consists of the following:
  - **“Performance Fee-Generating AUM”**, which refers to invested capital of the funds, partnerships and accounts we manage, advise, or to which we provide certain other investment-related services, that is currently above its hurdle rate or preferred return, and profit of such funds, partnerships and accounts is being allocated to, or earned by, the general partner in accordance with the applicable limited partnership agreements or other governing agreements;
  - **“AUM Not Currently Generating Performance Fees”**, which refers to invested capital of the funds, partnerships and accounts we manage, advise, or to which we provide certain other investment-related services that is currently below its hurdle rate or preferred return; and
  - **“Uninvested Performance Fee-Eligible AUM”**, which refers to capital of the funds, partnerships and accounts we manage, advise, or to which we provide certain other investment-related services that is available for investment or reinvestment subject to the provisions of applicable limited partnership agreements or other governing agreements, which capital is not currently part of the NAV or fair value of investments that may eventually produce performance fees allocable to, or earned by, the general partner.

# Non-GAAP Financial Information & Definitions Cont'd

- **“Advisory”** refers to certain assets advised by Apollo Asset Management Europe PC LLP, a wholly-owned subsidiary of Apollo Asset Management Europe LLP (collectively, **“AAME”**). The AAME entities are subsidiaries of Apollo.
- **“Capital deployed”** or **“Deployment”** is the aggregate amount of capital that has been invested during a given period (which may, in certain cases, include leverage) by (i) our drawdown funds (ii) SIAs that have a defined maturity date and (iii) funds and SIAs in our real estate debt strategy.
- **“Drawdown”** refers to commitment-based funds and certain SIAs in which investors make a commitment to provide capital at the formation of such funds and SIAs and deliver capital when called as investment opportunities become available. It includes assets of Athene Holding Ltd. (“Athene Holding”) and its subsidiaries (collectively “Athene”) managed by Athene Asset Management, LLC (“Athene Asset Management” or “AAM”) that are invested in commitment-based funds.
- **“Distributable Earnings Shares Outstanding”** or **“DE Shares Outstanding”** represents Non-GAAP Diluted Shares Outstanding and unvested RSUs that participate in distributions. Management uses this measure in determining DE per share, FRE per share, as well as DE After Taxes and Related Payables per share described below.
- **“Dry Powder”** represents the amount of capital available for investment or reinvestment subject to the provisions of the applicable limited partnership agreements or other governing agreements of the funds, partnerships and accounts we manage. Dry powder excludes uncalled commitments which can only be called for fund fees and expenses.
- **“Gross IRR”** of a credit fund represents the annualized return of a fund based on the actual timing of all cumulative fund cash flows before management fees, performance fees allocated to the general partner and certain other expenses. Calculations may include certain investors that do not pay fees. The terminal value is the net asset value as of the reporting date. Non- U.S. dollar denominated (“USD”) fund cash flows and residual values are converted to USD using the spot rate as of the reporting date. In addition, gross IRRs at the fund level will differ from those at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Gross IRR does not represent the return to any fund investor.
- **“Gross IRR”** of a private equity fund represents the cumulative investment-related cash flows (i) for a given investment for the fund or funds which made such investment, and (ii) for a given fund, in the relevant fund itself (and not any one investor in the fund), in each case, on the basis of the actual timing of investment inflows and outflows (for unrealized investments assuming disposition on December 31, 2018 or other date specified) aggregated on a gross basis quarterly, and the return is annualized and compounded before management fees, performance fees and certain other expenses (including interest incurred by the fund itself) and measures the returns on the fund's investments as a whole without regard to whether all of the returns would, if distributed, be payable to the fund's investors. In addition, gross IRRs at the fund level will differ from those at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Gross IRR does not represent the return to any fund investor.
- **“Gross IRR”** of a real assets fund represents the cumulative investment-related cash flows in the fund itself (and not any one investor in the fund), on the basis of the actual timing of cash inflows and outflows (for unrealized investments assuming disposition on December 31, 2018 or other date specified) starting on the date that each investment closes, and the return is annualized and compounded before management fees, performance fees, and certain other expenses (including interest incurred by the fund itself) and measures the returns on the fund's investments as a whole without regard to whether all of the returns would, if distributed, be payable to the fund's investors. Non-USD fund cash flows and residual values are converted to USD using the spot rate as of the reporting date. In addition, gross IRRs at the fund level will differ from those at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Gross IRR does not represent the return to any fund investor.
- **“Gross Return”** of a credit or real assets fund is the monthly or quarterly time-weighted return that is equal to the percentage change in the value of a fund's portfolio, adjusted for all contributions and withdrawals (cash flows) before the effects of management fees, incentive fees allocated to the general partner, or other fees and expenses. Returns of Athene sub-advised portfolios and CLOs represent the gross returns on invested assets, which exclude cash. Returns over multiple periods are calculated by geometrically linking each period's return over time.
- **“Inflows”** represents (i) at the individual segment level, subscriptions, commitments, and other increases in available capital, such as acquisitions or leverage, net of inter-segment transfers, and (ii) on an aggregate basis, the sum of inflows across the credit, private equity and real assets segments.
- **“Liquid/Performing”** includes CLOs and other performing credit vehicles, hedge fund style credit funds, structured credit funds and SIAs, as well as sub-advised managed accounts owned by or related to Athene. Certain commitment-based SIAs are included as the underlying assets are liquid.
- **“Net IRR”** of a credit fund represents the annualized return of a fund after management fees, performance fees allocated to the general partner and certain other expenses, calculated on investors that pay such fees. The terminal value is the net asset value as of the reporting date. Non-USD fund cash flows and residual values are converted to USD using the spot rate as of the reporting date. In addition, net IRR at the fund level will differ from that at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Net IRR does not represent the return to any fund investor.
- **“Net IRR”** of a private equity fund means the gross IRR applicable to a fund, including returns for related parties which may not pay fees or performance fees, net of management fees, certain expenses (including interest incurred or earned by the fund itself) and realized performance fees all offset to the extent of interest income, and measures returns at the fund level on amounts that, if distributed, would be paid to investors of the fund. The timing of cash flows applicable to investments, management fees and certain expenses, may be adjusted for the usage of a fund's subscription facility. To the extent that a fund exceeds all requirements detailed within the applicable fund agreement, the estimated unrealized value is adjusted such that a percentage of up to 20.0% of the unrealized gain is allocated to the general partner of such fund, thereby reducing the balance attributable to fund investors. In addition, net IRR at the fund level will differ from that at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Net IRR does not represent the return to any fund investor.

# Non-GAAP Financial Information & Definitions Cont'd

- **“Net IRR”** of a real assets fund represents the cumulative cash flows in the fund (and not any one investor in the fund), on the basis of the actual timing of cash inflows received from and outflows paid to investors of the fund (assuming the ending net asset value as of December 31, 2018 or other date specified is paid to investors), excluding certain non-fee and non-performance fee bearing parties, and the return is annualized and compounded after management fees, performance fees, and certain other expenses (including interest incurred by the fund itself) and measures the returns to investors of the fund as a whole. Non-USD fund cash flows and residual values are converted to USD using the spot rate as of the reporting date. In addition, net IRR at the fund level will differ from that at the individual investor level as a result of, among other factors, timing of investor-level inflows and outflows. Net IRR does not represent the return to any fund investor.
- **“Net Return”** of a credit or real assets fund represents the Gross Return after management fees, incentive fees allocated to the general partner, or other fees and expenses. Returns of Athene sub-advised portfolios and CLOs represent the gross or net returns on invested assets, which exclude cash. Returns over multiple periods are calculated by geometrically linking each period's return over time.
- **“Non-GAAP Diluted Shares Outstanding”** is calculated using the GAAP outstanding Class A shares plus non-GAAP adjustments assuming (i) the exchange of all of the AOG Units for Class A shares and (ii) the settlement of the vested RSUs in the form of Class A shares during the period. Management uses this measure, taking into account the unvested RSUs that participate in distributions, in determining our Class A shares eligible for cash distributions.
- **“Non-GAAP Weighted Average Diluted Shares Outstanding”** is calculated using the GAAP weighted average outstanding Class A shares plus non-GAAP adjustments assuming (i) the exchange of all of the AOG Units for Class A shares and (ii) the settlement of the weighted average vested RSUs in the form of Class A shares during the period. Management uses this measure in determining EI and ENI per share.
- **“Permanent Capital Vehicles”** refers to (a) assets that are owned by or related to Athene (“ATH”) or Athora Holding Ltd. (“Athora”), (b) assets that are owned by or related to MidCap FinCo Designated Activity Company (“MidCap”) and managed by Apollo, (c) assets of publicly traded vehicles managed by Apollo such as Apollo Investment Corporation (“AINV”), Apollo Commercial Real Estate Finance, Inc. (“ARI”), 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 and (d) a non-traded business development company from which Apollo earns certain investment-related service fees. The investment management agreements 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 agreements of AINV, AIF and AFT may be terminated in certain circumstances upon 60 days’ written notice. The investment management agreement of ARI has a one year term and is reviewed annually by ARI’s board of directors and may be terminated under certain circumstances by an affirmative vote of at least two-thirds of ARI’s independent directors. The investment management or advisory arrangements between MidCap and Apollo and Athene and Apollo, may also be terminated under certain circumstances.
- **“Private Equity fund appreciation (depreciation)”** refers to gain (loss) and income for the traditional private equity funds (i.e., Funds I-IX), ANRP I & II, Apollo Special Situations Fund, L.P., AION Capital Partners Limited (“AION”) and Apollo Hybrid Value Fund, L.P. for the periods presented on a total return basis before giving effect to fees and expenses. The performance percentage is determined by dividing (a) the change in the fair value of investments over the period presented, minus the change in invested capital over the period presented, plus the realized value for the period presented, by (b) the beginning unrealized value for the period presented plus the change in invested capital for the period presented. Returns over multiple periods are calculated by geometrically linking each period’s return over time;
- **“Realized Value”** refers to all cash investment proceeds received by the relevant Apollo fund, including interest and dividends, but does not give effect to management fees, expenses, incentive compensation or performance fees to be paid by such Apollo fund.
- **“Redding Ridge”** refers to Redding Ridge Asset Management, LLC and its subsidiaries, which is a standalone, self-managed asset management business established in connection with risk retention rules that manages CLOs and retains the required risk retention interests.
- **“Remaining Cost”** represents the initial investment of the fund in a portfolio investment, reduced for any return of capital distributed to date on such portfolio investment.
- **“Total Invested Capital”** refers to the aggregate cash invested by the relevant Apollo fund and includes capitalized costs relating to investment activities, if any, but does not give effect to cash pending investment or available for reserves.
- **“Total Value”** represents the sum of the total Realized Value and Unrealized Value of investments.
- **“Traditional Private Equity fund appreciation (depreciation)”** refers to gain (loss) and income for the traditional private equity funds (i.e., Funds I-VIII) for the periods presented on a total return basis before giving effect to fees and expenses. The performance percentage is determined by dividing (a) the change in the fair value of investments over the period presented, minus the change in invested capital over the period presented, plus the realized value for the period presented, by (b) the beginning unrealized value for the period presented plus the change in invested capital for the period presented. Returns over multiple periods are calculated by geometrically linking each period’s return over time;
- **“Unrealized Value”** refers to the fair value consistent with valuations determined in accordance with GAAP, for investments not yet realized and may include pay in kind, accrued interest and dividends receivable, if any, and before the effect of certain taxes. In addition, amounts include committed and funded amounts for certain investments; and
- **“Vintage Year”** refers to the year in which a fund’s final capital raise occurred, or, for certain funds, the year in which a fund’s investment period commences as per its governing agreements.

# Forward Looking Statements

In this presentation, references to “Apollo,” “we,” “us,” “our” and the “Company” refer collectively to Apollo Global Management, LLC, together with its consolidated subsidiaries. This presentation may contain forward-looking statements that are within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include, but are not limited to, discussions related to Apollo’s expectations regarding the performance of its business, its liquidity and capital resources and the other non-historical statements in the discussion and analysis. These forward-looking statements are based on management’s beliefs, as well as assumptions made by, and information currently available to, management. When used in this presentation, the words “believe,” “anticipate,” “estimate,” “expect,” “intend” and similar expressions are intended to identify forward-looking statements. Although management believes that the expectations reflected in these forward-looking statements are reasonable, it can give no assurance that these expectations will prove to have been correct. These statements are subject to certain risks, uncertainties and assumptions, including risks relating to our dependence on certain key personnel, our ability to raise new private equity, credit or real assets funds, market conditions, generally, our ability to manage our growth, fund performance, changes in our regulatory environment and tax status, the variability of our revenues, net income and cash flow, our use of leverage to finance our businesses and investments by our funds and litigation risks, among others. We believe these factors include but are not limited to those described under the section entitled “Risk Factors” in Apollo’s annual report on Form 10-K filed with the Securities and Exchange Commission (“SEC”) on February 12, 2018, as such factors may be updated from time to time in our periodic filings with the SEC, which are accessible on the SEC’s website at [www.sec.gov](http://www.sec.gov). These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this presentation and in other filings. We undertake no obligation to publicly update or review any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by applicable law. This presentation does not constitute an offer of any Apollo fund.