Blackstone Group L.P. Form 10-Q May 06, 2011 Table of Contents

# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

**WASHINGTON, D.C. 20549** 

# **FORM 10-Q**

(Mark One)

- X QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE QUARTERLY PERIOD ENDED MARCH 31, 2011 OR
- TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 FOR THE TRANSITION PERIOD FROM
  Commission File Number: 001-33551

The Blackstone Group L.P.

(Exact name of Registrant as specified in its charter)

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Delaware (State or other jurisdiction of

20-8875684 (I.R.S. Employer

incorporation or organization)

**Identification No.)** 

345 Park Avenue

New York, New York 10154

(Address of principal executive offices)(Zip Code)

(212) 583-5000

(Registrant s telephone number, including area code)

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No "

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No "

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer , accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer x Non-accelerated filer " Accelerated filer "
Smaller reporting company "

(Do not check if a smaller reporting company)

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes "No x

The number of the Registrant s voting common units representing limited partner interests outstanding as of April 29, 2011 was 359,303,409. The number of the Registrant s non-voting common units representing limited partner interests outstanding as of April 29, 2011 was 109,083,468.

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Forward-Looking Statements

This report may contain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934 which reflect our current views with respect to, among other things, our operations and financial performance. You can identify these forward-looking statements by the use of words such as outlook, believes, expects, potential, continues, approximately, predicts, intends, plans, estimates, anticipates or the negative version of these words or other compar Such forward-looking statements are subject to various risks and uncertainties. Accordingly, there are or will be important factors that could cause actual outcomes or results to differ materially from those indicated in these statements. We believe these factors include but are not limited to those described under the section entitled Risk Factors in our annual report on Form 10-K for the year ended December 31, 2010 and in this report, 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. These factors should not be construed as exhaustive and should be read in conjunction with the other cautionary statements that are included in this report and in our other periodic filings. We undertake no obligation to publicly update or review any forward-looking statement, whether as a result of new information, future developments or otherwise.

In this report, references to Blackstone, the Partnership, we, us or our refer to The Blackstone Group L.P. and its consolidated subsidiaries. Unless the context otherwise requires, references in this report to the ownership of Mr. Stephen A. Schwarzman, our founder, and other Blackstone personnel include the ownership of personal planning vehicles and family members of these individuals.

Blackstone Funds, our funds and our investment funds refer to the private equity funds, real estate funds, funds of hedge funds, credit-oriented funds, collateralized loan obligation ( CLO ) vehicles, and closed-end mutual funds and management investment companies that are managed by Blackstone. Our carry funds refer to the private equity funds, real estate funds and certain of the credit-oriented funds (with multi-year drawdown, commitment-based structures that only pay carry on the realization of an investment) that are managed by Blackstone. Our hedge funds refer to our funds of hedge funds, certain of our real estate debt investment funds and certain other credit-oriented funds (including three publicly registered closed-end management investment companies), which are managed by Blackstone.

Assets under management refers to the assets we manage. Our assets under management equals the sum of:

- (a) the fair value of the investments held by our carry funds plus the capital that we are entitled to call from investors in those funds pursuant to the terms of their capital commitments to those funds (plus the fair value of co-investments arranged by us that were made by limited partners of our funds in portfolio companies of such funds and on which we receive fees or a carried interest allocation);
- (b) the net asset value of our funds of hedge funds, hedge funds and our closed-end mutual funds and registered investment companies;
- (c) the fair value of assets we manage pursuant to separately managed accounts; and
- (d) the amount of capital raised for our CLOs.

Our carry funds are commitment-based drawdown structured funds that do not permit investors to redeem their interests at their election. Our hedge funds generally have structures that afford an investor the right to withdraw or redeem their interests on a periodic basis (e.g., annually or quarterly), in most cases upon advance written notice, with the majority of our funds requiring from 60 days up to 95 days notice, depending on the fund and the liquidity profile of the underlying assets. Investment advisory agreements related to separately managed accounts may generally be terminated by an investor on 30 to 90 days notice.

Fee-earning assets under management refers to the assets we manage on which we derive management and / or incentive fees. Our fee-earning assets under management equal the sum of:

- (a) for our Blackstone Capital Partners (BCP) and Blackstone Real Estate Partners (BREP) funds where the investment period has not expired, the amount of capital commitments;
- (b) for our BCP and BREP funds where the investment period has expired, the remaining amount of invested capital plus binding investment commitments;
- (c) for our real estate debt investment funds (BREDS), the remaining amount of invested capital;
- (d) for our credit-oriented carry funds, the amount of invested capital (which may be calculated to include leverage) or net asset value;

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- (e) the invested capital of co-investments arranged by us that were made by limited partners of our funds in portfolio companies of such funds and on which we receive fees;
- (f) the net asset value of our funds of hedge funds, hedge funds (except our credit-oriented closed-end registered investment companies) and our closed-end mutual funds;
- (g) the fair value of assets we manage pursuant to separately managed accounts;

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- (h) the gross amount of underlying assets of our CLOs at cost; and
- (i) the gross amount of assets (including leverage) for our credit-oriented closed-end registered investment companies. Our calculations of assets under management and fee-earning assets under management may differ from the calculations of other asset managers, and as a result this measure may not be comparable to similar measures presented by other asset managers. In addition, our calculation of assets under management includes commitments to, and the fair value of, invested capital in our funds from Blackstone and our personnel, regardless of whether such commitments or invested capital are subject to fees. Our definitions of assets under management or fee-earning assets under management are not based on any definition of assets under management or fee-earning assets under management that is set forth in the agreements governing the investment funds that we manage.

For our carry funds, total assets under management includes the fair value of the investments held, whereas fee-earning assets under management includes the amount of capital commitments or the remaining amount of invested capital at cost plus binding investment commitments, generally depending on whether the investment period has or has not expired. As such, fee-earning assets under management may be greater than total assets under management when the aggregate fair value of the remaining investments is less than the cost of those investments.

This report does not constitute an offer of any Blackstone Fund.

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## PART I. FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

## THE BLACKSTONE GROUP L.P.

## **Condensed Consolidated Statements of Financial Condition (Unaudited)**

## (Dollars in Thousands, Except Unit Data)

	March 31, 2011	December 31, 2010
Assets		
Cash and Cash Equivalents	\$ 455,811	\$ 588,621
Cash Held by Blackstone Funds and Other	648,612	790,399
Investments (including assets pledged of \$71,601 and \$62,670 at March 31, 2011 and December 31, 2010,		
respectively)	12,676,464	11,974,472
Accounts Receivable	379,827	495,893
Reverse Repurchase Agreements	229,723	181,425
Due from Affiliates	768,749	795,395
Intangible Assets, Net	738,465	779,311
Goodwill	1,703,602	1,703,602
Other Assets	253,356	293,194
Deferred Tax Assets	1,394,158	1,242,293
	, ,	, ,
Total Assets	\$ 19,248,767	\$ 18,844,605
Liabilities and Partners Capital		
Loans Payable	\$ 7,325,138	\$ 7,198,898
Due to Affiliates	1,939,129	1,762,287
Accrued Compensation and Benefits	685,080	821,568
Securities Sold, Not Yet Purchased	209,666	116,688
Accounts Payable, Accrued Expenses and Other Liabilities	658,939	691,807
Total Liabilities	10,817,952	10,591,248
Commitments and Contingencies		
Redeemable Non-Controlling Interests in Consolidated Entities	671,164	600,836
Partners Capital		
Partners Capital (common units: 458,559,767 issued and outstanding as of March 31, 2011; 416,092,022		
issued and outstanding as of December 31, 2010)	4,122,841	3,888,211
Appropriated Partners Capital	295,544	470,583
Accumulated Other Comprehensive Income	3,101	4,302
Non-Controlling Interests in Consolidated Entities	893,290	870,908
Non-Controlling Interests in Blackstone Holdings	2,444,875	2,418,517
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Total Partners Capital	7,759,651	7,652,521
Total Liabilities and Partners Capital	\$ 19,248,767	\$ 18,844,605

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See notes to condensed consolidated financial statements.

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## THE BLACKSTONE GROUP L.P.

## Condensed Consolidated Statements of Financial Condition (Unaudited)

#### (Dollars in Thousands)

The following presents the portion of the consolidated balances presented above attributable to consolidated Blackstone Funds which are variable interest entities. The following assets may only be used to settle obligations of these consolidated Blackstone Funds and these liabilities are only the obligations of these consolidated Blackstone Funds and they do not have recourse to the general credit of Blackstone.

	March 31, 2011	December 31, 2010
Assets		
Cash Held by Blackstone Funds and Other	\$ 510,304	\$ 707,622
Investments	7,526,788	7,424,329
Accounts Receivable	22,074	22,380
Due from Affiliates	37,743	30,182
Other Assets	22,132	19,823
Total Assets	\$ 8,119,041	\$ 8,204,336
Liabilities		
Loans Payable	\$ 6,302,695	\$ 6,154,179
Due to Affiliates	348,212	304,969
Accounts Payable, Accrued Expenses and Other	266,423	330,675
Total Liabilities	\$ 6,917,330	\$ 6,789,823

See notes to condensed consolidated financial statements.

## THE BLACKSTONE GROUP L.P.

## **Condensed Consolidated Statements of Operations (Unaudited)**

## (Dollars in Thousands, Except Unit and Per Unit Data)

	Three Months Ende March 31,			:d	
	2011	ıvıaı (II	J1,	2010	
Revenues					
Management and Advisory Fees	\$ 412,7	38	\$	354,820	
Performance Fees					
Realized	96,2			54,049	
Unrealized	512,4	01		131,779	
Total Performance Fees	608,6	04		185,828	
Investment Income					
Realized	12,7	83		5,726	
Unrealized	107,3	95		149,220	
Total Investment Income	120,1	78		154,946	
Interest and Dividend Revenue	9,4	00		8,895	
Other	2,2			(3,250)	
	ĺ				
Total Revenues	1,153,2	69		701,239	
Expenses					
Compensation and Benefits					
Compensation	659,4	83		924,950	
Performance Fee Compensation					
Realized	14,5			7,741	
Unrealized	162,5	25		54,600	
Total Compensation and Benefits	836,5	51		987,291	
General, Administrative and Other	129,3			106,379	
Interest Expense	13,8	03		7,185	
Fund Expenses	11,1	24		(141)	
Total Expenses	990,8	64		1,100,714	
Other Income					
Net Gains (Losses) from Fund Investment Activities	(45,1	91)		171,804	
Income (Loss) Before Provision (Benefit) for Taxes	117,2			(227,671)	
Provision for Taxes	38,8	50		9,635	
Net Income (Loss)	78,3	64		(237,306)	
Net Income Attributable to Redeemable Non- Controlling Interests in Consolidated Entities	22,0			23,969	
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	(93,0	81)		135,966	

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Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings		106,716		(275,864)
Net Income (Loss) Attributable to The Blackstone Group L.P.	\$	42,704	\$	(121,377)
Net Loss Per Common Unit, Basic and Diluted			\$	(0.36)
Net Income Per Common Unit, Basic	\$	0.10		
Net Income Per Common Unit, Diluted	\$	0.09		
Weighted-Average Common Units Outstanding Basic and Diluted			33	33,433,864
Weighted-Average Common Units Outstanding Basic	44	7,742,389		
Weighted-Average Common Units Outstanding Diluted	45	7,652,916		
Revenues Earned from Affiliates Management and Advisory Fees	\$	70,038	\$	38,767

See notes to condensed consolidated financial statements.

## THE BLACKSTONE GROUP L.P.

## **Condensed Consolidated Statements of Cash Flows (Unaudited)**

## $(Dollars\ in\ Thousands)$

		onths Ended rch 31,
	2011	2010
Operating Activities		
Net Income (Loss)	\$ 78,364	\$ (237,306)
Adjustments to Reconcile Net Income (Loss) to Net Cash Provided by (Used in) Operating Activities:		
Blackstone Funds Related:		
Unrealized Depreciation (Appreciation) on Investments Allocable to Non-Controlling Interests in		
Consolidated Entities	(20,698)	(198,141)
Net Realized (Gains) Losses on Investments	(179,148)	(29,801)
Changes in Unrealized (Gains) Losses on Investments Allocable to Blackstone Group	(89,106)	(146,597)
Unrealized Depreciation on Hedge Activities	561	(852)
Non-Cash Performance Fees	(375,102)	(99,172)
Non-Cash Performance Fee Compensation	177,069	62,341
Equity-Based Compensation Expense	426,280	723,145
Amortization of Intangibles	40,846	39,512
Other Non-Cash Amounts Included in Net Income	14,806	6,503
Cash Flows Due to Changes in Operating Assets and Liabilities:		
Cash Held by Blackstone Funds and Other	141,787	(37,117)
Cash Relinquished with Continuing Liquidation of Partnership	395	3,562
Accounts Receivable	130,920	(12,112)
Reverse Repurchase Agreements	(48,298)	
Due from Affiliates	(984)	(52,798)
Other Assets	32,723	(1,906)
Accrued Compensation and Benefits	(273,284)	(92,748)
Securities Sold, Not Yet Purchased	93,711	248
Accounts Payable, Accrued Expenses and Other Liabilities	(273,956)	23,089
Due to Affiliates	22,307	(30,073)
Short Term Investments Purchased	(733,450)	(313,507)
Proceeds from Sale of Investments	708,437	239,918
Blackstone Funds Related:		
Investments Purchased	(1,953,083)	(515,269)
Proceeds from Sale of Investments	2,520,410	689,581
	,, -	,
Net Cash Provided by Operating Activities	441,507	20,500
Investing Activities		
Purchase of Furniture, Equipment and Leasehold Improvements	(5,710)	(6,974)
Changes in Restricted Cash	321	(146)
Net Cash Used in Investing Activities	(5,389)	(7,120)
Financing Activities		
Distributions to Non-Controlling Interest Holders in Consolidated Entities	(135,412)	(37,040)
Contributions from Non-Controlling Interest Holders in Consolidated Entities	118,434	3,773
Conditions from from Conditioning interest fronters in Consolidated Endities	110,734	3,113

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See notes to condensed consolidated financial statements.

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## THE BLACKSTONE GROUP L.P.

## Condensed Consolidated Statements of Cash Flows (Unaudited) (Continued)

## (Dollars in Thousands)

	Three Months End March 31,			nded
		2011		2010
Purchase of Interests from Certain Non-Controlling Interest Holders	\$	(2,056)	\$	(152)
Net Settlement of Vested Common Units and Repurchase of Common and Holdings Units		(6,823)		(9,489)
Proceeds from Loans Payable		2,246		972
Repayment of Loans Payable		(17,713)		(26,735)
Distributions to Unitholders	(	(371,994)	(	(269,548)
Blackstone Funds Related:				
Proceeds from Loans Payable		200		
Repayment of Loans Payable	(	(155,810)		
Net Cash Used in Financing Activities	(	(568,928)		(338,219)
Net Decrease in Cash and Cash Equivalents	(	(132,810)	(	(324,839)
Cash and Cash Equivalents, Beginning of Period		588,621		952,096
Cash and Cash Equivalents, End of Period	\$	455,811	\$	627,257
Supplemental Disclosure of Cash Flows Information				
Payments for Interest	\$	635	\$	663
Payments for Income Taxes	\$	17,611	\$	24,281
Supplemental Disclosure of Non-Cash Operating Activities				
Net Activities Related to Capital Transactions of Consolidated Blackstone Funds	\$	1,721	\$	2,288
Net Assets Related to the Consolidation of CLO Vehicles	\$		\$	217,631
Transfer of Interests to Non-Controlling Interest Holders	\$	(1,111)	\$	(11,778)
Change in The Blackstone Group L.P. s Ownership Interest	\$	(5,772)	\$	(5,551)
Net Settlement of Vested Common Units	\$	4,369	\$	22,969
Conversion of Blackstone Holdings Units to Common Units	\$	137,961	\$	53,678
Exchange of Founders and Non-Controlling Interest Holders Interests in Blackstone Holdings:	Φ.	(176.012)	Ф	92.402
Deferred Tax Asset	\$ (	(176,013)	\$	83,403
Due to Affiliates	\$	142,212	\$	(63,497)
Partners Capital	\$	33,801	\$	(19,906)

See notes to condensed consolidated financial statements.

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#### THE BLACKSTONE GROUP L.P.

#### **Notes to Condensed Consolidated Financial Statements**

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

#### 1. ORGANIZATION

The Blackstone Group L.P., together with its subsidiaries, (Blackstone or the Partnership) is a leading global manager of private capital and provider of financial advisory services. The alternative asset management business includes the management of private equity funds, real estate funds, funds of hedge funds, credit-oriented funds, collateralized loan obligation (CLO) vehicles, separately managed accounts, publicly traded closed-end mutual funds and registered investment companies (collectively referred to as the Blackstone Funds). Blackstone also provides various financial advisory services, including financial advisory, restructuring and reorganization advisory and fund placement services. Blackstone is business is organized into five segments: private equity, real estate, hedge fund solutions, credit businesses, and financial advisory.

The Partnership was formed as a Delaware limited partnership on March 12, 2007. The Partnership is managed and operated by its general partner, Blackstone Group Management L.L.C., which is in turn wholly-owned and controlled by one of Blackstone s founders, Stephen A. Schwarzman (the Founder), and Blackstone s other senior managing directors.

The activities of the Partnership are conducted through its holding partnerships: Blackstone Holdings I L.P.; Blackstone Holdings II L.P.; Blackstone Holdings III L.P. and Blackstone Holdings IV L.P. (collectively, Blackstone Holdings, Blackstone Holdings Partnerships or the Holding Partnerships). On June 18, 2007, in preparation for an initial public offering (IPO), the predecessor owners (Predecessor Owners) of the Blackstone business completed a reorganization (the Reorganization) whereby, with certain limited exceptions, the operating entities of the predecessor organization and the intellectual property rights associated with the Blackstone name were contributed (Contributed Businesses) to five holding partnerships (Blackstone Holdings I L.P., Blackstone Holdings III L.P., Blackstone Holdings IV L.P. and Blackstone Holdings V L.P.) either directly or indirectly via a sale to certain wholly-owned subsidiaries of the Partnership and then a contribution to the Holding Partnerships. The Partnership, through its wholly-owned subsidiaries, is the sole general partner in each of these Holding Partnerships. The reorganization was accounted for as an exchange of entities under common control for the component of interests contributed by the Founders and the other senior managing directors (collectively, the Control Group) and as an acquisition of non-controlling interests using the purchase method of accounting for all the predecessor owners other than the Control Group.

On January 1, 2009, the number of Holding Partnerships was reduced from five to four through the transfer of assets and liabilities of Blackstone Holdings III L.P. to Blackstone Holdings IV L.P. In connection therewith, Blackstone Holdings IV L.P. was renamed Blackstone Holdings III L.P. and Blackstone Holdings V L.P. was renamed Blackstone Holdings IV L.P. Blackstone Holdings refers to the five holding partnerships prior to the January 2009 reorganization and the four holding partnerships subsequent to the January 2009 reorganization.

Generally, holders of the limited partner interests in the four Holding Partnerships may, up to four times each year, exchange their limited partnership interests (Partnership Units) for Blackstone Common Units, on a one-to-one basis, exchanging one Partnership Unit in each of the four Holding Partnerships for one Blackstone Common Unit.

# 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES Basis of Presentation

The accompanying unaudited condensed consolidated financial statements of the Partnership have been prepared in accordance with accounting principles generally accepted in the United States of America ( GAAP )

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#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

for interim financial information and the instructions to Form 10-Q. The condensed consolidated financial statements, including these notes, are unaudited and exclude some of the disclosures required in audited financial statements. Management believes it has made all necessary adjustments (consisting of only normal recurring items) so that the condensed consolidated financial statements are presented fairly and that estimates made in preparing its condensed consolidated financial statements are reasonable and prudent. The operating results presented for interim periods are not necessarily indicative of the results that may be expected for any other interim period or for the entire year. These condensed consolidated financial statements should be read in conjunction with the audited consolidated financial statements included in the Partnership s Annual Report on Form 10-K for the year ended December 31, 2010 filed with the Securities and Exchange Commission.

The condensed consolidated financial statements include the accounts of the Partnership, its wholly-owned or majority-owned subsidiaries, the consolidated entities which are considered to be variable interest entities and for which the Partnership is considered the primary beneficiary, and certain partnerships or similar entities which are not considered variable interest entities but in which the general partner is presumed to have control.

All intercompany balances and transactions have been eliminated in consolidation.

Restructurings within consolidated CLOs are treated as investment purchases or sales, as applicable, in the Condensed Consolidated Statements of Cash Flows.

Certain reclassifications have been made to prior year amounts to conform to the current year presentation as follows:

In January 2011, Blackstone separated its Credit and Marketable Alternatives segment into two new segments: Hedge Fund Solutions and Credit Businesses. The Hedge Fund Solutions segment, which is comprised primarily of Blackstone Alternative Asset Management, an institutional solutions provider utilizing hedge funds across a variety of strategies, and the Indian-focused and Asian-focused closed-end mutual funds. The Credit Businesses segment, which is comprised principally of GSO, manages credit-oriented funds, CLOs, credit-focused separately managed accounts and publicly registered debt-focused investment companies. This change in Blackstone s segment reporting aligns it to its management reporting and organization structure and is consistent with the manner in which resource deployment and compensation decisions are made. Blackstone s segment results have been retrospectively presented for all periods reported.

As of March 31, 2011, Blackstone elected to aggregate changes in assets and liabilities relating to hedging activities within Unrealized Depreciation on Hedge Activities in the Condensed Consolidated Statements of Cash Flows. Previously, amounts relating to changes in hedging instruments had been presented in Cash Flows Due to Changes in Operating Assets and Liabilities Other Assets. The reclassification of amounts in 2010 had no impact on Net Cash Provided by Operating Activities.

#### Consolidation

The Partnership consolidates all entities that it controls through a majority voting interest or otherwise, including those Blackstone Funds in which the general partner is presumed to have control. Although the Partnership has a non-controlling interest in the Blackstone Holdings partnerships, the limited partners do not have the right to dissolve the partnerships or have substantive kick out rights or participating rights that would overcome the presumption of control by the Partnership. Accordingly, the Partnership consolidates Blackstone Holdings and records non-controlling interests to reflect the economic interests of the limited partners of Blackstone Holdings.

In addition, the Partnership consolidates all variable interest entities (VIE) in which it is the primary beneficiary. An enterprise is determined to be the primary beneficiary if it holds a controlling financial interest.

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

A controlling financial interest is defined as (a) the power to direct the activities of a variable interest entity that most significantly impact the entity s economic performance and (b) the obligation to absorb losses of the entity or the right to receive benefits from the entity that could potentially be significant to the variable interest entity. The consolidation guidance requires an analysis to (a) determine whether an entity in which the Partnership holds a variable interest is a variable interest entity and (b) whether the Partnership s involvement, through holding interests directly or indirectly in the entity or contractually through other variable interests (e.g., management and performance related fees), would give it a controlling financial interest. Performance of that analysis requires the exercise of judgment. Variable interest entities qualify for the deferral of the consolidation guidance if all of the following conditions have been met:

- (a) The entity has all of the attributes of an investment company as defined under AICPA Accounting and Auditing Guide, *Investment Companies* (Investment Company Guide), or does not have all the attributes of an investment company but it is an entity for which it is acceptable based on industry practice to apply measurement principles that are consistent with the Investment Company Guide,
- (b) The reporting entity does not have explicit or implicit obligations to fund any losses of the entity that could potentially be significant to the entity, and
- (c) The entity is not a securitization or asset-backed financing entity or an entity that was formerly considered a qualifying special purpose entity.

Where the VIEs have qualified for the deferral of the current consolidation guidance, the analysis is based on previous consolidation guidance. This guidance requires an analysis to determine (a) whether an entity in which the Partnership holds a variable interest is a variable interest entity and (b) whether the Partnership s involvement, through holding interests directly or indirectly in the entity or contractually through other variable interests (e.g., management and performance related fees), would be expected to absorb a majority of the variability of the entity. Under both guidelines, the Partnership determines whether it is the primary beneficiary of a VIE at the time it becomes involved with a variable interest entity and reconsiders that conclusion continuously. In evaluating whether the Partnership is the primary beneficiary, Blackstone evaluates its economic interests in the entity held either directly by the Partnership and its affiliates or indirectly through employees. The consolidation analysis can generally be performed qualitatively; however, if it is not readily apparent that the Partnership is not the primary beneficiary, a quantitative analysis may also be performed. Investments and redemptions (either by the Partnership, affiliates of the Partnership or third parties) or amendments to the governing documents of the respective Blackstone Funds could affect an entity s status as a VIE or the determination of the primary beneficiary. At each reporting date, the Partnership assesses whether it is the primary beneficiary and will consolidate or deconsolidate accordingly.

Assets of consolidated variable interest entities that can only be used to settle obligations of the consolidated VIE and liabilities of a consolidated VIE for which creditors (or beneficial interest holders) do not have recourse to the general credit of The Blackstone Group L.P. are separately presented in the Condensed Consolidated Statements of Financial Condition.

Blackstone s other disclosures regarding VIEs are discussed in Note 9. Variable Interest Entities .

#### **Fair Value of Financial Instruments**

GAAP establishes a hierarchal disclosure framework which prioritizes and ranks the level of market price observability used in measuring financial instruments at fair value. Market price observability is affected by a number of factors, including the type of financial instrument, the characteristics specific to the financial

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#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

instrument and the state of the marketplace, including the existence and transparency of transactions between market participants. Financial instruments with readily available quoted prices in active markets generally will have a higher degree of market price observability and a lesser degree of judgment used in measuring fair value.

Financial instruments measured and reported at fair value are classified and disclosed based on the observability of inputs used in the determination of fair values, as follows:

Level I Quoted prices are available in active markets for identical financial instruments as of the reporting date. The type of financial instruments in Level I include listed equities, listed derivatives and mutual funds with quoted prices. The Partnership does not adjust the quoted price for these investments, even in situations where Blackstone holds a large position and a sale could reasonably impact the quoted price.

Level II Pricing inputs are other than quoted prices in active markets, which are either directly or indirectly observable as of the reporting date, and fair value is determined through the use of models or other valuation methodologies. Financial instruments which are generally included in this category include corporate bonds and loans, government and agency securities, less liquid and restricted equity securities, certain over-the-counter derivatives where the fair value is based on observable inputs, and certain fund of hedge funds investments in which Blackstone has the ability to redeem its investment at net asset value at, or within three months of, the reporting date.

Level III Pricing inputs are unobservable for the financial instruments and includes situations where there is little, if any, market activity for the financial instrument. The inputs into the determination of fair value require significant management judgment or estimation. Financial instruments that are included in this category generally include general and limited partnership interests in private equity and real estate funds, credit-oriented funds, distressed debt and non-investment grade residual interests in securitizations, collateralized loan obligations, certain over the counter derivatives where the fair value is based on unobservable inputs and certain funds of hedge funds which use net asset value per share to determine fair value in which Blackstone may not have the ability to redeem its investment at net asset value at, or within three months of, the reporting date. Blackstone may not have the ability to redeem its investment at net asset value at, or within three months of, the reporting date if an investee fund manager has the ability to limit the amount of redemptions, and/or the ability to side-pocket investments, irrespective of whether such ability has been exercised.

In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, the determination of which category within the fair value hierarchy is appropriate for any given financial instrument is based on the lowest level of input that is significant to the fair value measurement. The Partnership s assessment of the significance of a particular input to the fair value measurement in its entirety requires judgment and considers factors specific to the financial instrument.

Transfers between levels of the fair value hierarchy are recognized at the beginning of the reporting period.

In certain cases, debt and equity securities are valued on the basis of prices from an orderly transaction between market participants provided by reputable dealers or pricing services. In determining the value of a particular investment, pricing services may use certain information with respect to transactions in such investments, quotations from dealers, pricing matrices, market transactions in comparable investments and various relationships between investments.

In the absence of observable market prices, Blackstone values its investments using valuation methodologies applied on a consistent basis. For some investments little market activity may exist;

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

management s determination of fair value is then based on the best information available in the circumstances, and may incorporate management s own assumptions and involves a significant degree of judgment, taking into consideration a combination of internal and external factors, including the appropriate risk adjustments for non-performance and liquidity risks. Investments for which market prices are not observable include private investments in the equity of operating companies, real estate properties or certain funds of hedge funds. The valuation technique for each of these investments is described below:

Private Equity Investments The fair values of private equity investments are determined by reference to projected net earnings, earnings before interest, taxes, depreciation and amortization (EBITDA), the discounted cash flow method, public market or private transactions, valuations for comparable companies and other measures which, in many cases, are unaudited at the time received. Valuations may be derived by reference to observable valuation measures for comparable companies or transactions (e.g., multiplying a key performance metric of the investee company such as EBITDA by a relevant valuation multiple observed in the range of comparable companies or transactions), adjusted by management for differences between the investment and the referenced comparables, and in some instances by reference to option pricing models or other similar methods. Private equity investments may also be valued at cost for a period of time after an acquisition as the best indicator of fair value.

Real Estate Investments The fair values of real estate investments are determined by considering projected operating cash flows, sales of comparable assets, if any, and replacement costs among other measures. The methods used to estimate the fair value of real estate investments include the discounted cash flow method and/or capitalization rates (cap rates) analysis. Valuations may be derived by reference to observable valuation measures for comparable companies or assets (e.g., multiplying a key performance metric of the investee company or asset, such as EBITDA, by a relevant valuation multiple observed in the range of comparable companies or transactions), adjusted by management for differences between the investment and the referenced comparables, and in some instances by reference to option pricing models or other similar methods. Additionally, where applicable, projected distributable cash flow through debt maturity will also be considered in support of the investment s carrying value.

Funds of Hedge Funds Blackstone Funds direct investments in funds of hedge funds (Investee Funds) are valued at net asset value (NAV) per share of the Investee Fund. If the Partnership determines, based on its own due diligence and investment procedures, that NAV per share does not represent fair value, the Partnership will estimate the fair value in good faith and in a manner that it reasonably chooses, in accordance with its valuation policies.

Credit-Oriented Investments The fair values of credit-oriented investments are generally determined on the basis of prices between market participants provided by reputable dealers or pricing services. In some instances, Blackstone may utilize other valuation techniques, including the discounted cash flow method.

#### Investments, at Fair Value

The Blackstone Funds are accounted for as investment companies under the Investment Company Guide, and reflect their investments, including majority-owned and controlled investments (the Portfolio Companies), at fair value. Blackstone has retained the specialized accounting for the consolidated Blackstone Funds. Thus, such consolidated funds investments are reflected in Investments on the Condensed Consolidated Statements of Financial Condition at fair value, with unrealized gains and losses resulting from changes in fair value reflected as a component of Net Gains from Fund Investment Activities in the Condensed Consolidated Statements of Operations. Fair value is the amount that would be received to sell an asset or paid to transfer a liability, in an orderly transaction between market participants at the measurement date (i.e., the exit price).

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

Blackstone s principal investments are presented at fair value with unrealized appreciation or depreciation and realized gains and losses recognized in the Condensed Consolidated Statements of Operations within Investment Income (Loss).

For certain instruments, the Partnership has elected the fair value option. Such election is irrevocable and is applied on an investment by investment basis at initial recognition. The Partnership has applied the fair value option for certain loans and receivables and certain investments in private debt and equity securities that otherwise would not have been carried at fair value with gains and losses recorded in net income. Fair valuing these investments is consistent with how the Partnership accounts for its other principal investments. Loans extended to third parties are recorded within Accounts Receivable within the Condensed Consolidated Statements of Financial Condition. Debt and equity securities for which the fair value option has been elected are recorded within Investments. The methodology for measuring the fair value of such investments is consistent with the methodology applied to private equity, real estate, credit-oriented and funds of hedge funds investments. Changes in the fair value of such instruments are recognized in Investment Income (Loss) in the Condensed Consolidated Statements of Operations. Interest income on interest bearing loans and receivables and debt securities on which the fair value option has been elected is based on stated coupon rates adjusted for the accretion of purchase discounts and the amortization of purchase premiums. This interest income is recorded within Interest and Dividend Revenue.

In addition, the Partnership has elected the fair value option for the assets and liabilities of certain CLO vehicles that are consolidated as of January 1, 2010, as a result of the initial adoption of variable interest entity consolidation guidance. The Partnership has also elected the fair value option for CLO vehicles consolidated as of April 1, 2010 and July 20, 2010, as a result of the acquisitions of CLO management contracts. The adjustment resulting from the difference between the fair value of assets and liabilities for each of these events is presented as a transition and acquisition adjustment to Appropriated Partners Capital. Assets of the consolidated CLOs are presented within Investments within the Consolidated Statements of Financial Condition and Liabilities within Loans Payable for the amounts due to unaffiliated third parties and Due to Affiliates for the amounts held by non-consolidated affiliates. The methodology for measuring the fair value of such assets and liabilities is consistent with the methodology applied to private equity, real estate, and credit-oriented investments. Changes in the fair value of consolidated CLO assets and liabilities and related interest, dividend and other income subsequent to adoption are presented within Net Gains from Fund Investment Activities. Amounts attributable to Non-Controlling Interests in Consolidated Entities have a corresponding adjustment to Appropriated Partners Capital.

Further disclosure on instruments for which the fair value option has been elected is presented in Note 7. Fair Value Option to the Condensed Consolidated Financial Statements.

Security and loan transactions are recorded on a trade date basis.

#### **Equity Method Investments**

Investments where the Partnership is deemed to exert significant influence, but not control, are accounted for using the equity method of accounting. Under the equity method of accounting, the Partnership s share of earnings (losses) from equity method investments is included in Investment Income (Loss) in the Condensed Consolidated Statements of Operations. The carrying amounts of equity method investments are reflected in Investments in the Condensed Consolidated Statements of Financial Condition. As the underlying investments of the Partnership s equity method investments in Blackstone Funds are reported at fair value, the carrying value of the Partnership s equity method investments are at fair value. Other equity method investments are reviewed for impairment.

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

#### Repurchase and Reverse Repurchase Agreements

Securities purchased under agreement to resell ( reverse repurchase agreements ) and securities sold under agreements to repurchase ( repurchase agreements ), comprising primarily U.S. and non-U.S. government and agency securities, asset-backed securities and corporate debt, represent collateralized financing transactions. Such transactions are recorded in the Condensed Consolidated Statements of Financial Condition at their contractual amounts and include accrued interest. Repurchase Agreements are included in Accounts Payable, Accrued Expenses and Other Liabilities in the Condensed Consolidated Statements of Financial Condition.

The Partnership manages credit exposure arising from repurchase agreements and reverse repurchase agreements by, in appropriate circumstances, entering into master netting agreements and collateral arrangements with counterparties that provide the Partnership, in the event of a customer default, the right to liquidate collateral and the right to offset a counterparty s rights and obligations.

The Partnership takes possession of securities purchased under reverse repurchase agreements and is permitted to repledge, deliver or otherwise use such securities. The Partnership also pledges its financial instruments to counterparties to collateralize repurchase agreements. Financial instruments pledged that can be repledged, delivered or otherwise used by the counterparty are recorded in Investments on the Condensed Consolidated Statements of Financial Condition.

#### Securities Sold, Not Yet Purchased

Securities Sold, Not Yet Purchased consist of equity and debt securities that the Partnership has borrowed and sold. The Partnership is required to cover its short sale in the future by purchasing the security at prevailing market prices and delivering it to the counterparty from which it borrowed the security. The Partnership is exposed to loss in the event that the price at which a security may have to be purchased to cover a short sale exceeds the price at which the borrowed security was sold short.

Securities Sold, Not Yet Purchased are recorded at fair value in the Condensed Consolidated Statements of Financial Condition.

#### **Derivative Instruments**

The Partnership recognizes all derivatives as assets or liabilities on its Condensed Consolidated Statements of Financial Condition at fair value. On the date the Partnership enters into a derivative contract, it designates and documents each derivative contract as one of the following: (a) a hedge of a recognized asset or liability (fair value hedge), (b) a hedge of a forecasted transaction or of the variability of cash flows to be received or paid related to a recognized asset or liability (cash flow hedge), (c) a hedge of a net investment in a foreign operation, or (d) a derivative instrument not designated as a hedging instrument (freestanding derivative). For a fair value hedge, Blackstone records changes in the fair value of the derivative and, to the extent that it is highly effective, changes in the fair value of the hedged asset or liability attributable to the hedged risk, in current period earnings in the same caption in the Condensed Consolidated Statements of Operations as the hedged item. Changes in the fair value of derivatives designated as hedging instruments caused by factors other than changes in the risk being hedged, which are excluded from the assessment of hedge effectiveness, are recognized in current period earnings. For freestanding derivative contracts, the Partnership presents changes in fair value in current period earnings.

The Partnership formally documents at inception its hedge relationships, including identification of the hedging instruments and the hedged items, its risk management objectives, strategy for undertaking the hedge

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

transaction and the Partnership s evaluation of effectiveness of its hedged transaction. At least monthly, the Partnership also formally assesses whether the derivative it designated in each hedging relationship is expected to be, and has been, highly effective in offsetting changes in estimated fair values or cash flows of the hedged items using either the regression analysis or the dollar offset method. If it is determined that a derivative is not highly effective at hedging the designated exposure, hedge accounting is discontinued.

Blackstone s other disclosures regarding derivative financial instruments are discussed in Note 6. Derivative Financial Instruments .

#### **Affiliates**

Blackstone considers its founder, senior managing directors, employees, the Blackstone Funds and the Portfolio Companies to be affiliates.

#### **Distributions**

Distributions are reflected in the condensed consolidated financial statements when paid.

#### **Recent Accounting Developments**

In January 2010, the FASB issued guidance on improving disclosures about fair value measurements. The guidance requires additional disclosure on transfers in and out of Levels I and II fair value measurements in the fair value hierarchy and the reasons for such transfers. In addition, for fair value measurements using significant unobservable inputs (Level III), the reconciliation of beginning and ending balances shall be presented on a gross basis, with separate disclosure of gross purchases, sales, issuances and settlements and transfers in and transfers out of Level III. The new guidance also requires enhanced disclosures on the fair value hierarchy to disaggregate disclosures by each class of assets and liabilities. In addition, an entity is required to provide further disclosures on valuation techniques and inputs used to measure fair value for fair value measurements that fall in either Level II or Level III. The guidance is effective for interim and annual periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances, and settlements in the roll forward of activity in Level III fair value measurements, which are effective for fiscal years beginning after December 15, 2010. Adoption of the guidance, including the gross presentation of activity in Level III, did not have a material impact on the Partnership s financial statements.

In December 2010, the FASB issued enhanced guidance on when to perform step two of the goodwill impairment test for reporting units with zero or negative carrying amounts. The updated guidance modifies existing requirements under step one of the goodwill impairment test for reporting units with zero or negative carrying amounts and requires step two to be performed if it is more likely than not that a goodwill impairment exists. The guidance is effective for interim and annual reporting periods beginning after December 15, 2010. Adoption did not have a material impact on the Partnership s financial statements.

In December 2010, the FASB issued guidance on disclosures around business combinations for public entities that present comparative financial statements. The guidance specifies that an entity should disclose revenue and earnings of the combined entity as though the business combination(s) that occurred during the current year had occurred as of the beginning of the comparable prior annual reporting period. The guidance is effective prospectively for business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after December 15, 2010. As the Partnership has not had any business combinations since January 2011, adoption did not have a material impact on the Partnership s financial statements.

#### THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

In April 2011, the FASB amended existing guidance for agreements to transfer financial assets that both entitle and obligate the transferor to repurchase or redeem the financial assets before their maturity. The amendments remove from the assessment of effective control (a) the criterion requiring the transferor to have the ability to repurchase or redeem the financial assets on substantially the agreed terms, even in the event of default by the transferee and (b) the collateral maintenance implementation guidance related to that criterion. The guidance is effective for the first interim or annual period beginning on or after December 15, 2011. Blackstone enters into repurchase agreements that are currently accounted for as collateralized financing transactions. Adoption is not expected to have a material impact on the Partnership s financial statements.

# 3. GOODWILL AND INTANGIBLE ASSETS Goodwill and Intangible Assets

The carrying value of goodwill was \$1.7 billion as of March 31, 2011 and December 31, 2010. As of March 31, 2011 and December 31, 2010, the fair value of the Partnership s operating segments substantially exceeded their respective carrying values.

In January 2011, Blackstone separated its Credit and Marketable Alternatives segment into two new segments. Goodwill previously allocated to the Credit and Marketable Alternatives segment has been reallocated to the Hedge Fund Solutions and Credit Businesses segments. Goodwill has been allocated to each of the Partnership's five segments as follows: Private Equity (\$694.5 million), Real Estate (\$421.7 million), Hedge Fund Solutions (\$172.1 million), Credit Businesses (\$346.4 million) and Financial Advisory (\$68.9 million).

Intangible Assets, Net consists of the following:

	March 31, 2011	December 31, 2010
Finite-Lived Intangible Assets / Contractual Rights	\$ 1,370,255	\$ 1,370,255
Accumulated Amortization	(631,790)	(590,944)
Intangible Assets, Net	\$ 738,465	\$ 779,311

Amortization expense associated with Blackstone s intangible assets was \$40.8 million for the three months ended March 31, 2011 and \$39.5 million for the three months ended March 31, 2010. Amortization expense is included within General, Administrative and Other in the accompanying Condensed Consolidated Statements of Operations.

Amortization of Intangible Assets held at March 31, 2011 is expected to be \$122.5 million, \$108.6 million, \$57.0 million, \$52.2 million, and \$50.3 million for each of the years ending December 31, 2011, 2012, 2013, 2014, and 2015, respectively.

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

#### 4. INVESTMENTS

#### Investments

Investments consists of the following:

	March 31, 2011	December 31, 2010
Investments of Consolidated Blackstone Funds	\$ 8,439,789	\$ 8,192,327
Equity Method Investments	1,924,913	1,921,665
Blackstone s Treasury Cash Management Strategies	923,351	896,367
Performance Fees	1,359,470	937,227
Other Investments	28,941	26,886
	\$ 12,676,464	\$ 11,974,472

Blackstone s share of Investments of Consolidated Blackstone Funds totaled \$526.5 million and \$500.2 million at March 31, 2011 and December 31, 2010, respectively.

At March 31, 2011 and December 31, 2010, consideration was given as to whether any individual investment, including derivative instruments, had a fair value which exceeded 5% of Blackstone s net assets. At March 31, 2011 and December 31, 2010, no investments exceeded the 5% threshold.

#### **Investments of Consolidated Blackstone Funds**

Net Gains from Fund Investment Activities on the Condensed Consolidated Statements of Operations include net realized gains (losses) from realizations and sales of investments and the net change in unrealized gains (losses) resulting from changes in the fair value of the consolidated Blackstone Funds investments. The following table presents the realized and net change in unrealized gains (losses) on investments held by the consolidated Blackstone Funds:

	i nree Mon	ıns Enaea
	March	h 31,
	2011	2010
Realized Gains (Losses)	\$ 70,101	\$ (23,524)
Net Change in Unrealized Gains (Losses)	(134,890)	184,684
	\$ (64,789)	\$ 161,160

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The following reconciles the Realized and Net Change in Unrealized Gains (Losses) from Blackstone Funds presented above to Other Income (Loss) Net Gains (Losses) from Fund Investment Activities in the Condensed Consolidated Statements of Operations:

	Three Mon Marc	
	2011	2010
Realized and Net Change in Unrealized Gains (Losses)		
from Blackstone Funds	\$ (64,789)	\$ 161,160
Reclassification to Investment Income (Loss) and Other		
Attributable to Blackstone Side-by-Side Investment		
Vehicles		(17,453)
Interest and Dividend Revenue Attributable to		
Consolidated Blackstone Funds	19,598	13,676
Investment Income Attributable to Non-Controlling		
Interest Holders		14,421
Other Income Net Gains (Losses) from Fund		
Investment Activities	\$ (45,191)	\$ 171,804

## **Equity Method Investments**

The Partnership recognized net gains (losses) related to its equity method investments of \$89.3 million and \$132.7 million for the three months ended March 31, 2011 and 2010, respectively.

Blackstone s equity method investments include its investments in private equity funds, real estate funds, funds of hedge funds and credit-oriented funds and other proprietary investments, which are not consolidated but in which the Partnership exerts significant influence.

The summarized financial information of the Partnership s equity method investments are as follows:

	Three Months Ended March 31, 2011									
		Private Equity		Real Estate		dge Fund olutions	Credit Businesses	Other (a)		Total
Statement of Income										
Interest Income	\$	32	\$	11,402	\$	40	\$ 108,537	\$ 1	\$	120,012
Other Income	3	311,265		846		10,570	37,735	16,103		376,519
Interest Expense		(1,613)		(2,050)		(67)	(8,220)			(11,950)

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Other Expenses	(7,773)	(12,451)	(11,881)	(15,022)	(8,951)	(56,078)
Net Realized and Unrealized Gain from Investments	1,075,350	1,836,566	202,242	425,243		3,539,401
Net Income	\$ 1,377,261	\$ 1,834,313	\$ 200,904	\$ 548,273	\$ 7,153	\$ 3,967,904

#### THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

	Three Months Ended March 31, 2010								
	Priv Equ		]	Real Estate		ge Fund lutions	Credit Businesses		Total
Statement of Income	_								
Interest Income	\$	5	\$	6,139	\$	64	\$ 133,227	\$	139,435
Other Income	15	1,778		38,252		15	10,539		200,584
Interest Expense	(	1,553)		(733)		(38)	(19,076)		(21,400)
Other Expenses	(	5,037)		(21,051)		(20,471)	(15,704)		(62,263)
Net Realized and Unrealized Gain from Investments	2,85	2,369	1,	,181,963			70,411	4	4,104,743
Net Income	\$ 2,99	7,562	\$ 1.	,204,570	\$	(20,430)	\$ 179,397	\$ 4	4,361,099

#### **Blackstone s Treasury Cash Management Strategies**

The portion of Blackstone s Treasury cash management strategies included in Investments represents the Partnership s liquid investments in government and other investment and non-investment grade securities. These strategies are managed by third-party institutions. The Partnership has managed its credit risk through diversification of its investments among major financial institutions, all of which have investment grade ratings. The following table presents the realized and net change in unrealized gains (losses) on investments held by Blackstone s Treasury cash management strategies:

	Three Mor	Three Months Ended		
	Marc	ch 31,		
	2011	2010		
Realized Gains (Losses)	\$ (301)	\$ 1,443		
Net Change in Unrealized Gains (Losses)	629	2,758		
	\$ 328	\$ 4,201		

#### **Performance Fees**

Performance Fees allocated to the general partner in respect of performance of certain Carry Funds, funds of hedge funds and credit-oriented funds were as follows:

	Private Equity	Real Estate	Hedge Fund Solutions	Credit Businesses	Total
Performance Fees, December 31, 2010	\$ 573,042	\$ 65,477	\$ 9,534	\$ 289,174	\$ 937,227
Change in Fair Value of Funds	114,226	356,252	4,130	88,951	563,559
Foreign Exchange Gains		1,292			1,292
Fund Cash Distributions	(83,987)	(12,242)	(5,911)	(40,468)	(142,608)

<sup>(</sup>a) Other represents the summarized financial information of equity method investments whose results, for segment reporting purposes, have been allocated across more than one of Blackstone s segments.

Performance Fees, March 31, 2011 \$603,281 \$410,779 \$ 7,753 \$337,657 \$1,359,470

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#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

#### Other Investments

Other Investments consist primarily of investment securities held by Blackstone for its own account. The following table presents Blackstone s realized and net change in unrealized gains (losses) in other investments:

		onths Ended och 31,
	2011	2010
Realized Gains (Losses)	\$	\$ 1,179
Net Change in Unrealized Gains (Losses)	949	470
	\$ 949	\$ 1,649

#### 5. NET ASSET VALUE AS FAIR VALUE

Certain of the consolidated Blackstone Funds of hedge funds and credit-oriented funds measure their investments in underlying funds at fair value using NAV per share without adjustment. The terms of the investee s investment generally provide for minimum holding periods or lock-ups, the institution of gates on redemptions or the suspension of redemptions or an ability to side-pocket investments, at the discretion of the investee s fund manager, and as a result, investments may not be redeemable at, or within three months of, the reporting date. A side pocket is used by hedge funds and funds of hedge funds to separate investments that may lack a readily ascertainable value, are illiquid or are subject to liquidity restriction. Redemptions are generally not permitted until the investments within a side pocket are liquidated or it is deemed that the conditions existing at the time that required the investment to be included in the side pocket no longer exist. As the timing of either of these events is uncertain, the timing at which the Partnership may redeem an investment held in a side pocket cannot be estimated. A summary of fair value by strategy type alongside the consolidated funds of hedge funds remaining unfunded commitments and ability to redeem such investments as of March 31, 2011 is presented below:

Strategy	Fair Value	Unfunded Commitments	Redemption Frequency (if currently eligible)	Redemption Notice Period
Diversified Instruments	\$ 264,434	\$ 3,891	(a)	(a)
Credit Driven	203,846	3,871	(b)	(b)
Event Driven	123,014		(c)	(c)
Equity	162,808		(d)	(d)
Commodities	41,936		(e)	(e)
	\$ 796,038	\$ 7,762		

<sup>(</sup>a) Diversified Instruments includes investments in hedge funds that invest across multiple strategies. Investments representing 98% of the value of the investments in this category are subject to redemption restrictions at the discretion of the investee fund manager who may choose (but may not have exercised such ability) to side-pocket such investments. As of the reporting date, the investee fund manager had

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- elected to side-pocket 15% of Blackstone s investments. The time at which this redemption restriction may lapse cannot be estimated. The remaining 2% of investments within this category represent investments in hedge funds that are in the process of liquidating. Distributions from these funds will be received as underlying investments are liquidated.
- (b) The Credit Driven category includes investments in hedge funds that invest primarily in domestic and international bonds. Investments representing 68% of the value of the investments in this category may not be redeemed at, or within three months of, the reporting date. Investments representing 28% of the value in the credit driven category are subject to redemption restrictions at the discretion of the investee fund

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#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

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manager who may choose (but may not have exercised such ability) to side-pocket such investments. As of the reporting date, the investee fund manager had elected to side-pocket 4% of Blackstone s investments. Investments representing 3% of the value within this category represents an investment in a fund of hedge funds that is in the process of liquidation. Distributions from this fund will be received as underlying investments are liquidated. The remaining 1% of investments within this category are redeemable as of the reporting date.

- (c) The Event Driven category includes investments in hedge funds whose primary investing strategy is to identify certain event-driven investments. Withdrawals are not permitted in this category. Distributions will be received as the underlying investments are liquidated.
- (d) The Equity category includes investments in hedge funds that invest primarily in domestic and international equity securities. Investments representing 66% of the total value of investments in this category may not be redeemed at, or within three months of, the reporting date. The remaining 34% are subject to redemption restrictions at the discretion of the investee fund manager who may choose (but may not have elected such ability) to side-pocket such investments. As of the reporting date, the investee fund manager had not elected to side-pocket Blackstone s investments.
- (e) The Commodities category includes investments in commodities-focused hedge funds that primarily invest in futures and physical-based commodity driven strategies. Withdrawals are not permitted in this category. Distributions will be received as the underlying investments are liquidated.

#### 6. DERIVATIVE FINANCIAL INSTRUMENTS

Blackstone enters into derivative contracts in order to hedge its interest rate risk exposure against the effects of interest rate changes. Additionally, Blackstone and the Blackstone Funds enter into derivative contracts in the normal course of business to achieve certain other risk management objectives and for general investment purposes. As a result of the use of derivative contracts, Blackstone and the consolidated Blackstone Funds are exposed to the risk that counterparties will fail to fulfill their contractual obligations. To mitigate such counterparty risk, Blackstone and the consolidated Blackstone Funds enter into contracts with certain major financial institutions, all of which have investment grade ratings. Counterparty credit risk is evaluated in determining the fair value of derivative instruments.

#### **Fair Value Hedges**

The Partnership uses interest rate swaps to hedge a portion of the interest rate risk associated with its fixed rate borrowings. The Partnership has designated these financial instruments as fair value hedges. Changes in fair value of the derivative and, to the extent that it is highly effective, changes in the fair value of the hedged liability, are recorded within General, Administrative and Other in the Condensed Consolidated Statements of Operations. The fair value of the derivative instrument is reflected within Other Assets in the Condensed Consolidated Statements of Financial Condition.

#### **Freestanding Derivatives**

Freestanding derivatives are instruments that Blackstone and certain of the consolidated Blackstone Funds have entered into as part of their overall risk management and investment strategies. These derivative contracts are not designated as hedging instruments for accounting purposes. Such contracts may include foreign exchange contracts, equity swaps, options, futures and other derivative contracts. Changes in the fair value of derivative instruments held by consolidated Blackstone Funds are reflected in Net Gains from Funds Investment Activities or, where derivative instruments are held by the Partnership, within Investment Income (Loss), in the Condensed Consolidated Statements of Operations. The fair value of freestanding derivative assets are recorded within Investments and freestanding derivative liabilities are recorded within Accounts Payable, Accrued Expenses and Other Liabilities in the Condensed Consolidated Statements of Financial Condition.

#### THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The table below summarizes the aggregate notional amount and fair value of the derivative financial instruments:

	March 31, 2011				December	31, 2010			
	Assets		Liabil	Liabilities		Assets		Liabilities	
		Fair		Fair		Fair		Fair	
	Notional	Value	Notional	Value	Notional	Value	Notional	Value	
Fair Value Hedges									
Interest Rate Swaps	\$ 450,000	\$ 13,516	\$	\$	\$ 450,000	\$ 26,192	\$	\$	
•		,							
Freestanding Derivatives									
Blackstone	39,647	193	193,884	1,263	67,288	339	380,078	996	
Investments of Consolidated Blackstone Funds	30	8	22	21	409	2	212	2	
Freestanding Derivatives	39.677	201	193,906	1.284	67,697	341	380,290	998	
Treestanding Derivatives	55,677	201	1,0,,00	1,20.	07,077	0.1	200,270	,,,	
Total	\$ 489,677	\$ 13,717	\$ 193,906	\$ 1.284	\$ 517,697	\$ 26,533	\$ 380,290	\$ 998	
I Otal	Ψ +02,077	Ψ 13,/1/	ψ 193,900	Ψ 1,204	Ψ 517,057	Ψ 20,333	Ψ 500,250	ψ 270	

The table below summarizes the impact to the Condensed Consolidated Statements of Operations from derivative financial instruments:

	Three Mon Marcl	
	2011	2010
Fair Value Hedges - Interest Rate Swaps		
Hedge Ineffectiveness	\$ (567)	\$ 925
Excluded from Assessment of Effectiveness	(7,423)	7,019
Freestanding Derivatives		
Realized Gains (Losses)	224	(298)
Net Change in Unrealized Gain (Loss)	(1,448)	(122)

As of March 31, 2011 and December 31, 2010, the Partnership had not designated any derivatives as cash flow hedges or hedges of net investments in foreign operations.

# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# 7. FAIR VALUE OPTION

The following table summarizes the financial instruments for which the fair value option has been elected:

	March 31, 2011	December 31, 2010
Assets		
Loans and Receivables	\$ 14,034	\$ 131,290
Assets of Consolidated CLO Vehicles		
Corporate Loans	6,550,729	6,351,966
Corporate Bonds	106,074	157,997
Other	15,987	12,076
	\$ 6,686,824	\$ 6,653,329
Liabilities		
Liabilities of Consolidated CLO Vehicles		
Senior Secured Notes	\$ 6,023,892	\$ 5,877,957
Subordinated Notes	567,436	555,632
	\$ 6,591,328	\$ 6,433,589

The following table presents the realized and net change in unrealized gains (losses) on financial instruments on which the fair value option was elected:

	Three Months Ended March 31,						
	2011				2	2010	
	Realized Gains (Losses)	in	et Change Unrealized ins (Losses)		nlized (Losses)	in (	t Change Inrealized ns (Losses)
Assets							
Loans and Receivables	\$	\$		\$	81	\$	(80)
Debt Securities					(16)		
Assets of Consolidated CLO Vehicles							
Corporate Loans	42,232		50,219	(5	5,687)		63,685
Corporate Bonds	2,047		(29)		(42)		14,876
Other	480		5,375		702		828
	\$ 44,759	\$	55,565	\$ (4	1,962)	\$	79,309
Liabilities							
Liabilities of Consolidated CLO Vehicles							
Senior Secured Notes	\$ (5,395)	\$	(239,958)	\$		\$	16,685
Subordinated Notes			(24,057)				(19,602)

\$ (5,395) \$ (264,015) \$ \$ (2,917)

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# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The following table presents for those financial instruments on which the fair value option was elected, the uncollected principal balance on the financial instruments that exceeded the fair value and the fair value and principal balance on the financial instruments that were more than one day past due:

		As of March 31, 2011				As	of Decembe	r 31, 2010		
			For Fina	ncial Asset	s Past			For Fi	nancial As	sets Past
			]	Due (a)					Due (a)	
	Exc (Defic	ess iency)			cess ciency)	_	Excess ficiency)			Excess eficiency)
	of Fair Over P		Fair Value		r Value Principal		air Value Principal	Fair Value		Fair Value r Principal
Loans and Receivables	\$	79	\$	\$	·	\$	1,391	\$	\$	-
Assets of Consolidated CLO Vehicles										
Corporate Loans	(15	8,774)	5,400		(1,972)	(2	244,233)	5,393	3	(2,164)
Corporate Bonds		123	5,834		(1,832)		(1,545)	5,630	)	(2,082)
	\$ (15	8,572)	\$ 11,234	\$	(3,804)	\$ (2	244,387)	\$ 11,023	3 \$	(4,246)

As of March 31, 2011 and December 31, 2010, no Loans and Receivables on which the fair value option was elected were past due or in non-accrual status.

# 8. FAIR VALUE MEASUREMENTS OF FINANCIAL INSTRUMENTS

The following tables summarize the valuation of the Partnership s financial assets and liabilities by the fair value hierarchy as of March 31, 2011 and December 31, 2010, respectively:

	March 31, 2011				
	Level I	Level II	Level III	Total	
Assets					
Investments of Consolidated Blackstone Funds (a)					
Investment Funds	\$	\$ 1,801	\$ 794,237	\$ 796,038	
Equity Securities	105,543	22,332	136,423	264,298	
Partnership and LLC Interests		27,053	532,634	559,687	
Debt Instruments	117	131,980	14,879	146,976	
Assets of Consolidated CLO Vehicles		6,409,271	263,519	6,672,790	
Total Investments of Blackstone Consolidated Funds	105,660	6,592,437	1,741,692	8,439,789	
Blackstone s Treasury Cash Management Strategies	446,036	477,315		923,351	

<sup>(</sup>a) Past due Corporate Loans and Corporate Bonds within CLO assets are classified as past due if contractual payments are more than one day past due.

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Money Market Funds	110,467			110,467
Freestanding Derivatives		193		193
Derivative Instruments Used as Fair Value Hedges		13,516		13,516
Loans and Receivables			14,034	14,034
Other Investments	7,310	661	20,970	28,941
	\$ 718,854	\$ 7,034,741	\$ 1,776,696	\$ 9,530,291
Liabilities				
Liabilities of Consolidated CLO Vehicles (a)	\$	\$	\$ 6,591,328	\$ 6,591,328
Freestanding Derivatives	600	663		1,263
Securities Sold, Not Yet Purchased	541	209,125		209,666
	\$ 1,141	\$ 209,788	\$ 6,591,328	\$ 6,802,257

# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

	December 31, 2010				
	Level I	Level II	Level III	Total	
Assets					
Investments of Consolidated Blackstone Funds (a)					
Investment Funds	\$	\$ 2,333	\$ 723,583	\$ 725,916	
Equity Securities	133,483	24,007	136,614	294,104	
Partnership and LLC Interests			500,162	500,162	
Debt Instruments	107	138,518	11,481	150,106	
Assets of Consolidated CLO Vehicles		6,291,508	230,531	6,522,039	
Total Investments of Blackstone Consolidated Funds	133,590	6,456,366	1,602,371	8,192,327	
Blackstone s Treasury Cash Management Strategies	442,700	453,667		896,367	
Money Market Funds	165,957			165,957	
Freestanding Derivatives	13	326		339	
Derivative Instruments Used as Fair Value Hedges		26,192		26,192	
Loans and Receivables			131,290	131,290	
Other Investments	6,852	362	19,672	26,886	
	\$ 749,112	\$ 6,936,913	\$ 1,753,333	\$ 9,439,358	
	, , ,	, -,,-	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	, , , , , , , , , , , , , , , , , , , ,	
Liabilities					
Liabilities of Consolidated CLO Vehicles (a)	\$	\$	\$ 6,433,589	\$ 6,433,589	
Freestanding Derivatives	19	977	, ,	996	
Securities Sold, Not Yet Purchased	531	116,157		116,688	
		, ,		,	
	\$ 550	\$ 117,134	\$ 6,433,589	\$ 6,551,273	

There were no significant transfers between Level I and Level II during the three months ended March 31, 2011.

The following table summarizes the valuation methodology used in the determination of the fair value of financial instruments for which Level III inputs were used as of March 31, 2011.

Valuation Methodology Third-Party Fund Managers	Private Equity	Real Estate	Hedge Fund Solutions 44%	Credit Businesses	Total 44%
Specific Valuation Metrics	18%	22%		16%	56%
	18%	22%	44%	16%	100%

<sup>(</sup>a) Pursuant to GAAP consolidation guidance, the Partnership is required to consolidate all VIEs in which it has been identified as the primary beneficiary, including its investments in CLO vehicles and other funds in which a consolidated entity of the Partnership, as the general partner of the fund, is presumed to have control. While the Partnership is required to consolidate certain funds, including CLO vehicles, for GAAP purposes, the Partnership has no ability to utilize the assets of these funds and there is no recourse to the Partnership for their liabilities since these are client assets and liabilities.

# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The following tables summarize the changes in financial assets and liabilities measured at fair value for which the Partnership has used Level III inputs to determine fair value and does not include gains or losses that were reported in Level III in prior years or for instruments that were transferred out of Level III prior to the end of the current reporting period. Total realized and unrealized gains and losses recorded for Level III investments are reported in Investment Income (Loss) and Net Gains from Fund Investment Activities in the Condensed Consolidated Statements of Operations.

# Level III Financial Assets at Fair Value Three Months Ended March 31, 2011

	Time Months Ended March 51, 2011				
	Investments of Consolidated Funds	Loans and Receviables	Other Investments	Total	
Balance, Beginning of Period	\$ 1,602,371	\$ 131,290	\$ 19,672	\$ 1,753,333	
Transfer In to Level III (b)	6,555			6,555	
Transfer Out of Level III (b)	(21,732)			(21,732)	
Purchases	128,099	6,228		134,327	
Sales	(62,965)	(122,180)		(185,145)	
Settlements	(4,933)	(1,370)		(6,303)	
Realized Gains (Losses), Net	7,851			7,851	
Changes in Unrealized Gains (Losses) Included in Earnings Related to Investments Still Held at the Reporting Date	86,446	66	1,298	87,810	
Balance, End of Period	\$ 1,741,692	\$ 14,034	\$ 20,970	\$ 1,776,696	

# Level III Financial Assets at Fair Value

	Three Months Ended March 31, 2010					
	Investments of Consolidated Funds	Loans and Receviables	Other Investments	Total		
Balance, Beginning of Period	\$ 1,192,464	\$ 68,549	\$ 46,578	\$ 1,307,591		
Transfer In Due to Consolidation and Acquisition (a)	166,487			166,487		
Transfer In to Level III (b)	24			24		
Transfer Out of Level III (b)	(20,364)			(20,364)		
Purchases (Sales), Net	(39,222)	(2,575)	(29,216)	(71,013)		
Realized Gains (Losses), Net	967	81	454	1,502		
Changes in Unrealized Gains (Losses) Included in Earnings Related to						
Investments Still Held at the Reporting Date	71,345	(83)	391	71,653		
Balance, End of Period	\$ 1.371.701	\$ 65,972	\$ 18,207	\$ 1,455,880		

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# Level III Financial Liabilities at Fair Value Three Months Ended March 31,

				THICC Months I	mucu march 31,			
			2011				2010	
	Collateralized Loan Obligations Senior Notes	o	llateralized Loan bligations bordinated Notes	Total	Collateralized Loan Obligations Senior Notes	o	llateralized Loan bligations bordinated Notes	Total
Balance, Beginning of Period	\$ 5,877,957	\$	555,632	\$ 6,433,589	\$	\$		\$
Transfer In Due to Consolidation and Acquisition (a)					3,271,228		261,544	3,532,772
Issuances	200			200				
Settlements	(161,442)		(12,253)	(173,695)				
Realized (Gains) Losses, Net	5,395			5,395				
Changes in Unrealized (Gains) Losses Included in Earnings Related to Liabilities Still Held at								
the Reporting Date	301,782		24,057	325,839	(16,685)		19,602	2,917
Balance, End of Period	\$ 6,023,892	\$	567,436	\$ 6,591,328	\$ 3,254,543	\$	281,146	\$ 3,535,689

- (a) Represents the transfer into Level III of financial assets and liabilities held by CLO vehicles as a result of the application of consolidation guidance effective January 1, 2010 and as a result of the acquisition of management contracts on April 1, 2010 and July 20, 2010.
- (b) Transfers in and out of Level III financial assets and liabilities were due to changes in the observability of inputs used in the valuation of such assets and liabilities.

# 9. VARIABLE INTEREST ENTITIES

Pursuant to GAAP consolidation guidance, the Partnership consolidates certain VIEs in which it is determined that the Partnership is the primary beneficiary either directly or indirectly, through a consolidated entity or affiliate. VIEs include certain private equity, real estate, credit-oriented or funds of hedge funds entities and CLO vehicles. The purpose of such VIEs is to provide strategy specific investment opportunities for investors in exchange for management and performance based fees. The investment strategies of the Blackstone Funds differ by product; however, the fundamental risks of the Blackstone Funds have similar characteristics, including loss of invested capital and loss of management fees and performance based fees. In Blackstone s role as general partner or investment advisor, it generally considers itself the sponsor of the applicable Blackstone Fund. The Partnership does not provide performance guarantees and has no other financial obligation to provide funding to consolidated VIEs other than its own capital commitments.

# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The assets and liabilities of the consolidated VIEs and VOEs included in the Condensed Consolidated Statements of Financial Condition are as follows:

		March 31, 2011 VIEs All Other		Γ	December 31, 201 VIEs All Other	0
	Consoli-	Consoli-		Consoli-	Consoli-	
	dated	dated		dated	dated	
	CLO Vehicles	Blackstone Funds	Total	CLO Vehicles	Blackstone Funds	Total
Assets						
Cash Held by Blackstone Funds and Other	\$ 451,475	\$ 58,829	\$ 510,304	\$ 662,776	\$ 44,846	\$ 707,622
Investments	6,672,789	853,999	7,526,788	6,522,038	902,291	7,424,329
Accounts Receivable	21,976	98	22,074	21,669	711	22,380
Due from Affiliates		37,743	37,743		30,182	30,182
Other Assets	20,965	1,167	22,132	17,651	2,172	19,823
Total Assets	\$ 7,167,205	\$ 951,836	\$ 8,119,041	\$ 7,224,134	\$ 980,202	\$ 8,204,336
Liabilities	. , , , , , , , , , , , , , , , , , , ,	, , ,	<b>.</b>	<b>.</b>	,	
Loans Payable	\$ 6,290,750	\$ 11,945	\$ 6,302,695	\$ 6,144,490	\$ 9,689	\$ 6,154,179
Due to Affiliates	300,578	47,634	348,212	289,099	15,870	304,969
Accounts Payable, Accrued Expenses and Other	260,939	5,484	266,423	311,965	18,710	330,675
Total Liabilities	\$ 6,852,267	\$ 65,063	\$ 6,917,330	\$ 6,745,554	\$ 44,269	\$ 6,789,823

There is no recourse to the Partnership for the consolidated VIEs liabilities including the liabilities of the consolidated CLO vehicles. The assets and liabilities of consolidated VIEs comprise primarily investments and notes payable and are included within Investments, Loans Payable and Due to Affiliates, respectively, in the Condensed Consolidated Statements of Financial Condition.

The Partnership holds variable interests in certain VIEs which are not consolidated as it is determined that the Partnership is not the primary beneficiary. The Partnership is involvement with such entities is in the form of direct equity interests and fee arrangements. The maximum exposure to loss represents the loss of assets recognized by Blackstone relating to non-consolidated entities, any amounts due to non-consolidated entities and any clawback obligation relating to previously distributed Carried Interest. The assets and liabilities recognized in the Partnership is Condensed Consolidated Statements of Financial Condition related to the Partnership is interest in these non-consolidated VIEs and the Partnership is maximum exposure to loss relating to non-consolidated VIEs were as follows:

	March 31, 2011	Dec	cember 31, 2010
Investments	\$ 177,058	\$	89,743
Receivables	90,595		178,719

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Total VIE Assets	267,653	268,462
VIE Liabilities		168
Potential Clawback Obligation	17,218	4,717
Maximum Exposure to Loss	\$ 284,871	\$ 273,347

#### THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# 10. REVERSE REPURCHASE AND REPURCHASE AGREEMENTS

At March 31, 2011, the Partnership received securities, primarily U.S. and non-U.S. government and agency securities, asset-backed securities and corporate debt, with a fair value of \$228.7 million and cash as collateral for reverse repurchase agreements that could be repledged, delivered or otherwise used. Securities with a fair value of \$209.3 million were repledged, delivered or used to settle Securities Sold, Not Yet Purchased. The Partnership also pledged securities with a carrying value of \$71.6 million and cash to collateralize its repurchase agreements. Such securities can be repledged, delivered or otherwise used by the counterparty.

# 11. BORROWINGS

On April 8, 2011, indirect subsidiaries of Blackstone entered into an amendment to the \$1.02 billion revolving credit facility (the Credit Facility ) with Citibank, N.A., as Administrative Agent. The amendment extended the maturity date of the Credit Facility from March 23, 2013 to April 8, 2016. As of March 31, 2011, Blackstone had no outstanding borrowings under the Credit Facility.

The fair value of the Blackstone issued notes as of March 31, 2011 was:

	Marc	h 31, 2011
	Fai	ir Value
Blackstone Issued 5.875%, \$400 Million Par, Notes Due 3/15/2021	\$	398,132
Blackstone Issued 6.625%, \$600 Million Par, Notes Due 8/15/2019	\$	608,216

Included within Loans Payable and Due to Affiliates are amounts due to holders of debt securities issued by Blackstone s consolidated CLO vehicles. At March 31, 2011, the Partnership s borrowings through consolidated CLO vehicles consisted of the following:

	Borrowing Outstanding	Weighted Average Interest Rate	Weighted Average Remaining Maturity in Years
Senior Secured Notes	\$ 6,371,919	1.42%	4.7
Subordinated Notes	889,322	(a)	7.3
	\$ 7,261,241		

<sup>(</sup>a) The Subordinated Notes do not have contractual interest rates but instead receive distributions from the excess cash flows of the CLO vehicles.

Included within Senior Secured Notes and Subordinated Notes are amounts due to non-consolidated affiliates of \$109.6 million and \$298.0 million, respectively. The fair value of Senior Secured and Subordinated Notes as of March 31, 2011 was \$6.0 billion and \$567.4 million, respectively, of which \$119.8 million and \$180.7 million represents the amounts Due to Affiliates.

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The Loans Payable of the consolidated CLO vehicles are collateralized by assets held by each respective CLO vehicle and assets of one vehicle may not be used to satisfy the liabilities of another. As of March 31, 2011, the fair value of the CLO assets was \$7.2 billion. This collateral consisted of Cash, Corporate Loans, Corporate Bonds and other securities.

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# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

Scheduled principal payments for borrowings at March 31, 2011 are as follows:

	Operating Borrowings	. 0			Total rrowings
2011	\$ 891	\$	3,380	\$	4,271
2012	8,220		8,565		16,785
2013	1,943		78,138		80,081
2014	5,040				5,040
2015			140,518		140,518
Thereafter	1,000,000		7,042,585	8,	,042,585
Total	\$ 1,016,094	\$	7,273,186	\$ 8,	,289,280

# 12. INCOME TAXES

Blackstone s effective tax rate was 33.14% and (4.23)% for the three months ended March 31, 2011 and 2010, respectively. Blackstone s income tax provision was \$38.9 million and \$9.6 million for the three months ended March 31, 2011 and 2010, respectively.

Blackstone s effective tax rate for the three months ended March 31, 2011 and 2010 was substantially due to the following: (a) certain corporate subsidiaries are subject to federal, state, local and foreign income taxes as applicable and other subsidiaries are subject to New York City unincorporated business taxes, and (b) a portion of compensation charges are not deductible for tax purposes.

# 13. NET INCOME (LOSS) PER COMMON UNIT

Basic and diluted net income (loss) per common unit for the three months ended March 31, 2011 and March 31, 2010 was calculated as follows:

	Three Months Ended March 31 2011 2010			
Net Income (Loss) Attributable to The Blackstone Group L.P.	\$	42,704	\$	(121,377)
Basic Net Income (Loss) Per Common Unit:				
Weighted-Average Common Units Outstanding	447,742,389		333,433,864	
Basic Net Income (Loss) Per Common Unit	\$	0.10	\$	(0.36)
Diluted Net Income (Loss) Per Common Unit:				
Weighted-Average Common Units Outstanding	44	7,742,389	33.	3,433,864
Weighted-Average Unvested Deferred Restricted Common Units		9,910,527		

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Weighted-Average Diluted Common Units Outstanding	457,652,916		333	,433,864
Diluted Net Income (Loss) Per Common Unit	\$	0.09	\$	(0.36)

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The following table summarizes the anti-dilutive securities for the three months ended March 31, 2011 and 2010:

	Three Months En	nded March 31,
	2011	2010
Weighted-Average Unvested Deferred Restricted Common Units	(a)	28,626,333
Weighted-Average Blackstone Holdings Partnership Units	658,290,684	764,866,007

(a) These units were dilutive and are included in the diluted per common unit calculation.

#### **Unit Repurchase Program**

In January 2008, Blackstone announced that the Board of Directors of its general partner, Blackstone Group Management L.L.C., had authorized the repurchase by Blackstone of up to \$500 million of Blackstone Common Units and Blackstone Holdings Partnership Units. Under this unit repurchase program, units may be repurchased from time to time in open market transactions, in privately negotiated transactions or otherwise. The timing and the actual number of Blackstone Common Units and Blackstone Holdings Partnership Units repurchased will depend on a variety of factors, including legal requirements, price and economic and market conditions. This unit repurchase program may be suspended or discontinued at any time and does not have a specified expiration date.

During the three months ended March 31, 2011, Blackstone repurchased 116,270 vested Blackstone Holdings Partnership Units as part of the unit repurchase program for a total cost of \$2.1 million. The repurchase resulted in a decrease in Blackstone s ownership interest in Blackstone Holdings equity of \$1.7 million. As of March 31, 2011, the amount remaining available for repurchases under this program was \$335.8 million.

During the three months ended March 31, 2010, Blackstone repurchased 84,888 vested Blackstone Common Units as part of the unit repurchase program for a total cost of \$1.2 million. As of March 31, 2010, the amount remaining available for repurchases was \$338.3 million under this program.

# 14. EQUITY-BASED COMPENSATION

The Partnership has granted equity-based compensation awards to Blackstone s senior managing directors, non-partner professionals, non-professionals and selected external advisors under the Partnership s 2007 Equity Incentive Plan (the Equity Plan ), the majority of which to date were granted in connection with the IPO. The Equity Plan allows for the granting of options, unit appreciation rights or other unit-based awards (units, restricted units, restricted common units, deferred restricted common units, phantom restricted common units or other unit-based awards based in whole or in part on the fair value of the Blackstone Common Units or Blackstone Holdings Partnership Units) which may contain certain service or performance requirements. As of January 1, 2011, the Partnership had the ability to grant 162,380,981 units under the Equity Plan.

For the three months ended March 31, 2011, the Partnership recorded compensation expense of \$426.3 million in relation to its equity-based awards with corresponding tax benefits of \$4.2 million. For the three months ended March 31, 2010, the Partnership recorded compensation expense of \$723.1 million in relation to its equity-based awards with corresponding tax benefits of \$1.6 million. As of March 31, 2011, there was \$3.4 billion of estimated unrecognized compensation expense related to unvested awards. This cost is expected to be recognized over a weighted-average period of 3.6 years.

Total vested and unvested outstanding units, including Blackstone Common Units, Blackstone Holdings Partnership Units and deferred restricted common units, were 1,128,027,512 as of March 31, 2011. Total outstanding unvested phantom units were 226,373 as of March 31,

2011.

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# THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

A summary of the status of the Partnership s unvested equity-based awards as of March 31, 2011 and a summary of changes during the period January 1, 2011 through March 31, 2011 is presented below:

	Blackstone l	Blackstone Holdings The Blackstone Grou				roup L.P.			
			Equity Settle Deferred	Cash Sett	led Awards				
Unvested Units	Partnership	Weighted- Average Grant Date	Restricted Common Units and	Weighted- Average Grant Date Fair Value	Phantom	Weighted- Average Grant Date			
	Units	Fair Value	Options		Units	Fair Value			
Balance, December 31, 2010	149,225,318	\$ 30.58	19,118,949	\$ 21.00	225,841	\$ 13.98			
Granted	3,032,015	14.45	2,307,624	13.75	532	14.84			
Vested	(584,597)	14.48	(256,106)	17.06					
Forfeited	(6,266,726)	30.35	(451,161)	23.62					
Balance, March 31, 2011	145,406,010	\$ 30.32	20,719,306	\$ 20.18	226,373	\$ 13.99			

# **Units Expected to Vest**

The following unvested units, after expected forfeitures, as of March 31, 2011, are expected to vest:

	Units	Weighted-Average Service Period in Years
Blackstone Holdings Partnership Units	137,239,560	3.2
Deferred Restricted Blackstone Common Units and Options	17,311,660	3.1
Total Equity-Based Awards	154,551,220	3.2
Phantom Units	203,991	4.1

# **Equity-Based Awards with Performance Conditions**

In connection with certain equity-based awards with performance conditions, Blackstone has recorded compensation expense of \$0.1 million for the three months ended March 31, 2011 as the likelihood that the relevant performance threshold will be exceeded in future periods has been deemed as probable. Such awards will be granted in 2012 and are accounted for as a liability award subject to re-measurement at the end of each reporting period.

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# THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# 15. RELATED PARTY TRANSACTIONS Affiliate Receivables and Payables

As of March 31, 2011 and December 31, 2010, Due from Affiliates and Due to Affiliates comprised the following:

	March 31, 2011	Dec	cember 31, 2010
Due from Affiliates			
Accrual for Potential Clawback of Previously Distributed Interest	\$ 165,514	\$	180,672
Primarily Interest Bearing Advances Made on Behalf of Certain Non-Controlling Interest Holders and			
Blackstone Employees for Investments in Blackstone Funds	205,043		169,413
Amounts Due from Portfolio Companies and Funds	199,357		175,872
Investments Redeemed in Non-Consolidated Funds of Funds	6,460		43,790
Management and Performance Fees Due from Non-Consolidated Funds of Funds	105,536		107,547
Payments Made on Behalf of Non-Consolidated Entities	80,186		81,689
Advances Made to Certain Non-Controlling Interest Holders and Blackstone Employees	6,653		36,412
	\$ 768,749	\$	795,395

	March 31, 2011	December 31, 2010
Due to Affiliates		
Due to Certain Non-Controlling Interest Holders in Connection with the Tax Receivable Agreements	\$ 1,206,655	\$ 1,114,609
Accrual for Potential Repayment of Previously Received Performance Fees	258,591	273,829
Due to Note-Holders of Consolidated CLO Vehicles	300,578	274,020
Distributions Received on Behalf of Certain Non-Controlling Interest Holders and Blackstone Employees	137,640	77,362
Distributions Received on Behalf of Non-Consolidated Entities	17,074	15,970
Payments Made by Non-Consolidated Entities	18,591	6,497
	\$ 1,939,129	\$ 1,762,287

# Interests of the Founder, Senior Managing Directors and Employees

The founder, senior managing directors and employees invest on a discretionary basis in the Blackstone Funds both directly and through consolidated entities. Their investments may be subject to preferential management fee and performance fee arrangements. As of March 31, 2011 and December 31, 2010, the founder s, other senior managing directors and employees investments aggregated \$857.1 million and \$832.8 million, respectively, and the founder s, other senior managing directors and employees share of the Net Income Attributable to Redeemable Non-Controlling and Non-Controlling Interests in Consolidated Entities aggregated \$70.8 million and \$56.8 million for the three months ended March 31, 2011 and 2010, respectively.

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# **Revenues Earned from Affiliates**

Management and Advisory Fees earned from affiliates totaled \$70.0 million and \$38.8 million for the three months ended March 31, 2011 and 2010, respectively. Fees relate primarily to transaction and monitoring fees which are made in the ordinary course of business and under terms that would have been obtained from unaffiliated third parties.

#### Loans to Affiliates

Loans to affiliates consist of interest-bearing advances to certain Blackstone individuals to finance their investments in certain Blackstone Funds. These loans earn interest at Blackstone s cost of borrowing and such interest totaled \$0.7 million and \$0.6 million for the three months ended March 31, 2011 and 2010, respectively. No such loans to any director or executive officer of Blackstone have been made or were outstanding since March 22, 2007, the date of Blackstone s initial filing with the Securities and Exchange Commission of a registration statement relating to its initial public offering.

# **Contingent Repayment Guarantee**

Blackstone and its personnel who have received Carried Interest distributions have guaranteed payment on a several basis (subject to a cap) to the Carry Funds of any clawback obligation with respect to the excess Carried Interest allocated to the general partners of such funds and indirectly received thereby to the extent that either Blackstone or its personnel fails to fulfill its clawback obligation, if any. The Accrual for Possible Repayment of Previously Received Performance Fees represents amounts previously paid to Blackstone Holdings and non-controlling interest holders that would need to be repaid to the Blackstone Funds if the Carry Funds were to be liquidated based on the fair value of their underlying investments as of March 31, 2011. See Note 16. Commitments and Contingencies Contingencies Contingent Obligations (Clawback) .

#### Aircraft and Other Services

In the normal course of business, Blackstone personnel have made use of aircraft owned as personal assets by Stephen A. Schwarzman ( Personal Aircraft ). In addition, on occasion, Mr. Schwarzman and his family have made use of an aircraft in which Blackstone owns a fractional interest, as well as other assets of Blackstone. Mr. Schwarzman paid for his purchases of the aircraft himself and bears all operating, personnel and maintenance costs associated with their operation. In addition, Mr. Schwarzman is charged for his and his family s personal use of Blackstone assets based on market rates and usage. Payment by Blackstone for the use of the Personal Aircraft by other Blackstone employees are made at market rates. Personal use of Blackstone resources are also reimbursed to Blackstone at market rates. The transactions described herein are not material to the Condensed Consolidated Financial Statements.

# **Tax Receivable Agreements**

Blackstone used a portion of the proceeds from the IPO and the sale of non-voting common units to Beijing Wonderful Investments to purchase interests in the predecessor businesses from the predecessor owners. In addition, holders of Blackstone Holdings Partnership Units may exchange their Blackstone Holdings Partnership Units for Blackstone Common Units on a one-for-one basis. The purchase and subsequent exchanges are expected to result in increases in the tax basis of the tangible and intangible assets of Blackstone Holdings and therefore reduce the amount of tax that Blackstone s wholly-owned subsidiaries would otherwise be required to pay in the future.

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

One of the subsidiaries of the Partnership which is a corporate taxpayer has entered into tax receivable agreements with each of the predecessor owners and additional tax receivable agreements have been executed, and will continue to be executed, with newly-admitted senior managing directors and others who acquire Blackstone Holdings Partnership Units. The agreements provide for the payment by the corporate taxpayer to such owners of 85% of the amount of cash savings, if any, in U.S. federal, state and local income tax that the corporate taxpayers actually realize as a result of the aforementioned increases in tax basis and of certain other tax benefits related to entering into these tax receivable agreements. For purposes of the tax receivable agreements, cash savings in income tax will be computed by comparing the actual income tax liability of the corporate taxpayers to the amount of such taxes that the corporate taxpayers would have been required to pay had there been no increase to the tax basis of the tangible and intangible assets of Blackstone Holdings as a result of the exchanges and had the corporate taxpayers not entered into the tax receivable agreements.

Assuming no material changes in the relevant tax law and that the corporate taxpayers earn sufficient taxable income to realize the full tax benefit of the increased amortization of the assets, the expected future payments under the tax receivable agreements (which are taxable to the recipients) will aggregate \$1,206.7 million over the next 15 years. The after-tax net present value of these estimated payments totals \$311.0 million assuming a 15% discount rate and using Blackstone s most recent projections relating to the estimated timing of the benefit to be received. Future payments under the tax receivable agreements in respect of subsequent exchanges would be in addition to these amounts. The payments under the tax receivable agreements are not conditioned upon continued ownership of Blackstone equity interests by the pre-IPO owners and the others mentioned above.

#### Other

Blackstone does business with and on behalf of some of its Portfolio Companies; all such arrangements are on a negotiated basis.

# 16. COMMITMENTS AND CONTINGENCIES Commitments

# **Investment Commitments**

Blackstone had \$1.2 billion of investment commitments as of March 31, 2011 representing general partner capital funding commitments to the Blackstone Funds, limited partner capital funding to other funds and Blackstone principal investment commitments. The consolidated Blackstone Funds had signed investment commitments of \$28.6 million as of March 31, 2011 which includes \$6.7 million of signed investment commitments for portfolio company acquisitions in the process of closing.

# **Contingencies**

#### Guarantees

Certain of Blackstone s consolidated real estate funds guarantee payments to third parties in connection with the on-going business activities and/or acquisitions of their Portfolio Companies. There is no direct recourse to the Partnership to fulfill such obligations. To the extent that underlying funds are required to fulfill guarantee obligations, the Partnership s invested capital in such funds is at risk. Total investments at risk in respect of guarantees extended by consolidated real estate funds was \$5.1 million as of March 31, 2011.

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#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

# Contingent Performance Fees

There were \$176.7 million of segment level Performance Fees related to the hedge funds in the Hedge Fund Solutions, Credit Businesses and Real Estate segments through the period ended March 31, 2011 attributable to arrangements where the measurement period had not ended. Measurement periods may be greater than the current reporting period. On a consolidated basis, after eliminations, such Performance Fees were \$174.4 million for the three months ended March 31, 2011.

# Litigation

From time to time, Blackstone is named as a defendant in legal actions relating to transactions conducted in the ordinary course of business. Although there can be no assurance of the outcome of such legal actions, in the opinion of management, Blackstone does not have a potential liability related to any current legal proceeding or claim that would individually or in the aggregate materially adversely affect its results of operations, financial position or cash flows.

# Contingent Obligations (Clawback)

Included within Net Gains from Fund Investment Activities in the Condensed Consolidated Statements of Operations are gains from Blackstone Fund investments. The portion of net gains attributable to non-controlling interest holders is included within Non-Controlling Interests in Income of Consolidated Entities. Net gains (losses) attributable to non-controlling interest holders are net of Carried Interest earned by Blackstone. Carried Interest is subject to clawback to the extent that the Carried Interest received to date exceeds the amount due to Blackstone based on cumulative results.

The actual clawback liability, however, does not become realized until the end of a fund s life except for Blackstone s real estate funds which may have an interim clawback liability come due after a realized loss is incurred, depending on the fund. The lives of the carry funds with a potential clawback obligation, including available contemplated extensions, are currently anticipated to expire at various points beginning toward the end of 2012 and extending through 2018. Further extensions of such terms may be implemented under given circumstances.

For financial reporting purposes, the general partners have recorded a liability for potential clawback obligations to the limited partners of some of the carry funds due to changes in the unrealized value of a fund s remaining investments and where the fund s general partner has previously received Carried Interest distributions with respect to such fund s realized investments.

The following table presents the clawback obligations by segment:

	March 31, 2011 Current and			December 31, 2010 Current and				
Segment	Blackstone Holdings		ormer ersonnel	Total	Blackstone Holdings		Former Personnel	Total
Private Equity	\$ 62,452	\$	118,226	\$ 180,678	\$ 62,534	\$	118,845	\$ 181,379
Real Estate	30,625		47,288	77,913	30,623		61,827	92,450
Total	\$ 93,077	\$	165,514	\$ 258,591	\$ 93,157	\$	180,672	\$ 273,829

#### THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

A portion of the Carried Interest paid to current and former Blackstone personnel is held in segregated accounts in the event of a cash clawback obligation. These segregated accounts are not included in the Condensed Consolidated Financial Statements of the Partnership, except to the extent a portion of the assets held in the segregated accounts may be allocated to a consolidated Blackstone fund of hedge funds. At March 31, 2011, \$509.7 million was held in segregated accounts for the purpose of meeting any clawback obligations of current and former personnel if such payments are required.

# 17. SEGMENT REPORTING

Blackstone transacts its primary business in the United States and substantially all of its revenues are generated domestically.

As described in Note 2. Summary of Significant Accounting Policies Basis of Presentation, in January 2011, Blackstone separated its Credit and Marketable Alternatives segment into two new segments: Hedge Fund Solutions and Credit Businesses.

Blackstone conducts its alternative asset management and financial advisory businesses through five segments:

Private Equity Blackstone s Private Equity segment comprises its management of private equity funds.

Real Estate Blackstone s Real Estate segment primarily comprises its management of general real estate funds and internationally focused real estate funds. In addition, the segment has debt investment funds targeting non-controlling real estate debt-related investment opportunities in the public and private markets, primarily in the United States and Europe.

Hedge Fund Solutions Blackstone s Hedge Fund Solutions segment is comprised of Blackstone Alternative Asset Management (BAAM), an institutional solutions provider utilizing hedge funds across a variety of strategies and the Indian-focused and Asian-focused closed-end mutual funds.

Credit Businesses Blackstone s Credit Businesses segment is comprised principally of GSO and manages credit-oriented funds, CLOs, credit-focused separately managed accounts and publicly registered debt-focused investment companies.

Financial Advisory Blackstone s Financial Advisory segment comprises its financial advisory services, restructuring and reorganization advisory services and Park Hill Group, which provides fund placement services for alternative investment funds. These business segments are differentiated by their various sources of income. The Private Equity, Real Estate, Hedge Fund Solutions and Credit Businesses segments primarily earn their income from management fees and investment returns on assets under management, while the Financial Advisory segment primarily earns its income from fees related to investment banking services and advice and fund placement services.

Economic Net Income ( ENI ) is a key performance measure used by management. ENI represents segment net income before taxes excluding transaction-related charges. Transaction-related charges include principally charges associated with equity-based compensation, the amortization of intangibles and corporate actions including acquisitions. Blackstone uses ENI as a key measure of value creation and as a benchmark of its performance. ENI represents segment net income excluding the impact of income taxes and initial public offering ( IPO ) and acquisition-related items, including charges associated with equity-based compensation, the amortization of intangibles and corporate actions including

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acquisitions. For segment reporting purposes,

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# THE BLACKSTONE GROUP L.P.

# **Notes to Condensed Consolidated Financial Statements (Continued)**

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

revenues and expenses are presented on a basis that deconsolidates the investment funds managed by Blackstone. Total Segment ENI equals the aggregate of ENI for all segments. ENI is used by management primarily in making resource deployment and compensation decisions across Blackstone s five segments.

Management makes operating decisions and assesses the performance of each of Blackstone s business segments based on financial and operating metrics and data that is presented without the consolidation of any of the Blackstone Funds that are consolidated into the Consolidated Financial Statements. Consequently, all segment data excludes the assets, liabilities and operating results related to the Blackstone Funds.

The following table presents the financial data for Blackstone s five segments for the three months ended March 31, 2011 and 2010:

	Three Months Ended March 31, 2011									
		rivate Equity		Real Estate		dge Fund olutions	Credit usinesses	nancial dvisory	S	Total egments
Segment Revenues										
Management and Advisory Fees										
Base Management Fees	\$	79,935	\$	95,439	\$	75,612	\$ 54,601	\$	\$	305,587
Advisory Fees								70,252		70,252
Transaction and Other Fees, Net		35,342		21,543		727	745	6		58,363
Management Fee Offsets		(7,889)		(505)		(124)	(18)			(8,536)
Total Management and Advisory Fees		107,388		116,477		76,215	55,328	70,258		425,666
Performance Fees										
Realized		82,389		2,593		893	9,725			95,600
Unrealized		32,537		368,104		19,253	85,303			505,197
Officalized		32,337		300,104		19,233	65,505			303,177
Total Performance Fees		114,926		370,697		20,146	95,028			600,797
Investment Income										
Realized		17.907		2,919		1,341	1,235	97		23,499
Unrealized		29,126		61,406		7,120	,	393		-,
Officialized		29,120		01,400		7,120	4,532	393		102,577
Total Investment Income		47,033		64,325		8,461	5,767	490		126,076
Interest and Dividend Revenue		3,505		3,288		516	453	1,686		9,448
Other		811		860		104	98	386		2,259
Total Revenues		273,663		555,647		105,442	156,674	72,820		1,164,246
Expenses										
Compensation and Benefits										
Compensation		56,254		58,501		28,657	30,325	56,161		229,898
Performance Fee Compensation		,				,				
Realized		7,718		1,230		300	5,295			14,543
Unrealized		5,464		106,501		5,358	45,202			162,525

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Total Compensation and Benefits	69,436	166,232	34,315	80,822	56,161	406,966
Other Operating Expenses	28,713	28,366	13,008	15,357	17,531	102,975
Total Expenses	98,149	194,598	47,323	96,179	73,692	509,941
Economic Net Income	\$ 175,514	\$ 361,049	\$ 58,119	\$ 60,495	\$ (872)	\$ 654,305
Segment Assets as of March 31, 2011	\$ 4,277,809	\$ 3,188,424	\$ 1,035,330	\$ 1,616,485	\$ 591,440	\$ 10,709,488

# THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

	Three Months Ended March 31, 2010					
	Private Equity	Real Estate	Hedge Fund Solutions	Credit Businesses	Financial Advisory	Total Segments
Segment Revenues	•					
Management and Advisory Fees						
Base Management Fees	\$ 65,432	\$ 83,060	\$ 63,866	\$ 39,613	\$	\$ 251,971
Advisory Fees					76,568	76,568
Transaction and Other Fees, Net	31,972	1,942	809	536	1	35,260
Management Fee Offsets		(489)		(689)		(1,178)
Total Management and Advisory Fees	97,404	84,513	64,675	39,460	76,569	362,621
Performance Fees						
Realized	46,175	5,948	2,117	(359)		53,881
Unrealized	45,549	11,391	10,413	64,980		132,333
Total Performance Fees	91,724	17,339	12,530	64,621		186,214
Investment Income (Loss)						
Realized	(495)	2,632	(250)	3,233	187	5,307
Unrealized	84,684	46,892	11,880	7,835	230	151,521
Total Investment Income (Loss)	84,189	49,524	11,630	11,068	417	156,828
Interest and Dividend Revenue	3,428	2,718	475	673	1,396	8,690
Other	100	(1,876)	(83)	(459)	(932)	(3,250)
Total Revenues	276,845	152,218	89,227	115,363	77,450	711,103
Expenses						
Compensation and Benefits						
Compensation	46,910	40,150	20,742	28,343	54,492	190,637
Performance Fee Compensation						
Realized	6,005	1,524	771	(559)		7,741
Unrealized	6,344	6,937	3,783	37,536		54,600
Total Compensation and Benefits	59,259	48,611	25,296	65,320	54,492	252,978
Other Operating Expenses	24,431	14,290	11,285	8,290	14,727	73,023
Total Expenses	83,690	62,901	36,581	73,610	69,219	326,001
Economic Net Income	\$ 193,155	\$ 89,317	\$ 52,646	\$ 41,753	\$ 8,231	\$ 385,102

# THE BLACKSTONE GROUP L.P.

**Notes to Condensed Consolidated Financial Statements (Continued)** 

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

The following table reconciles the Total Segments to Blackstone s Income (Loss) Before Provision for Taxes and Total Assets as of and for the three months ended March 31, 2011 and 2010:

# March 31, 2011 and the Three Months Then Ended Consolidation

	Total	Adjustments Total and Reconciling		
	Segments	Items	Consolidated	
Revenues	\$ 1,164,246	\$ (10,977)(a)	\$ 1,153,269	
Expenses	\$ 509,941	\$ 480,923(b)	\$ 990,864	
Other Income	\$	\$ (45,191)(c)	\$ (45,191)	
Economic Net Income	\$ 654,305	\$ (537,091)(d)	\$ 117,214	
Total Assets	\$ 10,709,488	\$ 8,539,279(e)	\$ 19,248,767	

# Three Months Ended March 31, 2010 Consolidation

		Adjustments					
	Total	and Reconciling	Blackstone				
	Segments	Items	Consolidated				
Revenues	\$ 711,103	\$ (9,864)(a)	\$ 701,239				
Expenses	\$ 326,001	\$ 774,713(b)	\$ 1,100,714				
Other Income	\$	\$ 171,804(c)	\$ 171,804				
Economic Net Income (Loss)	\$ 385,102	\$ (612,773)(d)	\$ (227,671)				

- (a) The Revenues adjustment principally represents management and performance fees earned from Blackstone Funds which were eliminated in consolidation to arrive at Blackstone consolidated revenues.
- (b) The Expenses adjustment represents the addition of expenses of the consolidated Blackstone Funds to the Blackstone unconsolidated expenses, amortization of intangibles and expenses related to transaction-related equity-based compensation to arrive at Blackstone consolidated expenses.
- (c) The Other Income adjustment results from the following:

	Three Mon	iths Ended	
	March 31,		
	2011	2010	
Fund Management Fees and Performance Fees Eliminated in Consolidation	\$ 9,103	\$ 2,762	
Fund Expenses Added in Consolidation	12,213	708	
Non-Controlling Interests in Income (Loss) of Consolidated Entities	(71,056)	168,334	
Transaction-Related Other Income	4,549		
Total Consolidation Adjustments and Reconciling Items	\$ (45,191)	\$ 171,804	

# THE BLACKSTONE GROUP L.P.

Notes to Condensed Consolidated Financial Statements (Continued)

(All Dollars Are in Thousands, Except Unit and Per Unit Data, Except Where Noted)

(d) The reconciliation of Economic Net Income to Income (Loss) Before Provision (Benefit) for Taxes as reported in the Condensed Consolidated Statements of Operations consists of the following:

	Three Months Ended March 31,	
	2011	2010
Economic Net Income	\$ 654,305	\$ 385,102
Adjustments		
Amortization of Intangibles	(44,174)	(39,512)
IPO and Acquisition-Related Charges	(421,861)	(726,722)
Non-Controlling Interests in Income (Loss) of Consolidated Entities	(71,056)	153,461
Total Consolidation Adjustments and Reconciling Items	(537,091)	(612,773)
Income (Loss) Before Provision (Benefit) for Taxes	\$ 117,214	\$ (227,671)

<sup>(</sup>e) The Total Assets adjustment represents the addition of assets of the consolidated Blackstone funds to the Blackstone unconsolidated assets to arrive at Blackstone consolidated assets.

# 18. SUBSEQUENT EVENTS

On April 8, 2011, indirect subsidiaries of Blackstone amended its revolving credit facility. The amendment is described in Note 11. Borrowings.

# ITEM 1A. UNAUDITED SUPPLEMENTAL PRESENTATION OF STATEMENTS OF FINANCIAL CONDITION THE BLACKSTONE GROUP L.P.

# **Unaudited Consolidating Statements of Financial Condition**

(Dollars in Thousands)

		March 31, 2011		
	Consolidated	Consolidated		
	Operating Partnerships	Blackstone Funds (a)	Reclasses and Eliminations	Consolidated
Assets	1 at ther ships	Fullus (a)	Elilillations	Consolidated
Cash and Cash Equivalents	\$ 455,811	\$	\$	\$ 455,811
Cash Held by Blackstone Funds and Other	109,642	538,970	Ψ	648,612
Investments	4,783,347	8,396,368	(503,251)	12,676,464
Accounts Receivable	327,974	51,853	(505,251)	379,827
Reverse Repurchase Agreements	229,723	01,000		229,723
Due from Affiliates	745,256	42,880	(19,387)	768,749
Intangible Assets, Net	738,465	,	( - ) )	738,465
Goodwill	1,703,602			1,703,602
Other Assets	221,509	32,952	(1,105)	253,356
Deferred Tax Assets	1,394,158	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	( , ,	1,394,158
	, ,			, ,
Total Assets	\$ 10,709,487	\$ 9,063,023	\$ (523,743)	\$ 19,248,767
Liabilities and Partners Capital				
Loans Payable	\$ 1,022,442	\$ 6,302,696	\$	\$ 7,325,138
Due to Affiliates	1,596,972	379,429	(37,272)	1,939,129
Accrued Compensation and Benefits	685,080			685,080
Securities Sold, Not Yet Purchased	209,125	541		209,666
Accounts Payable, Accrued Expenses and Other Liabilities	339,466	320,579	(1,106)	658,939
Total Liabilities	3,853,085	7,003,245	(38,378)	10,817,952
	2,222,222	,,,,,,	(==,==,=)	- , , -
Redeemable Non-Controlling Interests in Consolidated Entities		671,164		671,164
reducinable from Controlling Interests in Consolitated Entities		071,101		0,1,101
Partners Capital				
Partners Capital	4,122,840	487,870	(487,869)	4,122,841
Appropriated Partners Capital	.,122,0.0	295,544	(107,007)	295,544
Accumulated Other Comprehensive Income	3,101	2,0,011		3,101
Non-Controlling Interests in Consolidated Entities	285,586	605,200	2,504	893,290
Non-Controlling Interests in Blackstone Holdings	2,444,875	222,230		2,444,875
	,,			,,
Total Partners Capital	6,856,402	1,388,614	(485,365)	7,759,651
Tom I at more Capital	0,030,402	1,500,014	(405,505)	1,132,031
Total Liabilities and Partners Capital	\$ 10,709,487	\$ 9,063,023	\$ (523,743)	\$ 19,248,767

Included within Investments of the Consolidated Operating Partnerships is \$1.65 billion representing Performance Fees due from the Blackstone Funds.

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# THE BLACKSTONE GROUP L.P.

# **Unaudited Consolidating Statements of Financial Condition (Continued)**

# (Dollars in Thousands)

			December 31, 2010	
	Consolidated Operating	Consolidated Blackstone	Reclasses and	
	Partnerships	Funds (a)	Eliminations	Consolidated
Assets				
Cash and Cash Equivalents	\$ 588,621	\$	\$	\$ 588,621
Cash Held by Blackstone Funds and Other	57,945	732,454		790,399
Investments	4,301,905	8,141,965	(469,398)	11,974,472
Accounts Receivable	454,752	41,149	(8)	495,893
Reverse Repurchase Agreements	181,425			181,425
Due from Affiliates	753,056	66,627	(24,288)	795,395
Intangible Assets, Net	779,311			779,311
Goodwill	1,703,602			1,703,602
Other Assets	275,021	18,173		293,194
Deferred Tax Assets	1,242,293			1,242,293
Total Assets	\$ 10,337,931	\$ 9,000,368	\$ (493,694)	\$ 18,844,605
Liabilities and Partners Capital				
Loans Payable	\$ 1,044,719	\$ 6,154,179	\$	\$ 7,198,898
Due to Affiliates	1,470,881	330,773	(39,367)	1,762,287
Accrued Compensation and Benefits	819,925	1,643		821,568
Securities Sold, Not Yet Purchased	116,153	535		116,688
Accounts Payable, Accrued Expenses and Other Liabilities	314,023	377,792	(8)	691,807
Total Liabilities	3,765,701	6,864,922	(39,375)	10,591,248
Redeemable Non-Controlling Interests in Consolidated Entities		600,836		600,836
Partners Capital				
Partners Capital	3,888,211	458,012	(458,012)	3,888,211
Appropriated Partners Capital		470,583		
Accumulated Other Comprehensive Income	4,302			4,302
Non-Controlling Interests in Consolidated Entities	261,200	606,015	3,693	870,908
Non-Controlling Interests in Blackstone Holdings	2,418,517			2,418,517
Total Partners Capital	6,572,230	1,534,610	(454,319)	7,652,521
Total Liabilities and Partners Capital	\$ 10,337,931	\$ 9,000,368	\$ (493,694)	\$ 18,844,605

<sup>(</sup>a) The Consolidated Blackstone Funds consisted of the following: Blackstone Distressed Securities Fund L.P.

Blackstone Market Opportunities Fund L.P.

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Blackstone Strategic Alliance Fund II L.P.\*

Blackstone Strategic Equity Fund L.P.

Blackstone Value Recovery Fund L.P.

Blackstone/GSO Secured Trust Ltd

BTD CP Holdings, LP

GSO Co-Investment Partners LLC

GSO Legacy Associates II LLC

GSO Legacy Associates LLC

The Asia Opportunities Fund L.P.

Private equity side-by-side investment vehicles

Real estate side-by-side investment vehicles

Mezzanine side-by-side investment vehicles

\* Consolidated as of March 31, 2011 only.

Collateralized loan obligation vehicles

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# ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion and analysis should be read in conjunction with The Blackstone Group L.P. s Condensed Consolidated Financial Statements and the related notes included in this Quarterly Report on Form 10-Q.

#### **Our Business**

Blackstone is one of the largest independent managers of private capital in the world. We also provide a wide range of financial advisory services, including financial advisory, restructuring and reorganization advisory and fund placement services.

In January 2011, Blackstone separated its Credit and Marketable Alternatives segment into two new segments: Hedge Fund Solutions and Credit Businesses. Please see Part I. Item 1. Financial Statements Note 2. Summary of Significant Accounting Policies Basis of Presentation for additional information.

Our business is organized into five business segments:

**Private Equity.** We are a world leader in private equity investing, having managed five general private equity funds, as well as two sector focused funds and two regionally focused funds, since we established this business in 1987. In January 2011, we commenced the investment period on our sixth general private equity fund. Through our private equity funds we pursue transactions throughout the world, including leveraged buyout acquisitions of seasoned companies, transactions involving growth equity or start-up businesses in established industries, minority investments, corporate partnerships, distressed debt, structured securities and industry consolidations, in all cases in strictly friendly transactions.

Real Estate. We are a world leader in real estate investing with an assortment of real estate funds that are diversified geographically and across a variety of sectors. We launched our first real estate fund in 1994 and have managed six opportunistic real estate funds, three European focused real estate funds, and a number of real estate debt investment funds. In addition, in November 2010, we commenced our management of the Bank of America Merrill Lynch Asia real estate platform. Our real estate funds have made significant investments in lodging, major urban office buildings and a variety of real estate operating companies. In addition, our debt investment funds target high yield real estate debt related investment opportunities in the public and private markets, primarily in the United States and Europe.

**Hedge Fund Solutions.** Blackstone s Hedge Fund Solutions segment is comprised of Blackstone Alternative Asset Management (BAAM) and the Indian-focused and Asian-focused closed-end mutual funds. BAAM was organized in 1990 and has developed into a leading institutional solutions provider utilizing hedge funds across a wide variety of strategies.

**Credit Businesses.** Our Credit Businesses segment is comprised principally of GSO. GSO manages a variety of credit-oriented funds including senior credit-oriented funds, distressed debt funds, mezzanine funds and general credit-oriented funds.

**Financial Advisory**. Our Financial Advisory segment serves a diverse and global group of clients with financial advisory services, restructuring and reorganization advisory services and fund placement services for alternative investment funds.

We generate our revenue from fees earned pursuant to contractual arrangements with funds, fund investors and fund portfolio companies (including management, transaction and monitoring fees), and from financial advisory services, restructuring and reorganization advisory services and fund placement services for alternative investment funds. We invest in the funds we manage and, in most cases, receive a preferred allocation of income (i.e., a Carried Interest ) or an incentive fee from an investment fund in the event that specified cumulative

investment returns are achieved. The composition of our revenues will vary based on market conditions and the cyclicality of the different businesses in which we operate. Net investment gains and investment income generated by the Blackstone Funds, principally private equity and real estate funds, are driven by value created by our operating and strategic initiatives as well as overall market conditions. Our funds initially record fund investments at cost and then such investments are subsequently recorded at fair value. Fair values are affected by changes in the fundamentals of the portfolio company, the portfolio company s industry, the overall economy and other market conditions.

#### **Business Environment**

Global equity markets were mixed in the first quarter of 2011, with equity indices in developed markets generally outperforming those in emerging markets. Credit markets also rose and high yield spreads moderately tightened. In the United States, investors responded positively to generally improving economic indicators, strong corporate earnings and further monetary stimulus. However, late in the first quarter, investor sentiment began to turn increasingly cautious due to volatile geopolitical factors, signs of inflationary overheating in emerging markets, and the expectation that central banks around the world would move toward tightening monetary policy.

In real estate, the operating environment for commercial real estate continued to improve during the first quarter of 2011, with virtually every sector reporting favorable growth in its performance indicators. In the office sector, the U.S. and European office market recoveries have begun to modestly accelerate, due to steadily improving employment conditions and greater business confidence, which has led companies to plan to increase capital investment and personnel. At the same time, new supply remains constrained and while vacancy levels in many markets remain relatively high, positive net absorption has begun to return, and some markets have also begun to experience increases in asking rents. The hospitality sector continued to realize solid growth during the first quarter of 2011, with overall U.S. Revenue Per Available Room, or RevPAR, growing by 9% year over year, resulting in part from favorable employment and consumer confidence trends.

Blackstone s businesses are materially affected by conditions in the financial markets and economic conditions in the U.S., Western Europe, Asia and, to a lesser extent, elsewhere in the world.

#### **Key Financial Measures and Indicators**

Our key financial measures and indicators are discussed below.

# Revenues

Revenues primarily consist of management and advisory fees, performance fees, investment income, interest and dividend revenue and other.

Please refer to Part I. Item 1. Business Incentive Arrangements / Fee Structure and Part I. Item 7. Management s Discussion and Analysis of Financial Condition and Results of Operations Critical Accounting Policies, Revenue Recognition in our 2010 Annual Report on Form 10-K for additional information regarding the manner in which Base Management Fees and Performance Fees are generated.

Management and Advisory Fees Management and Advisory Fees are comprised of management fees, including base management fees, transaction and other fees, management fee reductions and offsets, and advisory fees.

The Partnership earns base management fees from limited partners of funds in each of its managed funds, at a fixed percentage of assets under management, net asset value, total assets, committed capital or invested capital. Base management fees are based on contractual terms specified in the underlying investment advisory agreements.

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Transaction and other fees (including monitoring fees) are fees charged directly to funds and portfolio companies. The investment advisory agreements generally require that the investment advisor reduce the amount of management fees payable by the limited partners to the Partnership (management fee reductions) by an amount equal to a portion of the transaction and other fees directly paid to the Partnership by the portfolio companies. The amount of the reduction varies by fund, the type of fee paid by the portfolio company and the previously incurred expenses of the fund.

Management fee offsets are reductions to management fees payable by our limited partners, which are granted based on the amount they reimburse Blackstone for placement fees.

Advisory fees consist of advisory retainer and transaction-based fee arrangements related to merger, acquisition, restructuring and divestiture activities and fund placement services for alternative investment funds. Advisory retainer fees are recognized when services for the transactions are complete, in accordance with terms set forth in individual agreements. Transaction-based fees are recognized when (a) there is evidence of an arrangement with a client, (b) agreed upon services have been provided, (c) fees are fixed or determinable and (d) collection is reasonably assured. Fund placement fees are recognized as earned upon the acceptance by a fund of capital or capital commitments.

Accrued but unpaid Management and Advisory Fees, net of management fee reductions and management fee offsets, as of the reporting date, are included in Accounts Receivable or Due From Affiliates in the Condensed Consolidated Statements of Financial Condition.

Performance Fees Performance Fees earned on the performance of Blackstone s hedge fund structures are recognized based on fund performance during the period, subject to the achievement of minimum return levels, or high water marks, in accordance with the respective terms set out in each hedge fund s governing agreements. Accrued but unpaid performance fees charged directly to investors in Blackstone s offshore hedge funds as of the reporting date are recorded within Due from Affiliates in the Condensed Consolidated Statements of Financial Condition. Performance fees arising on Blackstone s onshore hedge funds are allocated to the general partner. Accrued but unpaid performance fees on onshore funds as of the reporting date are reflected in Investments in the Condensed Consolidated Statements of Financial Condition.

In certain fund structures, specifically in private equity, real estate and certain credit-oriented funds ( Carry Funds ), performance fees ( Carried Interest ) are allocated to the general partner based on cumulative fund performance to date, subject to a preferred return to limited partners. At the end of each reporting period, the Partnership calculates the Carried Interest that would be due to the Partnership for each fund, pursuant to the fund agreements, as if the fair value of the underlying investments were realized as of such date, irrespective of whether such amounts have been realized. As the fair value of underlying investments varies between reporting periods, it is necessary to make adjustments to amounts recorded as Carried Interest to reflect either (a) positive performance resulting in an increase in the Carried Interest allocated to the general partner or (b) negative performance that would cause the amount due to the Partnership to be less than the amount previously recognized as revenue, resulting in a negative adjustment to Carried Interest allocated to the general partner. In each scenario, it is necessary to calculate the Carried Interest on cumulative results compared to the Carried Interest recorded to date and make the required positive or negative adjustments. The Partnership ceases to record negative Carried Interest allocations once previously recognized Carried Interest allocations for such fund have been fully reversed. The Partnership is not obligated to pay guaranteed returns or hurdles, and therefore, cannot have negative Carried Interest over the life of a fund. Accrued but unpaid Carried Interest as of the reporting date is reflected in Investments in the Condensed Consolidated Statements of Financial Condition.

Carried Interest is realized when an underlying investment is profitably disposed of and the fund s cumulative returns are in excess of the preferred return. Performance fees earned on hedge fund structures are realized at the end of each fund s measurement period.

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Carried Interest is subject to clawback to the extent that the Carried Interest actually distributed to date exceeds the amount due to Blackstone based on cumulative results. As such, the accrual for potential repayment of previously received performance fees, which is a component of Due to Affiliates, represents all amounts previously distributed to Blackstone Holdings and non-controlling interest holders that would need to be repaid to the Blackstone Funds if the Blackstone Carry Funds were to be liquidated based on the current fair value of the underlying funds investments as of the reporting date. Generally, the actual clawback liability does not become realized until the end of a fund s life or one year after a realized loss is incurred, depending on the fund.

Investment Income (Loss) Investment Income (Loss) represents the unrealized and realized gains and losses on the Partnership s principal investments, including its investments in Blackstone Funds that are not consolidated, its equity method investments, and other principal investments. Investment Income (Loss) is realized when the Partnership redeems all or a portion of its investment or when the Partnership receives cash income, such as dividends or distributions, from its non-consolidated funds. Unrealized Investment Income (Loss) results from changes in the fair value of the underlying investment as well as the reversal of unrealized gain (loss) at the time an investment is realized.

Interest and Dividend Revenue Interest and Dividend Revenue comprises primarily interest and dividend income earned on principal investments held by Blackstone.

Other Revenue Other Revenue comprises primarily foreign exchange gains and losses arising on transactions denominated in currencies other than U.S. dollars.

# Expenses

Compensation and Benefits Compensation Compensation and Benefits consists of (a) employee compensation, comprising salary and bonus, and benefits paid and payable to employees, including senior managing directors and (b) equity-based compensation associated with the grants of equity-based awards to employees, including senior managing directors.

Equity-Based Compensation Compensation cost relating to the issuance of share-based awards to employees, including senior managing directors, is measured at fair value at the grant date, taking into consideration expected forfeitures, and expensed over the vesting period on a straight line basis. Equity-based awards that do not require future service are expensed immediately. Cash settled equity-based awards are classified as liabilities and are re-measured at the end of each reporting period.

Compensation and Benefits Performance Fee Performance Fee Compensation and Benefits consists of Carried Interest and performance fee allocations to employees, including senior managing directors, participating in certain profit sharing initiatives. Such compensation expense is subject to both positive and negative adjustments. Unlike Carried Interest and performance fees, compensation expense is based on the performance of individual investments held by a fund rather than on a fund by fund basis.

Other Operating Expenses Other operating expenses represent general and administrative expenses including interest expense, occupancy and equipment expenses and other expenses, which consist principally of professional fees, public company costs, travel and related expenses, communications and information services and depreciation and amortization.

*Fund Expenses* The expenses of our consolidated Blackstone Funds consist primarily of interest expense, professional fees and other third-party expenses.

# Non-Controlling Interests in Consolidated Entities

Non-Controlling Interests in Consolidated Entities represent the component of Partners Capital in consolidated entities held by third party investors. Such interests are adjusted for general partner allocations and by subscriptions and redemptions in funds of hedge funds and certain credit-oriented funds which occur during the reporting period. Non-controlling interests related to funds of hedge funds and certain other credit-oriented funds

are subject to annual, semi-annual or quarterly redemption by investors in these funds following the expiration of a specified period of time (typically between one and three years), or may be withdrawn subject to a redemption fee in the funds of hedge funds and certain credit-oriented funds during the period when capital may not be withdrawn. As limited partners in these types of funds have been granted redemption rights, amounts relating to third party interests in such consolidated funds are presented as Redeemable Non-Controlling Interests in Consolidated Entities within the Condensed Consolidated Statements of Financial Condition. When redeemable amounts become legally payable to investors, they are classified as a liability and included in Accounts Payable, Accrued Expenses and Other in the Condensed Consolidated Statements of Financial Condition. For all consolidated funds in which redemption rights have not been granted, non-controlling interests are presented within Partners Capital in the Condensed Consolidated Statements of Financial Condition as Non-Controlling Interests in Consolidated Entities.

#### **Income Taxes**

The Blackstone Holdings partnerships and certain of their subsidiaries operate in the U.S. as partnerships for U.S. federal income tax purposes and generally as corporate entities in non-U.S. jurisdictions. Accordingly, these entities in some cases are subject to New York City unincorporated business taxes or non-U.S. income taxes. In addition, certain of the wholly-owned subsidiaries of the Partnership and the Blackstone Holdings partnerships will be subject to federal, state and local corporate income taxes at the entity level and the related tax provision attributable to the Partnership s share of this income tax is reflected in the Condensed Consolidated Financial Statements.

Income taxes are accounted for using the liability method of accounting. Under this method, deferred tax assets and liabilities are recognized for the expected future tax consequences of differences between the carrying amounts of assets and liabilities and their respective tax basis, using currently enacted tax rates. The effect on deferred assets and liabilities of a change in tax rates is recognized in income in the period when the change is enacted. Deferred tax assets are reduced by a valuation allowance when it is more likely than not that some portion or all of the deferred tax assets will not be realized. Deferred tax liabilities are recorded within Accounts Payable, Accrued Expenses and Other Liabilities in the Condensed Consolidated Statements of Financial Position.

Tax laws are complex and subject to different interpretations by the taxpayer and respective governmental taxing authorities. Significant judgment is required in determining tax expense and in evaluating tax positions including evaluating uncertainties under accounting principles generally accepted in the United States of America (GAAP). Blackstone reviews its tax positions quarterly and adjusts its tax balances as new information becomes available.

Blackstone analyzes its tax filing positions in all of the U.S. federal, state, local and foreign tax jurisdictions where it is required to file income tax returns, as well as for all open tax years in these jurisdictions. If, based on this analysis, the Partnership determines that uncertainties in tax positions exist, a reserve is established. Blackstone recognizes accrued interest and penalties related to uncertain tax positions in General, Administrative, and Other expenses within the Condensed Consolidated Statements of Operations.

There remains some uncertainty regarding Blackstone s future taxation levels. In 2007, Congress considered legislation that would have taxed as corporations publicly traded partnerships that directly or indirectly derived income from investment adviser or asset management services.

In 2008, the U.S. House of Representatives passed a bill that would have generally (a) treated Carried Interest as non-qualifying income under the tax rules applicable to publicly traded partnerships, which would have generally required us to hold interests in entities earning such income through taxable subsidiary corporations by the end of 2010, and (b) taxed Carried Interest as ordinary income for U.S. federal income tax purposes, rather than in accordance with the character of income derived by the underlying fund, which is in many cases capital gain, starting with our 2008 taxable year.

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In December 2009, the U.S. House of Representatives passed substantially similar legislation. Such legislation would have taxed Carried Interest as ordinary income starting in 2010. However, under a transition rule, the portion of such legislation treating Carried Interest as non-qualifying income under the tax rules applicable to publicly traded partnerships would not have applied until our first taxable year beginning ten years after the date of the enactment of the legislation.

In May 2010, the U.S. House of Representatives passed similar legislation that would have generally taxed, after 2010, income and gains, including gain on sale, attributable to an interest in an investment services partnership interest, or ISPI, as income subject to a new blended tax rate that is higher than the capital gains rate applicable to such income under current law, except to the extent an ISPI would have been considered to be a qualified capital interest under the legislation. The interests we hold in entities that are entitled to receive Carried Interest would have likely been classified as ISPIs for purposes of this legislation. The legislation provided that, for taxable years beginning ten years after the date of enactment, income derived with respect to an ISPI that is not a qualified capital interest and that is treated as ordinary income under this legislation would not be qualifying income under the tax rules applicable to publicly traded partnerships. Therefore, if similar legislation were to be enacted, we generally would be required to hold interests in entities earning income from Carried Interest through taxable subsidiary corporations following such ten-year period.

The Obama administration has indicated that it supports the adoption of the May 2010 legislation or legislation that similarly changes the treatment of Carried Interest for U.S. federal income tax purposes. In its published revenue proposal for 2012, the Obama administration proposed that the current law regarding the treatment of Carried Interest be changed to subject such income to ordinary income tax (which would be taxed at a higher rate than the proposed blended rate under the House legislation). The Obama administration proposed similar changes in its published revenue proposals for 2010 and 2011. In June 2010, the U.S. Senate considered but did not pass legislation that is generally similar to the legislation passed by the U.S. House of Representatives in May 2010. In September 2010, this previously considered legislation was reintroduced in the U.S. Senate. It is unclear whether or when the U.S. Congress will reconsider similar legislation or if enacted, what provision will be included in any final legislation.

If we were taxed as a corporation or were forced to hold interests in entities earning income from Carried Interest through taxable subsidiary corporations, our effective tax rate could increase significantly. The federal statutory rate for corporations is currently 35%, and the state and local tax rates, net of the federal benefit, aggregate approximately 10%. If a variation of the above described legislation or any other change in the tax laws, rules, regulations or interpretations preclude us from qualifying for treatment as a partnership for U.S. federal income tax purposes under the publicly traded partnership rules or force us to hold interests in entities earning income from Carried Interest through taxable subsidiary corporations, this could materially increase our tax liability, and could well result in a reduction in the market price of our common units.

It is not possible at this time to meaningfully quantify the potential impact on Blackstone of this potential future legislation or any similar legislation. Multiple versions of legislation in this area have been proposed over the last few years that have included significantly different provisions regarding effective dates and the treatment of invested capital, tiered entities and cross-border operations, among other matters. Depending upon what version of the legislation, if any, were enacted, the potential impact on a public company such as Blackstone in a given year could differ dramatically and could be material. In addition, these legislative proposals would not themselves impose a tax on a publicly traded partnership such as Blackstone. Rather, they could force Blackstone and other publicly traded partnerships to restructure their operations so as to prevent disqualifying income from reaching the publicly traded partnership in amounts that would disqualify the partnership from treatment as a partnership for U.S. federal income tax purposes. Such a restructuring could result in more income being earned in corporate subsidiaries, thereby increasing corporate income tax liability indirectly borne by the publicly traded partnership. The nature of any such restructuring would depend on the precise provisions of the legislation that was ultimately enacted, as well as the particular facts and circumstances of Blackstone s operations at the time any such legislation were to take effect, making the task of predicting the amount of additional tax highly speculative.

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#### Economic Net Income

Blackstone uses Economic Net Income, or ENI, as a key measure of value creation and as a benchmark of its performance. ENI represents segment net income excluding the impact of income taxes and initial public offering ( IPO ) and acquisition-related items, including charges associated with equity-based compensation, the amortization of intangibles and corporate actions including acquisitions. For segment reporting purposes, revenues and expenses are presented on a basis that deconsolidates the investment funds we manage. Total Segment ENI equals the aggregate of ENI for all segments. ENI is used by management primarily in making resource deployment and compensation decisions across Blackstone s five segments. (See Note 17. Segment Reporting in the Notes to Condensed Consolidated Financial Statements in Part I. Item 1. Financial Statements.)

#### Distributable Earnings

Distributable Earnings, which is derived from our segment reported results, is a supplemental measure to assess performance and amounts available for distributions to Blackstone unitholders, including Blackstone personnel and others who are limited partners of the Blackstone Holdings partnerships. Distributable Earnings, which is a non-GAAP measure, is intended to show the amount of net realized earnings without the effects of the consolidation of the Blackstone Funds. Distributable Earnings is derived from, but not equivalent to, its most directly comparable GAAP measure of Income (Loss) Before Provision for Taxes. See Liquidity and Capital Resources Liquidity and Capital Resources below for our detailed discussion of Distributable Earnings.

Distributable Earnings, which is a component of Economic Net Income, is the sum across all segments of: (a) Total Management and Advisory Fees, (b) Interest and Dividend Revenue, (c) Other Revenue, (d) Realized Performance Fees, and (e) Realized Investment Income (Loss); less (a) Compensation, (b) Realized Performance Fee Compensation, (c) Other Operating Expenses and (d) Cash Taxes and Payables Under the Tax Receivable Agreement. Distributable Earnings is reconciled to Blackstone s Condensed Consolidated Statement of Operations. It is Blackstone s current intention that on an annual basis it will distribute to unitholders all of its Distributable Earnings, less realized investment gains, in excess of amounts determined by its general partner to be necessary or appropriate to provide for the conduct of its business, to make appropriate investments in its business and funds, to comply with applicable law, any of its debt instruments or other agreements, or to provide for future distributions to its unitholders for any ensuing quarter.

## Net Fee Related Earnings from Operations

Blackstone uses Net Fee Related Earnings from Operations as a key measure to highlight earnings from operations excluding: (a) the income related to performance fees and related performance fee compensation costs, (b) income earned from Blackstone s investments in the Blackstone Funds, and (c) realized and unrealized gains (losses) from other investments except for such gains (losses) from Blackstone s Treasury cash management strategies. Management uses Net Fee Related Earnings from Operations as a measure to assess whether recurring revenue from our businesses is sufficient to adequately cover all of our operating expenses and generate profits. Net Fee Related Earnings from Operations equals contractual fee revenues, investment income from Blackstone s Treasury cash management strategies and interest income, less (a) compensation expenses (which includes amortization of non-IPO and non-acquisition-related equity-based awards, but excludes amortization of IPO and acquisition-related equity-based awards, Carried Interest and incentive fee compensation), (b) other operating expenses and (c) cash taxes due on earnings from operations as calculated using a similar methodology as applied in calculating the current tax provision (benefit) for The Blackstone Group L.P. See Liquidity and Capital Resources below for a detailed discussion of Net Fee Related Earnings from Operations.

### **Operating Metrics**

The alternative asset management business is a complex business that is primarily based on managing third party capital and does not require substantial capital investment to support rapid growth. However, there also can

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be volatility associated with its earnings and cash flows. Since our inception, we have developed and used various key operating metrics to assess and monitor the operating performance of our various alternative asset management businesses in order to monitor the effectiveness of our value creating strategies.

Assets Under Management. Assets Under Management refers to the assets we manage. Our Assets Under Management equal the sum of:

- (a) the fair value of the investments held by our carry funds plus the capital that we are entitled to call from investors in those funds pursuant to the terms of their capital commitments to those funds (plus the fair value of co-investments arranged by us that were made by limited partners of our funds in portfolio companies of such funds and on which we receive fees or a Carried Interest allocation);
- (b) the net asset value of our funds of hedge funds, hedge funds and our closed-end mutual funds;
- (c) the fair value of assets we manage pursuant to separately managed accounts; and
- (d) the amount of capital raised for our CLOs.

Our carry funds are commitment-based drawdown structured funds that do not permit investors to redeem their interests at their election. Interests related to our funds of hedge funds and certain of our credit-oriented funds are generally subject to annual, semi-annual or quarterly withdrawal or redemption by investors upon advance written notice, with the majority of our funds requiring from 60 days up to 95 days notice, depending on the fund and the liquidity profile of the underlying assets. Investment advisory agreements related to separately managed accounts may generally be terminated by an investor on 30 to 90 days notice.

Fee-Earning Assets Under Management. Fee-Earning Assets Under Management refers to the assets we manage on which we derive management and / or incentive fees. Our Fee-Earning Assets Under Management generally equal the sum of:

- (a) for our Blackstone Capital Partners (BCP) and Blackstone Real Estate Partners (BREP) funds where the investment period has not expired, the amount of capital commitments;
- (b) for our BCP and BREP funds where the investment period has expired, the remaining amount of invested capital plus binding investment commitments:
- (c) for our real estate debt investment funds (BREDS), the remaining amount of invested capital;
- (d) for our credit-oriented carry funds, the amount of invested capital (which may be calculated to include leverage) or net asset value;
- (e) the invested capital of co-investments arranged by us that were made by limited partners of our funds in portfolio companies of such funds and on which we receive fees;
- (f) the net asset value of our funds of hedge funds, hedge funds (except our credit-oriented closed-end registered investment companies) and our closed-end mutual funds;

- (g) the fair value of assets we manage pursuant to separately managed accounts;
- (h) the gross amount of underlying assets of our CLOs at cost; and
- (i) the gross amount of assets (including leverage) for our credit-oriented closed-end registered investment companies. Our calculations of assets under management and fee-earning assets under management may differ from the calculations of other asset managers, and as a result this measure may not be comparable to similar measures presented by other asset managers. In addition, our calculation of assets under management includes commitments to, and the fair value of, invested capital in our funds from Blackstone and our personnel,

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regardless of whether such commitments or invested capital are subject to fees. Our definitions of assets under management or fee-earning assets under management are not based on any definition of assets under management or fee-earning assets under management that is set forth in the agreements governing the investment funds that we manage.

For our carry funds, total assets under management includes the fair value of the investments held, whereas fee-earning assets under management includes the amount of capital commitments or the remaining amount of invested capital at cost plus binding investment commitments, depending on whether the investment period has or has not expired. As such, fee-earning assets under management may be greater than total assets under management when the aggregate fair value of the remaining investments is less than the cost of those investments.

Limited Partner Capital Invested. Limited Partner Capital Invested represents the amount of Limited Partner capital commitments which were invested by our carry funds during each period presented, plus the capital invested through co-investments arranged by us that were made by limited partners in investments of our carry funds on which we receive fees or a Carried Interest allocation.

We manage our business using traditional financial measures and our key operating metrics since we believe that these metrics measure the productivity of our investment activities.

## **Consolidated Results of Operations**

Following is a discussion of our consolidated results of operations for the three months ended March 31, 2011 and 2010. For a more detailed discussion of the factors that affected the results of our five business segments (which are presented on a basis that deconsolidates the investment funds we manage) in these periods, see Segment Analysis below.

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The following table sets forth information regarding our consolidated results of operations and certain key operating metrics for the three months ended March 31, 2011 and 2010.

	Three Mon Marcl	ı 31,	2011 vs. 2010		
	2011	2010	\$	%	
Revenues  Management and Advisory Fees	\$ 412,738	\$ 354,820	\$ 57,918	16%	
Performance Fees					
Realized	96,203	54,049	42,154	78%	
Unrealized	512,401	131,779	380,622	N/M	
Total Performance Fees	608,604	185,828	422,776	N/M	
Investment Income (Loss)					
Realized	12,783	5,726	7,057	123%	
Unrealized	107,395	149,220	(41,825)	-28%	
Total Investment Income (Loss)	120,178	154,946	(34,768)	-22%	
Interest and Dividend Revenue	9,490	8,895	595	7%	
Other	2,259	(3,250)	5,509	N/M	
Total Revenues	1,153,269	701,239	452,030	64%	
Expenses Compensation and Benefits	(50.492	024.050	(265,467)	20.0	
Compensation Performance Fee Compensation	659,483	924,950	(265,467)	-29%	
Realized	14,543	7,741	6,802	88%	
Unrealized	162,525	54,600	107,925	198%	
Total Compensation and Benefits	836,551	987,291	(150,740)	-15%	
General, Administrative and Other	129,386	106,379	23,007	22%	
Interest Expense	13,803	7,185	6,618	92%	
Fund Expenses	11,124	(141)	11,265	N/M	
Total Expenses	990,864	1,100,714	(109,850)	-10%	
Other Income					
Net Gains (Losses) from Fund Investment Activities	(45,191)	171,804	(216,995)	N/M	
Income (Loss) Before Provision for Taxes	117,214	(227,671)	344,885	N/M	
Provision for Taxes	38,850	9,635	29,215	N/M	
Net Income (Loss)	78,364	(237,306)	315,670	N/M	
Net Income Attributable to Redeemable Non-Controlling Interests in Consolidated Entities	22,025	23,969	(1,944)	-8%	
Net Income (Loss) Attributable to Non-Controlling Interests in Consolidated Entities	(93,081)	135,966	(229,047)	N/M	
Net Income (Loss) Attributable to Non-Controlling Interests in Blackstone Holdings	106,716	(275,864)	382,580	N/M	

N/M

Net Income (Loss) Attributable to The Blackstone Group L.P. \$ 42,704 \$ (121,377) \$ 164,081

N/M = not meaningful.

Revenues

Total Revenues were \$1.2 billion for the three months ended March 31, 2011, an increase of \$452.0 million compared to Total Revenues for the three months ended March 31, 2010 of \$701.2 million. The increase in

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revenues was primarily attributable to an increase of \$422.8 million in Performance Fees and an increase of \$57.9 million in Management and Advisory Fees. The increase in Performance Fees was across all segments, primarily driven by improved operating performance of our real estate carry funds in our Real Estate segment, the strong performance across the Credit Businesses strategies, and the positive performance of our Private Equity funds driven by appreciation of our privately held portfolio investments and increases in share prices of our publicly held portfolio investments. The increase in Management and Advisory Fees was primarily due to increases in Total Management Fees in our Real Estate segment, driven by fees earned from the management of the Bank of America Merrill Lynch Asia real estate platform, and increases in Base Management Fees in our Credit Businesses, Hedge Fund Solutions and Private Equity segments. The increase in the Credit Businesses segment was driven by higher Fee-Earning Assets Under Management, which was due to the April 1, 2010 acquisition of \$3.5 billion in collateralized loan obligation vehicles, the launching of two closed-end mutual funds and the closing of a new CLO. The increase in the Hedge Fund Solutions segment was driven by higher Fee-Earning Assets Under Management and the increase in the Private Equity segment was principally a result of the start of the BCP VI s investment period.

### Expenses

Expenses were \$990.9 million for the three months ended March 31, 2011, a decrease of \$109.9 million, or 10%, compared to \$1.1 billion for the three months ended March 31, 2010. The decrease was primarily attributable to a decrease of \$150.7 million in Compensation and Benefits driven by a decrease in Compensation, partially offset by an increase in Performance Fee Compensation due to improved performance in our Real Estate and Credit Businesses segments. Compensation decreased \$265.5 million from the prior year period to \$659.5 million. This decrease was primarily attributed to a decrease in equity-based compensation as a result of the absence of expense related to certain of our equity-based compensation awards that vested at the end of the second quarter of 2010. General, Administrative and Other expenses were \$129.4 million for the current year, an increase of \$23.0 million, driven primarily by the levels of business activity, revenue growth and headcount.

#### Other Income

Other Income was \$(45.2) million for the three months ended March 31, 2011, a decrease of \$217.0 million compared to \$171.8 million for the three months ended March 31, 2010. Other Income is attributable to the non-controlling interest holders of the consolidated Blackstone Funds. The change was principally driven by increases in the prices for debt relating to the consolidated CLO vehicles which resulted in an increase in notes payable and unrealized losses.

## Operating Metrics

The following table presents certain operating metrics as of and for the three months ended March 31, 2011 and 2010. For a description of how Assets Under Management and Fee-Earning Assets Under Management are determined, please see

Operating Metrics Assets Under Management and Fee-Earning Assets Under Management.

Key Financial Measures and Indicators

Operating Metrics Assets Under Management.

	Fee-Earni Under Ma Marc	nagement		Management
	2011	2010	2011	2010
		(Dollars in	Thousands)	
Private Equity	\$ 35,892,804	\$ 25,173,936	\$ 43,955,392	\$ 28,022,326
Real Estate	26,454,012	23,820,697	34,990,590	21,880,655
Hedge Fund Solutions	35,847,002	28,902,220	39,542,086	30,322,510
Credit Businesses	25,838,878	20,173,319	31,475,397	24,290,357
Balance, End of Period (a)	\$ 124,032,696	\$ 98,070,172	\$ 149,963,465	\$ 104,515,848

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Three Months Ended

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		Three Months Ended			
	Marc 2011	h 31, 2010			
	(Dollars in T				
Fee-Earning Assets Under Management	(Donats III	i irousurius)			
Balance, Beginning of Period	\$ 109,500,222	\$ 96,096,997			
Inflows, including Commitments (b)	18,038,657	2,500,618			
Outflows, including Distributions (c)	(4,816,697)	(964,338)			
Market Appreciation (Depreciation) (d)	1,310,514	436,895			
Balance, End of Period (a)	\$ 124,032,696	\$ 98,070,172			
Increase (Decrease)	\$ 14,532,474	\$ 1,973,175			
Increase (Decrease)	13%	2%			
	Three Mont	1 31,			
	March 2011	2010			
Assets Under Management	March	2010			
	March 2011	2010			
Balance, Beginning of Period	March 2011 (Dollars in T	1 31, 2010 (housands)			
Balance, Beginning of Period Inflows, including Commitments (b)	March 2011 (Dollars in T \$ 128,123,920	2010 (housands) \$ 98,183,128			
Balance, Beginning of Period Inflows, including Commitments (b) Outflows, including Distributions (c)	March 2011 (Dollars in T \$ 128,123,920 21,205,724	2010 (housands) \$ 98,183,128 2,742,195			
Assets Under Management Balance, Beginning of Period Inflows, including Commitments (b) Outflows, including Distributions (c) Market Appreciation (Depreciation) (d) Balance, End of Period (a)	March 2011 (Dollars in T  \$ 128,123,920 21,205,724 (4,272,437)	\$ 98,183,128 2,742,195 (1,435,888)			
Balance, Beginning of Period Inflows, including Commitments (b) Outflows, including Distributions (c) Market Appreciation (Depreciation) (d)	March 2011 (Dollars in T  \$ 128,123,920 21,205,724 (4,272,437) 4,906,258	\$ 98,183,128 2,742,195 (1,435,888) 5,026,413			

	Three Mon	ths Ended		
	Marcl	h 31,	2011 vs. 20	010
	2011	2010	\$	%
	(Do	llars in Thousand	ls)	
Capital Deployed				
Limited Partner Capital Invested	\$ 1,461,673	\$ 969,824	\$ 491,849	51%

- (a) Fee-Earning Assets Under Management and Assets Under Management as of March 31, 2011 include \$532.3 million from a joint venture in which we are the minority interest holder.
- (b) Inflows represent contributions in our hedge funds and closed-end mutual funds, increases in available capital for our carry funds (capital raises, recallable capital and increased side-by-side commitments) and CLOs and increases in the capital we manage pursuant to separately managed account programs.
- (c) Outflows represent redemptions in our hedge funds and closed-end mutual funds, client withdrawals from our separately managed account programs, decreases in available capital for our carry funds (expired capital, expense drawdowns and decreased side-by-side commitments) and realizations from the disposition of assets by our carry funds. Also included is the distribution of funds associated with the discontinuation of our proprietary single manager hedge funds.
- (d) Market appreciation (depreciation) includes realized and unrealized gains (losses) on portfolio investments and the impact of foreign exchange rate fluctuations.

Fee-Earning Assets Under Management

Fee-Earning Assets Under Management were \$124.0 billion at March 31, 2011, an increase of \$14.5 billion, or 13%, compared to \$109.5 billion at December 31, 2010. Inflows of \$18.0 billion were primarily related to inflows of \$14.3 billion in our Private Equity segment primarily due to

the start of BCP VI~s investment period and inflows of \$2.5 billion in our Hedge Fund Solutions segment primarily due to growth in its commingled,

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customized and long only solutions business. Outflows of \$4.8 billion were primarily attributable to outflows of \$2.6 billion in our Private Equity segment primarily a result of the end of BCP V s investment period and dispositions in BCP IV which earns fees based on remaining invested capital, and outflows of \$927.0 million in our Real Estate segment primarily due to realizations from a BREP co-investment entity and the Bank of America Merrill Lynch Asia real estate platform. In addition to the inflows above, the increase in Fee-Earning Assets Under Management from March 31, 2010 of \$26.0 billion was also from the April 1, 2010 acquisition of \$3.5 billion in collateralized loan obligation vehicles, the launching of two closed-end mutual funds and the closing of a new CLO in our Credit Businesses segment.

Fee-Earning Assets Under Management were \$98.1 billion at March 31, 2010, an increase of \$2.0 billion, or 2%, compared to \$96.1 billion at December 31, 2009. Inflows of \$2.5 billion were primarily related to inflows of \$816.9 million in our Private Equity segment driven by capital raised for a joint venture and investments made by funds in which we charge fees based on invested capital, and inflows of \$1.2 billion in our Hedge Fund Solutions segment due to growth in its commingled and customized investment products.

#### Assets Under Management

Assets Under Management were \$150.0 billion at March 31, 2011, an increase of \$21.8 million, or 17%, compared to \$128.1 billion at December 31, 2010. Inflows of \$21.2 billion were primarily related to inflows of \$14.9 billion in our Private Equity segment driven by the start of BCP VI s investment period and inflows of \$4.7 billion in our Hedge Fund Solutions segment due to growth in the hedge fund manager seeding platform, long only solutions business and its commingled and customized investment products. Outflows of \$4.3 billion were more than offset by market appreciation of \$4.9 billion. In addition to the inflows discussed above, the increase in Assets Under Management from March 31, 2010 of \$45.4 billion was also from the April 1, 2010 acquisition of \$3.5 billion in collateralized loan obligation vehicles, the launching of two closed-end mutual funds and the closing of a new CLO.

Assets Under Management were \$104.5 billion at March 31, 2010, an increase of \$6.3 billion compared to \$98.2 billion at December 31, 2009. Inflows of \$2.7 billion were primarily due to inflows of \$1.2 billion in our Hedge Fund Solutions segment due to growth in its commingled and customized investment products, inflows of \$586.0 million in our Real Estate segment due to capital raised by our real estate debt investment funds and inflows of \$534.8 million in our Private Equity segment. Outflows of \$1.4 billion were primarily due to outflows of \$571.4 million in our Credit Businesses segment and outflows of \$536.2 million in our Private Equity segment due to realizations in our managed portfolio. Market appreciation of \$5.0 billion was primarily due to market appreciation of \$3.3 billion and \$0.9 billion in our Private Equity and Real Estate segments, respectively, driven by the increase in fair value of our portfolio investments.

#### Limited Partner Capital Invested

For the three months ended March 31, 2011, Limited Partner Capital Invested was \$1.5 billion, an increase of \$491.8 million, or 51%, from \$969.8 million for the three months ended March 31, 2010. The change primarily reflected an increase of \$265.0 million in our Private Equity segment due to an increase in new transaction activity mostly in the chemical and energy sectors and an increase of \$229.6 million in our Real Estate segment due to increased investment activity by our BREP VI and debt investment funds.

#### **Segment Analysis**

Discussed below is our ENI for each of our segments. This information is reflected in the manner utilized by our senior management to make operating decisions, assess performance and allocate resources. References to our sectors or investments may also refer to portfolio companies and investments of the underlying funds that we manage.

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For segment reporting purposes, revenues and expenses are presented on a basis that deconsolidates the investment funds we manage. As a result, segment revenues are greater than those presented on a consolidated GAAP basis because fund management fees recognized in certain segments are received from the Blackstone Funds and eliminated in consolidation when presented on a consolidated GAAP basis. Furthermore, segment expenses are lower than related amounts presented on a consolidated GAAP basis due to the exclusion of fund expenses that are paid by Limited Partners and the elimination of non-controlling interests.

## Private Equity

The following table presents our results of operations for our Private Equity segment:

	Three Mor			
		March 31,		2010
	2011	2010 (Dollars in Th	\$	%
Segment Revenues		(Donars III 111	ousanus)	
Management Fees				
Base Management Fees	\$ 79,935	\$ 65,432	\$ 14,503	22%
Transaction and Other Fees, Net	35,342	31,972	3,370	11%
		31,972		
Management Fee Offsets	(7,889)		(7,889)	N/M
Total Management Fees	107,388	97,404	9,984	10%
Performance Fees				
Realized	82,389	46,175	36,214	78%
Unrealized	32,537	45,549	(13,012)	-29%
			, ,	
Total Performance Fees	114,926	91,724	23,202	25%
Investment Income (Loss)				
Realized	17,907	(495)	18,402	N/M
Unrealized	29,126	84,684	(55,558)	-66%
Total Investment Income (Loss)	47,033	84,189	(37,156)	-44%
Interest and Dividend Revenue	3,505	3,428	77	2%
Other	811	100	711	N/M
	011	100	,	1 1/112
Total Revenues	273,663	276,845	(3,182)	-1%
Expenses				
Compensation and Benefits				
Compensation	56,254	46,910	9,344	20%
Performance Fee Compensation	,	,	2,2	
Realized	7,718	6,005	1,713	29%
Unrealized	5,464	6,344	(880)	-14%
	2,101	0,5	(000)	11,0
Total Compensation and Benefits	69,436	59,259	10.177	17%
Other Operating Expenses	28,713	24,431	4,282	18%
Onler Operating Expenses	20,/13	4 <del>4,4</del> 31	4,202	1070
Total Expenses	98,149	83,690	14,459	17%
Economic Net Income	\$ 175,514	\$ 193,155	\$ (17,641)	-9%

Revenues

Revenues were \$273.7 million for the three months ended March 31, 2011, a decrease of \$3.2 million compared to \$276.8 million for the three months ended March 31, 2010. The decrease in revenues was attributed to a decrease in Investment Income of \$37.2 million, mostly offset by increases in Performance Fees and Total Management Fees of \$23.2 million and \$10.0 million, respectively.

Investment Income was \$47.0 million, a decrease of \$37.2 million, compared to \$84.2 million for the three months ended March 31, 2010, principally driven by BCP V. Performance Fees, which are determined on a fund

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by fund basis, were \$114.9 million for the three months ended March 31, 2011, an increase of \$23.2 million, compared to \$91.7 million for the three months ended March 31, 2010, principally driven by BCP IV. The appreciation of the underlying assets for Blackstone's contributed Private Equity funds was 4.9% for the first quarter of 2011. The positive performance of our private equity funds was driven by appreciation of our privately held portfolio investments and increases in share prices of our publicly held portfolio investments. There was an increase in IPO activity with two of our portfolio companies, Nielsen and Bank United, completing their initial public offerings during the three months ended March 31, 2011. The fair value appreciation in our private portfolio for the current quarter was primarily due to continued improvement in operating performance driven by the hospitality and energy sectors. At March 31, 2011, the unrealized value and cumulative realized proceeds, before Carried Interest, fees and expenses, of our contributed private equity funds represented 1.5 times investors original investments. On a realized/partially realized basis, this multiple was 2.4 times investors original investments for contributed funds.

The Realized Performance Fees for the three months ended March 31, 2011 of \$82.4 million represents an increase of \$36.2 million compared to \$46.2 million in the prior year quarter driven by realizations in BCP IV. Realized Investment Income was \$17.9 million for the three months ended March 31, 2011, an increase of \$18.4 million compared to \$(0.5) million for the three months ended March 31, 2010. These increases were primarily attributed to the sale of certain of our investments in the healthcare and financial industries. Unrealized Performance Fees decreased \$13.0 million from \$45.5 million to \$32.5 million during the first quarter of 2011 due to realizations of some previously unrealized gains.

Total Management Fees were \$107.4 million for the three months ended March 31, 2011, an increase of \$10.0 million compared to \$97.4 million for the three months ended March 31, 2010, driven by increased Base Management Fees partially offset by Management Fee Offsets. Base Management Fees were \$79.9 million for the three months ended March 31, 2011, an increase of \$14.5 million compared to \$65.4 million for the three months ended March 31, 2010, principally as a result of the start of BCP VI s investment period. Management Fee Offsets relate to a reduction of management fees payable by our limited partners in BCP VI based on the amount they reimbursed Blackstone for placement fees.

### Expenses

Expenses were \$98.1 million for the three months ended March 31, 2011, an increase of \$14.5 million, compared to \$83.7 million for the three months ended March 31, 2010. The \$14.5 million increase was primarily attributed to a \$9.3 million increase in Compensation and a \$4.3 million increase in Other Operating Expenses. Compensation increased as a result of additional investment in personnel. Other Operating Expenses increased \$4.3 million to \$28.7 million, principally due to increases in interest expense and occupancy related costs.

## Operating Metrics

The following operating metrics are used in the management of this business segment:

	Three Months Ended March 31,		
	2011	2010	
	(Dollars in T	'housands)	
Fee-Earning Assets Under Management			
Balance, Beginning of Period	\$ 24,188,555	\$ 24,521,394	
Inflows, including Commitments	14,264,444	816,898	
Outflows, including Distributions	(2,564,977)	(171,630)	
Market Appreciation (Depreciation)	4,782	7,274	
Balance, End of Period (a)	\$ 35,892,804	\$ 25,173,936	
Increase (Decrease)	\$ 11,704,249	\$ 652,542	
Increase (Decrease)	48%	3%	

	i nree Month	i nree Months Ended			
	March 3	31,			
	2011	2010			
	(Dollars in The	ousands)			
Assets Under Management					
Balance, Beginning of Period	\$ 29,319,136	\$ 24,758,992			
Inflows, including Commitments	14,860,798	534,841			
Outflows, including Distributions	(1,741,437)	(536,161)			
Market Appreciation (Depreciation)	1,516,895	3,264,654			
Balance, End of Period (a)	\$ 43,955,392	\$ 28,022,326			
Increase (Decrease)	\$ 14,636,256	\$ 3,263,334			
Increase (Decrease)	50%	13%			
	Three Months Ended				
	March 31,	2011 vs. 2010			

Three Months Ended

	1111001110	Third would blind			
	Mar	ch 31,	2011 vs. 2010		
	2011	2010	\$	%	
		(Dollars in The			
Capital Deployed					
Limited Partner Capital Invested	\$ 652,947	\$ 387,904	\$ 265,043	68%	

(a) Fee-Earning Assets Under Management and Assets Under Management as of March 31, 2011 include \$532.3 million from a joint venture in which we are the minority interest holder.

Fee-Earning Assets Under Management

Fee-Earning Assets Under Management were \$35.9 billion at March 31, 2011, an increase of \$11.7 billion, or 48%, compared with \$24.2 billion at December 31, 2010. Inflows of \$14.3 billion were mainly due to the start of BCP VI s investment period. Outflows of \$2.6 billion were primarily a result of the end of BCP V s investment period and dispositions in BCP IV which earns fees based on remaining invested capital. After the close of the investment period, management fees are based on invested capital and binding commitments to new investments. Market appreciation of \$4.8 million in the first quarter of 2011 was due to the impact of foreign exchange rates.

Fee-Earning Assets Under Management were \$25.2 billion at March 31, 2010, an increase of \$652.5 million, or 3%, compared with \$24.5 billion at December 31, 2009. Inflows of \$816.9 million were driven by capital raised in our private equity funds, and investments made by funds in which we charge fees based on invested capital. Outflows of \$171.6 million were a result of dispositions of assets that earn management fees on invested capital. Market appreciation of \$7.3 million was due to the foreign exchange impact on management fees.

#### Assets Under Management

Assets Under Management were \$44.0 billion at March 31, 2011, an increase of \$14.6 billion, or 50%, compared with \$29.3 billion at December 31, 2010. The increase was primarily due to inflows of \$14.9 billion driven by the start of BCP VI s investment period and market appreciation of \$1.5 billion within our existing portfolio, partially offset by outflows of \$1.7 billion resulting from dispositions of investments.

Assets Under Management were \$28.0 billion at March 31, 2010, an increase of \$3.3 billion, or 13%, compared with \$24.8 billion at December 31, 2009. The increase was primarily due to market appreciation of \$3.3 billion in the fair value of our portfolio investments.

## Limited Partner Capital Invested

Limited Partner Capital Invested was \$652.9 million for the three months ended March 31, 2011, an increase of \$265.0 million, compared to \$387.9 million for the three months ended March 31, 2010. The increase was primarily attributable to an increase in new transaction activity mostly in the energy and chemical industries whereas the prior year period reflected a combination of new investments primarily in Asia and add-on investments in North America.

#### Fund Returns

Fund returns information for our significant funds is included throughout this discussion and analysis to facilitate an understanding of our results of operations for the periods presented. The fund returns information reflected in this discussion and analysis is not indicative of the financial performance of The Blackstone Group L.P. and is also not necessarily indicative of the future performance of any particular fund. An investment in The Blackstone Group L.P. is not an investment in any of our funds. There can be no assurance that any of our funds or our other existing and future funds will achieve similar returns.

The following table presents the Internal Rates of Return of our significant BCP funds:

	Th	Three Months Ended March 31,				March 3	31, 2011 1 to Date	
	201	1	201	.0	Tot	al	Realize	ed (b)
Fund (a)	Gross	Net	Gross	Net	Gross	Net	Gross	Net
BCP IV	12%	10%	10%	8%	53%	40%	67%	52%
BCP V	3%	2%	20%	20%	1%		13%	6%

The returns presented herein represent those of the applicable Blackstone Funds and not those of The Blackstone Group L.P.

- (a) Net returns are based on the change in carrying value (realized and unrealized) after management fees, expenses and Carried Interest allocations.
- (b) Includes partially realized investments. Investments are considered partially realized when realized proceeds, excluding current income (dividends, interest, etc.), are a material portion of invested capital.

The net internal rate of return for BCP IV for the quarter ended March 31, 2011 was higher compared to the positive returns in the same quarter last year, driven by realized and unrealized gains in the energy and healthcare sectors. The net internal rate of return for BCP V for the quarter ended March 31, 2011 was lower compared to the positive returns in the same quarter last year as large gains in our retail/consumer, technology, hospitality and healthcare industries drove the comparative prior year quarterly returns.

The following table presents the investment record of the significant private equity funds from inception through March 31, 2011 for funds with closed investment periods:

	То		Investme	nts			zed / Partially otal	Realized	Investmen	ts (a)
Fund (Investment Period)	Invested Capital (b) (Dollars in	Carrying Value (c) Millions)	Gross IRR	Net IRR (d)	MOIC (e)		Carrying Value (c) (f) in Millions)	Gross IRR	Net IRR (d)	MOIC (e)
BCP I (Oct 1987 / Oct 1993)	\$ 679	\$ 1,742	28%	19%	2.6	\$ 679	\$ 1,742	28%	19%	2.6
BCP II (Oct 1993 / Aug 1997)	1,292	3,257	50%	32%	2.5	1,292	3,257	50%	32%	2.5
BCP III (Aug 1997 / Nov 2002)	4,026	8,607	18%	13%	2.1	3,752	7,909	20%	15%	2.1
BCOM (June 2000 / Jun 2006)	2,132	2,936	15%	8%	1.4	1,215	2,149	27%	24%	1.8
BCP IV (Nov 2002 / Dec 2005)	7,324	19,302	53%	40%	2.6	5,143	15,435	67%	52%	3.0
BCP V (Dec 2005 / Jan 2011)	18,809	19,635	1%		1.0	2,465	3,154	13%	6%	1.3

The returns presented herein represent those of the applicable Blackstone Funds and not those of The Blackstone Group L.P.

- (a) Investments are considered partially realized when realized proceeds, excluding current income (dividends, interest, etc.), are a material portion of invested capital.
- (b) Invested Capital includes recalled capital and side-by-side investments made by our employees.
- (c) Carrying value includes realized proceeds and unrealized fair value.
- (d) Net Internal Rate of Return ( IRR ) represents the annualized inception to date IRR on total invested capital based on realized proceeds and unrealized value after management fees, expenses and Carried Interest.
- (e) Multiple of Invested Capital (MOIC) represents carrying value, before management fees, expenses and Carried Interest, divided by total invested capital.
- (f) The Realized / Partially Realized Carrying Value includes remaining unrealized value of \$4.0 billion.

The following table presents the investment record of the significant private equity funds from inception through March 31, 2011 for funds with open investment periods:

	<b>Total Investments</b>			Realized / Partially Realized Investments (a)				nents (a)
	Total			Total				
	Available Invested Carrying	Gross	Net	Invested Cari	ying	Gross	Net	
Fund (Investment Period)	Capital (bCapital (cValue (d)	IRR	IRR (e)	MOIC (f)Capital (c) Valu	e (d)	IRR	IRR (e)	MOIC (f)
				(Dollars in	n			
	(Dollars in Millions)			Millions)				
BCP VI (Jan 2011 / Jan 2017)	\$ 14,366 \$ \$			\$ \$				

The returns presented herein represent those of the applicable Blackstone Funds and not those of The Blackstone Group L.P.

- (a) Investments are considered partially realized when realized proceeds, excluding current income (dividends, interest, etc.), are a material portion of invested capital.
- (b) Available Capital represents total capital commitments, including side-by-side, adjusted for certain expenses and expired or recallable capital, less invested capital.
- (c) Invested Capital includes recalled capital and side-by-side investments made by our employees.

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- (d) Carrying value includes realized proceeds and unrealized fair value.
- (e) Net Internal Rate of Return ( IRR ) represents the annualized inception to date IRR on total invested capital based on realized proceeds and unrealized value after management fees, expenses and Carried Interest.
- (f) Multiple of Invested Capital (MOIC) represents carrying value, before management fees, expenses and Carried Interest, divided by total invested capital.

The Private Equity segment has three contributed funds with closed investment periods, BCP IV, BCP V and BCOM. As of March 31, 2011, BCP IV was above its Carried Interest threshold (i.e., the preferred return payable to its limited partners before the general partner is eligible to receive Carried Interest) and would still be above its Carried Interest threshold even if all remaining investments were deemed worthless. BCP V is currently below its Carried Interest threshold but has generated inception-to-date positive returns and is entitled to Carried Interest on those gains.

The following table presents the Carried Interest status of our private equity funds out of their investment period which are currently not generating performance fees as of March 31, 2011:

		Gain to Cross Carried			
		Interest			
		Threshold (a)			
			%		
			Change		
			in Total		
	Available		Enterprise		
Funds out of the Investment Period	Capital (b)	Amount	Value (c)		
	(Dollars in	Millions)			
BCP V (Dec 2005 / Dec 2011)	\$ 2,889	\$ 4,875	11%		

- (a) The general partner of each fund is allocated Carried Interest when the annualized returns, net of management fees and expenses, exceed the preferred return as dictated by the fund agreements. The preferred return is calculated for each limited partner individually. The Gain to Cross Carried Interest Threshold represents the increase in equity at the fund level (excluding our side-by-side investments) that is required for the general partner to begin accruing Carried Interest, assuming the gain is earned pro-rata across the fund s investments and is achieved at the reporting date.
- (b) Available Capital represents total capital commitments, including side-by-side, adjusted for certain expenses and expired or recallable capital, less invested capital.
- (c) Total Enterprise Value is the respective fund s pro rata ownership of the privately held portfolio companies Enterprise Value and the Equity Value of the public portfolio companies based on fair values at the reporting date.

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## Real Estate

The following table presents our results of operations for our Real Estate segment:

	Three Mon Marc	h 31,	2011 vs. 2010	
	2011	2010 (Dollars in Th	\$ concords)	%
Segment Revenues		(Donars III Th	iousanus)	
Management Fees				
Base Management Fees	\$ 95,439	\$ 83,060	\$ 12,379	15%
Transaction and Other Fees, Net	21,543	1,942	19,601	N/M
Management Fee Offsets	(505)	(489)	(16)	-3%
	(= == )	( 22 )	( - )	
Total Management Fees	116,477	84,513	31,964	38%
Performance Fees				
Realized	2,593	5,948	(3,355)	-56%
Unrealized	368,104	11,391	356,713	N/M
Total Performance Fees	370,697	17,339	353,358	N/M
Investment Income				
Realized	2,919	2,632	287	11%
Unrealized	61,406	46,892	14,514	31%
	,	,	,	
Total Investment Income	64,325	49,524	14,801	30%
Interest and Dividend Revenue	3,288	2,718	570	21%
Other	860	(1,876)	2,736	N/M
		( ,- : - )	,	
Total Revenues	555,647	152,218	403,429	N/M
Expenses				
Compensation and Benefits				
Compensation	58,501	40,150	18,351	46%
Performance Fee Compensation				
Realized	1,230	1,524	(294)	-19%
Unrealized	106,501	6,937	99,564	N/M
Total Compensation and Benefits	166,232	48,611	117,621	N/M
Other Operating Expenses	28,366	14,290	14,076	99%