



Figure 45: BX Advisory Segment Income Statement Forecasts

INCOME STATEMENT	2012	1Q13	2Q13	3Q13	4Q13E	2013E	1Q14E	2Q14E	3Q14E	4Q14E	2014E	2015E	2016E
<b>Revenue:</b>													
Management and Advisory Fees, Net													
Base Management Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	2.0	3.0	6.0	3.0	3.0
Advisory Fees	357.4	67.0	120.7	83.6	125.4	396.8	87.8	131.7	92.2	138.3	449.9	517.4	543.2
Transaction and Other Fees, Net	0.3	0.0	0.0	0.2	0.1	0.3	0.1	0.1	0.1	0.1	0.4	0.5	0.5
Management Fee Offsets	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	2.0	3.0	6.0	3.0	3.0
Total Management and Advisory Fees, Net	357.7	67.0	120.7	83.8	125.5	397.1	87.9	133.8	96.3	144.4	462.3	523.9	549.7
<b>Performance Fees:</b>													
Realized Carried Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Realized Incentive Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unrealized Carried Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unrealized Incentive Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Performance Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
<b>Investment Income (Loss):</b>													
Realized	1.4	0.2	-0.1	-0.8	1.0	0.3	1.0	1.0	1.0	1.0	4.0	5.0	5.0
Unrealized	1.3	-0.4	-1.5	1.0	1.0	0.1	1.0	1.0	1.0	1.0	4.0	5.0	5.0
Total Investment Income (Loss)	2.7	-0.1	-1.7	0.2	2.0	0.4	2.0	2.0	2.0	2.0	8.0	10.0	10.0
<b>Interest Income &amp; Dividend Revenue</b>													
Other	7.2	1.6	1.7	2.4	2.5	8.3	3.0	3.0	3.0	3.0	12.0	10.0	12.0
Other	-0.8	-0.1	0.1	0.8	0.5	1.3	0.5	0.5	0.5	0.5	2.0	3.0	4.0
<b>Total Revenue</b>	<b>366.8</b>	<b>68.5</b>	<b>120.9</b>	<b>87.2</b>	<b>130.5</b>	<b>407.1</b>	<b>93.4</b>	<b>139.3</b>	<b>101.8</b>	<b>149.9</b>	<b>484.3</b>	<b>546.9</b>	<b>575.7</b>
<b>Expenses:</b>													
<b>Compensation:</b>													
Compensation	235.1	57.9	76.2	57.5	81.6	273.1	57.1	87.0	62.6	93.8	300.5	340.5	357.3
<b>Performance Fee Compensation:</b>													
Realized Carried Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Realized Incentive Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unrealized Carried Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unrealized Incentive Fees	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Performance Fee Compensation	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total Compensation & Benefits	235.1	57.9	76.2	57.5	81.6	273.1	57.1	87.0	62.6	93.8	300.5	340.5	357.3
Other Operating Expenses	84.6	20.7	20.9	19.2	21.1	81.9	21.8	22.4	23.1	23.8	91.0	96.5	99.4
<b>Total Expenses</b>	<b>319.7</b>	<b>78.6</b>	<b>97.0</b>	<b>76.7</b>	<b>102.7</b>	<b>355.0</b>	<b>78.9</b>	<b>109.4</b>	<b>85.7</b>	<b>117.6</b>	<b>391.5</b>	<b>437.0</b>	<b>456.7</b>
<b>Economic Income</b>	<b>47.1</b>	<b>-10.2</b>	<b>23.9</b>	<b>10.5</b>	<b>27.8</b>	<b>52.0</b>	<b>14.5</b>	<b>29.9</b>	<b>16.1</b>	<b>32.2</b>	<b>92.8</b>	<b>109.8</b>	<b>119.0</b>

Source: Company reports and Deutsche Bank