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THE CARLYLE GROUP

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GLOBAL ALTERNATIVE ASSET MANAGEMENT

# The Carlyle Group Unitholder Presentation

June 2018

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This presentation includes comparisons of certain private equity indices to various indexes including certain MSCI indexes (MSCI) and the S&P 500 and other indexes. The private equity indices do not represent the performance of any Fund or family of Funds. Recipients should not infer that any Fund is top quartile. There are significant differences between the types of securities and assets typically acquired by U.S. and global buyout funds, the investments covered by the MSCI, S&P 500 and other indexes. Specifically, U.S. and global buyout funds typically make investments in securities and other assets that have a greater degree of risk and volatility, and less liquidity, than those securities included in these indexes and companies included in the indexes are not subject to certain of the management fees, carried interest or expenses to which investors in U.S. and global buyout funds are typically subject. Comparisons between private equity funds, Carlyle sponsored funds, the MSCI, S&P 500 and other indexes are included for informational purposes only. The private equity returns do not represent the performance of any Fund or family of Funds. Recipients should not infer that any Fund is top quartile.

Detailed information about Carlyle's management fees and performance revenues is available in Carlyle's public filings. Please note that certain metrics and projections contained in this Presentation include the Legacy Energy Funds and funds advised by NGP Energy Capital Management. Please note that the Legacy Energy Funds (as defined in Carlyle's public filings), are managed with Riverstone Holdings LLC and its affiliates. Affiliates of both Carlyle and Riverstone act as investment advisers to each of the Legacy Energy Funds. Currently, Carlyle is only entitled to carried interest and management fees in certain funds advised by NGP Energy Capital Management. The NGP Energy Capital Management funds which solely earn management fees are referred to herein as "NGP management fee funds."

For purposes of the non-financial operating and statistical data included in this presentation, including the aggregation of our non-U.S. dollar denominated investment funds, foreign currencies have been converted to U.S. dollars at the spot rate as of the last trading day of the reporting period when presenting period end balances, and the average rate for the period has been utilized when presenting activity during such period. With respect to capital commitments raised in foreign currencies, the conversion to U.S. dollars is based on the exchange rate as of the date of closing of such capital commitment. This presentation includes certain Non-GAAP financial measures, including Distributable Earnings ("DE") and EBITDA. These Non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP. Please refer to the Appendix of this presentation for a reconciliation of the non-GAAP financial measures included in this presentation to the most directly comparable financial measured prepared in accordance with GAAP. Please see Carlyle's public filings for the definition of "carry funds," "Fee-earning assets under management" or "Fee-earning AUM," (FEAUM), and "Assets under management" or "AUM."

For purposes of the non-financial operating and statistical data included in this presentation, including the aggregation of our non-U.S. dollar denominated, investment funds, foreign currencies have been converted to U.S. dollars at the spot rate as of the last trading day of the reporting period and the average spot rate for the period has been utilized when presenting multiple periods. With respect to capital commitments raised in foreign currencies, the conversion to U.S. dollars is based on the exchange rate as of the date of closing of such capital commitment. This presentation includes certain Non-GAAP financial measures, including Economic Net Income (ENI) and Distributable Earnings (DE). These Non-GAAP financial measures should be considered only as supplemental to, and not as superior to, financial measures prepared in accordance with GAAP.

# Carlyle Is A Global Leader In Private Investing

## THE CARLYLE GROUP

**Total AUM: \$201 bn** ○ **Available Capital: \$73 bn**

	Corporate Private Equity	Real Assets <sup>1</sup>	Global Credit	Investment Solutions
AUM (\$bn)	\$75	\$44	\$34	\$49
Fund Strategies	<ul style="list-style-type: none"> <li>• Buyout</li> <li>• Growth</li> </ul>	<ul style="list-style-type: none"> <li>• Real Estate</li> <li>• Energy</li> <li>• Power</li> <li>• Infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>• Structured Credit</li> <li>• Direct Lending</li> <li>• Energy Credit</li> <li>• Distressed Credit</li> <li>• Opportunistic Credit</li> </ul>	<ul style="list-style-type: none"> <li>• Private Equity and Real Estate</li> <li>✓ Funds</li> <li>✓ Secondaries</li> <li>✓ Co-investments</li> </ul>

Note: Data as of 3/31/2018. See The Carlyle Group L.P.'s filings with the U.S. Securities and Exchange Commission for more information on fund performance.

1) Includes six Energy & Power and Renewable funds jointly advised with Riverstone Holdings, L.L.C. and nine funds advised by NGP Energy Capital Management.

## Core Business Metrics Robust, Diversified and Accelerating

	Metric	LTM / Current	Commentary
1	Carry Fund Appreciation	17%	Appreciation over a diverse fund complex with various strategies & return targets
2	Net Accrued Performance Revenue	\$1.8 bn	Increased 25% over the LTM due to strong fund performance
3	Realized Proceeds	\$28.0 bn	5+ consecutive years with more than \$25 billion in annual realizations
4	Fundraising	\$48.0 bn	Record annualized fundraising – half in CPE, half in RA/GC/IS
5	Assets Under Management	\$201.5 bn	Increased 24% over the LTM
6	Invested Capital	\$21.6 bn	Deployment increased +26% over the LTM; nearly 60% outside CPE

Note: Data as of 3/31/2018. See The Carlyle Group L.P.'s filings with the U.S. Securities and Exchange Commission for more information on fund performance. Invested Capital and Realized Proceeds represent carry fund activity only. Funds Raised includes capital for all vehicle types.

# 1 Our Primary Focus Remains Exceptional Investment Performance

# 17%

Last 12-Month  
Carry Fund Appreciation  
Across All Segments

## Corporate Private Equity

- **25%** Carry Fund Appreciation (LTM)
- **2.5X** MOIC on Realized/Partially Realized Transactions since inception

## Real Assets

- **12%** Real Estate Carry Fund Appreciation (LTM)
- **23%** Energy, Power and Infra carry fund appreciation (LTM)<sup>1</sup>

## Global Credit

- **9.4%** dividend yield – Direct Lending<sup>2</sup>
- Exceptional CLO performance (default rates of 0.7%/1.7% for U.S./EU CLOs<sup>3</sup>)

## Investment Solutions

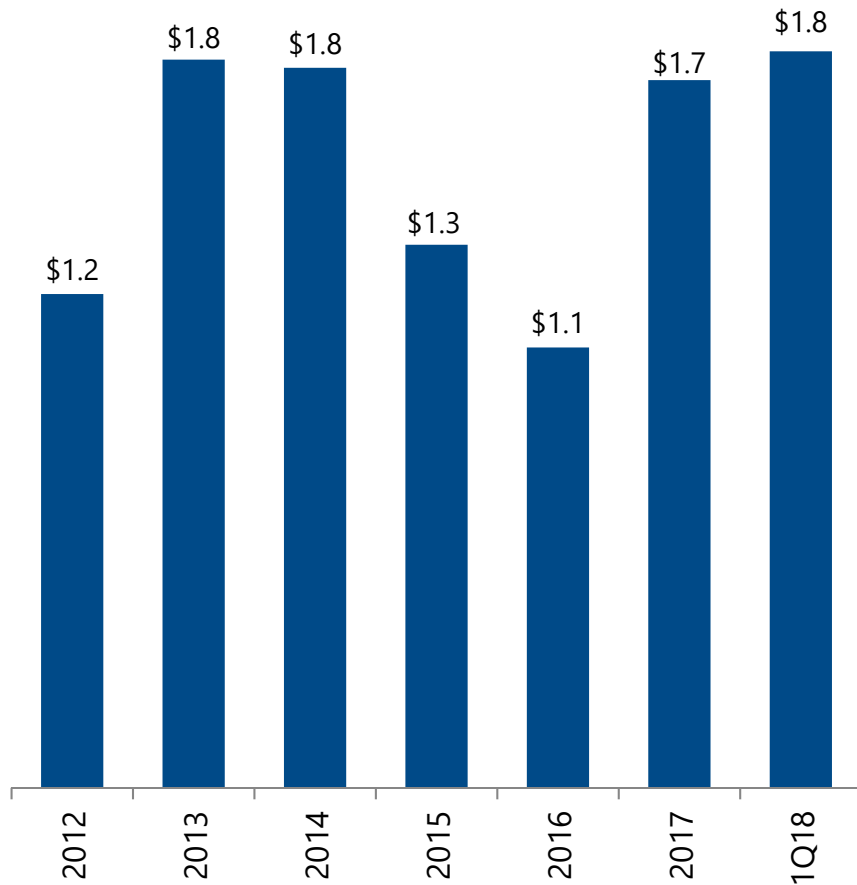
- **10%** Carry Fund Appreciation / 20% excluding F/X impact<sup>4</sup>
- **23% / 28%** carry fund appreciation (LTM) in PE and RE Secondary funds

Note: Data as of 3/31/2018. See The Carlyle Group L.P.'s filings with the U.S. Securities and Exchange Commission for more information on fund performance. 1) Excludes the impact of Legacy Energy Funds. 2) Represents the 3-year weighted average dividend yield for BDC 1 as of 3/31/2018, including special dividends for unscheduled income distributions. 3) Inception to date default rate for U.S. (since 1999) and Europe CLOs (since 2005). 4) Excludes the impact of F/X. Reported appreciation of 10% over the LTM.

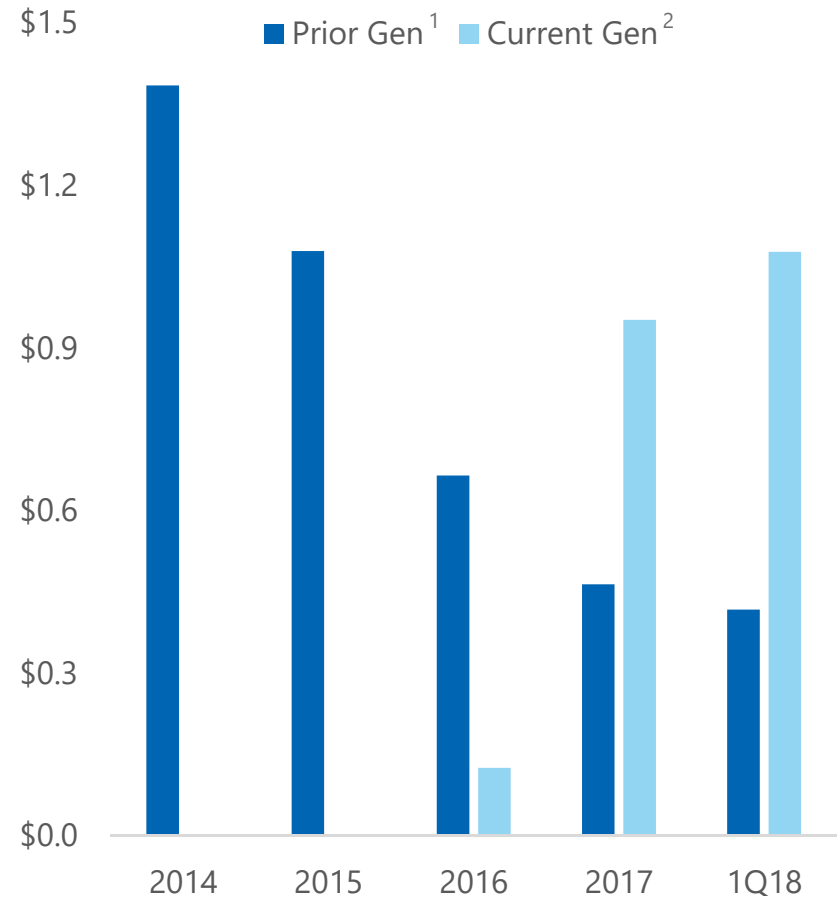
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# Accrued Carry Growing And Transitioning Towards Current Generation Funds

Net Accrued Performance Revenue Balance (\$ billions)



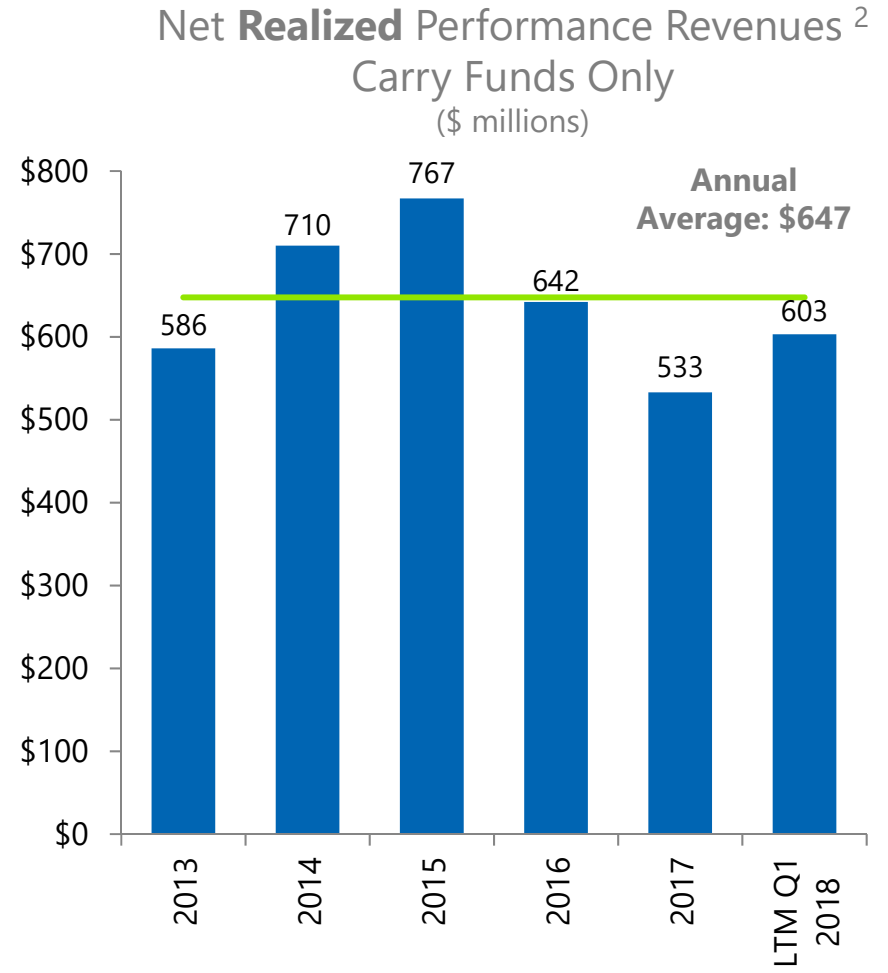
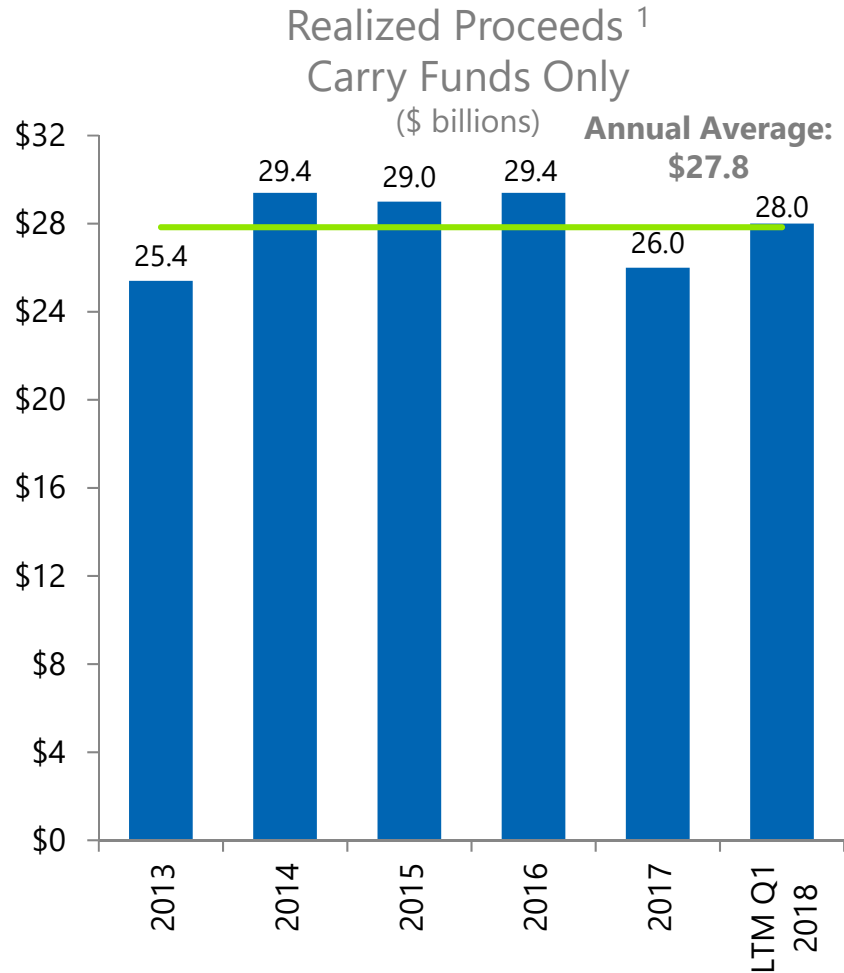
Net Accrued Performance Revenue Balance Prior Gen vs Current Gen (\$ billions)



Note: Data as of 3/31/2018. There is no guarantee these trends will continue.

- 1) Prior Generation of funds includes direct predecessors to Current Generation where applicable.
- 2) Current Generation of funds includes: CP VI, CEP IV, CAP IV, CJP III, CGFSP II, CEOF II, CETP III, CGP, CRP VII, NGP XI, CIEP, CPP II, CSP IV, CEMOF II.

### 3 Consistent Realized Proceeds Generate Attractive Average Annual Net Realized Performance Revenues



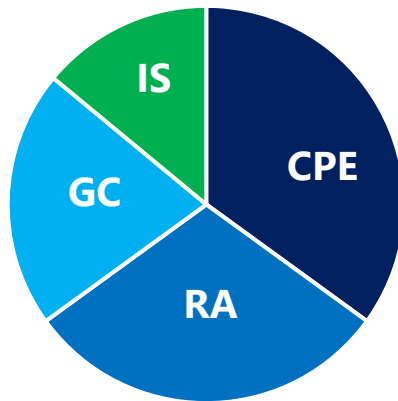
Realized performance revenues should trend higher in 2019+ but likely lower in 2018 than in 2017

Note: Data as of 3/31/2018. There is no guarantee these trends will continue.

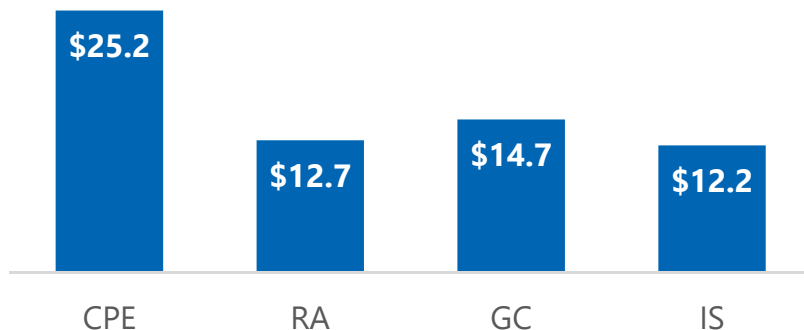
1) Realized Proceeds for carry funds only. 2) Net Realized Performance Revenues are for carry funds only. 3) 2016 excludes the impact of \$36 million in giveback payments relating to Legacy Energy funds realized in Q4 2016.

## 4 On Track To Achieve Our Fundraising Target of \$100 Billion By YE2019

2016-19 Gross Fundraising Target:  
~\$100 billion



Gross Fundraising Since Q1 2016

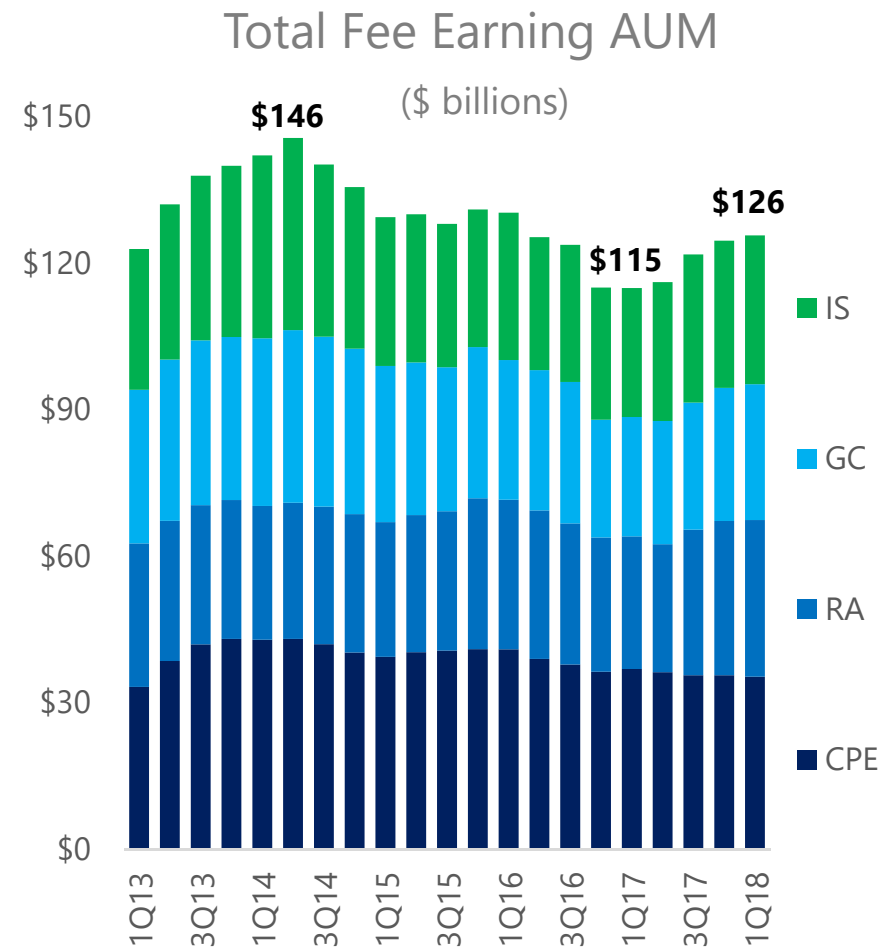
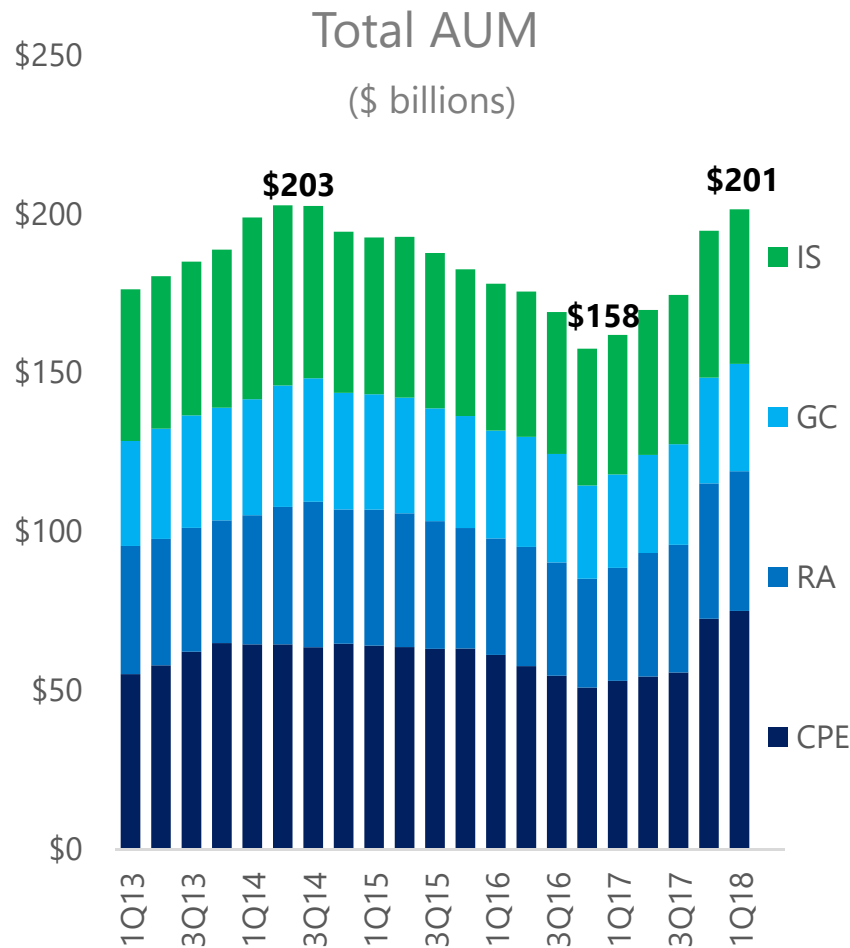


- ✓ Raised \$65 billion towards goal from 2016 to Q1 2018
- ✓ Strong partnerships with over 1,850 global investors from 85 countries
- ✓ \$48 billion raised LTM
- ✓ Expect to raise at least \$25 billion in 2018

Note: Data as of 3/31/2018. Reflects Management's views as of 6/12/2018. Please see "Important Information" slides for information about the use of and reliance on projections.



## 5 Fundraising Strength Driving Assets Under Management Higher



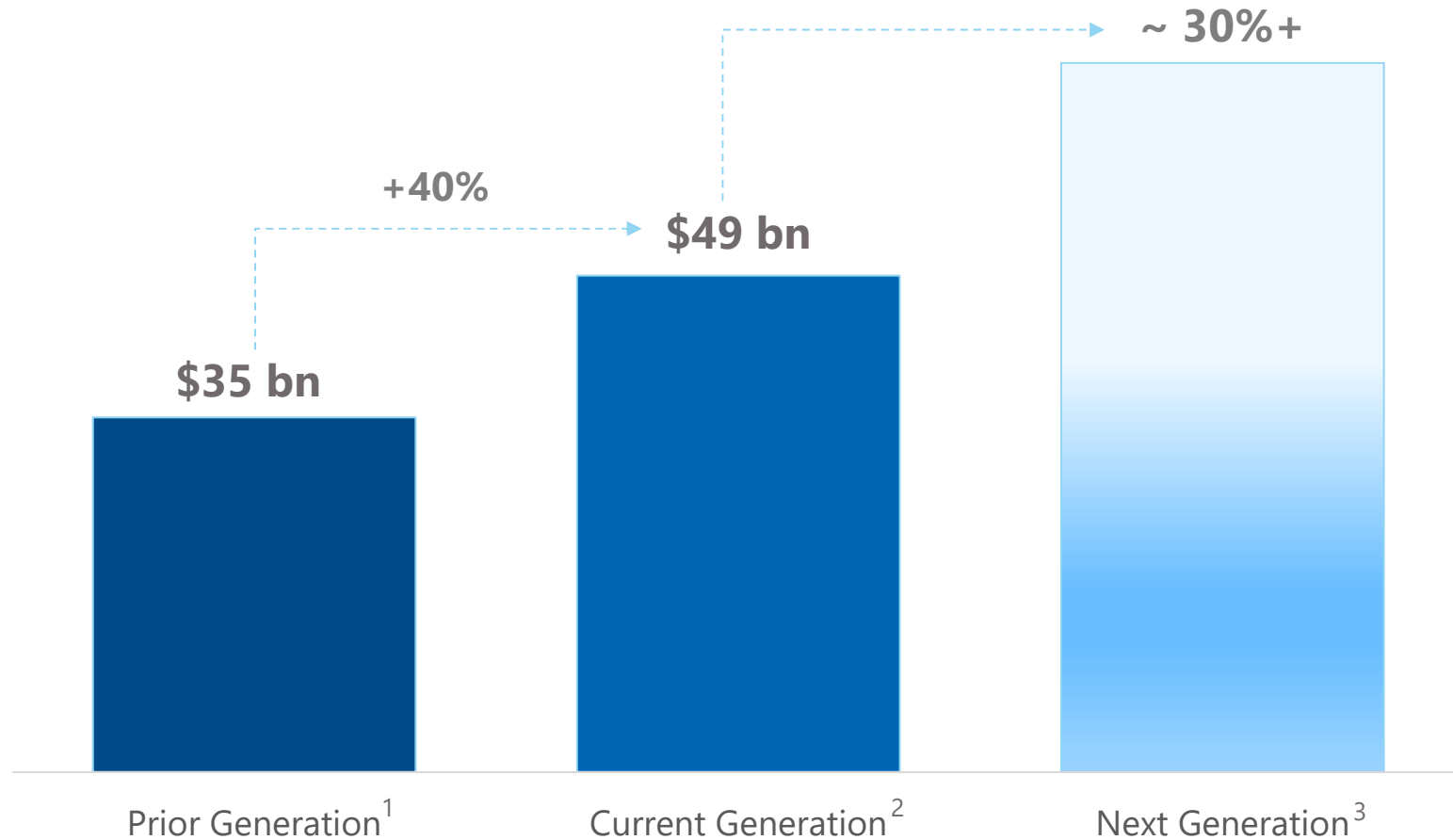
**\$27 billion in Pending Fee Earning AUM** that will activate fees upon fund initiation or capital deployment

Note: Data as of 3/31/2018.

1) Pending Fee-Earning AUM of \$27 billion as of 3/31/2018 includes \$21 billion in CPE fund commitments that will activate as new funds turn on fees. The remaining \$6 billion will generally become fee-earning as the commitments are invested.

## 5 Our Carry Fund Investment Platform Continues to Scale Generationally

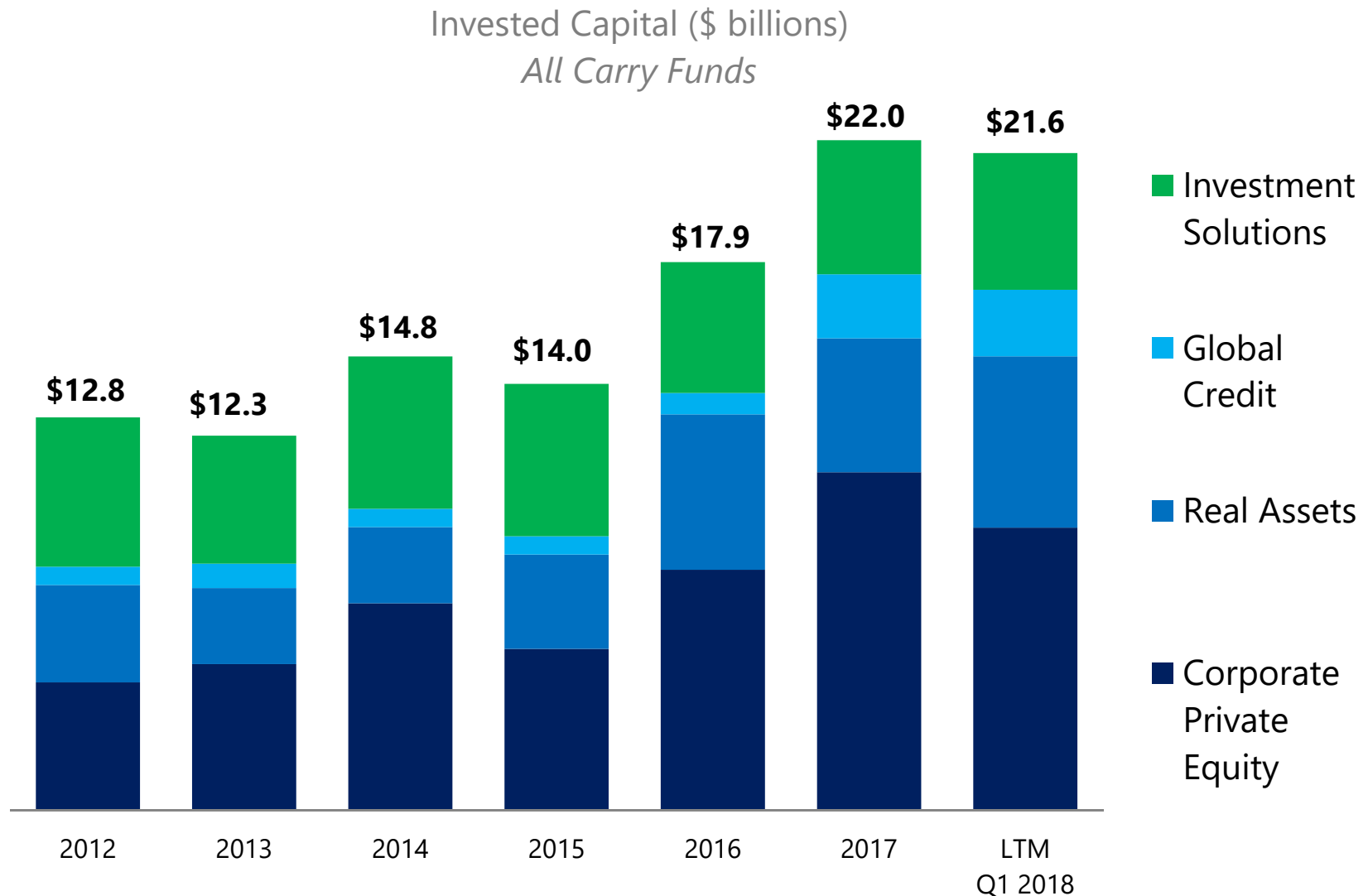
Fund Commitments for Major CPE/RA/GC Carry Funds



Note: Data as of 3/31/2018. Reflects Management's views as of 6/12/2018. Please see "Important Information" slides for information about the use of and reliance on projections.

- 1) Prior Generation of funds includes direct predecessors to Current Generation where applicable.
- 2) Current Generation of funds includes: CP VI, CEP IV, CAP IV, CJP III, CGFSP II, CEOF II, CETP III, CGP, CRP VII, NGP XI, CIEP, CPP II, CSP IV, CEMOF II.
- 3) Next Generation of funds includes follow on funds for Current Generation as well as new fund families and new product initiatives. There is no assurance these trends will continue or that we will be able to raise the capital required to achieve these targets.

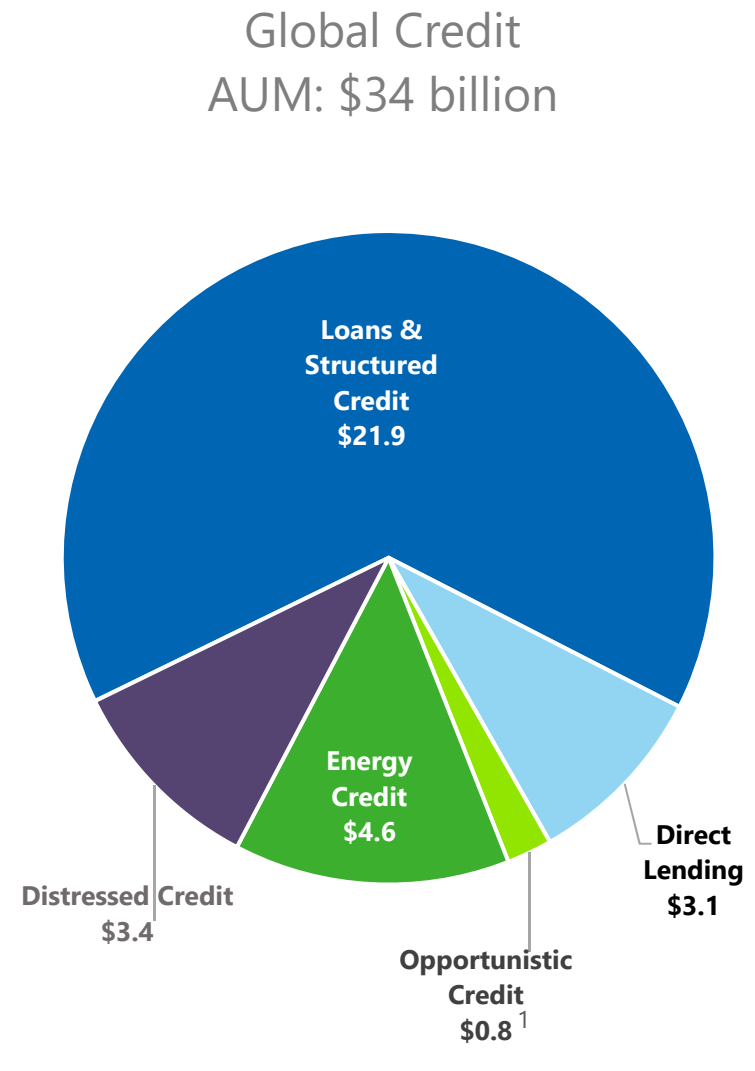
## 6 Larger Funds and Broader Platform Support Higher Deployment



Note: Data as of 3/31/2018. "Current Generation" of funds includes: CP VI, CEP IV, CAP IV, CJP III, CGFSP II, CEOF II, CETP III, CGP, CRP VII, NGP XI, CIEP, CPP II, CSP IV, CEMOF II. There is no guarantee these trends will continue.

## Gaining Momentum and Scale in Global Credit

- Currently have \$34 billion in Global Credit AUM with more than \$200 million in run-rate management fees
- Continue to build out capabilities to manage larger amounts of capital
- Launch and develop new funds & products
  - Opportunistic Credit
  - New Direct lending funds and vehicles
  - Managed Accounts
- Leverage functional platform to scale broadening investment capabilities



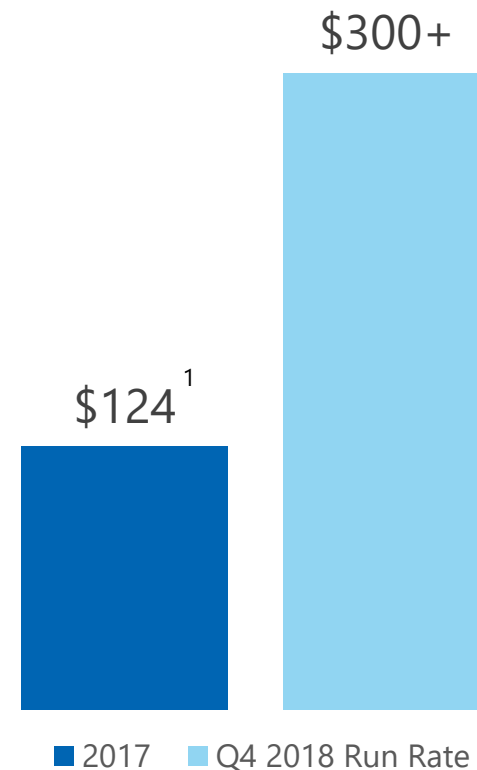
Note: Data as of 3/31/2018.

1) First Opportunistic Credit fund is currently in fundraising.

## We Are Focused On Growing Fee Related Earnings

- ✓ Raise larger funds and scale existing funds
- ✓ Maintain net economic terms
- ✓ Leverage expense base
- ✓ Grow Global Credit
- ✓ Additional new initiatives

On Track to Exceed \$300 million in run-rate FRE by Q4 2018  
(\$ millions)



Note: Data as of 12/31/2017. Reflects Management's views as of 6/12/2018. Please see "Important Information" slides for information about the use of and reliance on projections.

1) 2017 Fee Related Earnings was \$192 million. Pro forma of \$124 million excludes net insurance recoveries in Global Credit. As of the Q4 2017 reporting period, the presentation of Fee Related Earnings was changed to exclude net interest expense.

## Carlyle Is Delivering Attractive Financial Performance

	LTM or Current (\$ million, unless noted)	% Change (from prior LTM or YoY)
<b>Economic Income</b>	<b>\$1,038</b>	<b>+68%</b>
<i>ENI / Adjusted Unit</i>	<i>\$2.85</i>	
<b>Distributable Earnings</b>	<b>\$754</b>	<b>+30%</b>
<i>DE / Common Unit</i>	<i>\$2.11</i>	
<b>Distribution Per Common Unit</b>	<b>\$1.58</b>	<b>+14%</b>
<i>LTM Distribution Yield <sup>1</sup></i>	<i>7.0%</i>	
<b>Net Debt + Investments + Net Accrued Carry</b>	<b>\$2,625</b>	<b>+61%</b>
<i>Per Adjusted Unit <sup>2</sup></i>	<i>\$7.59</i>	

Note: Data as of 3/31/2018 unless otherwise noted.

1) LTM Distribution Yield calculated as LTM distributions divided by recent unit price.

2) Adjusted units include total common units outstanding, partnership units, dilutive effect of unvested DRUs, and issuable common units.

## Well Are Tracking Well Against Our Main Focus Areas

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**Investment performance** continues to be strong: LTM carry fund appreciation of 17%

Investment platform scaling significantly and we remain **on track for \$100 billion in new capital** raised by 2019

Gaining traction on **building a premier global credit business**

Platform scaling and financial focus driving annualized **\$300+ million of Fee Related Earnings** by Q4 2018

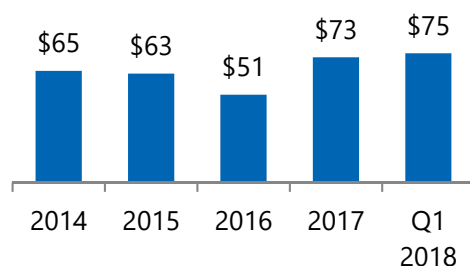
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# SEGMENT SUMMARIES

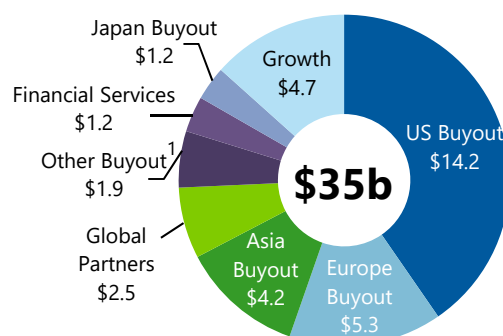
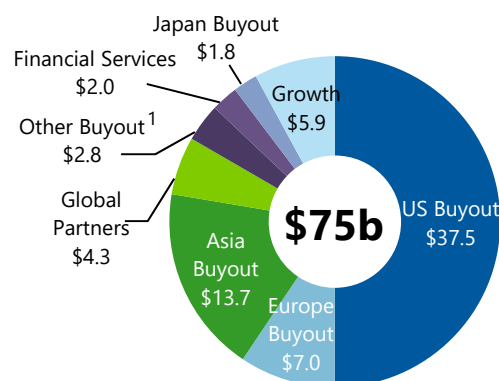
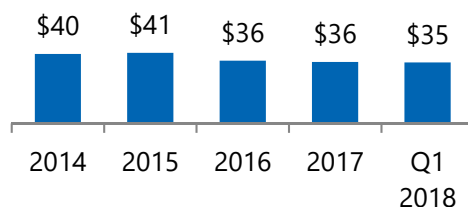


# Corporate Private Equity: Platform Continues to Scale While Maintaining Superior Long Term Performance

## Total AUM (\$bn)



## Fee-Earning AUM (\$bn)



## Financial Metrics (\$mm)

	2015	2016	2017	LTM Q1 2018
Fee Related Earnings	\$135	\$116	\$26	\$(3)
Net Realized Perf. Revenues	669	588	459	531
Distributable Earnings	798	739	488	539
Economic Income	399	224	896	696

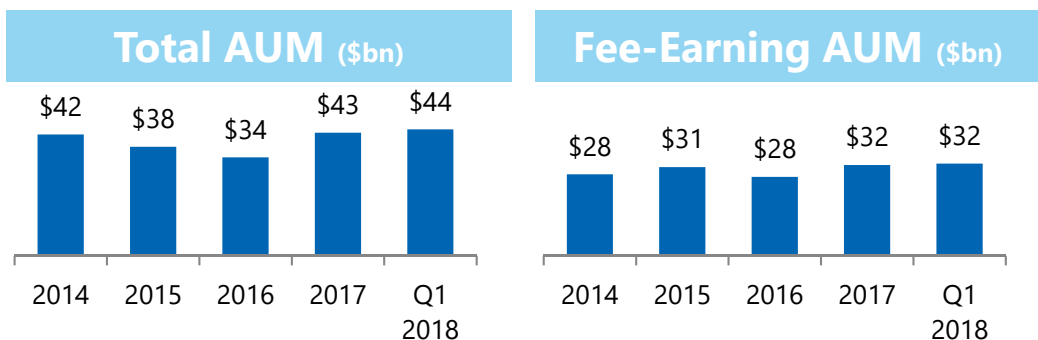
## Key Points

- ❑ **Superior, diversified track record**
  - 2.5X MOIC on realized and partially realized investments
  - 13 significant fund families
  - Experience across multiple deployment and exit cycles
  
- ❑ **Successor funds continue to scale CPE platform**
  - Strong momentum in Buyout fundraising as closings to date generally surpass predecessor fund sizes
  - \$32.5 bn of Available Capital (as of 1Q18)
  - Deployment of \$9.3 bn LTM
  
- ❑ **Positioned to deliver future performance fees**
  - \$42 bn Remaining Fair Value (as of 1Q18)
  - 16% of RFV invested prior to 1Q 2014

Note: Data as of 3/31/2018. See The Carlyle Group L.P.'s filings with the U.S. Securities and Exchange Commission for more information on fund performance.

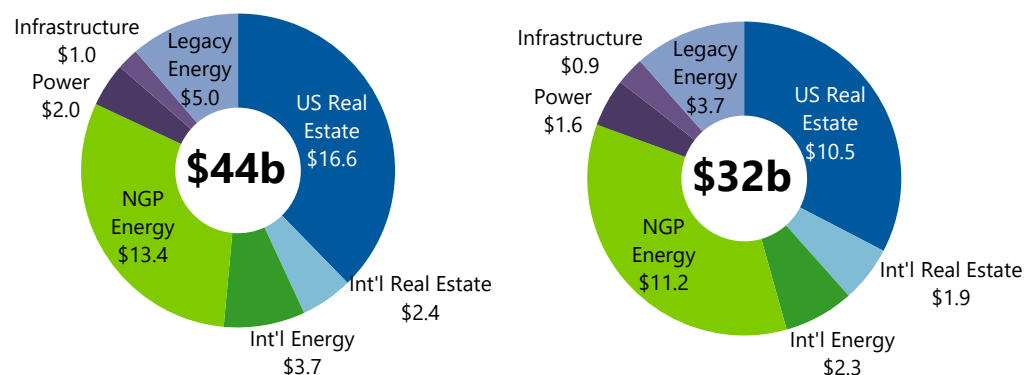
1) Comprised of South America Buyout, Sub-Saharan Africa Buyout, Peru Buyout and MENA Buyout.

# Real Assets: Growing Real Estate Platform & Opportunities in Natural Resources, Power and Infrastructure



## Key Points

- US Real Estate business thriving and growing**
  - Strong performance and substantial scaling in opportunistic funds
  - Core Plus market an attractive opportunity to leverage USRE expertise
  
- Natural Resources has ample Available Capital and active fund deployment**
  - \$6.2 bn in available capital across NGP, International Energy and Power <sup>2</sup>
  - Invested Capital in Q1 2018 was a quarterly record of \$1.4 bn
  
- Global Infrastructure opportunity**
  - New global infrastructure fund in the market and evaluating investment opportunities



## Financial Metrics (\$mm)

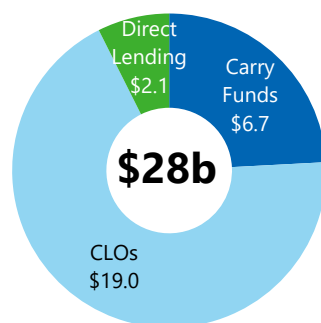
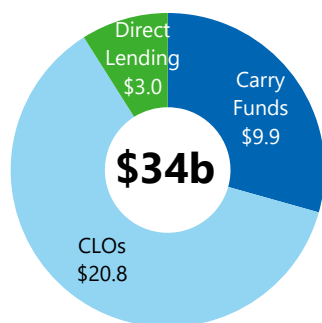
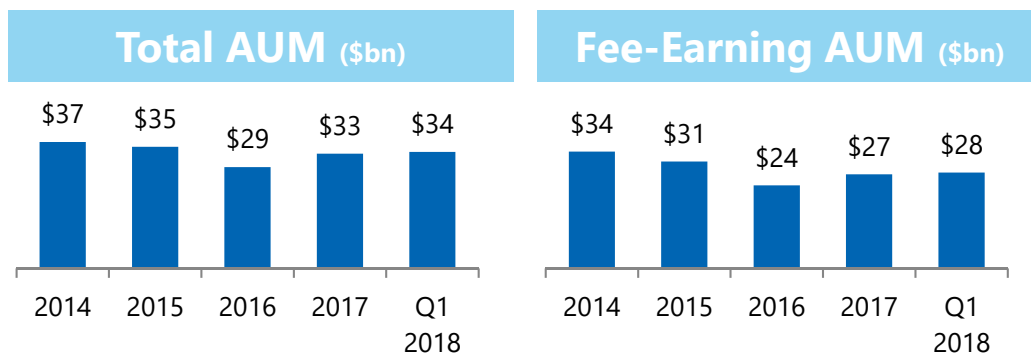
	2015	2016	2017	LTM Q1 2018
Fee Related Earnings	\$82	\$69	\$52	\$67
Net Realized Perf. Revenues	95	16	50	48
Distributable Earnings	73 <sup>1</sup>	49	25	54
Economic Income	33 <sup>1</sup>	217	215	187

Note: Data as of 3/31/2018.

1) 2015 includes a negative impact of \$(80) million to Distributable Earnings and \$(34) million to Economic Net Income related to a French tax judgment.

2) Does not include available capital of \$2.2 billion from the Energy Credit business in our Global Credit segment.

# Global Credit: Significant Growth Potential as We Build a Larger Diversified Credit Platform



## Key Points

- ❑ **Focused on enhancing and scaling credit platform**
  - Private credit accelerating as an asset class as search for yield intensifies
  - New credit leadership and teams capable of managing higher AUM
  - Considerable white space to expand our credit mandate
- ❑ **Solid core platform**
  - \$22 bn US/Europe CLO business with strong fee margins
  - IPO of first business development company in 2017 (Nasdaq: CGBD)
  - Latest vintage Energy Credit and Distressed Credit funds at least twice the size of predecessor funds
- ❑ **Successful launch of new products**
  - Opportunistic credit
  - Secondary structured credit
  - Additional Direct Lending products

## Financial Metrics (\$mm)

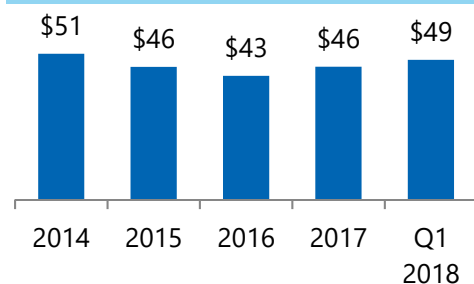
	2015	2016	2017	LTM	Q1 2018
Fee Related Earnings <sup>1</sup>	\$20	\$(175)	\$82		\$88
Net Realized Perf. Revenues	21	19	40		38
Distributable Earnings <sup>1</sup>	39	(157)	127		129
Economic Income <sup>1</sup>	(40)	(159)	107		99

Note: Data as of 3/31/2018.

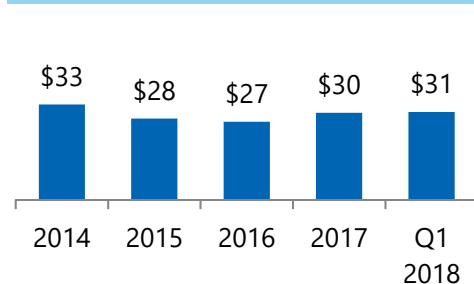
<sup>1</sup> 2016 and 2017 include net (charges)/recoveries of \$(175) million and \$68 million, respectively, associated with our commodities business.

# Investment Solutions: Successful Fundraising Efforts & Consistent Strong Performance Support Future Upside Potential

## Total AUM (\$bn)



## Fee-Earning AUM (\$bn)



## Key Points

☐ **AlpInvest has great investment performance with performance fee upside**

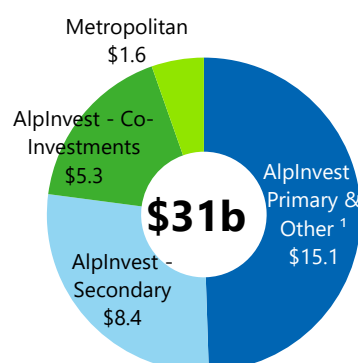
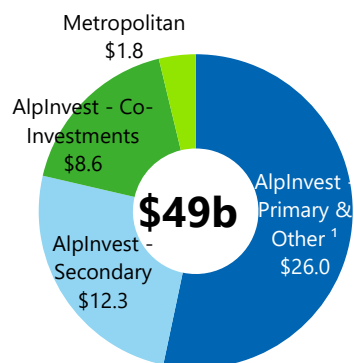
- 12% net IRR & 1.6x MOIC with LTM appreciation of 10%<sup>2</sup>
- Performance revenues could improve as post acquisition funds mature

☐ **Next Generation & New Product Opportunity**

- Finalized fundraising for latest AlpInvest Secondaries and Co-investment programs totaling more than \$9 billion
- Metropolitan R/E in the market

☐ **Effective management fee rate should rise over time**

- New commitments have higher fee yield
- Expect older/low fee commitments to drive FEAUM runoff over next few years



## Financial Metrics (\$mm)

	2015	2016	2017	LTM	Q1 2018
Fee Related Earnings	\$15	\$23	\$32		\$31
Net Realized Perf. Revenues	4	2	3		4
Distributable Earnings	13	20	30		31
Economic Income	4	24	51		56

Note: Data as of 3/31/2018.

1) Includes Mezzanine funds.

2) Includes impact from foreign exchange gain/loss in underlying fund investments.

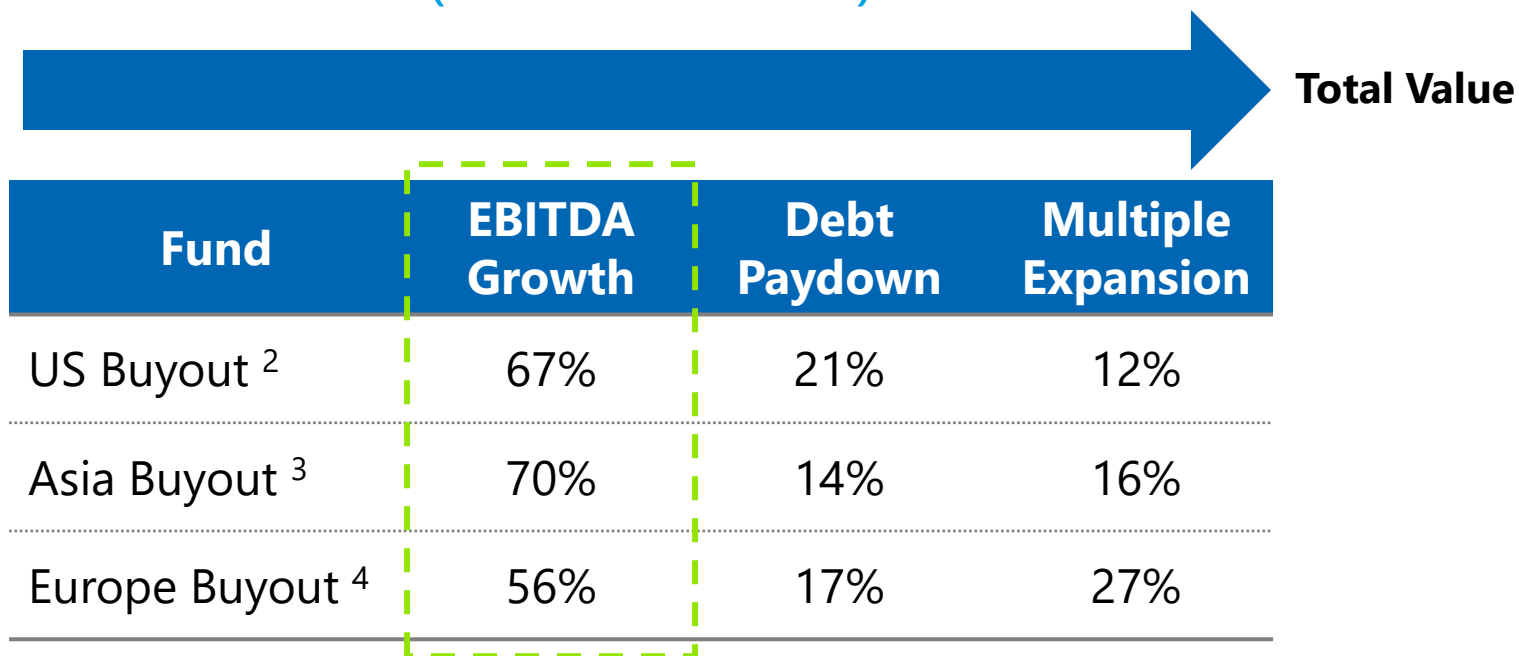
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# APPENDIX

# CPE Portfolio Company Earnings Growth Drives Value Creation

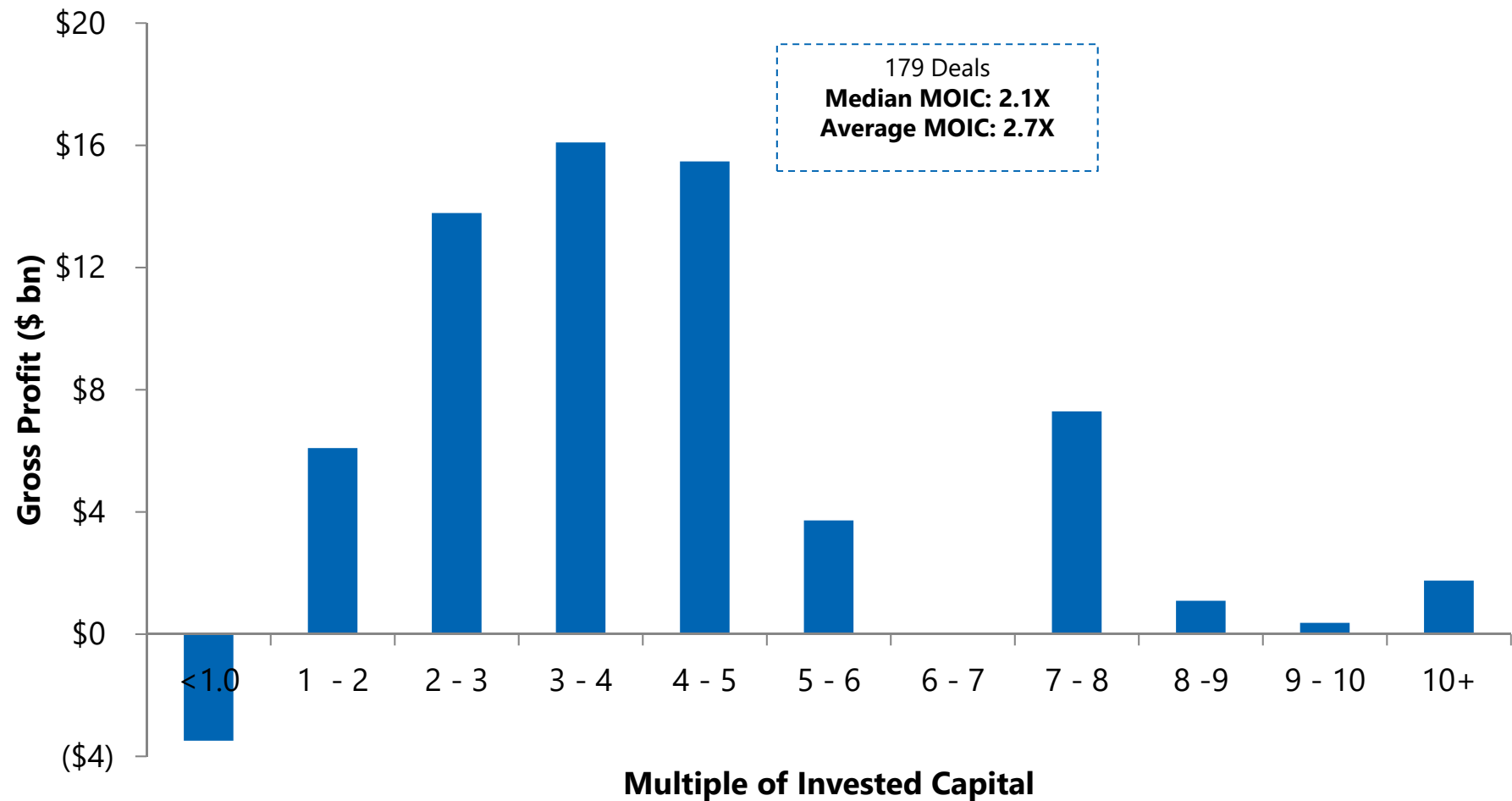
## Drivers of Value Creation <sup>1</sup> (% of Value Created)

**Equity  
Invested**



- 1) Includes both realized & unrealized deals for US Buyout, & includes only realized & partially realized deals for Europe Buyout. Asia buyout only reflects realized & partially realized investments, but includes the unrealized portion of partially realized investments. On the unrealized portion of partially realized investments, actual realized values may differ from the estimated values on which this slide is based. Past performance is not indicative of future results & there is no guarantee these trends will continue. See "Important Information" at the beginning of this presentation.
- 2) As of 12/31/2017 or most recent data available. Illustrates the source of value creation on all deals currently valued at greater than 1.0x in CP IV, CP V & CP VI. Excludes coinvestment in deals acquired by CP IV, CP V & CP VI.
- 3) As of 12/31/2017 or most recent data available. Excludes co-investment.
- 4) As of 12/31/2017 or most recent data available. Includes all fully realized & partially realized CEP transactions since inception with the exception of Bredbandsbolaget AB (venture led deal which is not representative of CEP strategy). The losses from realized transactions that have returned < 0.5x cost have been allocated to EBITDA growth, deleveraging, & multiple expansion on a pro-rata basis. Excludes co-investment.

## CPE's Proven, Disciplined Investment Process Drives Consistent Returns



Note: Data as of 3/31/2018. Represents realized and partially realized deals in Carlyle Partners, Carlyle Europe Partners and Carlyle Asia Partners since inception. Includes fund and external coinvestment. Past performance is not indicative of future results and there is no guarantee these trends will continue.

## Exceptional Fund Performance Is Our Top Priority, and Many Of Our Largest Fund Families Have Consistently Delivered

Carlyle Fund Family	Inception Year	Committed Capital (bn)	Gross IRR	Net IRR	Total MOIC
Carlyle Partners IV (U.S.)	2004	\$7.9	16%	13%	2.4x
Carlyle Partners V (U.S.)	2007	\$13.7	18%	14%	2.1x
<b>Carlyle Partners VI (U.S.)</b>	<b>2012</b>	<b>\$13.0</b>	<b>19%</b>	<b>12%</b>	<b>1.4x</b>
Carlyle Asia Partners II	2006	\$1.8	11%	8%	1.9x
Carlyle Asia Partners III	2008	\$2.6	18%	12%	1.9x
<b>Carlyle Asia Partners IV</b>	<b>2012</b>	<b>\$3.9</b>	<b>28%</b>	<b>18%</b>	<b>1.6x</b>
Carlyle Europe Partners II	2003	€1.8	36%	20%	2.0x
Carlyle Europe Partners III	2006	€5.3	19%	14%	2.3x
<b>Carlyle Europe Partners IV</b>	<b>2013</b>	<b>€3.7</b>	<b>21%</b>	<b>11%</b>	<b>1.3x</b>
Carlyle Realty Partners V (U.S.)	2006	\$3.0	12%	9%	1.6x
Carlyle Realty Partners VI (U.S.)	2010	\$2.3	29%	20%	1.8x
Carlyle Realty Partners VII (U.S.)	2014	\$4.2	22%	13%	1.4x
<b>Carlyle Realty Partners VIII (U.S.)</b>	<b>2017</b>	<b>\$5.3</b>	<b>NM</b>	<b>NM</b>	<b>1.0x</b>
Natural Gas Partners X	2012	\$3.6	9%	5%	1.3x
Natural Gas Partners XI	2014	\$5.3	34%	24%	1.4x
<b>Natural Gas Partners XII</b>	<b>2017</b>	<b>\$2.9</b>	<b>NM</b>	<b>NM</b>	<b>1.0x</b>
Carlyle Strategic Partners II	2007	\$1.4	17%	11%	1.8x
Carlyle Strategic Partners III	2011	\$0.7	31%	20%	1.7x
<b>Carlyle Strategic Partners IV</b>	<b>2016</b>	<b>\$2.5</b>	<b>NM</b>	<b>NM</b>	<b>1.1x</b>

Note: Data as of 3/31/2018. Does not represent all Carlyle carry funds. For a full list of the firm's significant funds and information about their performance, see information in our latest earnings release or quarterly or annual reports filed with the U.S. Securities and Exchange Commission. Bold represents funds currently in the investment period.



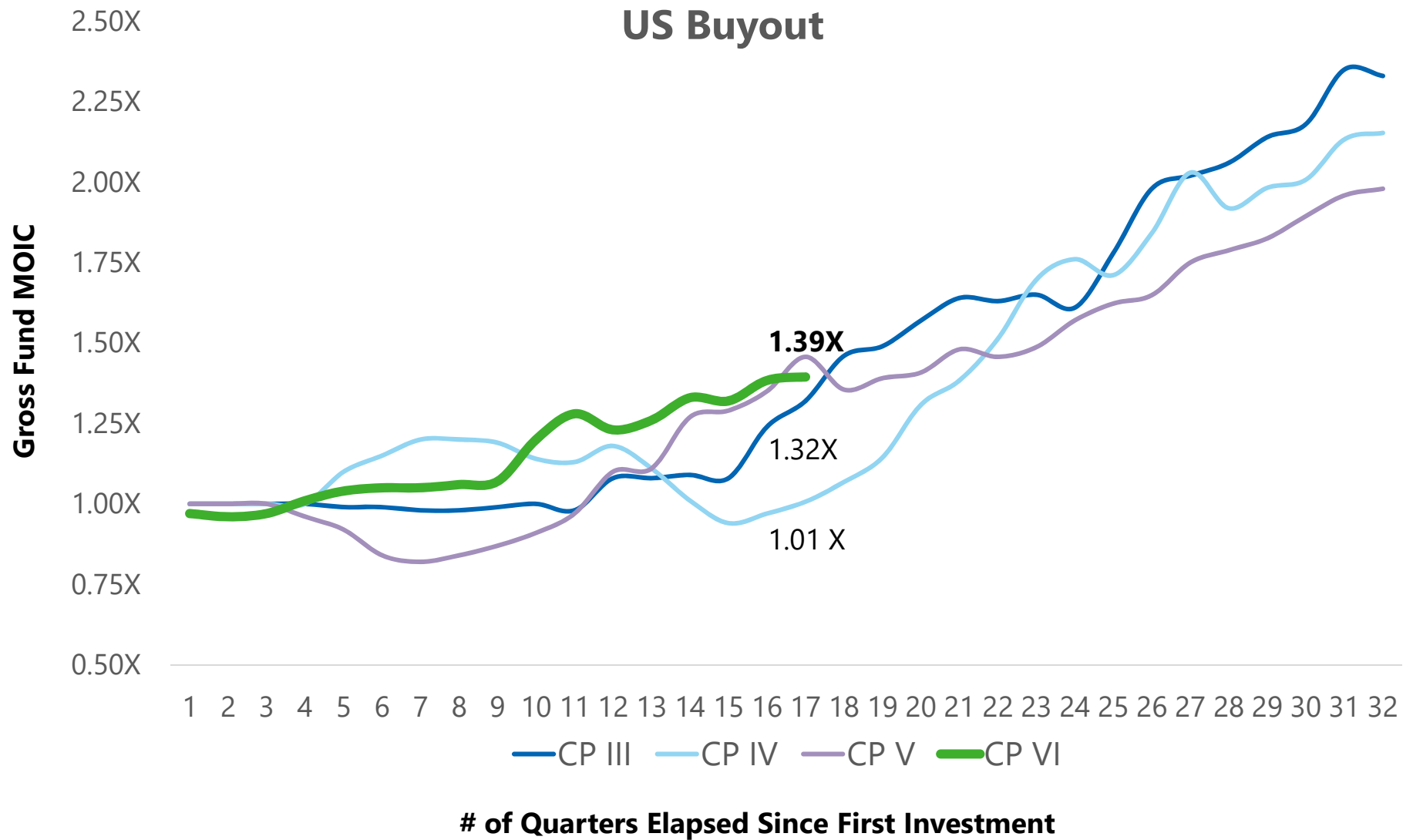
## Carlyle's Private Equity Funds Have Historically Performed Well During Various Investment Cycles

Fund	Investing Period	Total Investments		Realized/Partially Realized	
		MOIC	Gross IRR	MOIC	Gross IRR
Carlyle Partners IV	2004 – 2007	2.4X	16%	2.4X	16%
Carlyle Partners V	2007 – 2012	2.1X	18%	2.7X	26%
Carlyle Europe Partners II	2003 – 2006	2.0X	36%	2.2X	43%
Carlyle Europe Partners III	2007 – 2013	2.3X	19%	2.5X	21%
Carlyle Asia Partners II	2006 – 2008	1.9X	11%	1.9X	11%
Carlyle Asia Partners III	2008 – 2012	1.9X	18%	2.1X	20%

Note: Data as of 3/31/2018. Past performance is not indicative of future results and there is no guarantee these trends will continue. Investment period begins at fund inception date. Total Investments represents both realized as well as unrealized fund investments, while Realized/Partially Realized only represents fully realized investments or investments when total proceeds received represent at least 85% of invested capital and such investment is not fully realized. MOIC is multiple of invested capital. See "Important Information" for more information on the calculation of gross IRRs, gross MOIC, and realized and partially realized investments. See The Carlyle Group L.P.'s filings with the U.S. Securities and Exchange Commission for more information on the performance of the firm's significant funds.

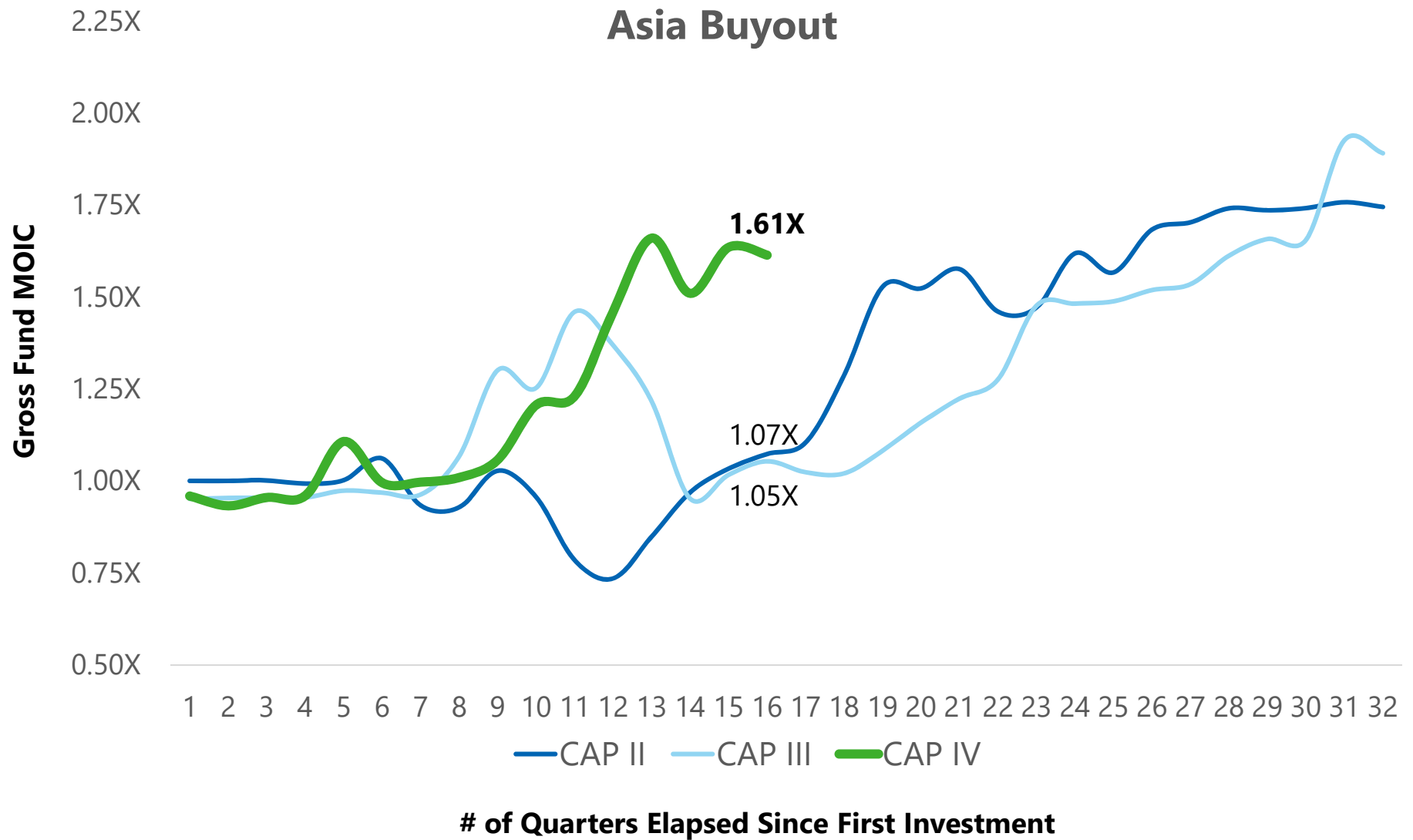
# Several Current Funds Tracking In-Line/Better Than Predecessors (I)

## US Buyout



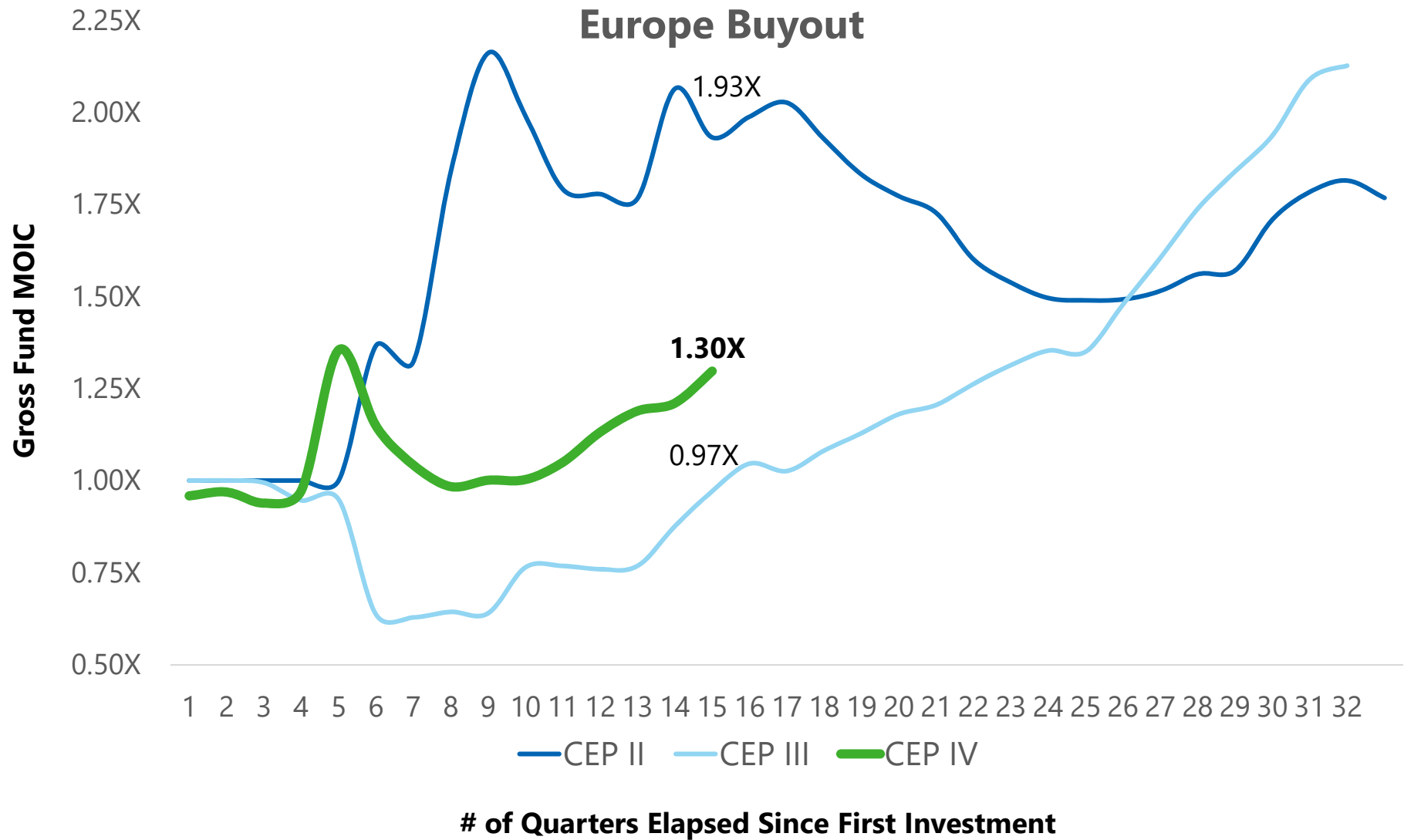
Note: Data as of 3/31/2018. Gross Fund MOICs begin upon consummation of first fund investment. Presented for illustrative purposes only. There is no guarantee this level of performance will continue.

## Several Current Funds Tracking Better Than Predecessors (II) Asia Buyout



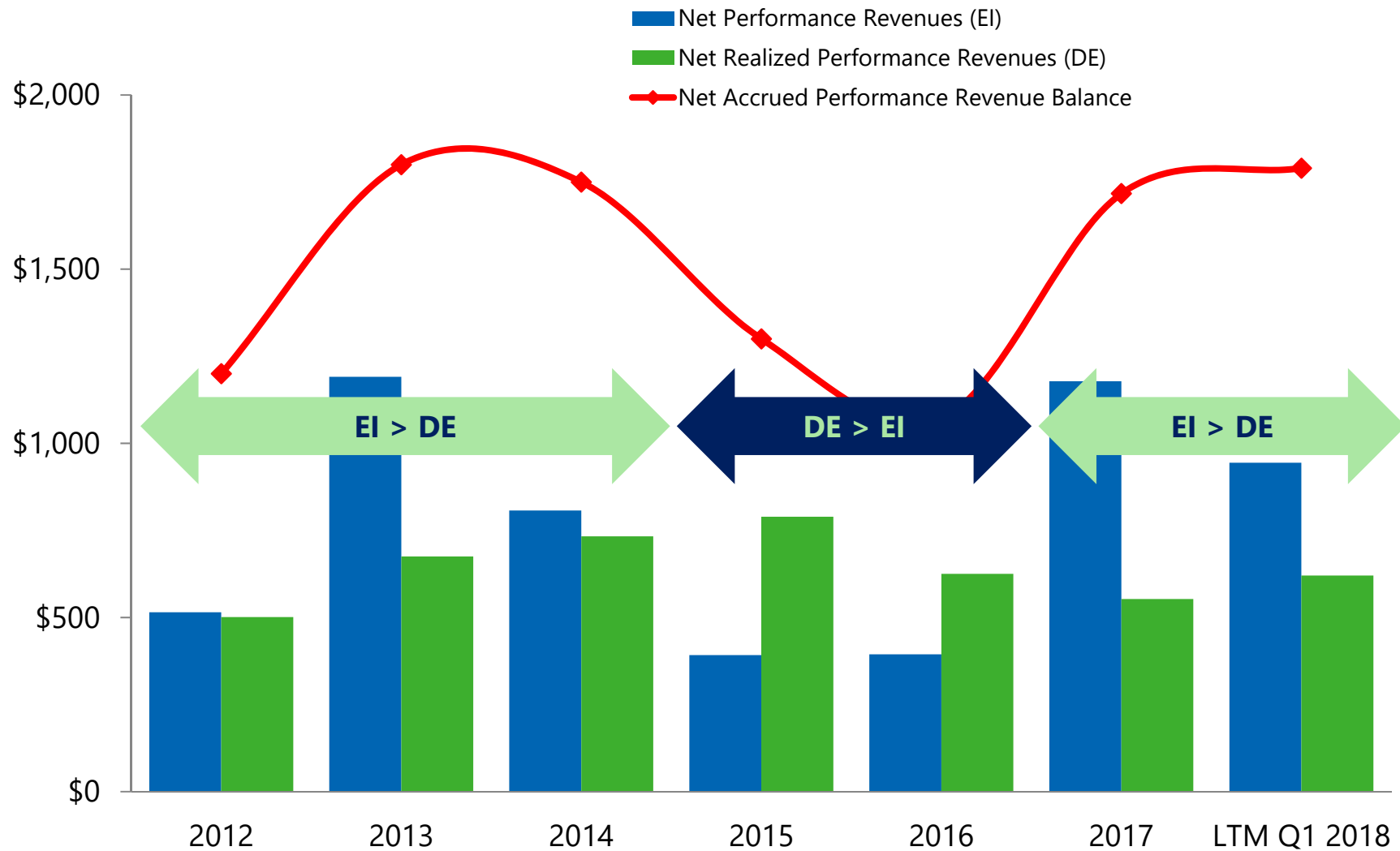
Note: Data as of 3/31/2018. Gross Fund MOICs begin upon consummation of first fund investment. Presented for illustrative purposes only. There is no guarantee this level of performance will continue.

## Several Current Funds Tracking Better Than Predecessors (III) Europe Buyout



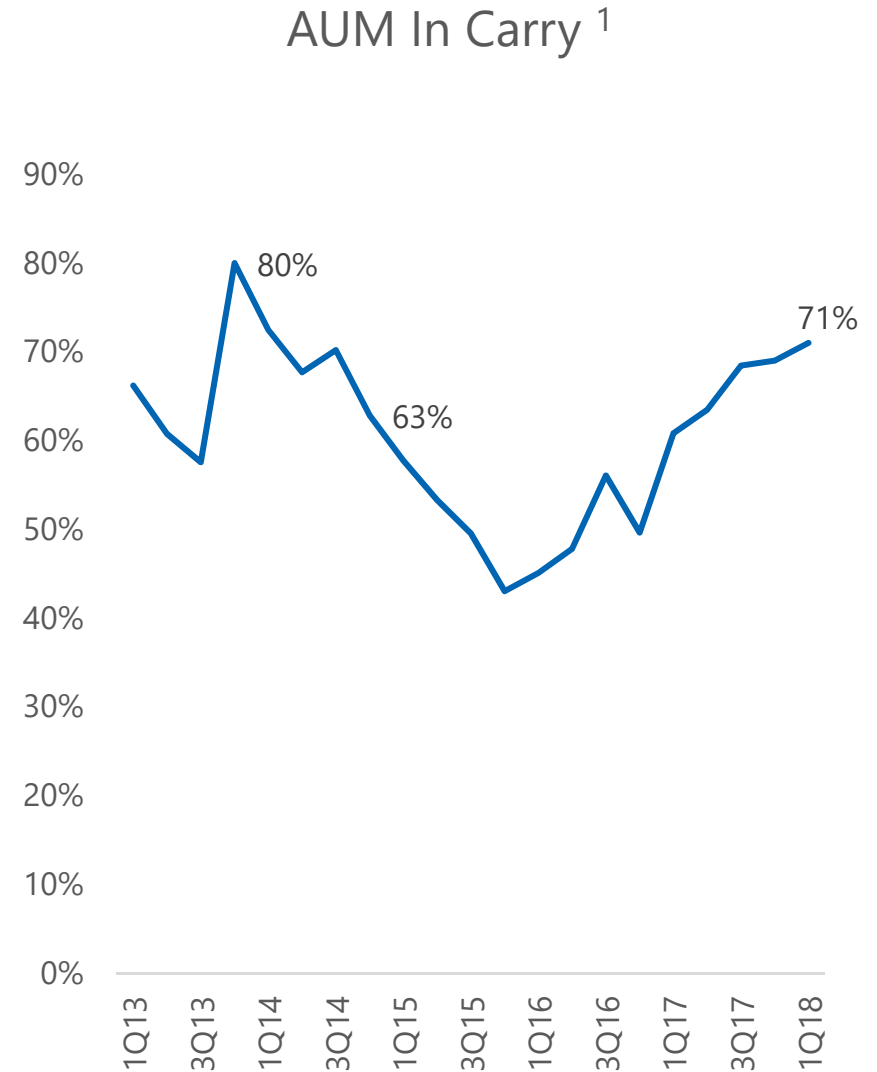
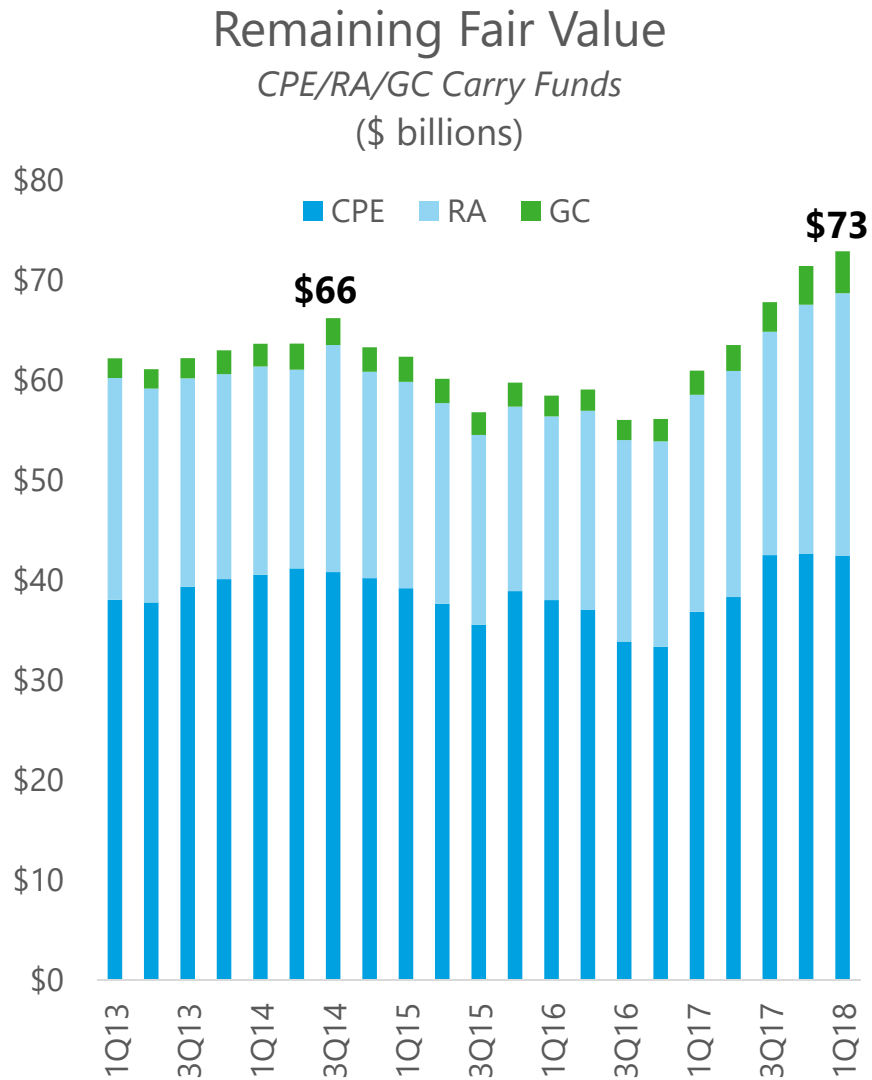
Note: Data as of 3/31/2018. Gross Fund MOICs begin upon consummation of first fund investment. Presented for illustrative purposes only. There is no guarantee this level of performance will continue.

# Performance Revenue Accrual Likely to Exceed Near Term Realizations as Investing Generation of Funds Continue to Accrue Carry



Note: Data as of 3/31/2018. Past performance is not indicative of future results and there is no guarantee any Carlyle fund will be able to replicate these results.

# Record Amount of Remaining Fair Value and Increasing AUM in Carry Highlight Opportunity For Growing Performance Fees



Note: Data as of 3/31/2018. There is no guarantee these trends will continue.

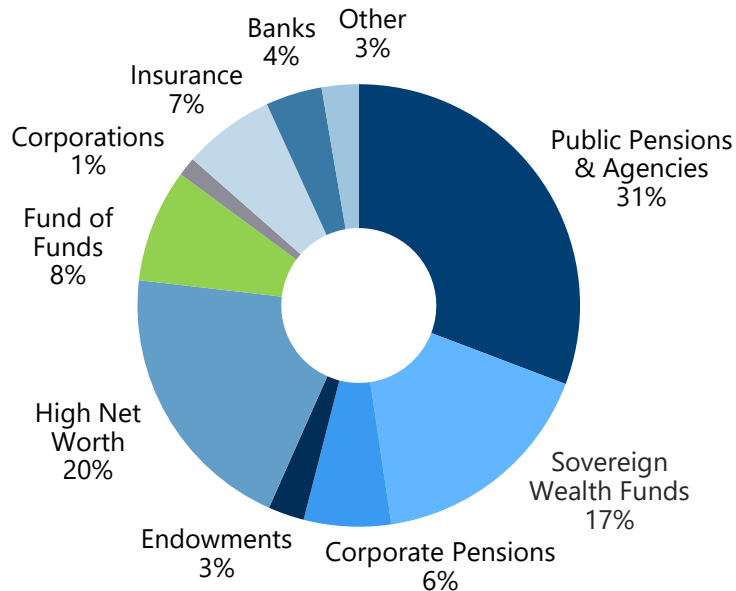
1) AUM In Carry reflects percentage of remaining fair value attributable to funds or vehicles in an accrued carry position.

# Breadth of Fundraising Resources and Capabilities Drive New Investor Relationships

- More than 1,850 fund investors from 85 countries
- More than 315 new fund investors over the past 3 years have committed \$7.0 billion
- 63% of fund investor capital is invested across six or more carry funds, up from 50% in 2006

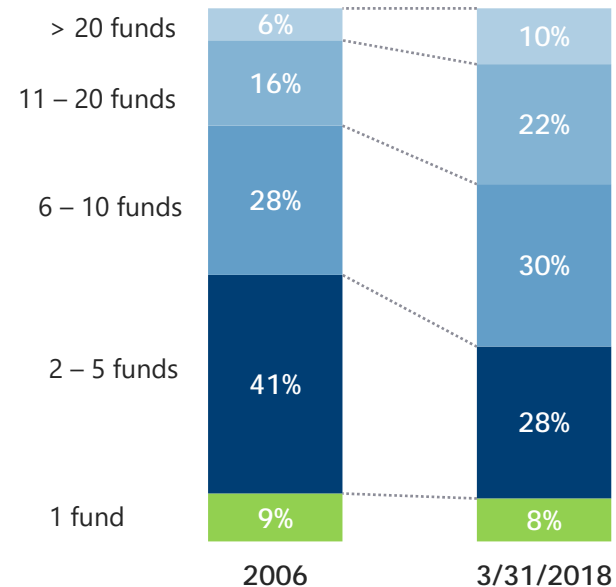


## Diverse Source of Capital Commitments



## Cross Selling Across Funds<sup>1</sup>

% of \$ Commitments Across Multiple Funds



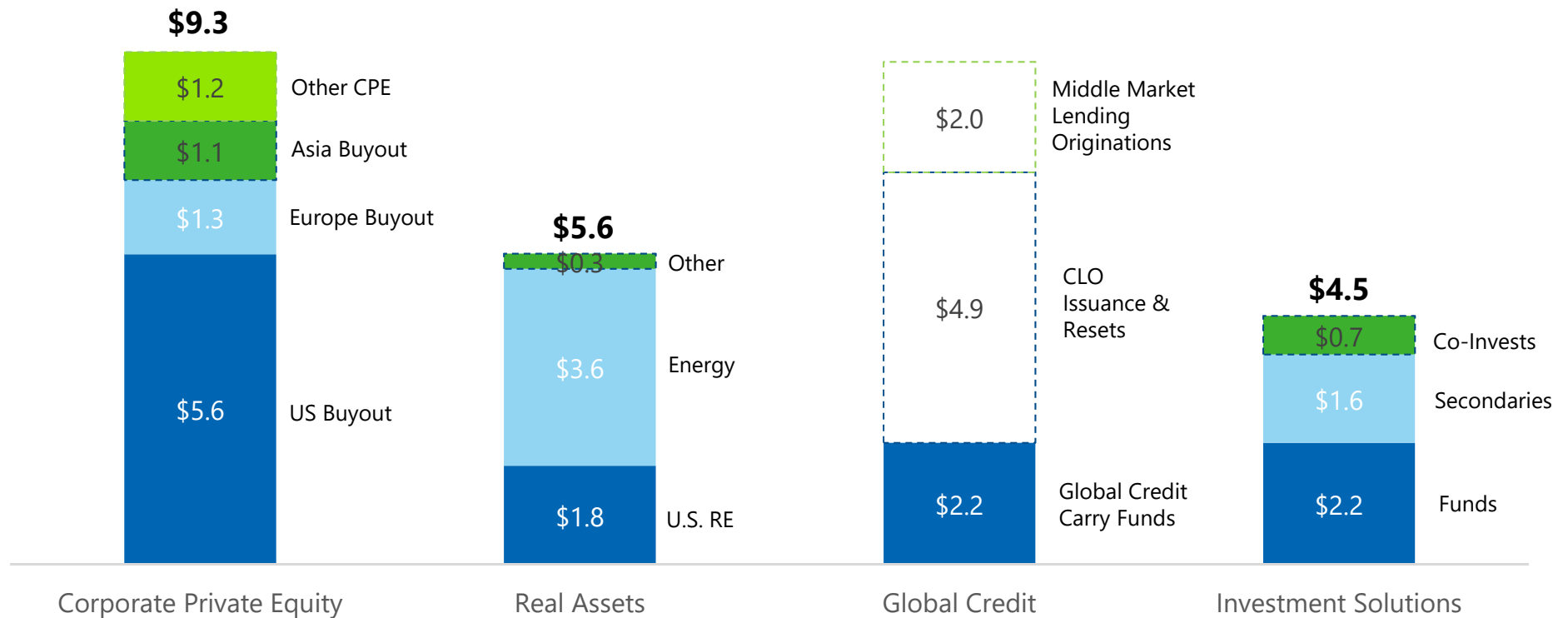
Note: Data as of 3/31/2018.

Number of fund investors for prior years is shown as of September 30<sup>th</sup> of each year.

1) Percentage of capital committed by investors to active carry funds, segmented by the number of active carry funds in which the investors were committed as of 12/31/2006 and 3/31/2018.

# Investment Activity Across Carry Funds And Credit Robust Despite Competitive Global Markets

**LTM Total Investment Activity** (\$ billions)  
 Carry Fund Deployment: \$21.6  
 Credit Investment Activity (Non-Carry Fund): \$6.9

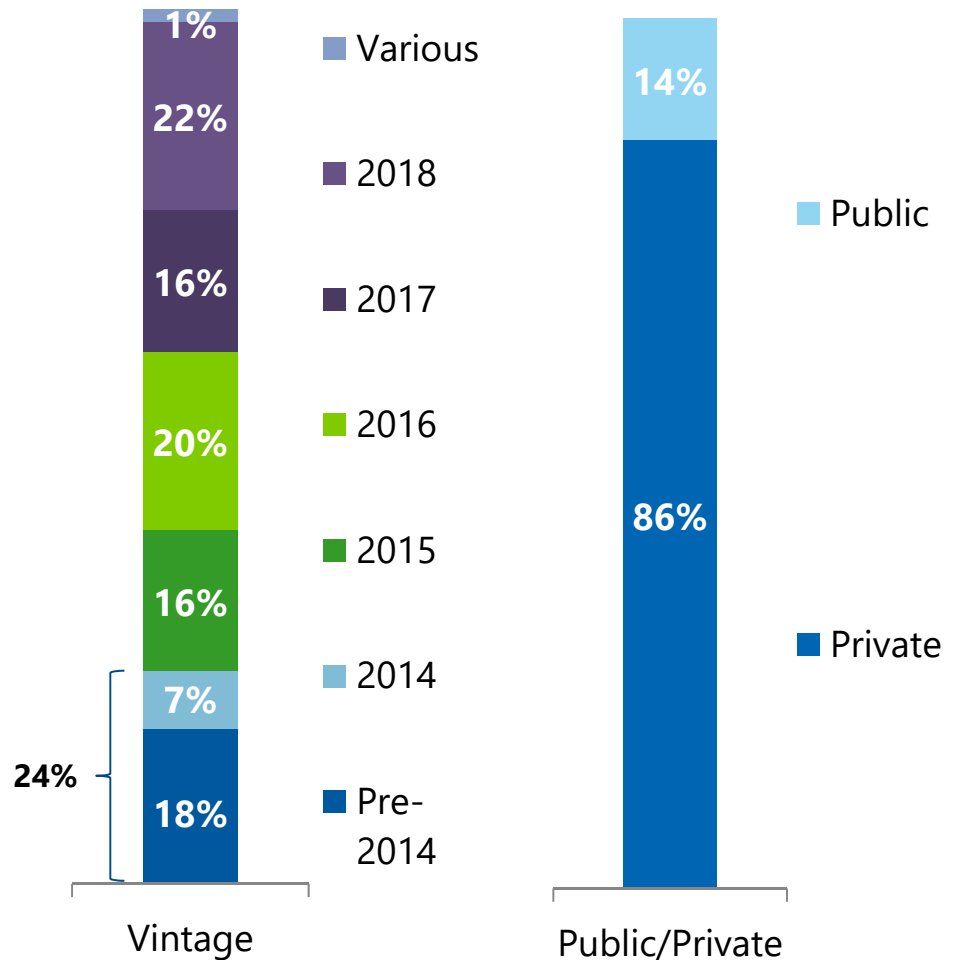


Note: Data as of 3/31/2018.



## Investments Remain Diversified Across Age and Tilted Towards Private Assets

Remaining Fair Value of CPE/RA/GC Carry Fund Portfolio<sup>1</sup> - \$73 billion



“Aging” of investments remains diversified across years with 40% of Remaining Fair Value invested in 2015 or earlier

Note: Data as of 3/31/2018.

1) Remaining Fair Value reflects the unrealized carrying value of investments for all carry funds and related vehicles, the aggregate collateral balance of our CLOs and the gross asset value of our business development companies. Totals may not sum due to rounding.

# Summary Financial Results

Pre-tax Segment Measures (\$ millions)	Quarterly				Annual				
	2Q17	3Q17	4Q17	1Q18	2014	2015	2016	2017	2018 YTD
<b>Segment Revenues</b>									
Management, Portfolio Advisory & Transaction Fees	263	289	305	294	1,303	1,223	1,134	1,125	294
Performance Revenues	559	285	616	317	1,708	910	752	2,175	317
Principal Investment Income (Loss)	31	(35)	41	30	(11)	(22)	50	47	30
Interest Income	2	5	6	7	2	5	10	17	7
Other Income	3	3	4	6	20	17	13	15	6
<b>Total Segment Revenues</b>	<b>859</b>	<b>548</b>	<b>971</b>	<b>654</b>	<b>3,022</b>	<b>2,132</b>	<b>1,959</b>	<b>3,379</b>	<b>654</b>
<b>Segment Expenses</b>									
Direct & Indirect Base Compensation	153	177	180	189	683	650	601	658	189
Equity-based Compensation	37	30	27	38	80	122	120	124	38
Performance Revenues Related Compensation	260	138	278	157	901	518	358	997	157
General, Administrative, and Other Indirect Expenses	85	(27)	94	75	318	363	484	234	75
Depreciation & Amortization Expense	8	8	8	8	22	26	29	31	8
Interest Expense	16	17	17	18	56	58	61	66	18
<b>Total Segment Expenses</b>	<b>559</b>	<b>345</b>	<b>605</b>	<b>485</b>	<b>2,060</b>	<b>1,736</b>	<b>1,653</b>	<b>2,110</b>	<b>485</b>
<b>Economic Income</b>	<b>300</b>	<b>203</b>	<b>366</b>	<b>169</b>	<b>962</b>	<b>397</b>	<b>306</b>	<b>1,269</b>	<b>169</b>
(-) Net Performance Revenues	299	147	337	160	807	392	394	1,178	160
(-) Principal Investment Income (Loss)	31	(35)	41	30	(11)	(22)	50	47	30
(+) Equity-based Compensation	37	30	27	38	80	122	120	124	38
(+) Net Interest	14	12	12	11	54	53	51	49	11
(+) Reserve for Litigation and Contingencies	-	(25)	-	-	-	50	-	(25)	-
<b>Fee Related Earnings</b>	<b>20</b>	<b>108</b>	<b>27</b>	<b>28</b>	<b>300</b>	<b>252</b>	<b>33</b>	<b>192</b>	<b>28</b>
(+) Realized Net Performance Revenues	182	217	118	103	733	789	625	553	103
(+) Realized Principal Investment Income (Loss)	11	(53)	22	19	(6)	(65)	45	(26)	19
(+) Net Interest	(14)	(12)	(12)	(11)	(54)	(53)	(51)	(49)	(11)
<b>Distributable Earnings</b>	<b>199</b>	<b>260</b>	<b>156</b>	<b>139</b>	<b>973</b>	<b>923</b>	<b>652</b>	<b>670</b>	<b>139</b>
<b>Per Unit Measures</b>									
Economic Net Income Per Unit (after-tax)	\$0.81	\$0.56	\$1.01	\$0.47	\$2.68	\$1.15	\$0.76	\$3.47	\$0.47
Distributable Earnings Per Common Unit (after-tax)	\$0.56	\$0.75	\$0.44	\$0.36	\$2.78	\$2.73	\$1.85	\$1.88	\$0.36
Distribution per Common Unit	\$0.42	\$0.56	\$0.33	\$0.27	\$2.09	\$2.07	\$1.55	\$1.41	\$0.27

Note: Data as of 3/31/2018.

See "Selected Financial Data" in Carlyle's periodic and annual reports filed with the U.S. Securities and Exchange Commission.

Performance fee revenue net of related compensation expense.

## Strong Balance Sheet

---

<b>Key Balance Sheet Items<sup>1</sup> (\$ million)</b>	<b>3/31/2018</b>
<b>Cash and Cash Equivalents and Corporate Treasury Investments<sup>2</sup></b>	<b>\$1,444</b>
<b>Net accrued performance fees (net of giveback and accrued performance fee compensation)</b>	<b>\$1,790</b>
<b>Investments attributable to Carlyle unitholders<sup>3</sup></b>	<b>\$995</b>
<b>Loans Payable and Senior Notes</b>	<b>\$1,604</b>
<b>Drawn revolving credit line (\$750 million capacity)</b>	<b>\$0</b>

1) Balance sheet amounts are shown without the impact of certain Carlyle funds that are required to be consolidated on its financial statements.

2) Corporate treasury investments represent investments in U.S. Treasury and government agency obligations, commercial paper, certificates of deposit, other investment grade securities and other investments with original maturities of greater than three months when purchased.

3) Included in our on-balance sheet investments is approximately \$331 million of loans used to finance our investments in CLOs. Excludes the equity method accounting of our investment by Carlyle in NGP Energy Capital Management.

# Key Metrics for “The Carlyle Engine”

Quarterly Data								
	2Q16	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18
<b>Total AUM(1) (\$ bn)</b>	<b>175.6</b>	<b>169.1</b>	<b>157.6</b>	<b>161.9</b>	<b>169.8</b>	<b>174.4</b>	<b>195.1</b>	<b>201.5</b>
Corporate Private Equity	57.6	54.6	50.9	53.0	54.3	55.7	72.6	75.0
Real Assets	37.5	35.7	34.3	35.6	38.9	39.8	42.9	44.0
Global Credit	34.7	34.1	29.4	29.4	30.9	31.9	33.3	33.8
Investment Solutions	45.7	44.7	43.1	44.0	45.7	47.0	46.3	48.7
<b>Fee-Earning AUM(1) (\$ bn)</b>	<b>125.3</b>	<b>123.8</b>	<b>115.0</b>	<b>114.9</b>	<b>116.1</b>	<b>121.8</b>	<b>124.6</b>	<b>125.8</b>
Corporate Private Equity	38.9	37.8	36.3	36.9	36.2	35.6	35.6	35.3
Real Assets	30.4	28.9	27.5	27.2	26.2	29.8	31.6	32.1
Global Credit	28.7	29.0	24.1	24.4	25.2	26.0	27.3	27.8
Investment Solutions	27.2	28.1	27.1	26.4	28.5	30.3	30.2	30.5
<b>Fundraising(2)(3) (\$ bn)</b>	<b>3.6</b>	<b>1.8</b>	<b>2.7</b>	<b>3.0</b>	<b>8.4</b>	<b>7.2</b>	<b>24.7</b>	<b>7.7</b>
Corporate Private Equity	0.3	0.4	0.0	0.2	0.3	0.9	19.1	3.9
Real Assets	0.5	0.2	0.3	1.0	3.6	2.4	3.2	1.3
Global Credit	1.6	1.1	1.3	0.4	2.7	1.8	1.7	0.8
Investment Solutions	1.2	0.1	1.1	1.4	1.7	2.1	0.7	1.7
<b>Invested Capital(4) (\$ bn)</b>	<b>3.7</b>	<b>2.9</b>	<b>6.1</b>	<b>4.4</b>	<b>3.4</b>	<b>6.9</b>	<b>7.2</b>	<b>4.0</b>
Corporate Private Equity	1.4	0.6	2.6	2.5	1.4	3.6	3.6	0.7
Real Assets	1.4	1.0	2.2	0.7	0.8	1.3	1.6	1.9
Global Credit	0.1	0.1	0.4	0.3	0.2	0.7	0.8	0.4
Investment Solutions	0.8	1.2	0.9	0.9	1.0	1.3	1.2	1.0
<b>Realized Proceeds(4) (\$ bn)</b>	<b>7.6</b>	<b>8.7</b>	<b>8.6</b>	<b>3.6</b>	<b>5.9</b>	<b>8.4</b>	<b>8.0</b>	<b>5.6</b>
Corporate Private Equity	4.0	4.8	3.6	1.1	2.6	4.0	3.4	2.7
Real Assets	1.1	1.6	2.0	0.6	0.9	1.7	1.3	1.1
Global Credit	0.2	0.2	0.1	0.1	0.1	0.2	0.3	0.2
Investment Solutions	2.3	2.2	2.8	1.9	2.3	2.5	2.9	1.7
<b>Fund Appreciation(6)</b>	<b>4%</b>	<b>3%</b>	<b>5%</b>	<b>6%</b>	<b>5%</b>	<b>3%</b>	<b>5%</b>	<b>3%</b>
Corporate Private Equity	4%	3%	4%	9%	8%	4%	8%	4%
Real Assets	7%	4%	4%	5%	6%	2%	4%	2%
Global Credit	(2%)	(0%)	2%	7%	0%	0%	1%	2%
Investment Solutions	3%	2%	7%	3%	1%	3%	3%	4%

Annual Data						
	2013	2014	2015	2016	2017	2018 YTD
<b>Total AUM(1) (\$ bn)</b>	<b>188.8</b>	<b>194.5</b>	<b>182.6</b>	<b>157.6</b>	<b>195.1</b>	<b>201.5</b>
Corporate Private Equity	64.9	64.7	63.1	50.9	72.6	75.0
Real Assets	38.7	42.3	38.0	34.3	42.9	44.0
Global Credit	35.5	36.7	35.3	29.4	33.3	33.8
Investment Solutions	49.8	50.8	46.2	43.1	46.3	48.7
<b>Fee-Earning AUM(1) (\$ bn)</b>	<b>139.9</b>	<b>135.6</b>	<b>131.0</b>	<b>115.0</b>	<b>124.6</b>	<b>125.8</b>
Corporate Private Equity	43.0	40.2	40.9	36.3	35.6	35.3
Real Assets	28.4	28.4	30.9	27.5	31.6	32.1
Global Credit	33.4	33.9	31.0	24.1	27.3	27.8
Investment Solutions	35.1	33.1	28.2	27.1	30.2	30.5
<b>Fundraising(2)(3) (\$ bn)</b>	<b>22.0</b>	<b>24.3</b>	<b>16.4</b>	<b>8.2</b>	<b>43.3</b>	<b>7.7</b>
Corporate Private Equity	11.8	7.6	8.0	0.8	20.5	3.9
Real Assets	2.0	9.2	3.9	1.2	10.2	1.3
Global Credit	5.7	6.9	2.9	3.5	6.6	0.8
Investment Solutions	2.5	0.5	1.6	2.8	5.9	1.7
<b>Invested Capital(4) (\$ bn)</b>	<b>12.3</b>	<b>14.8</b>	<b>14.0</b>	<b>17.9</b>	<b>22.0</b>	<b>4.0</b>
Corporate Private Equity	4.8	6.8	5.3	7.9	11.1	0.7
Real Assets	2.5	2.5	3.1	5.1	4.4	1.9
Global Credit	0.8	0.6	0.6	0.7	2.1	0.4
Investment Solutions	4.2	5.0	5.0	4.3	4.4	1.0
<b>Realized Proceeds(4)(5) (\$ bn)</b>	<b>25.4</b>	<b>29.4</b>	<b>29.0</b>	<b>29.4</b>	<b>26.0</b>	<b>5.6</b>
Corporate Private Equity	11.9	14.5	12.9	14.8	11.2	2.7
Real Assets	4.0	4.7	4.8	5.6	4.5	1.1
Global Credit	1.0	0.7	0.5	0.4	0.6	0.2
Investment Solutions	8.4	9.5	10.8	8.6	9.6	1.7
<b>Fund Appreciation(6)</b>	<b>18%</b>	<b>19%</b>	<b>12%</b>	<b>12%</b>	<b>20%</b>	<b>3%</b>
Corporate Private Equity	30%	23%	13%	11%	32%	4%
Real Assets	1%	(2%)	(3%)	18%	19%	2%
Global Credit	28%	20%	(8%)	(11%)	11%	2%
Investment Solutions	15%	26%	23%	12%	10%	4%

Note: segments may not add to total due to rounding; for definitions of the operating metrics above, please see The Carlyle Group LP's filings with the Securities and Exchange Commission. In early 2018, our Global Market Strategies business was renamed to Global Credit.

- 1) For purposes of aggregation, funds denominated in a currency other than U.S. Dollars have been converted at the spot rate as of the end of each period presented.
- 2) For purposes of aggregation, commitments denominated in a currency other than U.S. Dollars have been converted at the spot rate as of the date of closing of such commitment.
- 3) Excludes acquisitions.
- 4) Amounts represent Carry Fund transactions only (including related coinvestments). Does not include hedge funds, mutual funds, structured credit funds, and NGP management fee funds. For purposes of aggregation, transactions denominated in a currency other than U.S. Dollars have been converted at the average rate for the period presented.
- 5) Years before 2011 are presented using Distributions to fund investors, 2011 to present are Realized Proceeds.
- 6) Appreciation / (Depreciation) represents unrealized gain / (losses) for the period on a total return basis before fees and expenses. The percentage of return is calculated as: Ending Remaining Investment FMV plus net investment outflow (sales proceeds minus net purchases) minus Beginning Remaining Investment FMV divided by Beginning Remaining Investment FMV. Excludes external coinvestment.

## Reconciliation of GAAP to Non-GAAP Financials

(\$ millions)	Quarterly					Annual			
	1Q17	2Q17	3Q17	4Q17	1Q18	2015	2016	2017	2018 YTD
Income (loss) before provision for income taxes	\$ 328	\$ 244	\$ 166	\$ 395	\$ 126	\$ 402	\$ 45	\$ 1,132	\$ 126
<b>Adjustments:</b>									
Equity-based compensation issued in conjunction with IPO, acquisitions and strategic investments	67	59	58	57	50	260	223	241	50
Acquisition related charges, including amortization of intangibles and impairment	9	9	7	11	5	289	94	36	5
Other non-operating expense (income) (1)	-	0	-	(72)	0	(7)	(11)	(71)	0
Tax expense associated with performance revenues	(3)	(2)	(2)	(2)	(2)	(15)	(15)	(9)	(2)
Net income attributable to non-controlling interests in Consolidated entities	(3)	(17)	(28)	(25)	(11)	(538)	(41)	(73)	(11)
Severance and other adjustments	3	8	1	2	2	6	10	13	2
<b>Economic Income</b>	<b>\$ 400</b>	<b>\$ 300</b>	<b>\$ 203</b>	<b>\$ 366</b>	<b>\$ 169</b>	<b>\$ 397</b>	<b>\$ 306</b>	<b>\$ 1,269</b>	<b>\$ 169</b>
(-) Net Performance Revenues	394	299	147	337	160	392	394	1,178	160
(-) Principal Investment Income (Loss)	11	31	(35)	41	30	(22)	50	47	30
(+) Equity-based Compensation	30	37	30	27	38	122	120	124	38
(+) Net Interest	12	14	12	12	11	53	51	49	11
(+) Reserve for Litigation and Contingencies	-	-	(25)	-	-	50	-	(25)	-
<b>Fee Related Earnings</b>	<b>\$ 37</b>	<b>\$ 20</b>	<b>\$ 108</b>	<b>\$ 27</b>	<b>\$ 28</b>	<b>\$ 252</b>	<b>\$ 33</b>	<b>\$ 192</b>	<b>\$ 28</b>
(+) Realized Net Performance Revenues	35	182	217	118	103	789	625	553	103
(+) Realized Principal Investment Income (Loss)	(5)	11	(53)	22	19	(65)	45	(26)	19
(+) Net Interest	(12)	(14)	(12)	(12)	(11)	(53)	(51)	(49)	(11)
<b>Distributable Earnings</b>	<b>\$ 55</b>	<b>\$ 199</b>	<b>\$ 260</b>	<b>\$ 156</b>	<b>\$ 139</b>	<b>\$ 923</b>	<b>\$ 652</b>	<b>\$ 670</b>	<b>\$ 139</b>

Note: Data as of 3/31/2018.

(1) Included in other operating expense (income) for the three months ended December 31, 2017 is a \$71.5 million adjustment for the revaluation of the tax receivable agreement liability as a result of the passage of the Tax Cuts and Jobs Act of 2017.