### THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

# Investor Day November 11, 2013

#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

### **Investor Day Overview**

Daniel Harris
Managing Director & Head of Public Market Investor Relations
November 11, 2013

#### **Forward Looking Statements**

This presentation 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. These statements include, but are not limited to, statements related to our expectations regarding the performance of our business, our financial results, our liquidity and capital resources and other non-historical statements. You can identify these forward-looking statements by the use of words such as "outlook," "believes," "expects," "potential," "continues," "may," "will," "should," "seeks," "approximately," "predicts," "intends," "plans," "estimates," "anticipates" or the negative version of these words or other comparable words. These statements are subject to risks, uncertainties and assumptions, including those described under the section entitled "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2012 filed with the SEC on March 14, 2013, 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 release and in our filings with the SEC. We undertake no obligation to publicly update or review any forward-looking statements, whether as a result of new information, future developments or otherwise, except as required by applicable law.

This release does not constitute an offer for any Carlyle fund.

#### **Important Information**

**Informational Purposes Only.** This presentation has been prepared by The Carlyle Group L.P. (together with its affiliates, "Carlyle") and may only be used for informational purposes only. This presentation sets forth management's views as of November 11, 2013, unless otherwise indicated. Carlyle undertakes no obligation to update the information contained herein. Neither Carlyle nor any investment fund managed or sponsored by Carlyle or its affiliates or NGP Energy Capital Management (any such entity, a "Fund") makes any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein. Unless otherwise specified, the source for all graphs, charts and other information contained herein is Carlyle. In addition, certain information contained herein has been obtained from published and non-published sources prepared by other parties, which in certain cases have not been updated through the date hereof. While such information is believed to be reliable for the purpose used in this presentation, Carlyle does not assume any responsibility for the accuracy or completeness of such information and such information has not been independently verified by Carlyle. Nothing in this presentation constitutes the provision of any tax, accounting, financial, investment, regulatory, legal or other advice by Carlyle or its advisors. This presentation may not be referenced, quoted or linked by website, in whole or in part, except as agreed to in writing by Carlyle.

**Not an Offer**. This presentation provides an overview of Carlyle and is not intended to be taken by, and should not be taken by, any individual recipient as investment advice, a recommendation to buy, hold or sell any security, or an offer to sell or a solicitation of offers to purchase any security. An offer or solicitation for an investment in any Fund will occur only through an offering memorandum and related purchase documentation, and subject to the terms and conditions contained in such documents and in such Fund's operative agreements. The offering memorandum relating to any Fund contains additional information about the investment objective, terms and conditions of such Fund, tax information and risk disclosure that should be reviewed prior to making an investment decision regarding a Fund. This presentation is qualified in its entirety by such offering memorandum, which should be read completely before making any investment. An investment in a Fund would be speculative and would involve significant risks. Nothing in this presentation is intended to be taken by, and should not be taken by, any individual recipient as investment advice, a recommendation to buy, hold or sell any security, or an offer to sell or a solicitation of offers to purchase any security.

**Performance Data**. Past performance is not indicative of future results and there can be no assurance that any Carlyle fund or strategy will achieve comparable results, or that any investments made by Carlyle in the future will be profitable. The fund return information reflected in this presentation is not indicative of the performance of The Carlyle Group L.P. and is also not necessarily indicative of the future performance of any particular fund. There can be no assurance that any of Carlyle's funds or its other existing and future funds will achieve similar returns. As used throughout this document, and unless otherwise indicated, Gross Internal Rate of Return ("Goss IRR") represents the annualized IRR for the period indicated on limited partner invested capital based on contributions, distributions and unrealized value after management fees, expenses and carried interest, which will reduce returns and in the aggregate are expected to be substantial. Net Internal Rate of Return ("Net IRR") represents the annualized IRR for the period indicated on limited partner invested capital based on contributions, distributions and unrealized value after management fees, expenses and carried interest. Gross multiple of invested capital ("Gross MOIC") represents total fair value, before management fees, expenses and carried interest, divided by cumulative invested capital. An investment is considered partially realized when the investment fund has completely exited, and ceases to own an interest in, the investment. An investment is considered partially realized when the total proceeds received in respect of such investment, including dividends, interest or other distributions and/or return of capital represents at least 85% of invested capital and such investment is not yet fully realized. This definition is used to calculate the Realized/Partially Realized Gross IRR and Gross MOIC. Unless otherwise specified, LTM, or last twelve months, refers to the period Q4 2012 through Q3 2013. Throughout this presentation, fundra

**AlpInvest Performance Data**. AlpInvest Realized Gross IRR for primary funds assumes every distribution received from a primary fund investment to be part of the realized track record. For each primary fund investment, the determination of the cost basis percentage corresponding to related distributions, as provided by such underlying fund's general partner, is calculated as follows: (i) the sum of (A) the total amount of distributions received from such underlying fund that represent a return of invested capital in underlying portfolio investments ("ROIC"), plus (B) the greater of (x) the total amount of invested capital in underlying fund investments ("IC") minus ROIC minus the FMV of the underlying fund and (y) zero, divided by (ii) IC. Any underlying fund expenses related to a primary fund investment are allocated to the realized track record pro-based on the relevant cost basis percentage. In the realized gross IRR calculation the timing of the investment cash flows for the primary fund investments is based on a first out principle at a primary fund investment level (independent of the underlying portfolio companies generating the proceeds). For example if 60% of a primary fund investment's cost basis is realized, the first 60% of cash outflows at the primary fund investment level, i.e. paid capital calls, are considered to be the realized cash outflows in the realized track record IRR calculation. For this purpose 60% of the first investment related capital calls and 60% of the fund expenses related capital calls are taken into account as cash outflows for this primary fund investment. Actual realized returns on unrealized investments may differ materially from historical realized returns as calculated on the methodology described above. The FMV of the primary investments portfolio is not included as a terminal value in performance calculations for realized primary fund investments.

#### **Important Information**

Case Studies. This presentation contains selected case studies, Carlyle believes these selected case studies should be considered as a reflection of Carlyle's investment process, and references to these particular portfolio companies should not be considered a recommendation of any particular security, investment, or portfolio company. The information provided about these portfolio companies is intended to be illustrative, and is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. The investments described in the selected case studies were not made by any single fund or other product and do not represent all of the investments purchased or sold by any fund or other product..

**Projections**. Target, hypothetical or estimated fund performance returns (and other comparable phrases), management fee revenue and performance fee generation are hypothetical in nature and are shown for illustrative, informational purposes only. The target, hypothetical or estimated returns, revenue sand fees, are based upon Carlyle's view of the potential returns for funds and investments and are subject to numerous factors and assumptions. No representation or warranty is made as to the reasonableness of the assumptions made or that all assumptions used in achieving the returns have been stated or fully considered. Changes in the assumptions may have a material impact on the projected returns presented. Actual results may vary significantly from the hypothetical illustrations shown.

**Energy Funds and Hedge Funds.** Detailed information about Carlyle's management fees and performance fees is available in Carlyle's public filings. Please note that certain metrics and projections contained in this Presentation include the Legacy Energy Funds and Carlyle's hedge funds. 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 a revenue interest in NGP Energy Capital Management. The NGP Energy Capital Management funds are referred to herein as "NGP management fee funds." With respect to Carlyle's hedge funds (Claren Road Asset Management, Emerging Sovereign Group and Vermillion Asset Management), Carlyle has a specified percentage of the earnings of the businesses based on Carlyle's 55% ownership in the management companies.

**Financial Information**. In addition, 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," and "Assets under management" or "AUM".

**Comparison to Indexes and Peers.** This presentation includes comparisons of the performance of certain Carlyle funds to public indices, including the S&P 500, the MSCI All Country World Index (ACWI), the HFRI Hedge Fund Index (HFRI) and the LSTA All Loans Index (LSTA). There are significant differences between the types of securities and assets typically acquired by U.S. and global buyout funds and the investments covered by the S&P 500, HFRI, LSTA, ACWI and other indices. 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 the S&P 500, HFRI, LSTA, ACWI and other indices. Moreover, certain public indices may or may not reflect the reinvestment of dividends, interest or capital gains, and investors in the underlying securities 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. References to Carlyle's "publicly traded peers" means The Carlyle Group, Blackstone, Oaktree, KKR, and Apollo Group. Comparisons between Carlyle fund performance and public indices and Carlyle's public peers are provided for informational purposes only.

#### Carlyle Group 2013 Investor Day

Welcome to the First Carlyle Group Investor Day What is our goal today?

- Provide deep business insight
- Discuss strategic direction
- Highlight investing opportunity
- Showcase deep bench
- Frame financial opportunity

### Agenda - I

| Tab | Time                | Topic                       | Presenter   |
|-----|---------------------|-----------------------------|---|
| 1   | 8:00 AM – 8:10 AM   | Investor Day Overview       | Daniel Harris, Managing Director & Head of Public Market<br>Investor Relations<br>Daniel A. D'Aniello, Co-Founder & Chairman  |
| 2   | 8:10 AM – 8:35 AM   | Welcome Remarks             | David M. Rubenstein, Co-Founder & Co-Chief Executive Officer  |
| 3   | 8:35 AM – 9:00 AM   | Investment Excellence       | William E. Conway, Jr., Co-Founder & Co-Chief Executive Officer   |
| 4   | 9:00 AM – 9:30 AM   | Corporate Private<br>Equity | William E. Conway, Jr., Co-Founder & Co-Chief Executive Officer<br>Peter J. Clare, Managing Director & Co-Head of U.S. Buyout   |
| 5   | 9:30 AM – 10:10 AM  | Real Assets                 | Daniel A. D'Aniello, Co-Founder & Chairman<br>Robert G. Stuckey, Managing Director & Head of U.S.<br>Real Estate<br>Kenneth A. Hersh, Chief Executive Officer of NGP Energy Capital<br>Management |
|     | 10:10 AM – 10:20 AM | Break                       |   |
| 6   | 10:20 AM – 10:50 AM | Global Market<br>Strategies | Michael "Mitch" J. Petrick, Managing Director & Head of Global<br>Market Strategies   |
| 7   | 10:50 AM – 11:10 AM | Solutions                   | Jacques P. Chappuis, Managing Director & Head of Solutions  |
|     | 11:10 AM – 11:30 AM | Q&A                         |   |

### Agenda - II

| Tab | Time                | Topic  | Presenter  |
|-----|---------------------|--|--|
| 8   | 11:30 AM – 12:00 PM |  | David M. Rubenstein, Co-Founder & Co-Chief Executive Officer<br>Michael W. Arpey, Managing Director & Head of Investor<br>Relations  |
|     | 12:00 PM – 12:30 PM | Lunch  |  |
|     | 12:30 PM – 1:10 PM  | Panel Discussion & Q&A:                                    | Daniel A. D'Aniello, Co-Founder & Chairman<br>Kenneth A. Hersh, Chief Executive Officer of Natural Gas Partners<br>Energy Capital Management<br>Marcel van Poecke, Managing Director & Head of International<br>Energy<br>Robert Mancini, Managing Director & Head of Global Power |
|     | 1:10 PM – 1:20 PM   | Break (Reset)  |  |
| 9   | 1:20 PM – 1:40 PM   |  | David M. Marchick, Managing Director & Head of External Affairs  |
| 10  | 1:40 PM – 2:10 PM   | Financial Results, Future<br>Drivers, & New<br>Disclosures | Adena T. Friedman, Managing Director & Chief Financial Officer   |
| 11  | 2:10 PM – 2:30 PM   | Wrapping Things Up   | Glenn A. Youngkin, Managing Director & Chief Operating Officer   |
|     | 2:30 PM – 3:00 PM   | Q&A & Conclusion   |  |

#### Who is Presenting Today?

|            |            | Name                       | Focus                   | Tenure                         |
|------------|------------|----------------------------|-------------------------|--------------------------------|
| <b>a</b> n | ers        | William E. Conway, Jr.     | Co-Founder              | 26                             |
| tee        | Found      | Daniel A. D'Aniello        | Co-Founder              | 26                             |
| ommit      |            | David M . Rubenstein       | Co-Founder              | 26                             |
| Mo.        | Executives | Michael W. Arpey           | Fundraising             | 3                              |
| t          |            | Jacques P. Chappuis        | Solutions               | <1                             |
| nagement   |            | Adena T. Friedman          | Chief Financial Officer | 3                              |
| age        |            | David M. Marchick          | External Affairs        | 6                              |
| lan        |            | Michael "Mitch" J. Petrick | Global Market Solutions | 4                              |
| 2          |            | Glenn A. Youngkin          | Chief Operating Officer | 26<br>26<br>26<br>3<br><1<br>3 |
|            |            | Peter J. Clare             | U.S. Buyout             | 21                             |
|            | Fund Heads | Kenneth A. Hersh           | U.S. Energy             | <1                             |
|            |            | Robert G. Mancini          | Global Power            | 1                              |
|            |            | Robert Stuckey             | U.S. Real Estate        | 15                             |
|            |            | Marcel Van Poecke          | International Energy    | <1                             |

130 Carlyle Partners

700+ Investment Professionals

1450+ Employees

As of September 30, 2013.

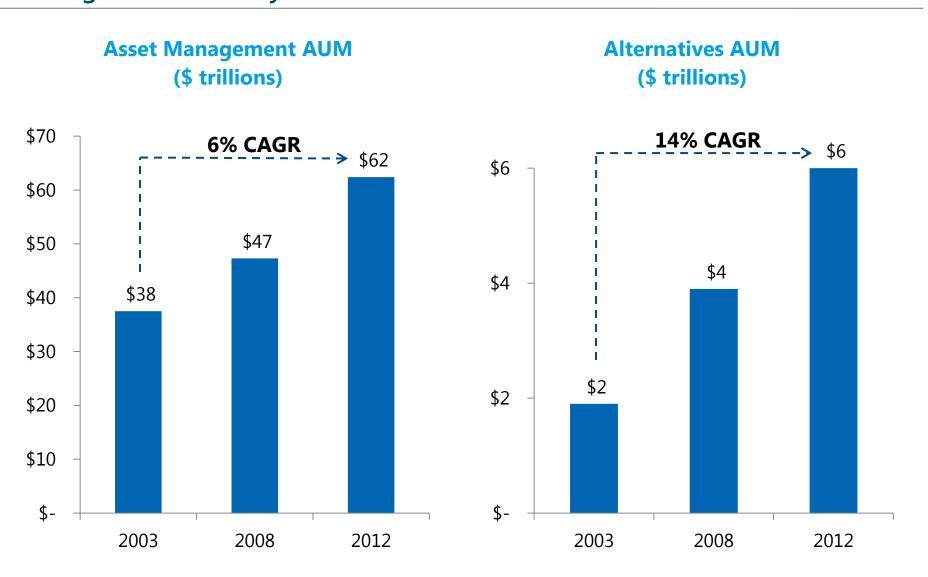
#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

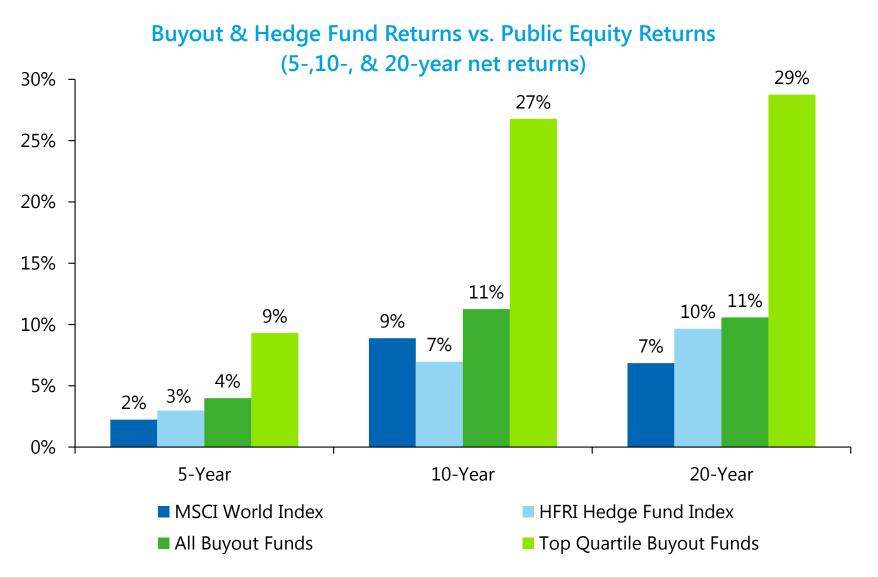
#### **Welcome Remarks**

David M. Rubenstein Co-Founder & Co-Chief Executive Officer November 11, 2013

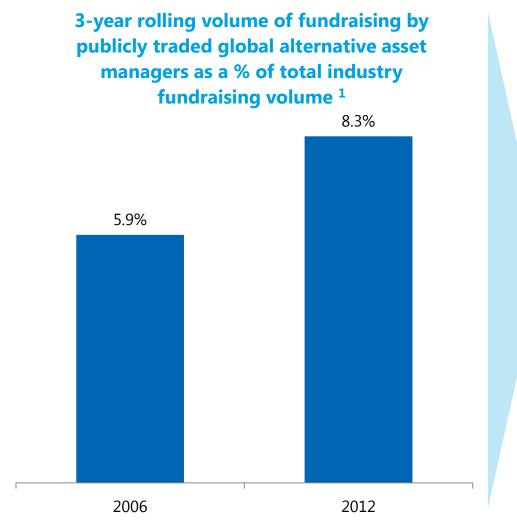
# Alternatives Have Grown More Than Twice as Fast as the Overall Asset Management Industry Since 2003



# Alternatives Have Grown Faster Primarily Because of Stronger Performance Relative to Public Equities



#### **Investors Increasing Commitments to Global Alternative Asset Managers**



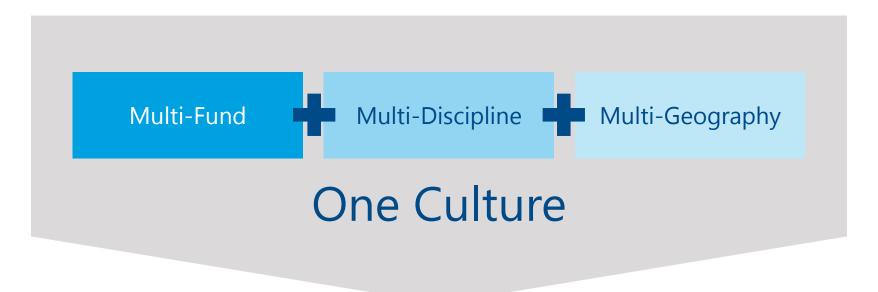
#### **Driving Factors**

- Stability
- Consistency of returns
- Brand
- Size
- Transparency
- Global Presence
- Value Added
- Public Visibility

Source: Pregin.

<sup>1.</sup> Private equity & real estate global fundraising only. Represents the rolling 3-year average market share of The Carlyle Group & US publicly traded peers relative to overall industry wide fundraising. There is no guarantee these trends will continue

### Carlyle is a



### Global Alternative Asset Manager

#### **Carlyle Snapshot**

#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

#### Large Capital Base

- \$185 billion AUM
- \$138 billion Fee-Earning AUM
- \$51 billion Dry Powder
- 122 Active funds
- 81 Fund of funds vehicles

#### Global Scale

- 34 offices in 21 countries
- 1,450+ employees
- 700+ investment professionals
- 200+ current portfolio companies
- 300+ active real estate investments

#### Strong Track Record

- \$92 billion invested<sup>1</sup>
- \$98 billion distributed<sup>1</sup>
- 460+ CPE transactions
  - 30% gross R/PR IRR <sup>2</sup>
- 640+ RA transactions
  - 26% gross R/PR IRR <sup>2</sup>
- Three largest hedge funds have returned 9%, 14%, & 6% respectively<sup>3</sup>

Note: As of 9/30/13

3 Inception to date net annualized return on the Claren Road Master Fund and Opportunities Fund, and ESG Cross Border Equity Master Fund, respectively, our three largest hedge funds as of 9/30/13.

<sup>1</sup> Carry funds only.

<sup>2</sup> Inception to date aggregate Realized & Partially Realized gross IRR. Gross IRRs do not include management & advisory fees, carried interest, taxes, transaction costs & other expenses borne by fund investors which will reduce returns & may be substantial. See "Important Information" at the beginning of this presentation.

#### **Carlyle Key Distinguishing Factors**

| Characteristic           |          | Metric   |  |  |
|--------------------------|----------|--|--|--|
| Track Record             | <b>→</b> | CPE – 2.5x R/PR MOIC <sup>1</sup> RA – 1.9x R/PR MOIC <sup>1</sup> Largest Hedge Fund– 9% net return <sup>2</sup> Solutions – 1.4x MOIC <sup>3</sup> |  |  |
| Product diversity        | -        | 122 active funds, 81 FoF vehicles  |  |  |
| Geographic diversity     |          | 34 offices, 21 countries, 6 continents   |  |  |
| Fundraising capabilities | <b>→</b> | Raised nearly \$150 billion cumulatively since inception   |  |  |
| Management consistency   | <b>→</b> | Partners have an average tenure of 10 years at Carlyle   |  |  |
| Culture                  |          | One Carlyle culture  |  |  |
| Public reputation        | <b>→</b> | One of the most well regarded global alternative asset firms in the world  |  |  |

Note: As of 9/30/13.

<sup>1</sup> Inception to date aggregate Realized & Partially Realized MOIC. See "Important Information" at the beginning of this presentation.

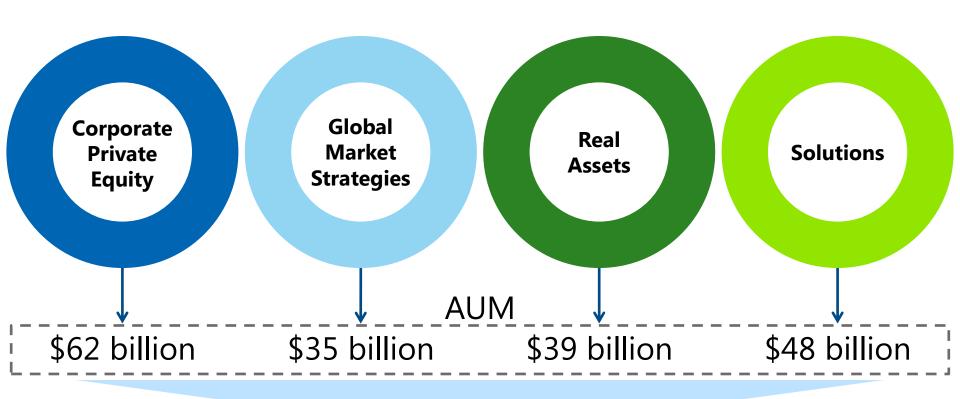
<sup>2</sup> Inception to date net annualized return on the Claren Road Master Fund, our largest hedge fund.

<sup>3</sup> Inception to date aggregate gross MOIC.

#### Over the Past Decade We've Grown & Diversified Our Platform

|                             | 9/30/03 | 3/31/12  | Pre-<br>IPO<br>CAGR | 9/30/13  | Post-<br>IPO<br>CAGR |
|-----------------------------|---------|----------|---------------------|----------|----------------------|
| AUM                         | \$18 bn | \$159 bn | 29%                 | \$185 bn | 11%                  |
| Dry Powder                  | \$5 bn  | \$40 bn  | 28%                 | \$51 bn  | 18%                  |
| Offices                     | 20      | 32       | 6%                  | 34       | 4%                   |
| Employees                   | 500+    | 1,300+   | 12%                 | 1,450+   | 8%                   |
| Investment<br>Professionals | 275+    | 600+     | 10%                 | 700+     | 11%                  |
| Active Funds                | 23      | 94       | 18%                 | 122      | 19%                  |
| FoF Vehicles                | 0       | 63       | N/A                 | 81       | 18%                  |

#### **Today We Have Four Operating Segments**



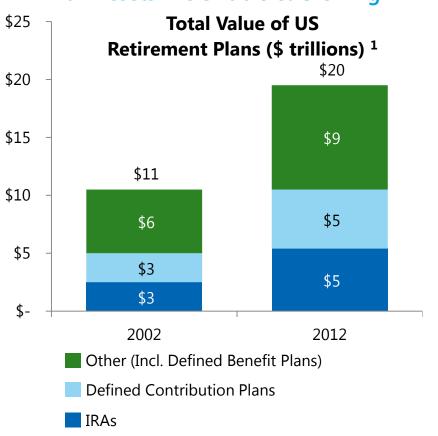
#### \$185 billion total AUM

#### The Steps We've Taken to Build Our Platform Since the IPO

- Planted the seeds for our HNW / Retail strategy
- Moved into phase two of our Solutions strategy
- Expanded our GMS platform with new products
- Enhanced our best-in-class fundraising platform
- Built new natural resources platform
- Continued to add new funds across our platform

#### Opportunity: Retail / HNW Market is Large & Growing

## Defined Benefit & Defined Contribution Plan Assets Are Sizable & Growing



## Fixed Income Yields Have Declined & Global Equity Markets Are Volatile





#### Investors are more knowledgeable about alternatives than in the past & want our product set

<sup>1.</sup> Investment Company Institute Fact Book 2013. There is no guarantee these trends will continue.

<sup>2.</sup> Federal Reserve.

#### Response: We Are Expanding Our Platform to Access HNW & Retail

Client Segmentation Specialists 8 professionals focusing on HNW distribution, expected to grow to 13 professionals by 2015

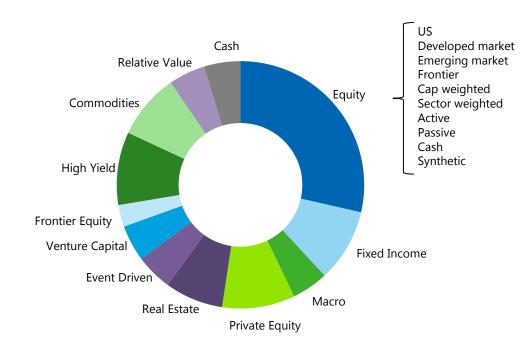


#### Opportunity: Investors Face More Complex Investment Decisions Today

### Portfolio Construction Was Once Simple

- Cash
- Stocks
- Bonds

# ...but it has become significantly more complex



#### Response: We've Continued to Build Out Our Solutions Business

We've assembled a \$48 billion<sup>1</sup> AUM Solutions platform in less than three years

Acquired Metropolitan Real Estate

Acquired Remaining 40% of AlpInvest

• November 2013

Jacques Chappuis
Hired As Head of
Solutions

• August 2013



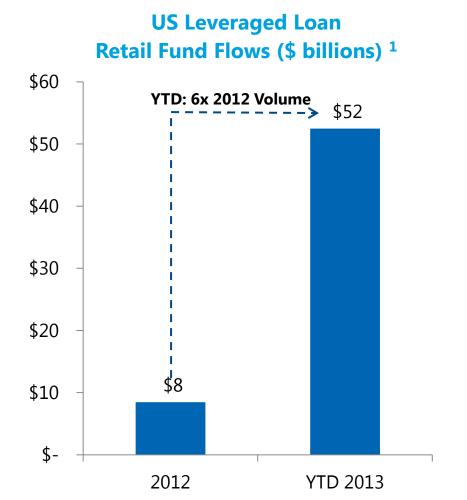
Initial Investment in AlpInvest

• July 2011

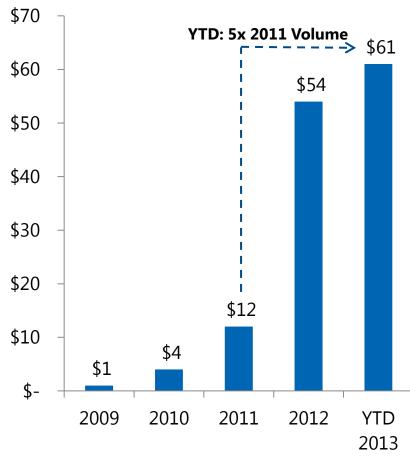
• February 2013



# Opportunity: Generationally Low Interest Rates Are Driving Investor Demand for Alternative Credit Products with Higher Yield Potential



#### CLO Volume (\$ billions) 1



#### Response: We've Expanded Our GMS Product Offerings

### Structured Credit (\$17 billion)

- The second largest global CLO manager, with a 14 year track record <sup>1</sup>
- YTD we have closed a total of \$2.7 billion across three US & two European new issue CLOs

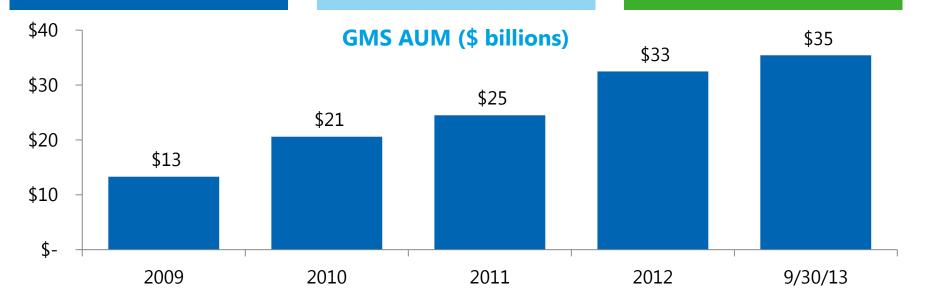
#### **Hedge Funds**

(\$14 billion)

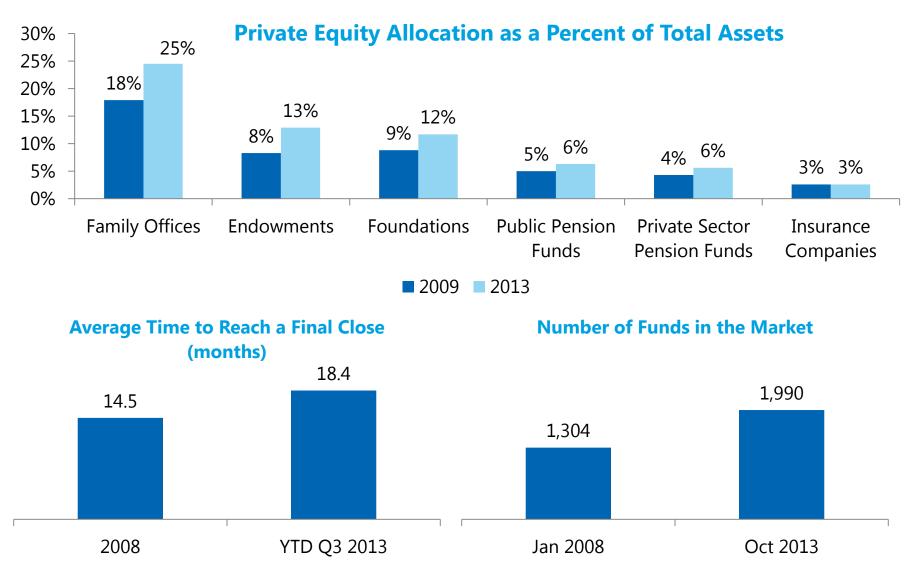
- Claren Road Asset Management
- Emerging Sovereign Group
- Vermillion Asset Management

### Carry Funds & BDC (\$4 billion)

- Carlyle GMS Finance
- Energy Mezzanine (CEMOF)
- Distressed & Corporate Opportunities (CSP III)
- Corporate Mezzanine



# Opportunity: Allocations to Private Equity Are Increasing But Fundraising Takes Longer & is Higher-Touch



#### Response: We've Enhanced Our Best-In-Class Fundraising Platform

- One of the first in the industry to institutionalize fundraising
- 36 professionals in March 2011 vs. ~80 today
  - 2 Management
  - 23 Geographically Focused
  - 14 Product Specialists
  - 8 HNW Specialists
  - 30 Project Management, Fulfillment & Support
- We've raised nearly \$150 billion since inception

# We believe we have the premier global fundraising platform in the business

#### Opportunity: Energy Supply Investment Needs Are Growing Globally

\$37 trillion in cumulative investment in the world's energy supply system needed by 2035

Oil & gas requires \$19 trillion of investment

Power requires \$17 trillion of investment

# Response: We're Building a New Natural Resources Platform that Will Allow Us to Access the Most Attractive Opportunities Around the World

#### Carlyle's New Natural Resources Platform

#### North America Energy

- 25 year track record with 230+ transactions<sup>1</sup>
- · Led by Ken Hersh
- \$11.8 billion current AUM

#### **International Energy**

- Led by Marcel van Poecke
- Raising \$1.5 billion target fund

#### **Energy Mezzanine Fund**

- Debt investments in energy & power projects globally
- Led by David Albert & Rahul Culas
- \$1.4 billion AUM

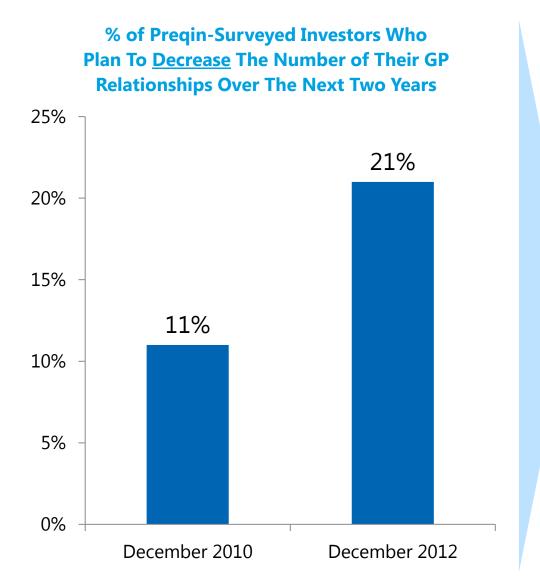
#### North America Power

- Underpinned by Cogentrix power asset management business
- Led by Bob Mancini & Matt O'Connor
- Plan to raise a \$1.5 billion target fund

#### Vermillion Asset Management

- Commodities hedge funds
- Led by Chris Nygaard & Drew Gilbert
- \$1.3 billion AUM

#### Opportunity: Limited Partners Are Narrowing Their General Partner Set

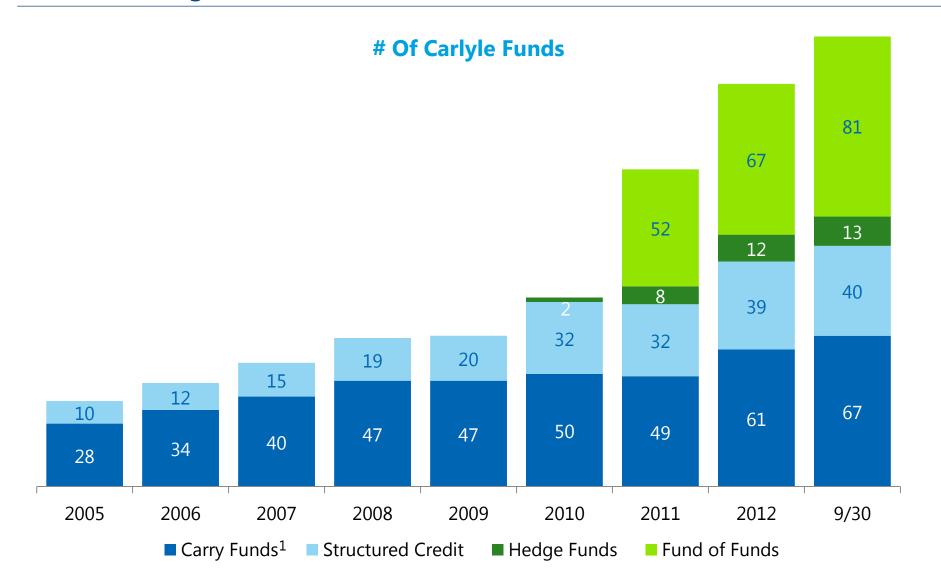


Benefits the multi-fund platform

Allows adjacent businesses to attract assets from current LP investors in other areas

Since 2010 we've increased our investor base ~20% to 1,600+ investors

# Response: We've Continued to Add New Funds Across Our Platform to Meet Growing Investor Demand



#### **In Summary**

- \$185 billion AUM
- 122 active funds
- 81 fund of funds vehicles
- 34 offices in 21 countries
- 1,450+ employees
- 700+ investment professionals
- 200+ current portfolio companies
- 300+ active real estate investments

#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# The Result: \$26 billion in Realized Proceeds since our IPO

# So what is not perfect about all of this?

Despite a growing platform, growing AUM, a high level of investor distributions, & a vibrant global brand, our 2013 earnings have been flat

Will this change? Why?

#### Near Term Earnings Driver: Record Accrued Carry Balance

Accrued carry is \$1.6 billion (highest level ever)

"Big 11" funds with potential to realize significant carry in the next three years

Potential for \$2+ billion of net realized performance fees through 2016

## Near Term Earnings Driver: Record Fee-Earning AUM

## Fee-Earning AUM is \$138 billion (highest level ever)

Potential for 30% cumulative management fee growth through 2016 vs. the last three years

## Long Term Earnings Driver: Expanded Platform

Strong 2013 fundraising (2<sup>nd</sup> highest level ever)

\$51 billion in dry powder to invest

The team putting that capital to work has a tremendous track record<sup>1</sup>:

\$92 bn Invested • \$66 bn Realized & Unrealized Gains • \$98 bn Distributions

## THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

## **Investment Excellence**

William E. Conway, Jr.
Co-Founder & Co-Chief Executive Officer
November 11, 2013

## The Carlyle Investment Engine

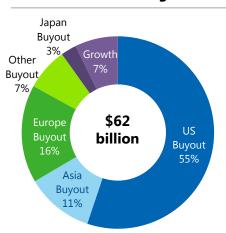
#### **Corporate Private Equity**

**Strategy:** Maintain & expand position as one of the largest, most diverse & consistent performing global private equity platforms

#### **Operating Statistics:**

- 14 fund families
- 262 investment professionals
- LTM DE: \$325 million

#### **Assets Under Management**



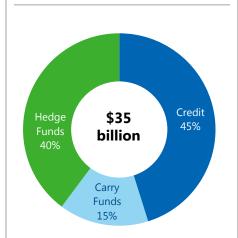
#### **Global Market Strategies**

**Strategy:** Build a top performing global, markets-focused investment platform

#### **Operating Statistics:**

- 7 strategies; 61 individual funds
- 212 investment professionals
- LTM DE: \$198 million

#### **Assets Under Management**



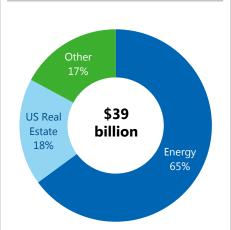
#### **Real Assets**

**Strategy:** Build best-in-class global natural resources & real estate platform

#### **Operating Statistics:**

- Power, Int'l Energy, 3 Real Estate strategies, Infrastructure
- 139 investment professionals
- LTM DE: \$71 million

#### **Assets Under Management**



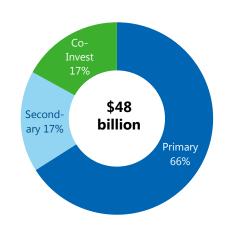
#### **Solutions**

**Strategy:** Build capability to assist investors in allocating & accessing full spectrum of alternatives

#### **Operating Statistics:**

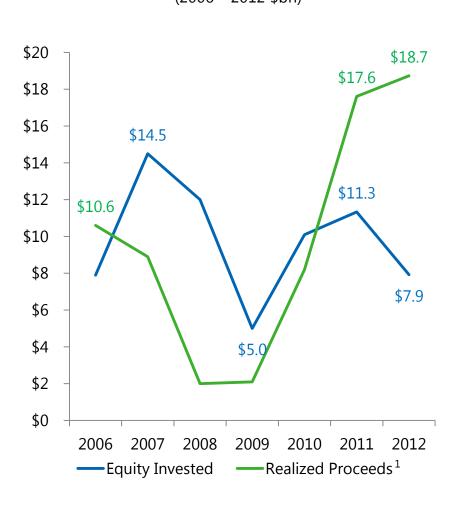
- AlpInvest & Metropolitan<sup>1</sup>
- 74 investment professionals
- LTM DE: \$33 million

#### **Assets Under Management**



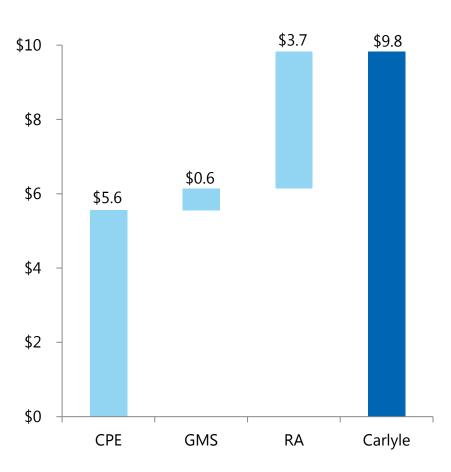
#### **Investment & Distribution Pace Since 2006...**

## Investment & Distribution History (2006 – 2012 \$bn)



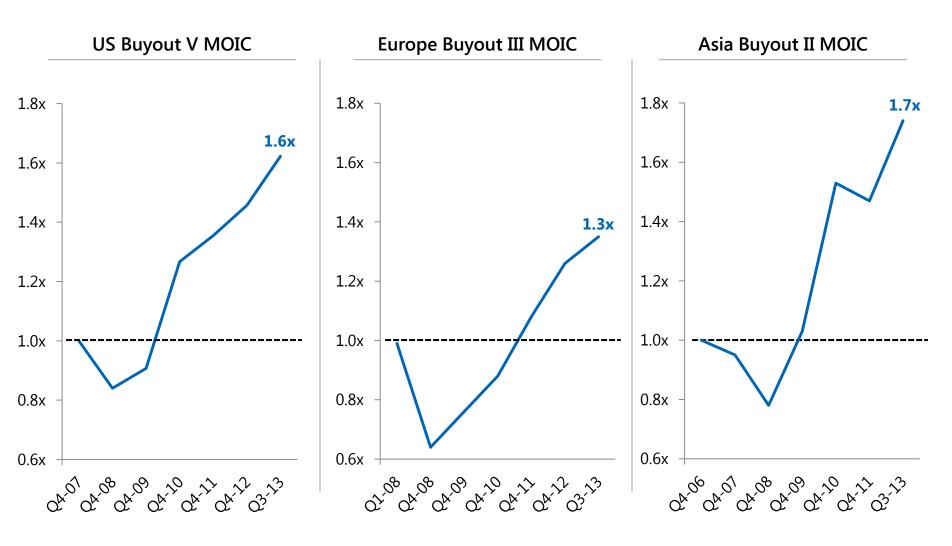
## Average Annual Equity Invested





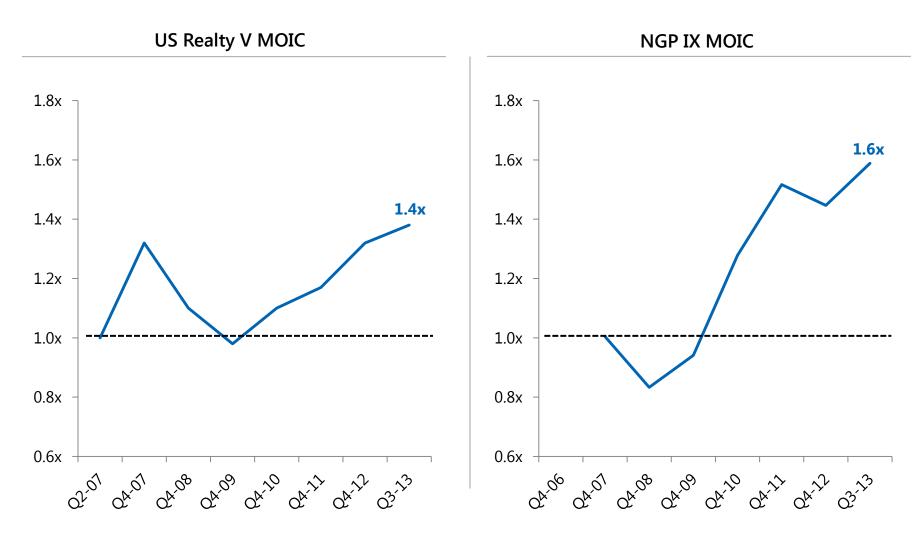
Represents Carry Funds Only. Distributions to fund investors from certain transactions may not generate profit or distributable cash carry to CG Unitholders. There is no guarantee these trends will continue.

## **Our Teams Performed in Corporate Private Equity**



As of 9/30/13. Gross MOIC does not include management fees, expenses or carried interest, which will reduce returns and in the aggregate are expected to be substantial. Funds selected do not represent the entire CPE portfolio. Results from these funds may not be typical across Carlyle's portfolio. There is no guarantee these trends will continue. For information about the performance of all of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission

#### **Our Teams Performed in Real Assets**



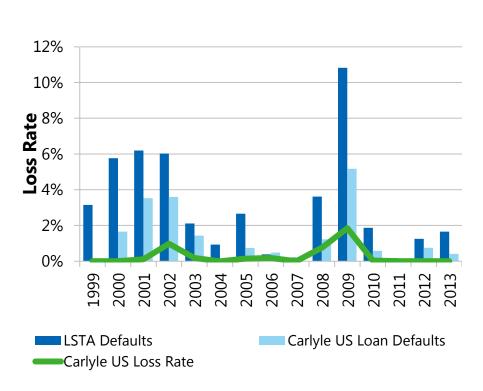
As of 9/30/13. Gross MOIC does not include management fees, expenses or carried interest, which will reduce returns and in the aggregate are expected to be substantial. Funds selected do not represent the entire CPE portfolio. Results from these funds may not be typical across Carlyle's portfolio. There is no guarantee these trends will continue. For information about the performance of all of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission

## **Our Teams Performed in Global Market Strategies**

#### **Credit (Structured Credit)**

- Carlyle is the second largest global CLO Manager with \$17 billion under management
- Since 1999, Carlyle's cumulative loan default at 1/3 the industry average

#### **Limited Defaults**



#### **Hedge Funds**

- Claren Road AuM: \$7.8 billion across 2 funds
- ESG AuM: \$5.0 billion across 7 funds
- Vermillion AuM: \$1.3 billion across 4 funds

#### Claren Road and ESG Performance

|  | Net annualized IRR<br>Since Inception |  |  |  |
|--|---------------------------------------|--|--|--|
| Claren Road Master<br>Fund             | 9%                                    |  |  |  |
| Claren Road<br>Opportunities Fund      | 14%                                   |  |  |  |
| Barclays Aggregate<br>Bond Index       | 5%                                    |  |  |  |
| ESG Cross Border Equity<br>Master Fund | 6%                                    |  |  |  |
| MSCI EM index                          | 4%                                    |  |  |  |

#### The Ultimate Result – \$66 Billion in Gains Over 26 Years

## Carlyle Performance (Carry Funds Only)

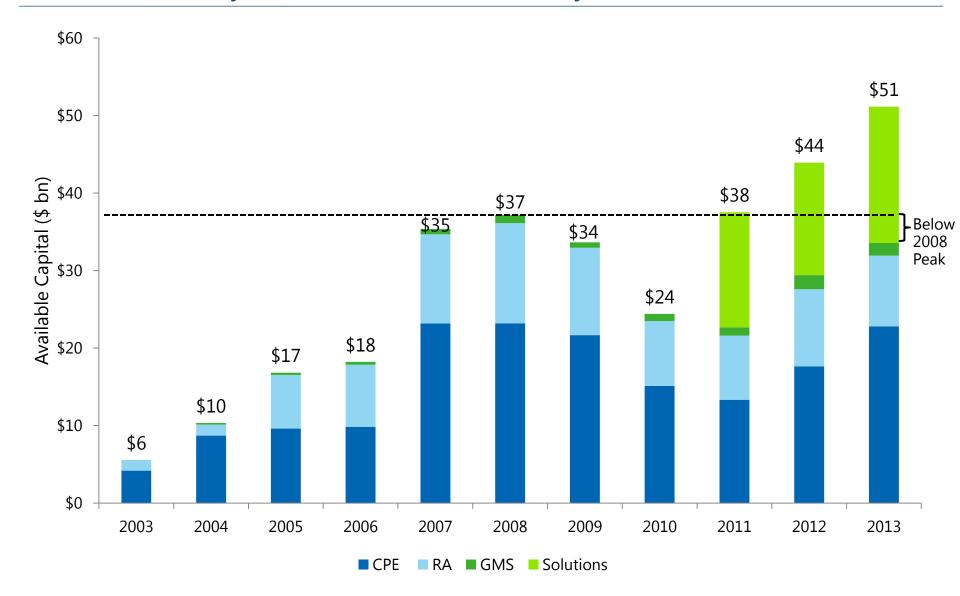
As of 9/30/13 (\$ bn) Cumulative Invested Capital <sup>1</sup> Total Fair Value <sup>2</sup> \$56.9 \$107.0 **Corporate Private Equity Global Market Strategies** \$3.5 \$5.3 **Real Assets** \$31.2 \$45.4 Total \$91.5 \$157.6

<sup>1.</sup> Represents the original cost of all capital called for investments since inception, in billions. For purposes of aggregation, funds that report in foreign currency have been converted to US dollars at the reporting period spot rate.

<sup>2.</sup> Represents all realized proceeds combined with remaining fair value, before management fees, expenses & carried interest. Note: Gains represent realized and unrealized gains. Includes carry funds & co-investments. See "Important Information" slide at the beginning of this presentation.

We're reloading our capital.

## \$51 Billion of Dry Powder (\$31 billion in Carry Funds)



## With \$51 Billion of Dry Powder Today, Can Carlyle....

- 1. Invest the Capital?
- 2. Continue to Generate 20-30% Gross Returns for Our Fund Investors?
- 3. Grow Distributable Earnings for Our Unitholders?

We're ready to put the money to work.

Here's what we are doing...

## **CPE: Investing in the United States**

#### **US Investment Themes...**

#### **Pros**

- Low Growth Environment
- Robust Debt-financing Markets
- Energy Revolution
- Healthy US Consumer
- Housing & Auto Recovery

#### **Cons**

- Price Appreciation Despite Modest Growth
- More Active Strategic Buyers
- Political Uncertainty

#### ...Drove Specific Investments

#### **Recent Investment Theme**

Company

#### **Energy Boom:**

- Economic Growth
- Process Industries
- Resurgence in US manufacturing





#### **Strength of US Consumer:**

Affordable Luxury



#### **Aging Population: Healthcare**



#### Wireless, Wireless

- Increasing demand for bandwidth
- Processing transactions





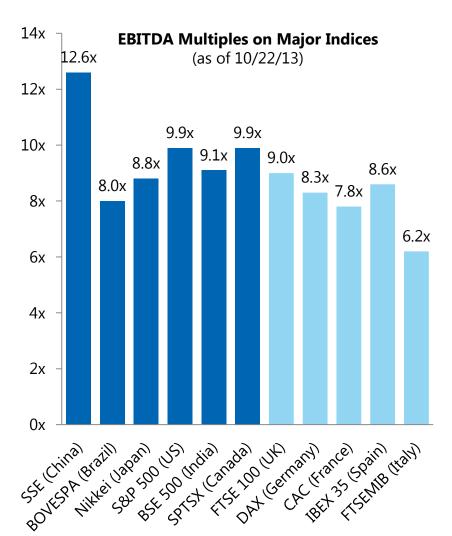
#### **Corporate Orphans**





## **CPE: Investing in Europe**

#### Valuation Discount vs Risk...



#### ...Drove Specific Investments

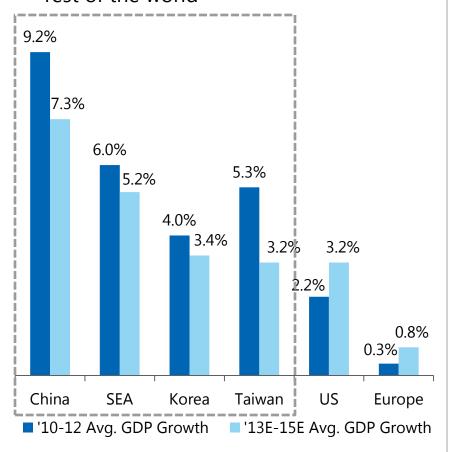
| Investment     | Date Closed | Entry Multiple |
|----------------|-------------|----------------|
| Sagemcom       | Aug 11      | 4.5x           |
| Telecable      | Dec 11      | 7.3x           |
| AMEOS          | Mar 12      | 7.6x           |
| Twin Set       | Jul 12      | 7.5x           |
| Axalta         | Feb 13      | 7.4x           |
| Addison Lee    | Apr 13      | 5.6x           |
| Marelli Motori | Jul 13      | 8.0x           |
| Chesapeake     | Sep 13      | 6.5x           |
| Alloheim       | Sep 13      | 8.8x           |

As of 9/30/13. EBITDA multiples from CapIQ. from Presented for illustrative purposes only. References to particular portfolio companies should not be considered a recommendation of any particular security or portfolio company. See "Important Information" at the beginning of this presentation.

## **CPE: Investing in Asia**

#### **Growth of the Consumer Class...**

 Slowing GDP growth but faster than rest of the world<sup>1</sup>



### ...Drove Specific Investments

**2Q13 LTM YoY Growth** 

| Company      | Revenue | EBITDA |
|--------------|---------|--------|
| Orange Hotel | 45%     | 51%    |
| Jaguar Asia  | 71%     | 69%    |
| Focus Media  | 10%     | 19%    |
| 7 Days Group | 24%     | 29%    |
| Average      | 38%     | 42%    |

As of 9/30/13. Source: Economist Intelligence Unit 8/13. Presented for illustrative purposes only. References to particular portfolio companies should not be considered a recommendation of any particular security or portfolio company. See "Important Information" at the beginning of this presentation.

## Real Assets: Investing in Real Estate

#### We See Several Key Secular Trends...

#### Supplying Two Types of Demand:

#### 1. Job Growth-Driven Demand

- Job growth is returning in some markets
- Local, metro-by-metro approach

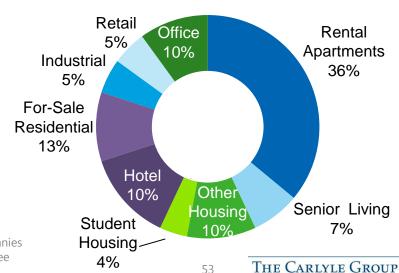
#### 2. Needs-based-driven demand

- Under-production of homes
- Rental market demand expanding

## ...Which Specific Investment Strategies 650 Madison



#### **US Realty VI (Target Portfolio)**

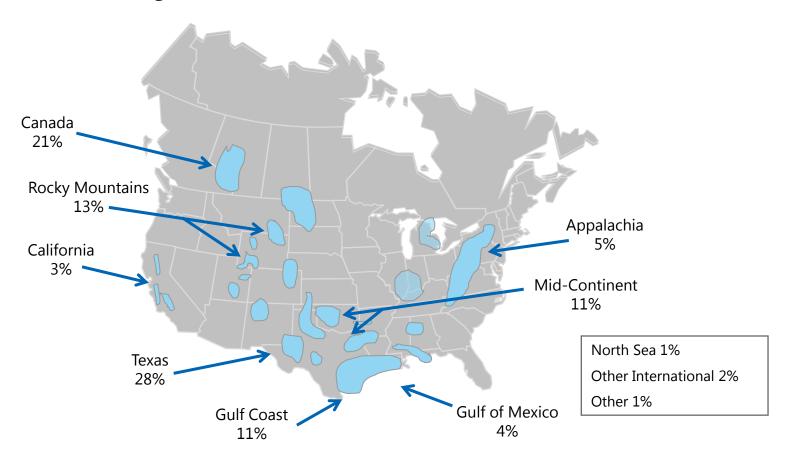


As of 9/30/13. Presented for illustrative purposes only. References to particular portfolio companies should not be considered a recommendation of any particular security or portfolio company. See "Important Information" at the beginning of this presentation.

## **Real Assets: Investing in Energy**

## Investment Experience Covers All Major North American Oil & Gas Producing Regions

#### **Investing in the Unconventional Resource Revolution**



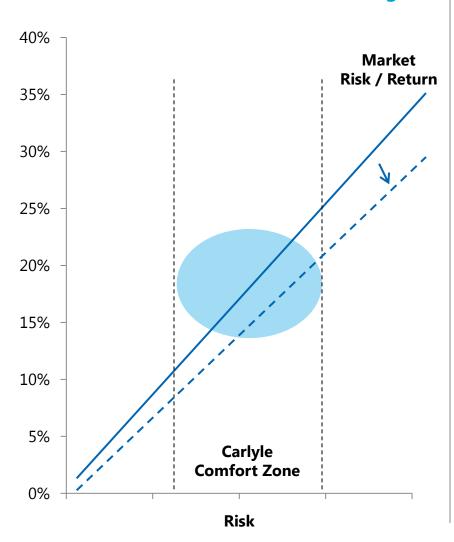
## **GMS: Investing Across Liquid Strategies in Secular Trends**

| Selected Investment Themes & Trends                    | Investment Vehicle                      |
|--|---|
| Investors seek yield                                   | US & European CLOs<br>(\$17 billion)    |
| Global Long / Short Credit                             | CLAREN ROAD ASSET MANAGEMENT            |
| Middle Market Financing Gap                            | GMS Finance                             |
| Growing Pan-European Distressed Opportunity            | Strategic Partners                      |
| Energy Financing Gap                                   | Energy Mezzanine                        |
| Growth of Emerging Markets Consumer                    | Esg Emerging<br>Sovereign<br>Group, LLC |
| Declining Asset Correlations & Bank Asset Divestitures | Vermillion ASSET MANAGEMENT             |

For years, we claimed returns unlikely to be sustained... but we did it.

## **Investors Face Constantly Changing Risk-Return Dynamics**

#### In 2004, Returns Seemed to Be Shifting...



#### But We Expect CP V to Outperform CP IV

| Fund<br>Name | Year | Fund Size<br>(\$ bn) | Gross / Net<br>IRR |
|--------------|------|----------------------|--------------------|
| CP I         | 1990 | \$0.1                | <b>31%</b> / 26%   |
| CP II        | 1994 | \$1.3                | <b>34%</b> / 25%   |
| CP III       | 2000 | \$3.9                | <b>27%</b> / 21%   |
| CP IV        | 2005 | \$7.9                | <b>16%</b> / 13%   |
| CP V         | 2007 | \$13.7               | <b>18%</b> / 13%   |

## The result: long-term growth in distributable earnings for our unitholders

## We are on the "March to Carry"

|                             |  | Remaining Fair<br>Value (\$ mm) | Net IRR<br>9/30/13 | Accruing<br>Carry | Taking<br>Carry |
|-----------------------------|--|---------------------------------|--------------------|-------------------|-----------------|
|                             | Carlyle Partners V                         | \$13,491                        | 13%                | √                 | √               |
|                             | Europe Partners III                        | 6,780                           | 8%                 |                   |                 |
| _                           | Carlyle Partners IV                        | 5,358                           | 13%                | √                 | √               |
| Corporate<br>Private Equity | Carlyle Asia Partners III                  | 1,805                           | 7%                 |                   |                 |
| Filvate Equity              | Carlyle Asia Partners II                   | 1,159                           | 8%                 | √                 |                 |
|                             | Financial Services Partners I              | 1,034                           | 10%                | √                 | √               |
|                             | Europe Technology Partners II <sup>1</sup> | 792                             | 8%                 | √                 |                 |
|                             | Energy Partners IV                         | 4,595                           | 13%                | √                 | √               |
| Dool Assats                 | Energy Partners III                        | 2,306                           | 11%                | √                 | √               |
| Real Assets                 | Carlyle Realty Partners V                  | 1,348                           | 7%                 |                   |                 |
|                             | Carlyle Realty Partners VI                 | 1,340                           | 19%                | √                 |                 |
| Global Market<br>Strategies | Hedge Funds <sup>2</sup>                   | \$14,048                        | n/a                |                   |                 |

#### 14 additional funds are currently accruing performance fees

As of September 30, 2013. Please see "Important Information" at the beginning of this presentation. Funds selected represent eleven carry funds which are currently accruing, or have the potential to accrue carry in the near future & Carlyle hedge funds. Funds are not representative of Carlyle's entire portfolio & results may not be typical. For more information about the performance of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission.

<sup>1</sup> Carlyle Europe Technology Partners II, L.P. is not included in Carlyle's SEC reporting as it is not considered "significant."

<sup>2</sup> Reflects total hedge fund AUM as of September 30, 2013.

#### **Conclusion**

- As a unitholder in Carlyle, you have exposure to...
  - The highest quality companies globally
  - A diverse set of liquid strategies
  - Real estate projects across industries & strategies globally
  - A new, exciting global energy platform
- Most important investment: our people
  - Committed to building One Carlyle
- Carlyle is better positioned today than ever before to capitalize on opportunities globally

## THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

## Corporate Private Equity (CPE) Introduction

William E. Conway, Jr.
Co-Founder & Co-Chief Executive Officer
November 11, 2013

## **Carlyle CPE – Strategic Overview**

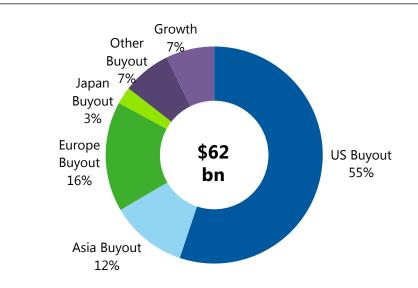
#### Strategy

- Continue to achieve absolute returns for our fund investors
- Maintain & expand position as one of the largest, most diverse, and consistent performing global private equity platforms

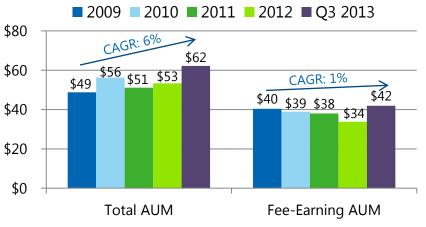
## **Operating Statistics**

- 14 fund families
- 150+ Portfolio Companies
- 262 investment professionals
- 26 Operating Executives
- LTM DE: \$324 million
- LTM ENI: \$626 million

### **Assets Under Management**







Note: as of 9/30/2013.

THE CARLYLE GROUP

#### The Facts

- One of the largest and most diverse Private Equity platforms
  - \$62 billion of AUM
    - Buyout: \$58 billion; Growth: \$4 billion
  - 33 active funds & various co-investment vehicles
- Prepared to capture new opportunities
  - \$57 billion of equity invested in 466 transactions since inception
  - \$23 billion of dry powder available for deployment
- Strong and consistent performance
  - \$50 billion of realized and unrealized gains since inception
  - Inception-to-date Gross IRR of 26% (Net IRR of 18%)
  - MOIC of 1.9x & Realized/Partially Realized MOIC of 2.5x

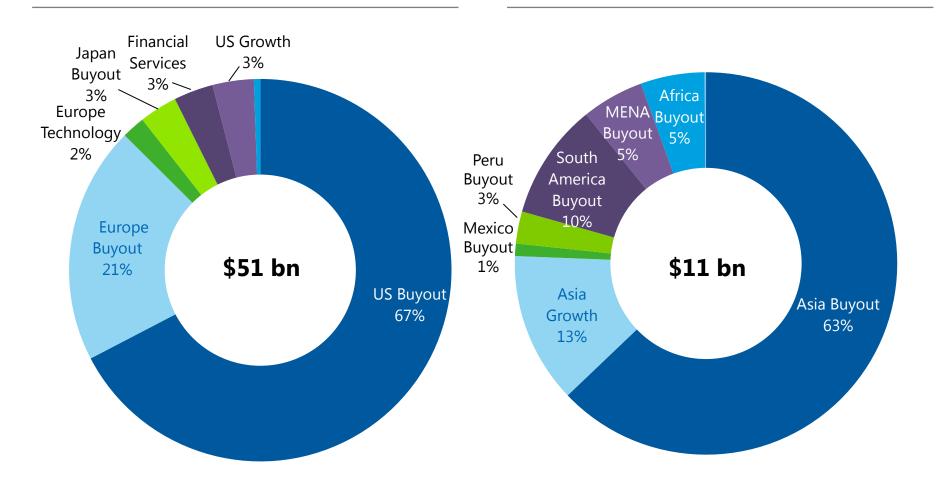
### More than a (Great) LBO business

- Our CPE segment includes:
  - Premier North America, Europe, Asia & Japan buyout funds
  - Large, medium & small buyout capabilities
  - Regional growth funds around the world
  - Dedicated sector funds (Financial Services) & teams
  - One of the largest & leading Emerging Markets businesses (MENA, Asia, South America and Africa)
  - RMB funds
- Our diversified & highly specialized platform offers our fund investors the opportunity to allocate within & across Carlyle's CPE Segment

## One of The Largest and Most Diverse Private Equity Platforms

## Developed Markets (AUM)

## Emerging Markets (AUM)



## Deep Bench of Investment Professionals Ready to Put the Money to Work

| Fund Family   | # Team Members | AUM<br>(\$ bn) | AUM per Investment Professional (\$mm) |
|---------------|----------------|----------------|--|
| US Buyout     | 66             | \$34.3         | \$520                                  |
| Europe Buyout | 35             | 10.2           | \$290                                  |
| Asia Buyout   | 45             | 7.1            | \$160                                  |
| Japan Buyout  | 18             | 1.6            | \$90                                   |
| Other Buyout  | 43             | 4.4            | \$100                                  |
| Total Buyout  | 207            | \$57.6         | \$280                                  |
| US Growth     | 14             | \$1.8          | \$130                                  |
| Europe Growth | 12             | 1.0            | \$80                                   |
| Asia Growth   | 29             | 1.4            | \$50                                   |
| Other Growth  | n/a            | 0.3            | n/a                                    |
| Total Growth  | 55             | \$4.5          | \$80                                   |
| Total CPE     | 262            | \$62.2         | \$240                                  |

#### **Conclusion**

- One of the largest & most diverse Private Equity platforms
  - More than a (Great) LBO business
  - 262 CPE Investment Professionals with Regional & Industry Expertise
  - 26 Operating Executives
- Strong & consistent performance
  - \$50 billion of realized and unrealized gains over the 26 years
- Ready to Put the Money To Work
- Here's How We Do It...

## THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

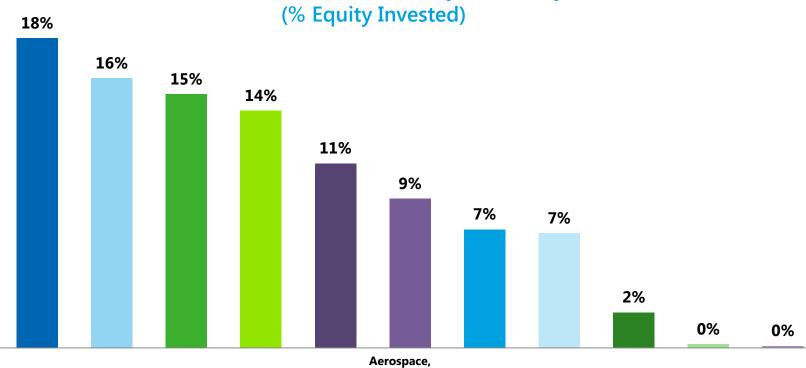
## **Corporate Private Equity: Overview**

Peter J. Clare
Managing Director & Co-Head of US Buyout
November 11, 2013

# What distinguishes our approach?

## **Deep Industry Expertise**

## 466 Transactions Across 10 Key Industry Sectors



| # of                  | Telecom |            | Consumer | Technology<br>& Business |            | Defense & Government |                | Financial |        |             |       |
|-----------------------|---------|------------|----------|--------------------------|------------|----------------------|----------------|-----------|--------|-------------|-------|
| Transactions          | & Media | Industrial | & Retail | Service                  | Healthcare | Services             | Transportation | Services  | Energy | Real Estate | Other |
| Buyout                | 39      | 46         | 40       | 21                       | 26         | 33                   | 20             | 20        | 3      | 1           | 1     |
| <b>Growth Capital</b> | 26      | 10         | 23       | 125                      | 17         | 1                    | 2              | 5         | 4      | 2           | 1     |
| Total                 | 65      | 56         | 63       | 146                      | 43         | 34                   | 22             | 25        | 7      | 3           | 2     |

## **Operating Executives Embedded with Investment Teams**

| Telecom<br>& Media   | Industrial &<br>Transportation   | Consumer &<br>Retail  | Technology &<br>Business<br>Services  | Healthcare  | Aerospace &<br>Defense   | Financial<br>Services   | Energy  | General   |
|--|--|---|---|---|--|---|---|---|
| Stephen C. Gray<br>U.S.<br>Former President<br>of McLeodUSA Inc. | Mary Petrovich<br>U.S.<br>Former CEO of<br>AxleTech<br>International       | Susan Arnold<br>U.S.<br>Former Executive<br>of<br>Procter & Gamble                      | Louis V. Gerstner, Jr.<br>Global<br>Former<br>CEO & Chairman<br>of IBM &<br>RJR Nabisco | Robert Essner<br>U.S.<br>Former<br>CEO & Chairman<br>of Wyeth               | Louis J. Giuliano<br>U.S.<br>Former<br>CEO & President<br>ITT Industries           | Christopher V. Dodds U.S. Former CFO & EVP of Charles Schwab                          | D. Ronald<br>Harrell<br>U.S.<br>Chairman & CEO<br>of Ryder Scott<br>Company       | Yasuo Nishiguchi<br>Japan<br>Former CEO of<br>Kyocera<br>Corporation      |
|  | Louis J. Giuliano<br>U.S.<br>Former<br>CEO & President<br>ITT Industries   | Louis V. Gerstner, Jr.<br>Global<br>Former<br>CEO & Chairman<br>of IBM &<br>RJR Nabisco | Charles O. Rossotti<br>U.S.<br>Former Commissioner<br>of the IRS                        | William P. Johnston<br>U.S.<br>Former Chairman of<br>Renal Care Group, Inc. | Peter Malone<br>U.S<br><i>Co-Founder</i><br><i>CSP Associates, Inc.</i>            | James H. Hance, Jr.<br>U.S.<br>Former<br>Vice Chairman<br>& CFO of<br>Bank of America | Charles Watson<br>Global<br>Founder,<br>the Natural Gas<br>Clearinghouse          | Dr. Yener<br>Sonusen<br>MENA  |
|  | Thomas W. Rabaut<br>U.S.<br>Former CEO<br>& President<br>of United Defense |   | Stephen C. Gray<br>U.S.<br>Former President<br>of McLeodUSA Inc.                        |   | Thomas W. Rabaut U.S. Former CEO & President of United Defense                     | Joseph Schenk<br>U.S.<br>Former CFO<br>of Jefferies<br>& Company                      | Bobby S. Shackouls<br>U.S.<br>Former<br>Chairman & CEO of<br>Burlington Resources | Raphael Filizola<br>South America   |
|  |  |   | L. William Krause<br>U.S.<br>Former President and<br>CEO of<br>3Com Corporation         |   | David L. Squier<br>U.S.<br>Former<br>President and CEO<br>of<br>Howmet Corporation | Arthur Levitt<br>U.S.<br>25th Chairman<br>of the SEC                                  |   | Luiz Antyonio<br>Viana<br>South America<br>Former CEO of<br>Pão de Açucar |
|  |  |   | Yukio Kubota<br>Japan<br>Former President of<br>Sony Ericsson Japan                     |   |  |   |   | Arthur Levitt U.S. 25th Chairman of the SEC                               |

- **Involved** in deal due diligence, creation of improvement plan, and deal sourcing
- Engaged as portfolio company board members, mentors to CEOs, & oversee implementation of value creation plan

THE CARLYLE GROUP

## A Global, Local Reach

We couple growth & buyout funds in the US, Europe & Asia. Additional buyout funds cover South America, Africa & MENA.

#### CPE's Global Reach – 262 Investment Professionals



Note: As of 9/30/13.

<sup>1.</sup> Represents the headquarters location of every company that CPE currently has equity invested in.

#### **Value Creation Toolkit**

Market Leaders

**Allison** 

**Booz Allen** 

CommScope

Hertz

**HCR ManorCare** 

Qualicorp

Focused Change

**Dunkin'** 

**Moncler** 

MultiPlan

**NBTY** 

SS&C

Syniverse

**Major Transformation** 

**ARINC** 

**BankUnited** 

**China Pacific** 

**JMC** 

Nielsen

**Philosophy** 

**Consistent Record of Generating Strong Returns for Our Fund Investors** 

# How do we achieve attractive returns for our fund investors?

### **Earnings Growth Drives Value Creation**

# Drivers of Value Creation <sup>1</sup> (% of Value Created, Excluding Co-Investment)

# **Equity Invested**

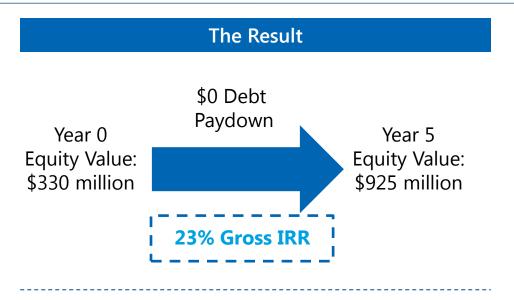
**Total Value** 

| Fund                       | EBITDA<br>Growth | Debt<br>Paydown | Multiple<br>Expansion |
|----------------------------|------------------|-----------------|-----------------------|
| US Buyout <sup>2</sup>     | 73%              | 23%             | 4%                    |
| Asia Buyout <sup>3</sup>   | 73%              | 15%             | 12%                   |
| Europe Buyout <sup>4</sup> | 55%              | 20%             | 25%                   |
|                            |                  |                 |                       |

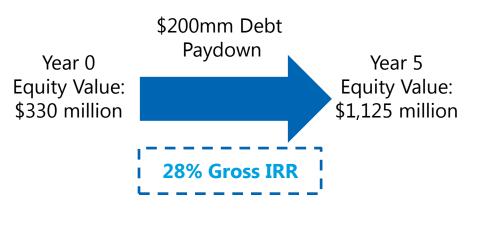
- 1. Includes both realized and unrealized deals for US Buyout, and includes only realized and partially realized deals for Europe Buyout. Asia buyout only reflects realized and partially realized investments, but includes the unrealized portion of partially realized investments. On the unrealized portion 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 and there is no guarantee these trends will continue. See "Important Information" at the beginning of this presentation.
- 2. As of 6/30/13, represents most recent data available. Illustrates the source of value creation on all deals currently valued at greater than 1.0x in CP IV and CP V. Excludes coinvestment in deals acquired by CP IV & CP V.
- 3. As of 9/30/13, represents most recent data available. Excludes co-investment.
- 4. As of 6/30/13, represents 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.</p>

# **Hypothetical LBO: Sustaining Top Quartile Returns**

| Assumptions       |         |                 |  |  |
|-------------------|---------|-----------------|--|--|
|                   | \$mm    | Mult. of EBITDA |  |  |
| Debt              | \$670   | 6.7x            |  |  |
| Equity            | \$330   | 3.3x            |  |  |
| Purchase<br>Price | \$1,000 | 10.0x           |  |  |



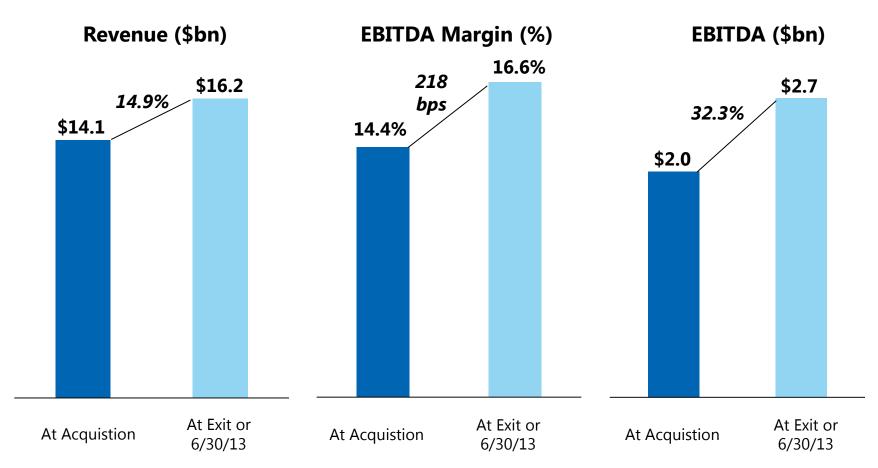
|                   | Year 0  | Year 5    | CAGR |
|-------------------|---------|-----------|------|
| Revenue<br>(\$mm) | \$1,000 | → \$1,276 | 5%   |
| EBITDA<br>(\$mm)  | \$100   | → \$160   | 10%  |
| %<br>Margin       | 10.0%   | → 12.5%   |      |



Note: Presented for illustrative purposes only. Does not represent any specific investment in Carlyle's portfolio and there is no guarantee any transaction will achieve comparable results. Gross IRRs exclude management fees, carried interest, taxes, transaction costs & other expenses to be borne by investors, which will reduce returns & in the aggregate are expected to be substantial. Please see "Important Information" at the beginning of this presentation.

# **Creating Value Through Proactive Operational Improvement**

### **CP V Portfolio Companies**



Presented for illustrative purposes only. CP V performance is not representative of Carlyle's entire portfolio & results may not be typical. Operational improvement achieved in conjunction with portfolio company management. Excludes new investments closed after 6/30/12 & Carlyle's investment in HD Supply, Inc. Revenue & EBITDA figures based on percent ownership at time of acquisition. Past performance is not necessarily indicative of future results & there is no guarantee these trends will continue. See "Important Information" at the beginning of this presentation.

# A Case Study on Value Creation: ARINC



• **Business description:** Leading global provider of advanced communications & systems

engineering services primarily serving the commercial & business

aviation, airports, & surface transportation industries

• **Acquisition date:** October 25, 2007

• **Purchase price:** \$835 million / 10.4x 09/30/07 EBITDA (\$80.6 million)

• Carlyle equity: \$257 million

#### **Operational Improvements**

- Created an outstanding Board of Directors, Chaired by Thomas Rabaut (Carlyle Operating Executive)
- Strengthened management team
- Achieved significant cost savings through reduction in administrative overhead
- Successful divestiture of Defense Systems & Engineering Support (DSES) business unit

#### The Result

#### **Doubled EBITDA Margins**



**12% EBITDA CAGR** 

\$400mm Debt Paydown

# A Case Study on One Carlyle: Moncler



- Invested in October 2008 in the leading Italian luxury fashion group in high-end sportswear sector
- Value creation:

Urban

Resort

In-Shop

Outlet

Total

- Reorganized & strengthened management team by adding local management teams in China, Germany, Japan, & the US
- Operational improvement & introduced international best practices through supply chain optimization
- Introduced new channels to market: website launched in 2011
- Extensive leverage of *One Carlyle* network / global presence

Helped negotiate insourcing of distribution license in Japan **Post-Carlyle Ownership (Dec. 2012)** 

**Pre-Carlyle Ownership (Dec. 2008)** 

America

1

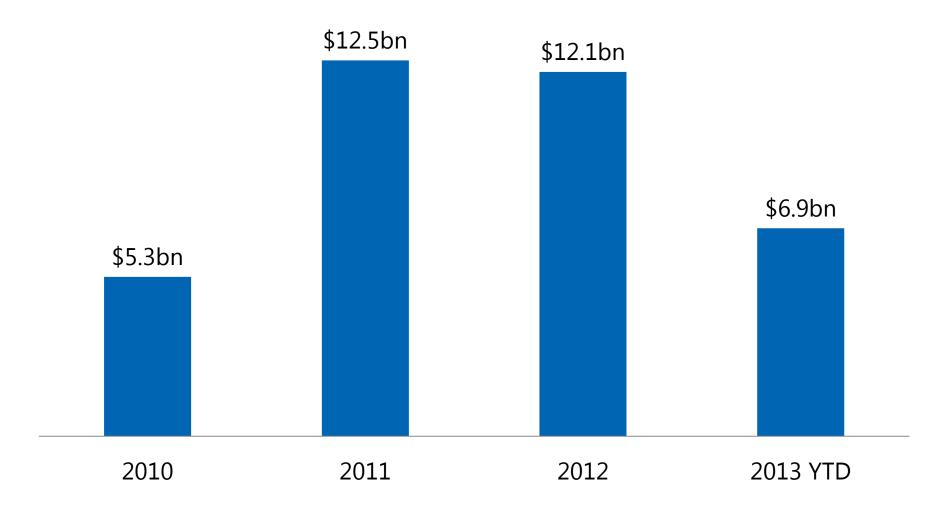
| Europe | Asia | Total |  |
|--------|------|-------|--|
| 2      | -    | 2     |  |
| 7      | -    | 8     |  |
| 1      | -    | 1     |  |
| 2      | -    | 2     |  |
| 12     | -    | 13    |  |

|         | America | Europe | Asia | Total |
|---------|---------|--------|------|-------|
| Urban   | 4       | 17     | 15   | 36    |
| Resort  | 1       | 13     | -    | 14    |
| In-Shop | -       | 9      | 13   | 22    |
| Outlet  | 1       | 7      | 3    | 11    |
| Total   | 6       | 46     | 31   | 83    |

Note: This case study is intended as a reflection of Carlyle's investment process, & references to this particular portfolio company should not be considered a recommendation of any particular security or portfolio company. The information presented is intended to be illustrative, & is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. Results may not be typical. See "Important Information" slide at the beginning of this presentation.

# The Key Story Since 2010 = Distributions

### Carlyle CPE has distributed \$37 billion over the last 3 3/4 years



Note: As of 9/30/2013. Reflects carry funds only & includes co-investment. Distributions to fund investors may include return of capital & / or profit & do not reflect potential distributions to Carlyle's unitholders. There is no guarantee these trends will continue. See "Important Information" slide at the beginning of this presentation.

# **Carlyle Partners V Portfolio**





















Booz | Allen | Hamilton









Note: Presented to illustrate Carlyle's investment process only and references to particular portfolio companies should not be considered a recommendation of any particular security or portfolio company. The information presented is intended to be illustrative and is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies.

# Case Study: The Strength of CP V

# Largest Carlyle fund to date and one of our top performing funds:

- 23 investments <sup>1</sup>
  - Only one valued below cost
- Well diversified
  - Largest investment only 8.5% of invested capital
  - Largest industry sector, Healthcare, at 22% of invested capital
- Strong Distributions Despite Young Age
  - Average Holding Period 3.3 years <sup>2</sup>
  - Returned over \$6 billion & over 50% of invested capital to fund investors 3
- Across Portfolio, Earnings Growth Exceeding Expectations
- Positioned to produce significant amounts of performance fees

Note: As of September 30, 2013, unless otherwise noted. CP V performance is not representative of Carlyle's entire portfolio and results may not be typical. Past performance is not indicative of future results and there is no guarantee these trends will continue. See "Important Information" at the beginning of this presentation.

<sup>1.</sup> Reflects realized deals in CP V. Includes investment in Beats Electronics announced 9/27/13.

<sup>2.</sup> Average not weighted based on invested capital and represents average of companies held 1.5 years or more in CP V as of 6/30/2013.

<sup>3.</sup> Excludes co-investment.

# **CP V "Aged" Portfolio Performance**

| Companies Held 1.5 Years or More As of June 30, 2013 | Total EBITDA<br>Growth | Holding<br>Period | EBITDA<br>CAGR |
|--|------------------------|-------------------|----------------|
| BankUnited <sup>1</sup>                              | 96%                    | 4.1 yrs           | 18%            |
| Booz Allen   | 143%                   | 4.9               | 20%            |
| CommScope  | 39%                    | 2.5               | 14%            |
| CVC  | 140%                   | 3.5               | 28%            |
| Healthscope  | 18%                    | 2.7               | 6%             |
| Manor Care   | 17%                    | 5.5               | 3%             |
| NBTY   | 8%                     | 2.7               | 3%             |
| OpenLink <sup>2</sup>                                | 33%                    | 1.8               | 17%            |
| PPD  | 29%                    | 1.6               | 17%            |
| Qualicorp <sup>3</sup>                               | 104%                   | 2.1               | 41%            |
| Sequa <sup>4</sup>                                   | 37%                    | 5.6               | 6%             |
| Syniverse  | 13%                    | 2.5               | 5%             |
| Average excl. HD Supply <sup>5</sup>                 | 56%                    | 3.3               | 15%            |
| HD Supply  | -19%                   | 5.8               | -4%            |

<sup>1.</sup> Growth in book value.

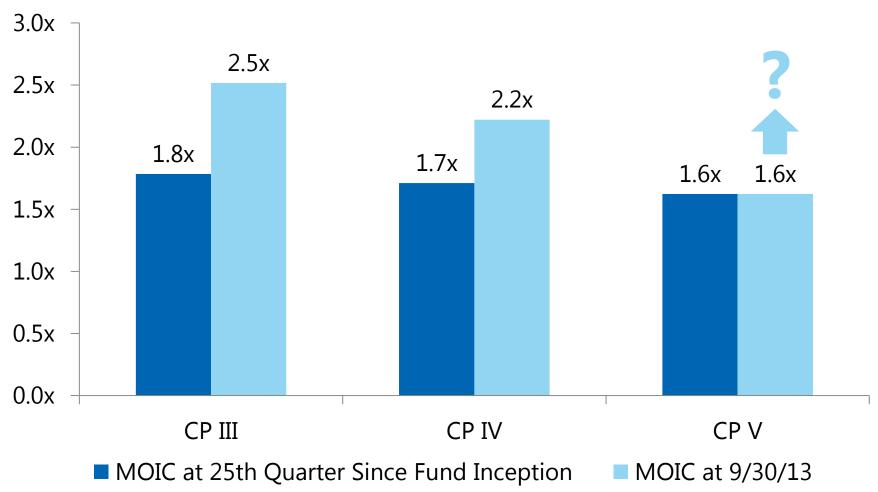
<sup>2.</sup> Sold in 10/11; growth based on LTM EBITDA as of 9/30/11.

Sold in 12/12; growth based on LTM EBITDA as of 12/31/12.
 Pro forma for divestitures.

<sup>5.</sup> Averages are not weighted based on invested capital.

# Carlyle Partners V On Track with Precedent US Buyout Funds

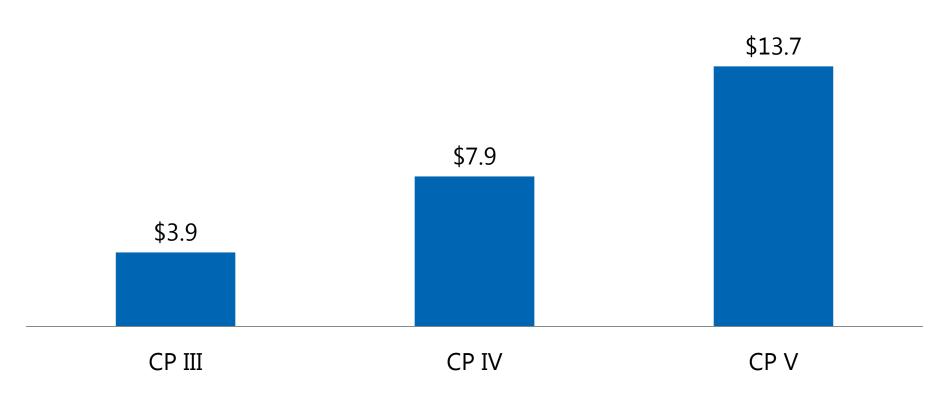




1. CP V performance is not representative of Carlyle's entire portfolio and results may not be typical. Represent Gross MOICs. Gross MOIC excludes management fees, expenses and carried interest, which will reduce returns and in the aggregate are expected to be substantial. Past performance is not indicative of future results and there is no guarantee these trends will continue. There is no guarantee CP V will achieve a MOIC similar to CP III, CP IV or any other Carlyle fund. The US Buyout funds are not representative of all of Carlyle's investment funds and results may not be typical. Please see "Important Information" at the beginning of this presentation.

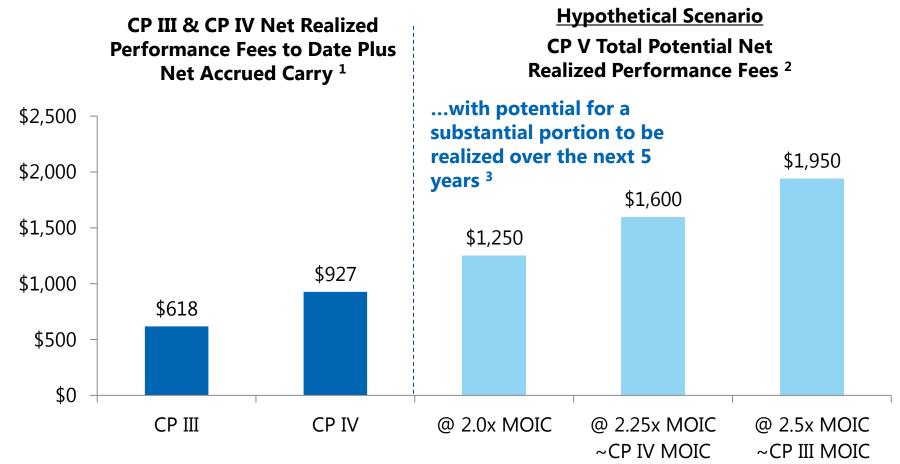
### And With its Size...





Note: As of 9/30/13. Presented for illustrative purposes only. There is no guarantee these trends will continue. There is no guarantee CP V will achieve a MOIC similar to CP III, CP IV or any other Carlyle fund. The US Buyout funds are not representative of all of Carlyle's investment funds and results may not be typical. Please see "Important Information" at the beginning of this presentation.

# Carlyle Partners V Could Realize a Large Amount of Performance Fees



Note: Hypothetical illustration of what the CP V net realized performance fees could be if the fund reaches the MOICs achieved by its predecessor funds. The investment period for CP V ended on 5/30/2013 and it is no longer acquiring new investments. US buyout's holding period for its investments is generally 3-7 years and it is expected that a substantial amount of the anticipated carried interest will be realized over the next five years. There is no guarantee CP V will achieve a MOIC similar to CP III, CP IV or any other Carlyle fund and there are no assurances as to the results of any Carlyle fund. The US Buyout funds are not representative of all of Carlyle's investment funds and results may not be typical. Please see "Important Information" at the beginning of this presentation.

<sup>1.</sup> Net realized performance fees assume a 55% split to unitholders, includes performance fees realized to date. While CP III excluded from the unitization process, 55% utilized to show a comparable split to CP V.

<sup>2.</sup> CP V MOIC as of 9/30/2012 is 1.6x.

<sup>3.</sup> CP V average holding period for companies held 1.5 years or more as of 6/30/2013 is 3.3 years. Average not weighted based on invested capital.

# In Addition to CP V, Several CPE Funds Approaching "Harvest Mode"

| Fund<br>Name | Invested<br>Capital<br>(\$mm) | % Invested | Total FMV<br>(\$mm) | Current Net<br>IRR |
|--------------|-------------------------------|------------|---------------------|--------------------|
| CEP III      | \$6,720                       | 97% 1      | \$9,074             | 8%                 |
| CAP II       | \$1,627                       | 90%        | \$2,833             | 8%                 |
| CAP III      | \$2,238                       | 88%        | \$2,856             | <b>7</b> %²        |
| CETP II      | \$575                         | 77% 1      | \$844               | 8%                 |
| CGFSP I      | \$1,007                       | 92%        | \$1,487             | 10%                |
| Total        | \$12,168                      | 93%        | \$17,094            |                    |

<sup>1.</sup> Basis for denominator of "% invested" based on fund size for CEP III and CETP II of \$6,948 and \$742, respectively. As of 9/30/2013. Funds selected do not represent the entire CPE portfolio. Results from these funds may not be typical across Carlyle's portfolio. There is no guarantee these trends will continue. For information about the performance of all of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission.

2. This information reflects an adjustment from the information originally reported during our Investor Day presentation dated November 11, 2013.

### **Conclusions**

- Strong & Consistent Performance
- Distributions from the CPE funds will continue to be strong great time to exit
  - CPV (\$13.7 billion fund) expected to move into "harvest" mode 2014 2018
- Foundation for long-term growth in place:
  - Growing portfolio values in buyout funds: US, Europe, Asia, Financial Services
  - Scaling up fund size: Asia, South America, CEOF
  - New Fund Initiatives: Africa

# THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# **Real Assets**

Daniel A. D'Aniello Co-Founder & Chairman November 11, 2013

# **Carlyle Real Assets – Strategic Overview**

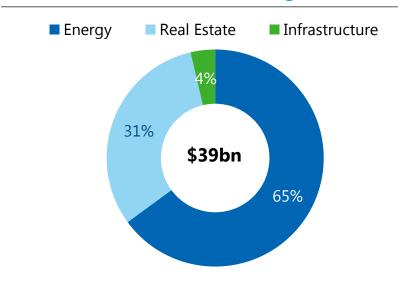
### Strategy

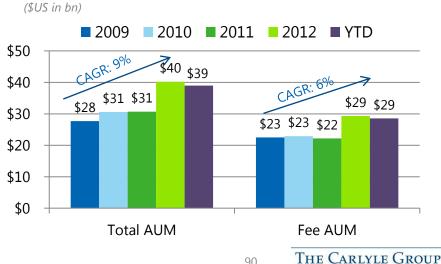
 Build best-in-class global natural resources and real estate platform

# **Operating Statistics**

- 28 active funds
- 139 investment professionals
- 640+ real assets investments since inception
- 300+ active real estate investments
- \$9.1 billion of dry powder

### **Assets Under Management**





Note: as of 9/30/2013.

# Our Real Assets Business is Currently in Growth Mode

|                | Segment       | Current<br>AUM | <b>Current Status</b>                               | Latest<br>Fund       | New Fund<br>Target |
|----------------|---------------|----------------|---|----------------------|--------------------|
| Real<br>Estate | U.S.          | \$7.0bn        | Plan to raise<br>7 <sup>th</sup> fund               | \$2.3bn              | \$3.5bn            |
|                | Europe        | \$3.2bn        | Re-tool   | €2.2bn               |                    |
|                | Asia          | \$2.0bn        | Raising 3 <sup>rd</sup> fund                        | <\$1bn               | <\$1bn             |
|                | North America | \$11.8bn       | Plan to raise<br>11 <sup>th</sup> fund <sup>1</sup> | \$3.6bn <sup>2</sup> | \$4.0bn            |
| Natural        | International | \$0.5bn        | Raising 1 <sup>st</sup> fund                        |                      | \$1.5bn            |
| Resources      | Power         | \$0.3bn        | Plan to raise<br>2 <sup>nd</sup> fund               |                      | \$1.5bn            |
|                | Riverstone    | \$13.0bn       | Harvesting  | \$6.0bn <sup>3</sup> |                    |

Note: As of 9/30/13; for illustrative purposes only.

<sup>1</sup> Carlyle currently owns a revenue interest in NGP. See Carlyle's filings with the U.S. Securities and Exchange Commission for more information about Carlyle's relationship with NGP.

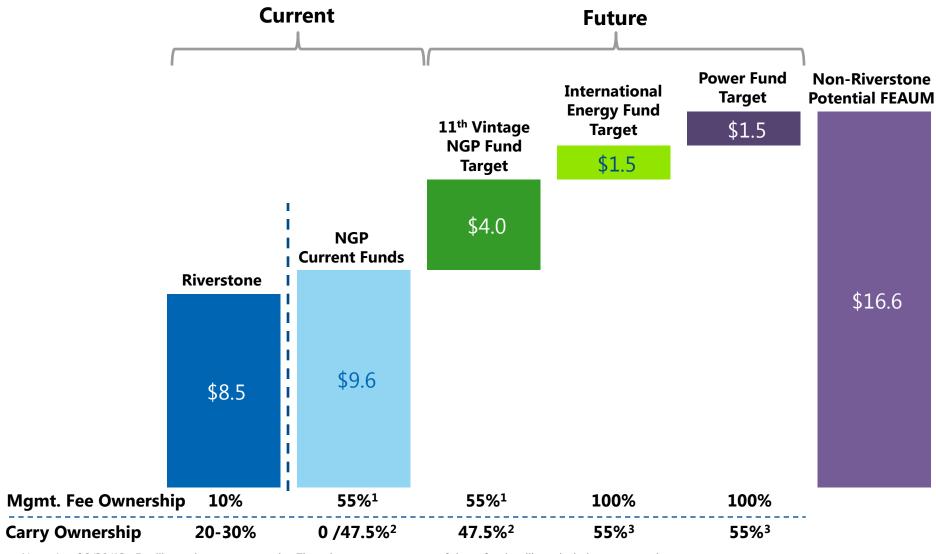
2 NGP X.

<sup>3</sup> Carlyle/Riverstone Energy IV. Carlyle and Riverstone have mutually agreed not to pursue additional jointly managed funds and we expect our strategic partnership with NGP will be our primary platform for North American energy investments going forward.

# Carlyle's Real Estate Platform

|             | United States   | Europe   | Asia  |
|-------------|---|--|---|
| Position    | <ul> <li>Leading platform with strong track record</li> <li>Plan to scale through 7th fund</li> </ul>                 | • Turnaround story • Potential for managed accounts  | <ul> <li>Looking to scale vs opportunity</li> </ul>   |
| Current AUM | \$7.0 billion   | \$3.2 billion  | \$2.0 billion   |
| Backdrop    | <ul> <li>Improving jobs         situation</li> <li>Bust bigger than         boom</li> <li>Housing shortage</li> </ul> | <ul> <li>Out of recession</li> <li>Recovery lags U.S.</li> <li>Unemployment high but not likely to significantly worsen</li> <li>Traditional lenders being replaced</li> </ul> | <ul> <li>Growing middle class</li> <li>Strong retail growth</li> <li>Urbanization</li> <li>Rise of tier-2,-3, and -4 cities in China</li> </ul> |

# Carlyle's Natural Resources Platform: Expected Drivers Of Fee-Earning AUM (\$ billions)



Note: As of 9/30/13. For illustrative purposes only. There is no guarantee any of these funds will reach their targets or that our fee-earning AUM will grow as set forth above. See "Important Information" at the beginning of this presentation.

<sup>1</sup> Assumes purchase of additional 7.5% revenue interest in 2014 for \$7.5 million.

<sup>2</sup> Assumes exercise of carry option on NGP X (\$3.6 billion of current Fee-Earning AUM) and NGP XI for a total of ~\$105 million. 3 55% owned by Carlyle; 45% owned by investment professionals.

# **Energy & Power – Key Trends**

# Unconventional Resources Revolution

- Natural gas will almost overtake coal by 2035
- U.S. to become self-sufficient by 2035

# **Growing Demand from Emerging Markets**

- Non-OECD share of total energy demand will rise to 65% by 2035
- China's energy demand will increase 60% by 2035

# **Growing Capital Requirements**

- \$37 trillion of cumulative investment needed by 2035
- \$19 trillion in oil & gas and \$17 trillion in power

# **Diversification of Global Trade Flows**

- North America to become net exporter by 2035
- Asia to become destination of 90% of Middle East oil

Global energy demand expected to increase by one-third by 2035

# THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# **US Real Estate**

Robert G. Stuckey

Managing Director & Head of U.S. Real Estate

November 11, 2013

# Agenda

- I. Overview & Performance
- II. Fund Construction
- III. Investment Conditions
- IV. Application of Strategy
- V. Conclusion

### **Overview and Performance**

# The Carlyle Approach

- Depth
  - 80 investment professionals
  - Four offices: Washington DC, New York, Los Angeles and San Francisco
- Continuity
  - Senior leadership average tenure of 15 years
- Differentiated Approach
  - Fund Construction
  - Investment Philosophy
- Six Funds: 1997 Present

### **Overview & Performance**

| Investments                         | 413 |
|-------------------------------------|-----|
| Realizations & Partial Realizations | 242 |
| Realized Gross IRR <sup>1</sup>     | 20% |

<sup>1</sup> As of 9/30/13. This calculation differs from the IRR presented in the US Real Estate Track Record, which among other variations, is prepared using a time zero methodology which affects the timing of contributions from, and distributions to, limited partners in the funds. Using this calculation, the Realized Gross IRR is 21%. Includes Funds I-VI aggregate investment results excluding Carlyle-sponsored co-investment. Gross IRRs do not reflect management fees, carried interest, taxes, transaction costs & other expenses to be borne by investors in the Funds, which will reduce returns & in the aggregate are expected to be substantial. See "Important Information" at the beginning of this presentation.

# Agenda

- I. Overview & Performance
- II. Fund Construction
- III. Investment Conditions
- IV. Application of Strategy
- V. Conclusion

### Fund V – Goal

- A top performing opportunistic fund of its vintage<sup>1</sup>
- Attractive returns while managing risk

#### Fund V – Construction

- Leverage
  - Loan-to-value: 54%<sup>1</sup>
  - Multiple capital structures
- Diversification
  - 149 investment positions
  - No deal comprises more than 6% of fund equity
  - Median equity position under 1% of fund equity
- Exit Flexibility
  - Option to exit sooner
  - Option to exit in multiple formats
    - Single asset sales
    - Aggregation / portfolio sales
- Return of Capital
- Profit Margin
- Sector Choice

# Fund V – Exit Flexibility

### Data Center Portfolio

IPO share price: \$16

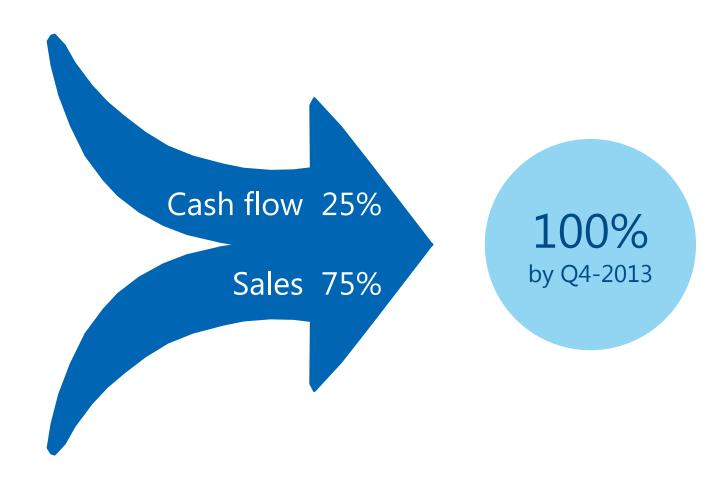
Currently trading: \$31



<sup>1</sup> Stock price as of 11/8/2013. This case study is intended as a reflection of Carlyle's investment process and references to this particular portfolio company should not be considered a recommendation of any particular security or portfolio company. The information presented is intended to be illustrative and is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. Results may not be typical. See "Important Information" at the beginning of this presentation.

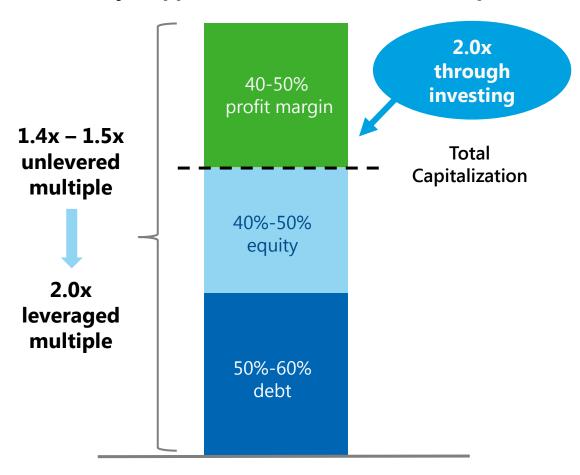
### **Overview & Performance**

# Fund V – Return of Capital



# Fund V – Profit Margin

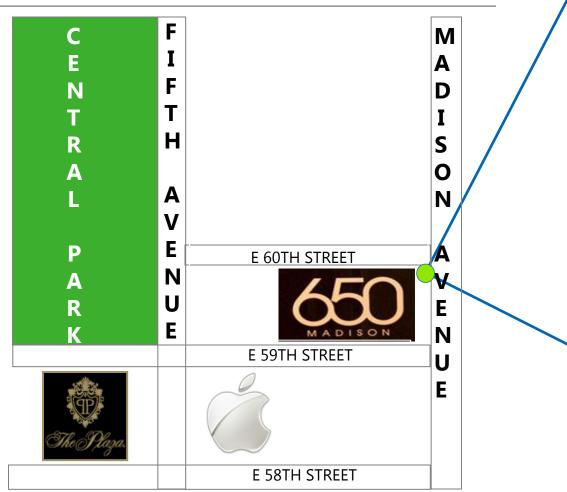
### Carlyle approach to achieve a 2.0x multiple



<sup>1</sup> Presented for illustrative purposes only. Profit margins represent project level metrics. There is no guarantee Carlyle Realty Partners V, L.P. or any fund will be able to achieve these returns. See "Important Information" at the beginning of this presentation.

# Fund V – Profit Margin

650 Madison





Income increased 130% since acquisition

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# Fund V – Profit Margin

# 650 Madison

Realized Exit Value

\$1.3bn

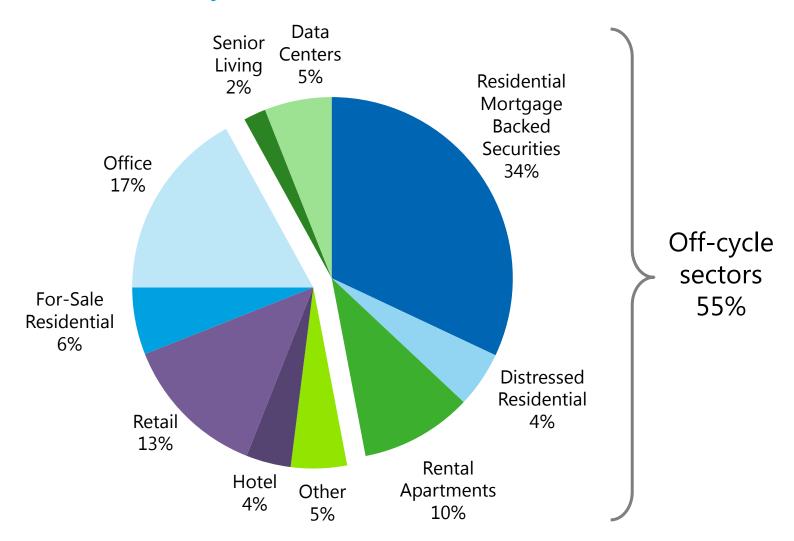


**Cost Basis** 

\$810mm

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# Fund V – Diversification by Sector

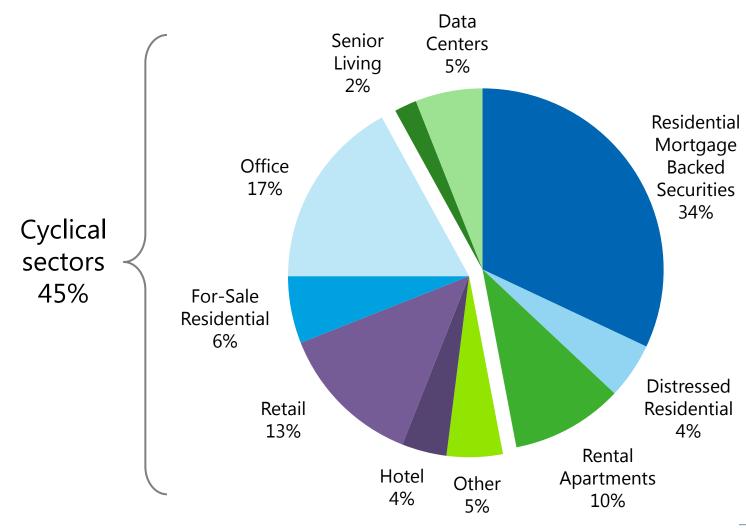


# Fund V – Sector Choice: Off-Cycle Sectors

### Single Family (RMBS)

- 69 different positions
- Most of the investing occurred between 10/08 & 4/09
- \$1.1 billion invested
- \$1.6 billion returned to fund investors:
  - Cash Flow
  - Sales
  - Refinancings

# Fund V – Diversification by Sector



## Fund V – Sector Choice: Off-Cycle Sectors

## 666 Fifth Avenue

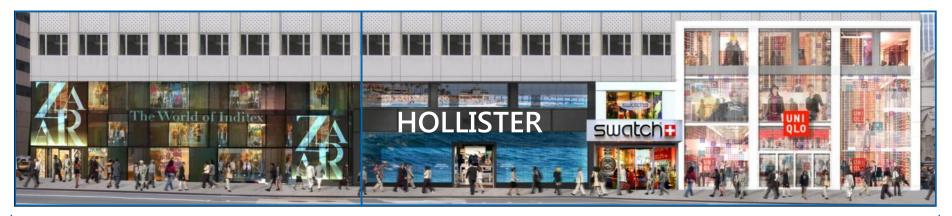




- 2008 acquisition
- Distressed transaction
- One of highest grossing retail sales blocks in Manhattan

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# Fund V – Cyclical Sectors: 666 Fifth Avenue



Purchase price: \$525 million

Cost basis: \$662 million

Realized exit value: \$1.03 billion

Cost basis is Carlyle level unlevered calculation.

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#### Fund V – Construction

- Leverage
- Diversification
- Exit Flexibility
- Return of Capital
- Profit Margin
- Sector Choice

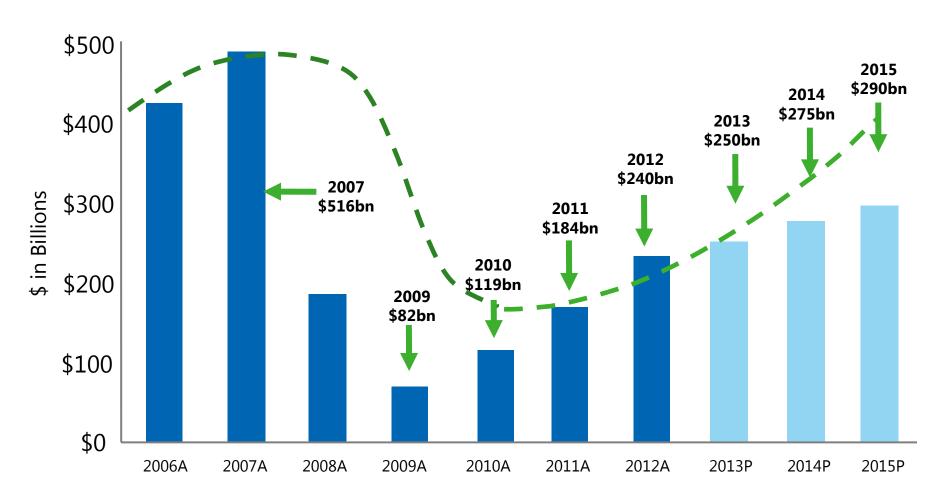
# Agenda

- I. Overview & Performance
- II. Fund Construction
- **III.** Investment Conditions
- IV. Application of Strategy
- V. Conclusion

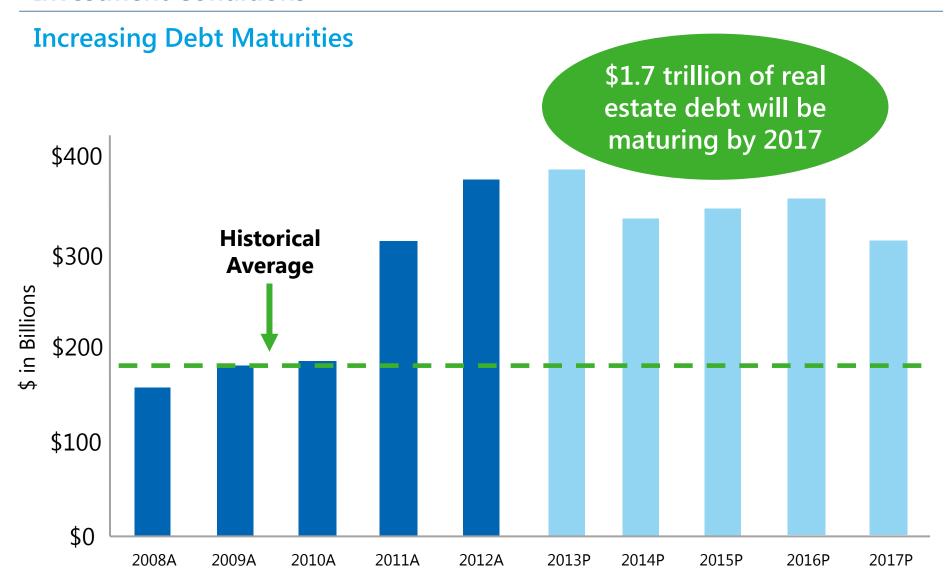
# **Investment Philosophy:**

- Identifying inefficiencies between:
  - Property Market Fundamentals
  - Real Estate Capital Availability

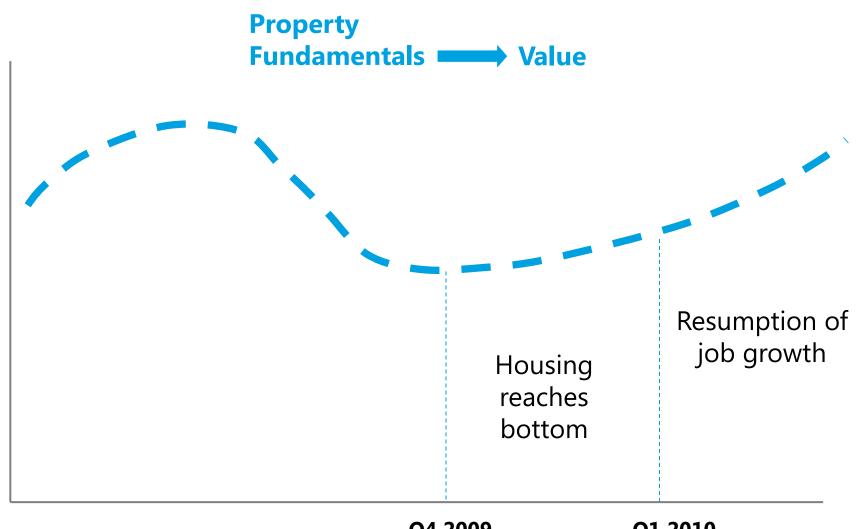
#### **Real Estate Debt Issuances**



Source – Mortgage Bankers Association as of 7/2013. Presented for illustrative purposes only. There is no guarantee these trends will continue or occur. See "Important Information" at the beginning of this presentation.







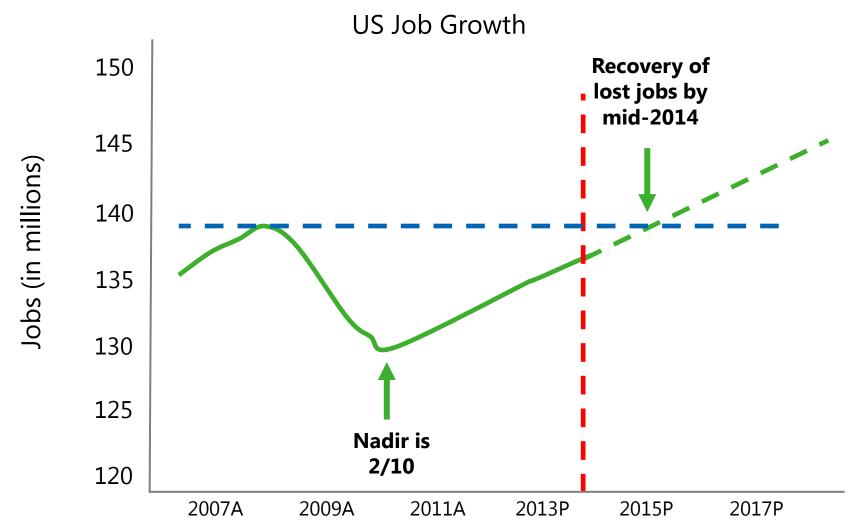
Q4 2009

Q1 2010

# **Investment Strategies**

- Job growth-driven demand
- Needs-based-driven demand

## **Economic Projections**



Source: Witten Advisors (Q2 13), Bureau of Labor Statistics (7/13) and Internal Carlyle Projections. Presented for illustrative purposes only. There can be no assurance that these projections will materialize. See "Important Information" at the beginning of this presentation.

#### Job Growth-Driven Demand

- Job growth is returning
- Invest as we see it
- Local, metro-by-metro approach

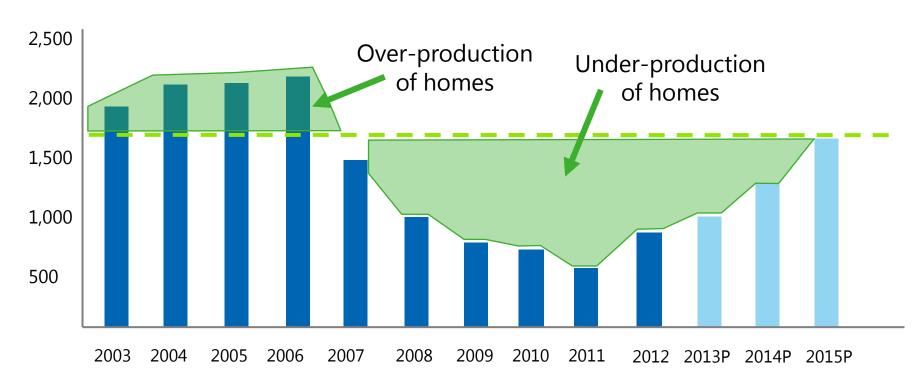
## **Investment Strategies**

- Job growth-driven demand
- Needs-based-driven demand

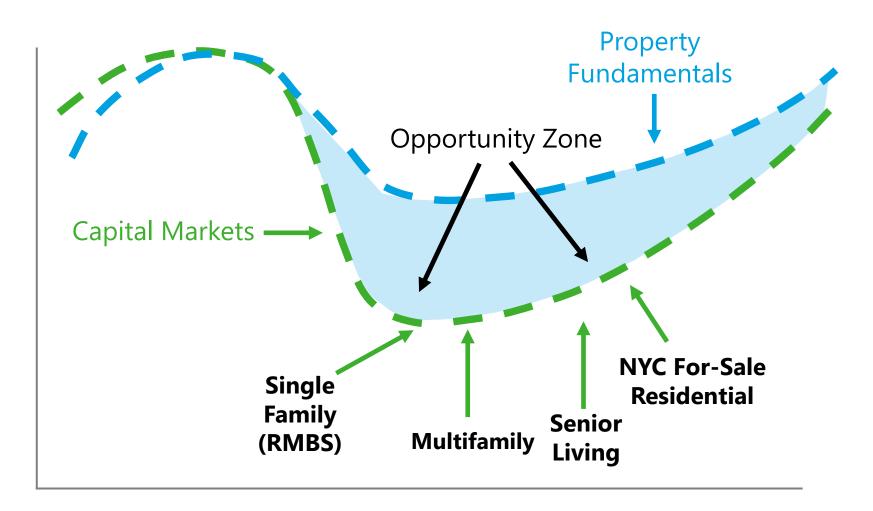
# **US Housing Supply During the Past Decade**

#### **New Construction**

#### New construction (000s)



## Carlyle Realty's Housing Strategy



## Carlyle Realty's Housing Strategy

- \$2.8 billion of equity invested in housing strategy (CRP V and VI)
  - \$1.5 billion in single family (RMBS)
  - \$1.3 billion in multifamily and other housing strategies

# Agenda

- I. Overview & Performance
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# **Application of Strategy**

#### **Fund VI**

- \$2.3 billion fund size
- \$1.1 billion called; \$1.7 billion invested<sup>1</sup>
- 100+ investments<sup>1</sup>
- 49% Loan-To-Value<sup>2</sup>

#### **Elements of Fund Construction**

- Leverage
- Diversification
- Exit Flexibility
- Return of Capital
- Profit Margin
- Sector Choice

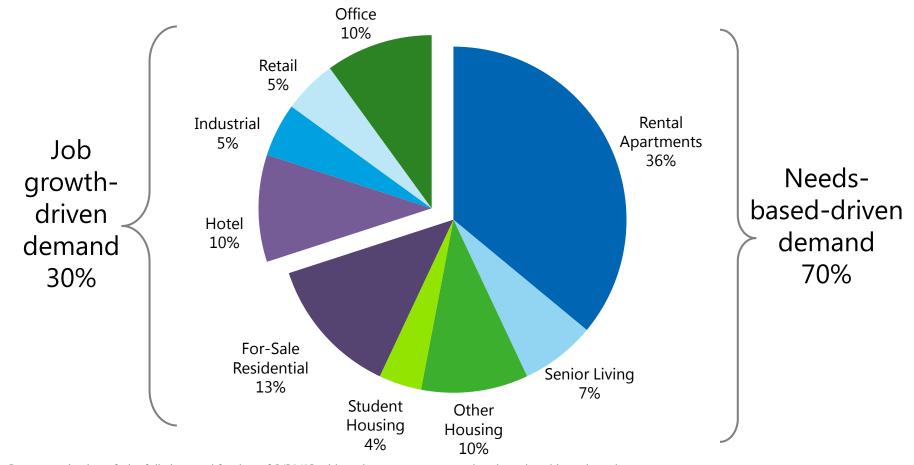
<sup>1</sup> Invested capital is as of 10/31/13, and includes investments that are closed as well as pipeline investments projected to close in the near term. There can be no assurances that Carlyle will consummate certain of the investments included herein.

As of 6/30/13 on closed investments.

## **Application of Strategy**

## Fund VI – Diversification by Sector

## Fully invested (projected):



Current projection of the fully invested fund as of 8/31/13, although no assurances can be given that this projected sector allocation will ultimately materialize. Internal Carlyle projection. Office includes 2% "other" projection. See "Important Information" slide at the beginning of this presentation.

# Agenda

- I. Overview & Performance
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### **Conclusion**

# The Carlyle Approach

- Sustainably attractive results, lower risk
- Well-positioned for next Fund

# THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# **Natural Resources Platform Overview**

Kenneth A. Hersh
Chief Executive Officer
NGP Energy Capital Management
November 11, 2013

# Agenda

- I. Overview of The Carlyle Group Natural Resources Platform Today
- II. The Market Opportunity
- III. Our Team & Performance
- IV. Conclusion

## **Carlyle Natural Resources Overview**

- Assembled best-in-class global natural resources platform
- Specialist funds with a focus on energy versus generalist competitors
- Fund managers have deep expertise with impressive track records
- Core natural resource platform in place seeking to raise \$7+ billion of new capital across three funds over the next two years

# Three Specialized Strategies Replace Legacy Carlyle Energy Platform

| Investment Strategy                         | Description / Area of Focus  | AUM<br>(\$ bn)       | Geographic<br>Location       |
|---|--|----------------------|------------------------------|
| North America Energy                        | Oil and gas resource acquisition, Exploration and exploitation opportunities along with Oilfield Services/midstream infrastructure | \$11.8               | North America                |
| International Energy                        | Oil and gas exploration, production, refining and marketing, and energy services   | Recently<br>launched | Global ex North<br>America   |
| Power                                       | Acquisition and development of power assets  | Recently<br>launched | North America                |
| Legacy North America<br>Energy (Riverstone) | Generalist large-cap energy buy-out; Carlyle exposure winding down   | \$13.0               | North America<br>(primarily) |

## We See An Opportunity to Raise \$7+ billion in New Capital By 2015

| Investment Strategy      | Headcount | Target Fund Size<br>(\$ bn) | Description  |
|--------------------------|-----------|-----------------------------|--|
| North American<br>Energy | ~70       | \$4.0                       | Focus on mid-market private equity transactions in North America (80% Exploration & Production)  Deal size up to ~\$500 mm in equity     |
| International Energy     | 8         | \$1.5                       | Focus on mid-market private equity transactions outside of North America Deal size: up to ~\$150 mm in equity                            |
| Power <sup>1</sup>       | 7         | \$1.5                       | Focus on investing in power generation assets through both acquisition and development Deal size: generally \$75-\$350 million in equity |

As of 9/30/2013. Target fund size AUM size based on current expectations. There is no guarantee these funds will reach their target size. See "Important Information" at the beginning of this presentation.

<sup>1.</sup> This information reflects an adjustment from the information originally reported during our Investor Day presentation dated November 11, 2013.

# When Combined with our GMS Platform, Carlyle's Natural Resource Investing Capabilities are Differentiated in Scope & Scale



NPG Energy Capital Management

North America Natural Resources Platform



Carlyle Energy Mezzanine Opportunities Fund

North America Energy Structured Debt Platform

Carlyle International Energy
Partners

International (non-North America)
Oil & Gas Platform



**Carlyle Power Partners** 

North America Power Platform



Management

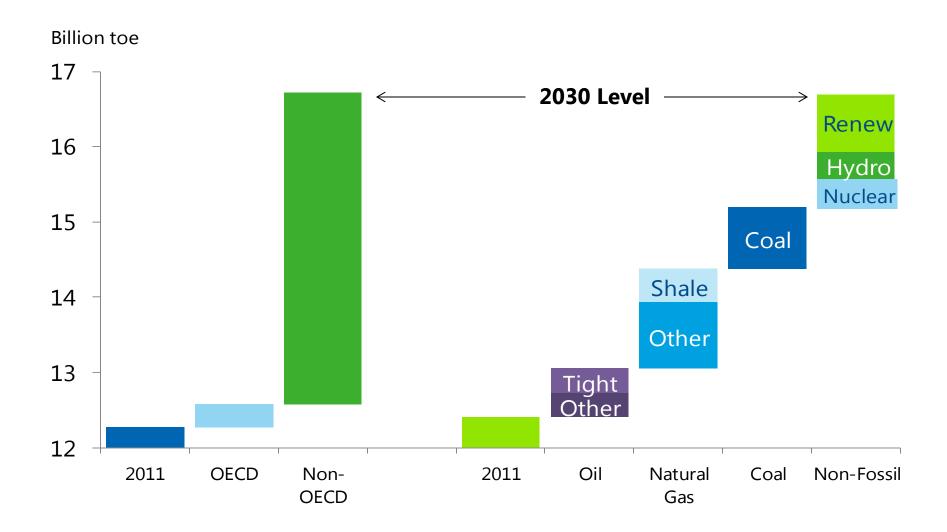
Physical Commodity Focused Hedge Fund

As of September 30, 2013. 136 THE CARLYI

# Agenda

- I. Overview of The Carlyle Group Natural Resources Platform Today
- II. The Market Opportunity
- III. Our Team & Performance
- IV. Conclusion

# Energy Demand is Expected to Grow as a Result of Economic Growth Outside of the OECD



# North America Energy Investment Opportunities Supported by Need for Private Capital and Increasing Global Demand

#### **Major Investment Drivers**

- Global population / urbanization increases demand for electricity and oil & gas transportation
- Industry capital intensity & asset turnover high
- Resource nationalism limits access to new foreign development, making North America desirable
- Supply growth needs sustained price levels
- Climate change & regulatory concerns
- Breakthrough alternative energy technologies are over 25 years at scale

#### **Opportunity Set**

- Oil and gas resource acquisition, exploitation and development driven by ~\$100 billion in asset turnover & ~\$200 billion E&P capital expenditures per annum
- Oilfield Services acquisitions driven by funding requirements throughout cycles
- Midstream & infrastructure ownership driven by new supply requiring support transport & gathering infrastructure
- Industry capital needs exceed free cash flow
- Must rely upon private equity, capital markets, asset sales, or industry/foreign partnerships for funding

# International Energy Production is Forecast to Grow at 18% Between 2011 & 2020, Creating Compelling Investment Opportunities<sup>1</sup>

#### Macro Industry Trends

**Growing Energy Demand**: Favorable long-term growth fundamentals supported by the increasing energy demand of non-OECD nations

**Significant Capital Required**: Capital needs consistently outstripping capex budgets & capital markets capacity

**Deal Volume**: Continued portfolio churn by strategics create consistent transaction volume where private equity can benefit

### The International Opportunity

**Vast Opportunity Set**: Current energy supply & infrastructure requires continued investment to meet demand particularly outside of North America

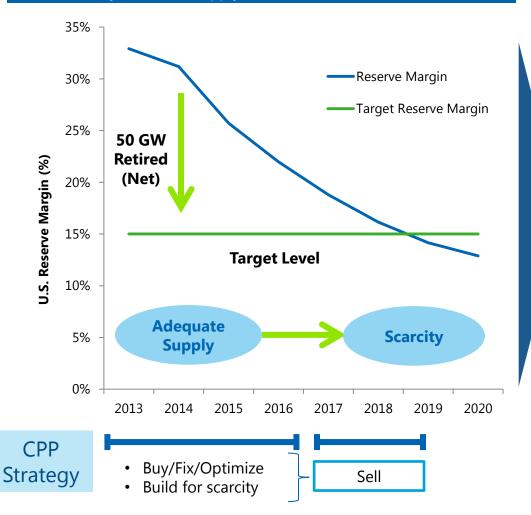
**Less Competition**: Reduced penetration of private equity in Europe & Africa versus North America, especially in the energy sector

**Tax Efficiency:** Minimal US tax leakage for non-US investors (i.e. no FIRPTA expected)

There is no assurance that these projections will ultimately materialize. See "Important Information" at the beginning of this presentation.

# Approximately \$1 Trillion of Investment is Needed in US Power Markets by 2020 Including Over \$500B in Generation Alone





- Massive investment expected to be required over next 5-7 years
- Forecasts suggest supply shortage looming in select markets
- First mover advantage important, but the application of technical expertise will drive above average returns

# Agenda

- I. Overview of The Carlyle Group Natural Resources Platform Today
- II. The Market Opportunity
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- IV. Conclusion

# NGP Energy Capital Management ("NGP") has invested in the U.S. energy sector for over 25 years

| \$ in billions          |       |          | Current |                     |      |           |
|-------------------------|-------|----------|---------|---------------------|------|-----------|
| Fund                    | Cost  | Realized | Value   | <b>Total Return</b> | MOIC | Gross IRR |
| Realized <sup>(1)</sup> | \$2.8 | \$7.9    | NA      | \$7.9               | 2.8x | 33%       |
| Active                  | \$5.1 | NM       | \$6.9   | \$6.9               | 1.3x | 10%       |
| Total Gross             | \$7.9 | \$7.9    | \$6.9   | \$14.8              | 1.9x | 31%       |
| LP Net                  |       |          |         |                     | 1.6x | 21%       |

Past performance is not necessarily indicative of future results. The NGP investment performance is derived from funds having different investment strategies from that of any existing Carlyle fund, including without limitation different jurisdictional focus. As co-founder and CEO of NGP, Mr. Hersh is one of several persons advising the strategic and investment activities of NGP and is not independently responsible for achieving the performance results of NGP. Amounts exclude unfunded commitments to existing portfolio companies totaling \$1,010M, and current estimated value shown is based on September 30, 2013 unaudited financial statements. Each investment's equity valuation was used as the basis for calculating such investment's "Gross IRR." "Gross IRR" means an aggregate, compound, annual, gross internal rate of return on investments. Gross IRRs do not reflect management/advisory fees, carried interest, taxes, transaction costs in connection with the disposition of unrealized investments and other expenses that are borne by investors in NGP funds, which will reduce returns, and in the aggregate are expected to be substantial.

<sup>1.</sup> Realized calculations include distributions from both fully and partially realized, yet still active, investments.

# Two New Platforms to Take Advantage of Opportunities in International Energy & Power

|                  | <b>International Energy</b>  | Power   |
|------------------|--|---|
| Core Product     | Non-North America Energy   | North America Power   |
| Fund Head        | Marcel van Poecke – experienced energy investor & operator with 25 years of experience | Bob Mancini & Matt O'Connor lead an experienced team of powerplant investors and operators <sup>1</sup> |
| Activity         | Invested in a variety of businesses throughout the energy value chain                  | Developed / acquired 41 power plants since 1983   |
| Target Fund Size | \$1.5 bn   | \$1.5 bn  |

Notes: Target Fund size AUM for International Energy and Power based on current expectations. There is no guarantee that these funds will reach their target size. See "Important Information" at the beginning of this presentation.

1. This information reflects an adjustment from the information originally reported during our Investor Day presentation dated November 11, 2013.

# **Agenda Conventions**

- I. Overview of The Carlyle Group Natural Resources Platform Today
- II. The Market Opportunity
- III. Our Team & Performance
- IV. Conclusion

# **Building the Premier Global Natural Resource Franchise**

- Addresses demand to invest in growing natural resource opportunity across the globe
- Cornerstone partnership with NGP provides best-in-class North American E&P capabilities
- Leverages Carlyle's global footprint & fund raising strength to fully exploit energy opportunity
- Replaces prior energy exposure with a Carlyle-owned global platform of specialist / best-in-class capabilities
- Scalable platform built to produce attractive returns for fund investors & meaningful distributable earnings for unitholders

# THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

# Investor Day November 11, 2013

# THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# **Global Market Strategies**

Michael "Mitch" J. Petrick

Managing Director & Head of Global Market Strategies

November 11, 2013

# Carlyle Global Market Strategies ("GMS")

#### Overview

Global, multi-product & markets-focused investment platform

Seize today's investment opportunities by 1) partnering with existing investment management platforms and launching new investment strategies; and 2) appropriately scaling current products

#### **Statistics**

7 distinct investment strategies

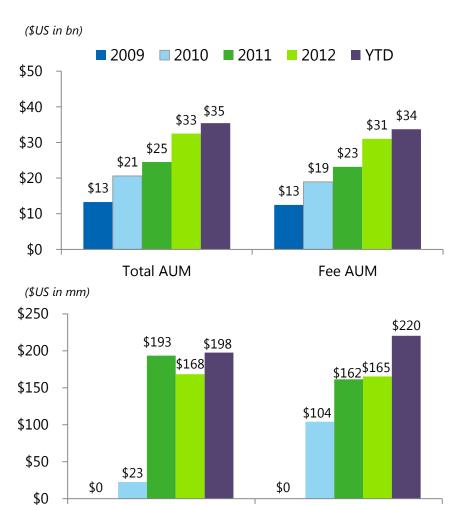
61 individual funds

148 investment professionals<sup>1</sup>

34 Carlyle offices worldwide

Diversified investor base

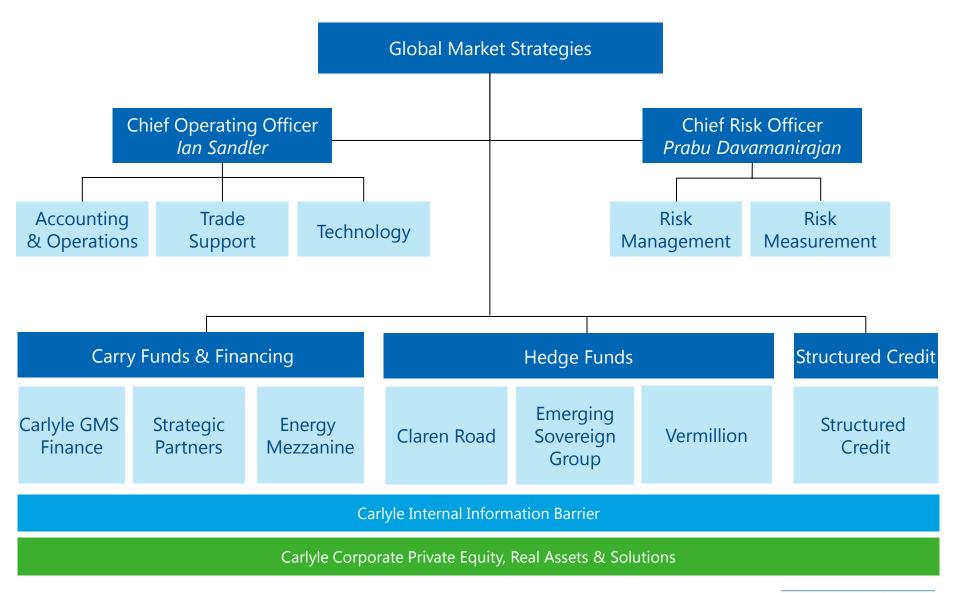
#### **Performance Metrics**



**Economic Net Income** 

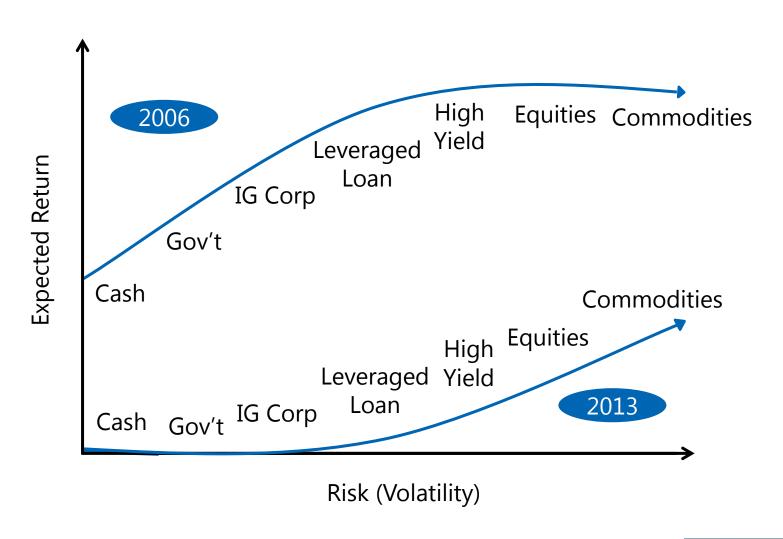
Distributable Earnings

# **Carlyle GMS - Organizational Structure**



# Carlyle GMS – Absolute & Risk-Adjusted Returns

Return profiles by asset class inherently unstable over time



# Carlyle GMS – Disciplined Approach Builds Brand Value & Drives Returns

## Opportune Environment to Expand a Market Strategies Business

Human capital affordable & available

Investment strategies seeking stable operating platform

Market dislocations create attractive investment opportunities

#### Characteristics of Attractive GMS Investment Strategies

# Consistent with Overall GMS Growth Strategy

- Fits with long-term outlook / thesis
- Global platforms with regional focus & ability to scale
- Scale to opportunity set

## Competitive Advantages

- High barriers to entry
- Exploit long-term secular trends
- Underallocation by investors vs opportunity
- Leverage Carlyle brand

# Attractive Return Potential / Profile

- Consistent returns independent of market & economic environment
- Exceptional historical absolute & risk-adjusted performance
- Resilient return profile

# Carlyle GMS – Partnerships, Acquisitions & Organic Launches Drive Growth

(\$US in bn)

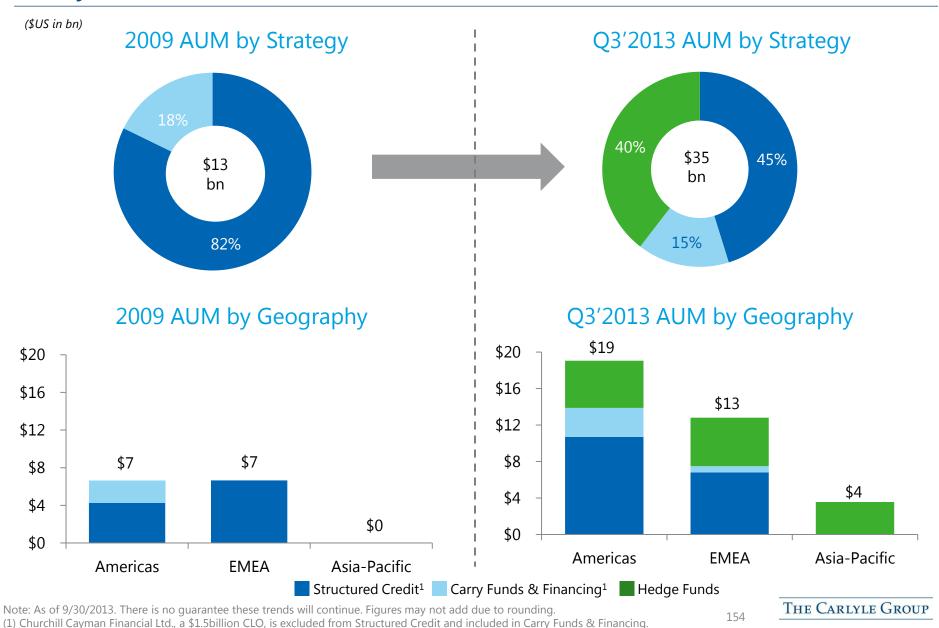
| Fund Family                          | 2010            | 2011        | 2012         |  |
|--------------------------------------|-----------------|-------------|--------------|--|
| Structured Credit                    | US Stanfield    | US Foothill | Eur Highland |  |
|                                      | US Mizuho       |             |              |  |
| Carry Funds & Financing <sup>1</sup> | CEMOF           | Churchill   | GMS Finance  |  |
| Hedge Funds                          | Claren Road ESG |             | Vermillion   |  |
| Additional AUM <sup>2</sup>          | \$10.6          | \$3.4       | \$5.2        |  |
| Total GMS AUM <sup>3</sup>           | \$20.6          | \$24.5      | \$32.5       |  |

<sup>1.</sup> Carry Funds & Financing includes Churchill Financial, a CLO and GMS Finance, Inc., a Business Development Company ("BDC").

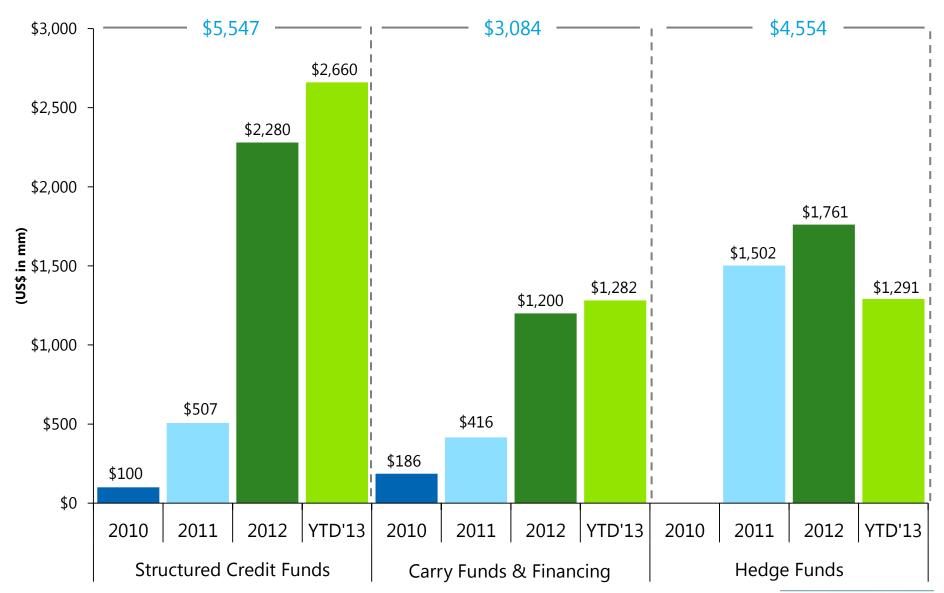
<sup>2.</sup> AUM noted is at time of acquisition or total fundraise for period. Presented for illustrative purposes only.

<sup>3.</sup> Total GMS AUM as of December 31 of respective year.

# Carlyle GMS – AUM Growth & Asset Diversification



# Carlyle GMS – Total Fundraise & Net Subscriptions 2010-YTD'13



# **Carlyle GMS – Current Investment Product Line**

| (AUM \$US in bn)           | Product                          |                        | # Team  |        |         |
|----------------------------|----------------------------------|------------------------|---------|--------|---------|
| Fund Family                | Line                             | Strategy               | Members | AUM    | # Funds |
| Structured Credit          | Structured Credit <sup>1</sup>   | Leveraged Loans        | 21      | \$16.1 | 39      |
| Carry Funds<br>& Financing | Strategic Partners               | Distressed             | 8       | \$1.5  | 3       |
|                            | Carlyle GMS Finance <sup>2</sup> | Corporate Lending      | 20      | \$2.3  | 5       |
|                            | Energy Mezzanine                 | Energy Lending         | 14      | \$1.5  | 1       |
| Hedge Funds                | Claren Road                      | L/S Corporate Credit   | 33      | \$7.8  | 2       |
|                            | Emerging Sovereign               | L/S EM Equities, Macro | 23      | \$5.0  | 7       |
|                            | Vermillion                       | Commodities            | 29      | \$1.3  | 4       |
|                            | Total GMS                        |                        | 148     | \$35.4 | 61      |

Note: As of 9/30/2013.

<sup>1.</sup> Excludes Churchill Cayman Financial Ltd., a \$1.5 billion CLO.

<sup>2.</sup> Comprised of a majority of the former investment team of Churchill Financial LLC & currently manages Churchill Cayman Financial Ltd., a \$1.5 billion CLO; as well as Carlyle GMS Finance and a co-invest vehicle, Carlyle's Business Development Companies; and Carlyle Mezzanine

THE CARLYLE GROUP Partners, which consists of 4 investment professionals and 2 funds totaling \$0.6 billion in AUM.

# Carlyle GMS – Hedge Funds – Claren Road Asset Management

#### Overview

AUM: \$7.8bn across 2 funds

33 Investment Professionals

Global long/short credit

High grade, high yield, sovereign debt, cash and derivative markets

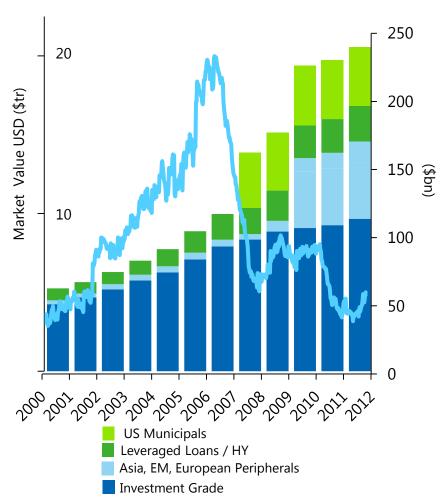
#### Secular Trends

Growth in global credit markets Reduced broker dealer balance sheets

Increased credit volatility

Long/short versus long only

# Growth in Global Credit Markets<sup>1</sup> Broker Dealer Capital vs Global Credit Markets



# Carlyle GMS – Hedge Funds – Emerging Sovereign Group

#### Overview

AUM: \$5.0bn across 7 funds

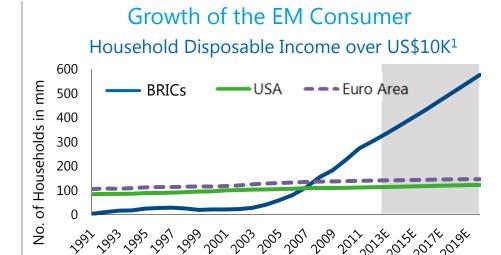
23 Investment Professionals

Emerging markets ("EM")

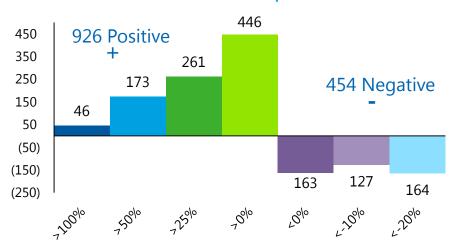
Macro, long / short equity & other tactical strategies

#### **Secular Trends**

Growing EM consumer base
Disparate economic growth
Performance dispersion
Increasing EM allocations



#### Performance Dispersion<sup>2</sup>



Note: As of 9/30/2013 unless otherwise noted. (1) Source: Euromonitor, MS Asia/GEM Strategy team. Forward projections are Euromonitor Estimates. Note: data end-2011; data not finalized as of 2012. There can be no assurance that estimated performance will materialize. Please see important information at the beginning of this presentation. (2) Source: ESG Internal Analysis, Bloomberg; The information contained herein has been prepared by Emerging Sovereign Group. The dispersion data analysis is based on the "universe" of stocks that are primarily, emerging market domestic demand focused names, which trade more than a total of \$5mil a day, on a rolling six month daily average basis. Through 9/30/2013.

THE CARLYLE GROUP

# Carlyle GMS – Hedge Funds – Vermillion Asset Management

#### Overview

AUM: \$1.3bn across 4 funds

29 Investment Professionals

**Commodities** 

Relative value, enhanced index & longbiased physical strategies

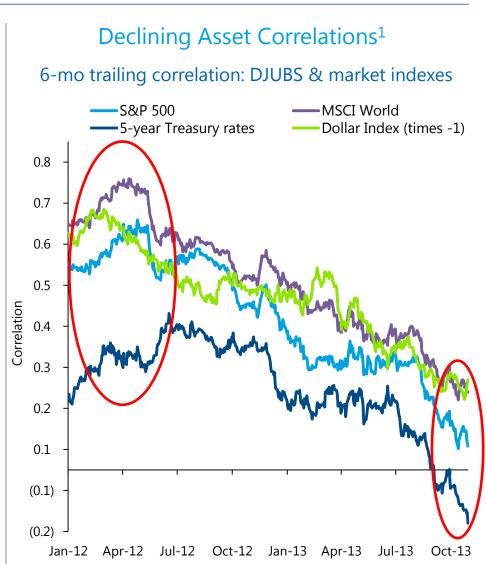
#### **Secular Trends**

Large industry asset drawdowns

Heightened regulatory environment

Bank asset divestitures

Declining asset correlations



# **Carlyle GMS – Current Investment Product Line**

| (AUM \$US in bn)           | Product                          |                        | # Team  |        |         |
|----------------------------|----------------------------------|------------------------|---------|--------|---------|
| Fund Family                | Line                             | Strategy               | Members | AUM    | # Funds |
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# Carlyle GMS – Carry Funds & Financing – Carlyle Strategic Partners

#### Overview<sup>1</sup>

AUM: \$1.5bn across 3 funds

**8 Investment Professionals** 

Control Distressed

Invests globally in debt & equity of operationally sound, financially distressed companies

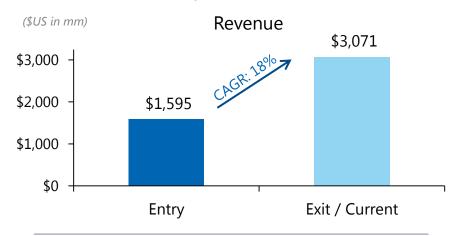
#### **Secular Trends**

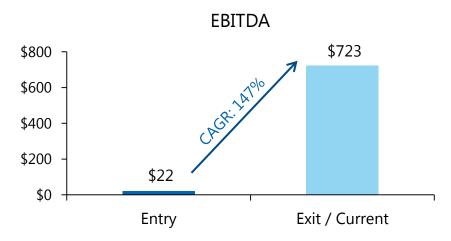
Declining trading (beta) opportunities

Operational turn around focus

Growing Pan-European opportunity

## Asset Side Alpha – Value Creation<sup>2</sup>





Note: For illustrative purposes only. (1) As of 9/30/13. (2) As of 6/30/2013, includes control investments in Diversified Machine, Stellex Aerostructures, Bank United, Brintons Carpets, Dynamic Precision Group, Metaldyne Corporation, Mrs. Fields Brands, & Permian Tank & Manufacturing, Inc. AES Eastern Energy & Project Arctic are excluded from the analysis as both investments were in debt securities at entry. RPK Capital Management is also excluded as operational data is unavailable. Bank United Data: Net Interest Income & Operating Income used as proxies for Revenue & EBITDA, respectively. Brintons revenue & EBITDA figures converted into USD (reported in GBP) at respective dates. Figures for Dynamic Precision Group reflect acquisition of Paradigm Precision Holdings in Q1'13.

# Carlyle GMS – Carry Funds & Financing – Carlyle GMS Finance

#### Overview

AUM: \$2.3bn across 5 funds<sup>1</sup>

20 Investment Professionals<sup>1</sup>

Middle market finance BDC

Senior secured loans, subordinated debt, & opportunistic investments across GMS platform

#### **Secular Trends**

Commercial banking disintermediation

Increased capital requirements

Growth in middle market finance

Allocations to opportunistic credit

#### **Target Portfolio Concentration**

#### **Market Conditions**

| Assets                     | Current | Dislocated |
|----------------------------|---------|------------|
| Senior Loans               | 60.0%   | 40.0%      |
| Unitranche Loans           | 20.0%   | 30.0%      |
| Second Lien                | 5.0%    | 7.5%       |
| Mezzanine                  | 5.0%    | 10.0%      |
| Equity Co-Inv.             | 0.0%    | 2.5%       |
| Structured<br>Credit/Other | 10.0%   | 10.0%      |

# Carlyle GMS – Carry Funds & Financing – Energy Mezzanine

#### Overview

AUM: \$1.5bn in 1 fund

14 Investment Professionals

**Energy financing** 

Debt investments in North American & international energy & power projects & companies

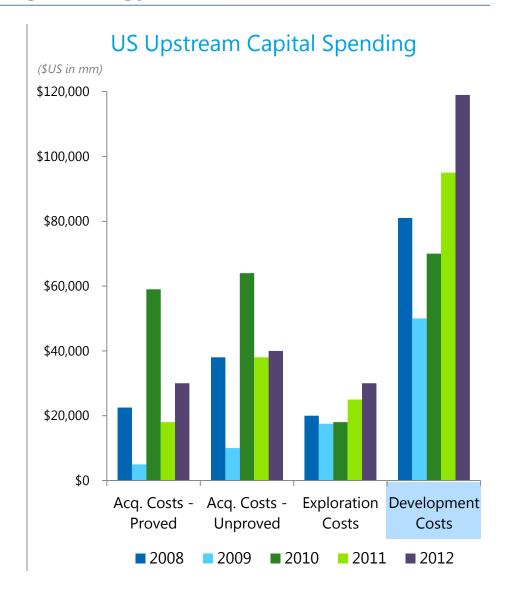
#### **Secular Trends**

Commercial banking disintermediation

Increased capital requirements

Reduction in structured finance providers

Heightened demand for capital supporting global energy development



# **Carlyle GMS – Current Investment Product Line**

| (AUM \$US in bn)           | Product                          |                        | # Team  |        | #     |
|----------------------------|----------------------------------|------------------------|---------|--------|-------|
| Fund Family                | Line                             | Strategy               | Members | AUM    | Funds |
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# **Carlyle GMS – Structured Credit**

#### Overview

US: \$9.3bn<sup>1</sup> across 26 funds 14 Investment Professionals

EUR: \$6.8bn across 13 funds 7 Investment Professionals

**Leveraged Loans** 

Broadly syndicated senior secured bank loans through CLOs & synthetic structures

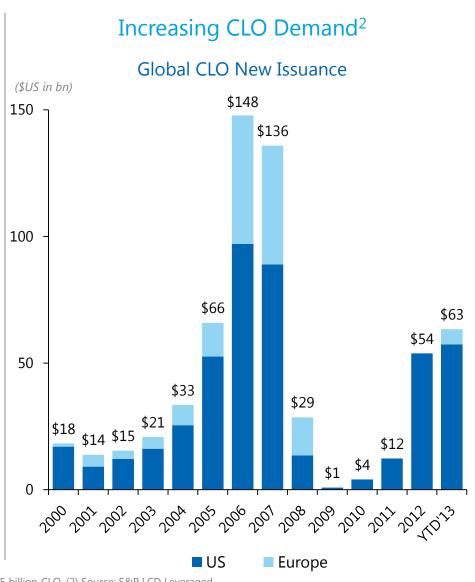
#### **Secular Trends**

Increasing CLO demand

More stable, mature asset class

Global risk retention regulations

Manager consolidation round-2



# **Carlyle GMS – Current & Future Opportunities**

- Firm committed to scale the GMS business.
- Tailor products to meet the demand of different client segments
- Continue to expand business by taking advantage of market opportunities
  - Appropriately scaling existing investment platforms
  - Launching contiguous product offerings off existing investment platforms
  - Acquiring or partnering with investment managers
- Seize international expansion opportunities
- Leverage collaborative OneCarlyle research & investment approach to drive investment performance

# THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# **Carlyle Solutions**

Jacques C. Chappuis
Managing Director & Head of Solutions
November 11, 2013

# **Carlyle Solutions Overview**

#### History

- Newest segment at Carlyle
- Launched with the acquisition of AlpInvest in 2011
- Appointed segment head in May 2013
- Acquired Metropolitan Real Estate Nov 2013

## Strategy

- Bring breadth of Carlyle to clients
- Broaden investment capabilities
- Client-guided approach
- Outcome orientation

#### Goals

- Design & manage portfolios of either Carlyle products, non-Carlyle products, or combinations thereof
- Solutions packaged as separate accounts or commingled products
- Leverage broad skills & capabilities to enter new product markets

# **AlpInvest Overview**

# Preqin: Top 10 Private Equity Fund of Funds Ranking

| #  | Name                                 | AUM \$ bn |
|----|--------------------------------------|-----------|
| 1  | AlpInvest Partners                   | 49        |
| 2  | HarbourVest Partners                 | 35        |
| 3  | Goldman Sachs AIMS Private<br>Equity | 34        |
| 4  | AXA Private Equity                   | 31        |
| 5  | Partners Group                       | 30        |
| 6  | GCM CFIG                             | 29        |
| 7  | Hamilton Lane                        | 25        |
| 8  | Pantheon                             | 24        |
| 9  | Adams Street Partners                | 24        |
| 10 | Pathway Capital Management           | 24        |

## Strategy

- Apply our scale & expertise as a private equity investor & seek to generate superior returns for our investors
- Offer flexibility in how investors can access our investment capabilities

## Operating Statistics<sup>1</sup>

- 65+ investment professionals
- LTM ENI: \$54 million
- LTM FRE: \$26 million
- LTM DE: \$33 million

Source: Pregin Investor Intelligence, July 2013; for period ended 3/31/2013.

<sup>1</sup> The Solutions segment was launched upon the Carlyle's acquisition of a 60% equity interest in AlpInvest on July 1, 2011 & advises a global private equity fund of funds program & related co-investment & secondary activities. On August 1, 2013, Carlyle acquired the remaining 40% equity interest in AlpInvest.

# **AlpInvest Current Product Lines**

# INVEST

#### **Primary Fund Investments**

#### 24 dedicated professionals

- AuM: \$32.4 billion
- Active investor with Advisory board position in over 80% of investments
- Invested with 220 GPs across 430 funds
- 18.0% realized gross IRR

#### **Secondary Investments**

#### 21 dedicated professionals

- AuM: \$8.0 billion
- Executed over 80 transactions
- 35.8% realized gross IRR

#### **Co-Investments**

#### 25 dedicated professionals

- AuM: \$8.0 billion
- Trusted co-sponsor of transactions alongside GPs resulting in proprietary deal-flow & large allocations
- Executed over 190 co-investment transactions
- 33.2% realized gross IRR

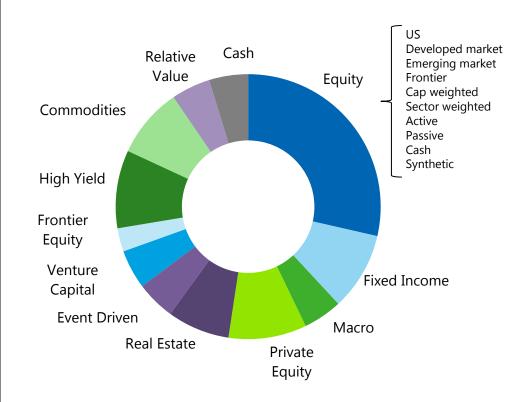
Note: AuM and employee information as of 9/30/2013; IRR as of 3/31/2013. For more information about the calculation of AlpInvest's performance data, please see "Important Information" at the beginning of the presentation. For purposes of AuM, the fair market values for AlpInvest primary fund investments and secondary investment funds are based on the latest available valuations of the underlying limited partnership interests (in most cases as of June 30, 2013), as provided by general partners, plus the net cash flows since the latest valuations as of September 30, 2013.

# **Our Clients Face an Increasingly Complex World**

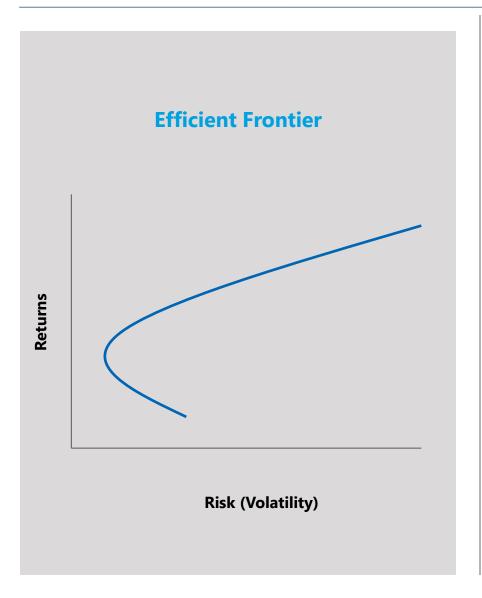
#### Portfolio construction was once simple...

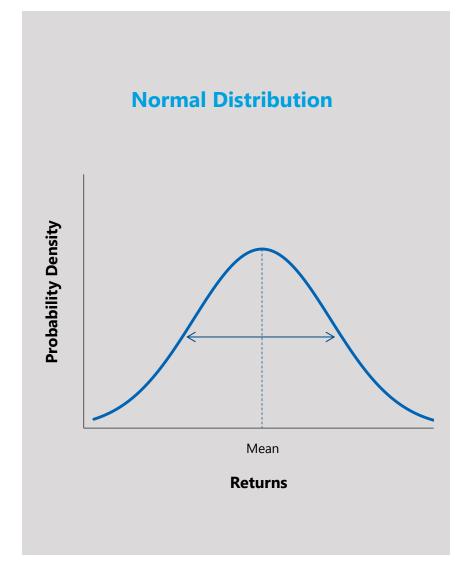
# Stocks Bonds

## ...but has become significantly more complex



# **Established Asset Allocation Frameworks Have Not Kept Up**





# Alternative Investments Are Not Readily Comparable to Other Investment Choices

## **Traditional Assumptions**

#### **Alternatives**

Normally distributed



Asymmetric distributions

Fully liquid



Liquidity varies

Relevant, consistent benchmarks



Benchmarks may not exist

Ample historical pricing data



Fewer data points

# A Solutions Approach Helps Clients Navigate the Complexity

**Define Objectives** 

Analyze
Universe of
Options

Define Optimal Portfolio

Manage Portfolio

## Capabilities Required

Portfolio construction / asset allocation (incorporating alternatives)

Strategy / manager / investment analysis & selection

Portfolio management

Middle & back office operations

# Metropolitan Real Estate Overview



#### **Investment expertise**

#### **Experience**:

Investment team of 12, including 9 senior members with an average of 25 years experience

#### Global reach:

- Investments across the US, Europe, Asia & Latin America
- Offices in US, Europe & Asia

#### Network:

Over 190 investments with more than 85 managers

#### **Strategic Fit**

#### Flexibility:

Customized portfolios / separate accounts

#### **Distribution:**

- 150 institutional & high number of high net worth clients
- Consultant backing

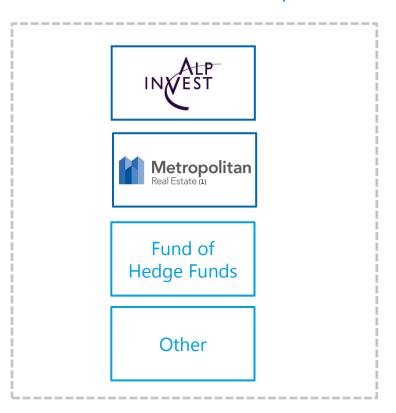
#### **Focus:**

Small to mid-size managers

# **Carlyle Solutions – Future Organizational Structure**

#### **Global Solutions**

## **Dedicated Investment Capabilities**



## **Shared Supporting Services**

Sales & marketing

Middle & Back Office Administration

IT, HR, Legal & Compliance

- Sub-Segments currently in place
- Sub-Segments to be added
- Support services to be leveraged

# Until Recently, Capabilities Were Exclusively in Private Equity

#### **Investment Inputs**

# Private equity

• Primaries, secondaries, co-investments

#### **Investment Process**

Define Portfolio Objectives

Portfolio Construction

Portfolio Implementation

Portfolio Management

#### **Investment Output**

Customized & commingled private equity portfolios

# **Expanded Capabilities Will Provide a Complete Toolbox...**

#### **Investment Inputs**

#### **Private equity**

 Primaries, secondaries, co-investments

#### **Real Estate**

Primaries, secondaries, co-investments

#### **Hedge Funds**

Primaries, secondaries, co-investments

#### **Other**

#### **Investment Process**

Define Portfolio Objectives

Portfolio Construction

Portfolio Implementation

Portfolio Management

#### **Investment Output**

Customized & commingled portfolios of private equity, real estate & hedge funds

Customized multi-asset class portfolios

Liquid alternatives

Outcome-oriented solutions, for example:

- Tail risk hedges
- Inflation hedges
- Yielding portfolios



#### stors

#### **Institutions**

# Funds of funds

**Customized portfolios** 

Multi-asset class portfolios

Completion portfolios

Co-investment mandates

Tail-risk hedging

Inflation hedging

# THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

# Investor Day

November 11, 2013

Q&A

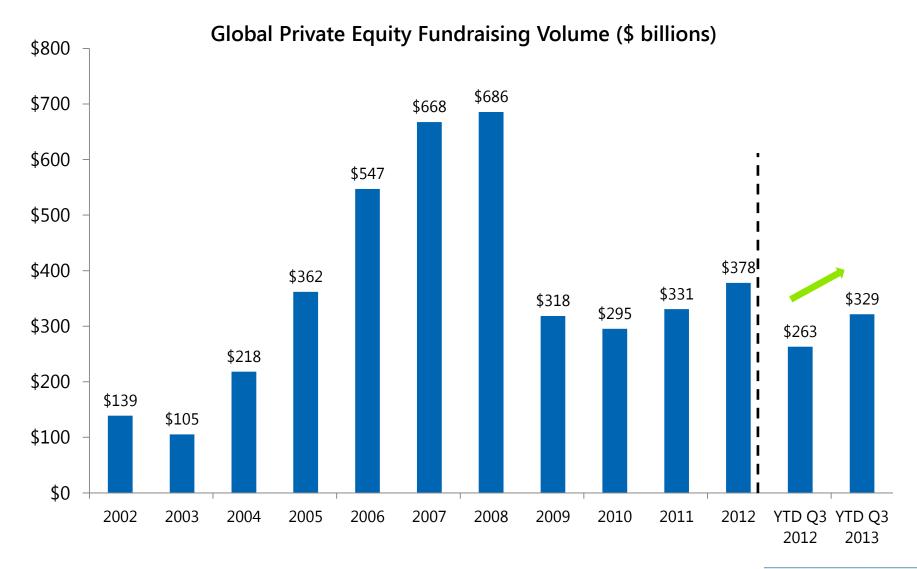
#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

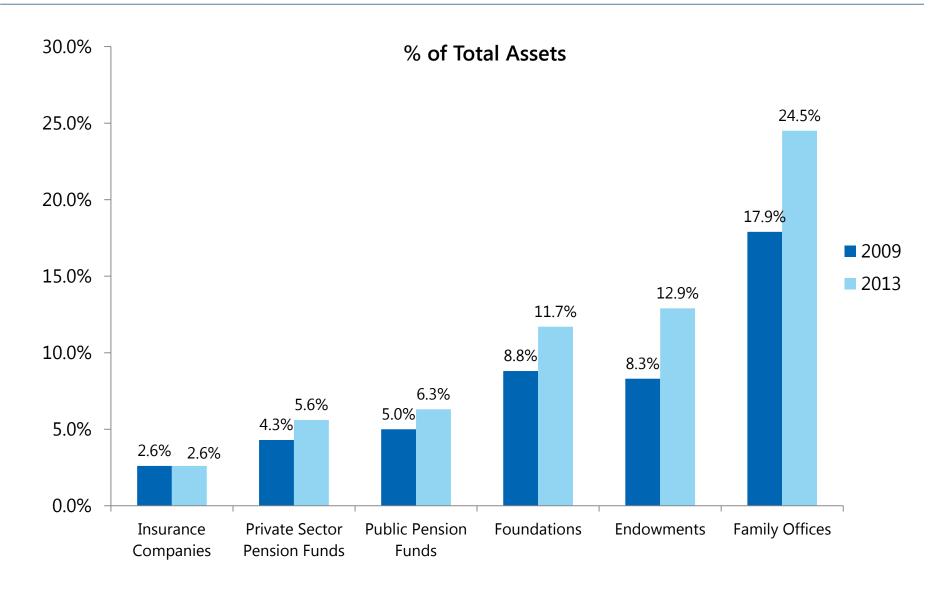
### **Fundraising Update**

David M. Rubenstein, Co-Founder & Chief Executive Officer
Michael W. Arpey, Managing Director & Head of Investor Relations
November 11, 2013

## 2013 is on Pace to Have the Highest Fundraising Volume Since the Recovery Began

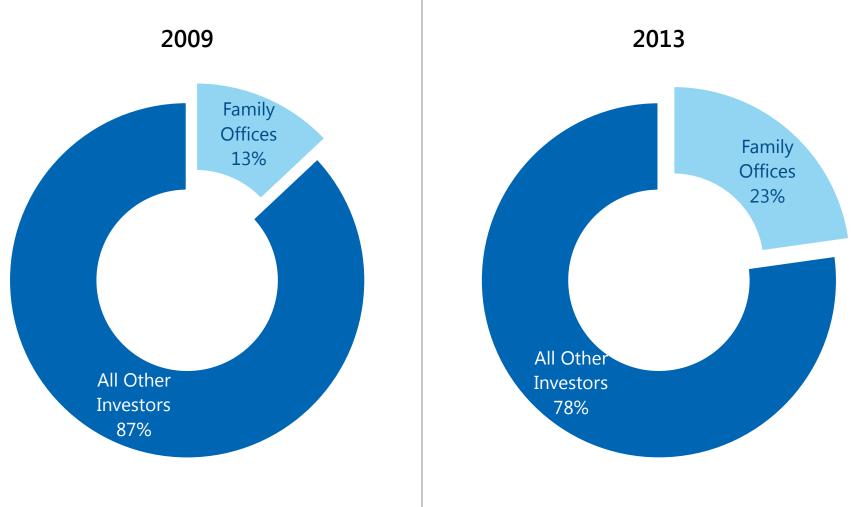


#### **Allocations to Private Equity Are Increasing**



#### **HNW Investors Have Become a Much More Important Source of Capital**

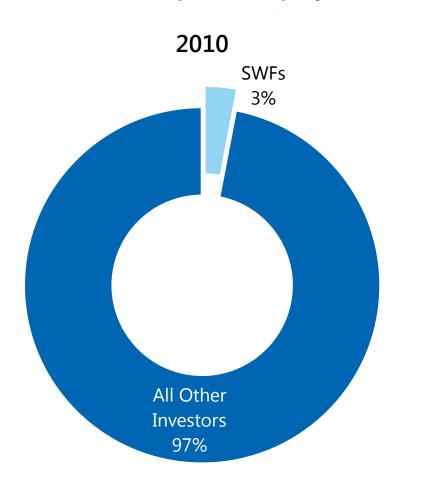
Industry-wide, family offices have almost doubled their share since 2009

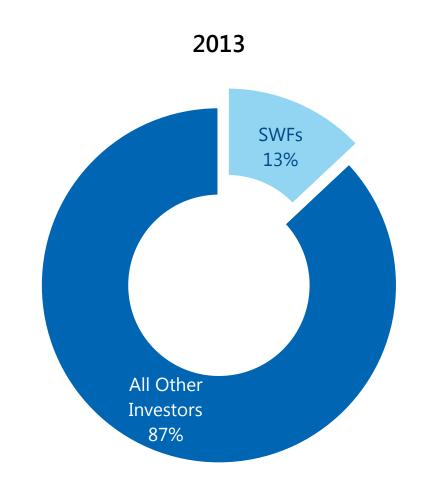


Source: Preqin October 2013. There is no guarantee these trends will continue. Represents share by number of investors. Note: A family office is defined as a privately owned firm that manages investments and trusts for a single wealthy family or multiple wealthy families.

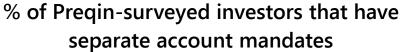
#### Sovereign Wealth Funds Have Also Increased Their Commitments to PE

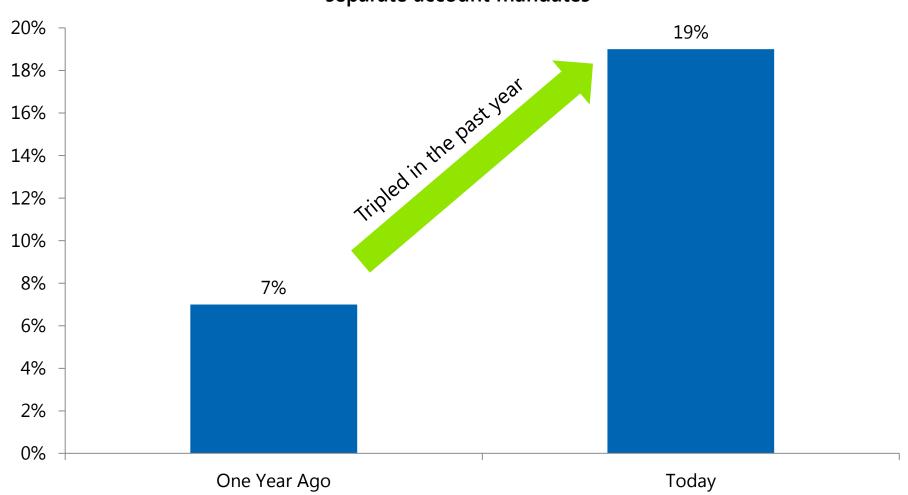
Since 2010, Sovereign Wealth Funds have quadrupled their share of commitments to private equity



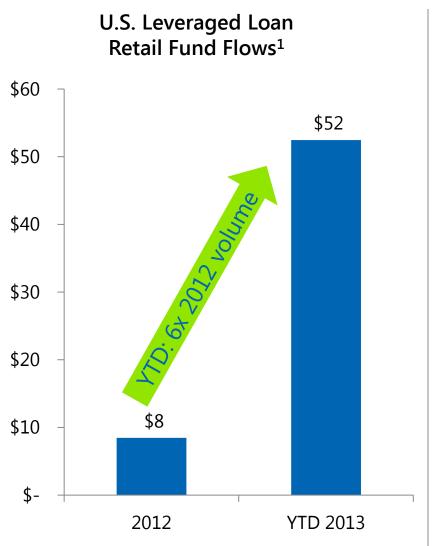


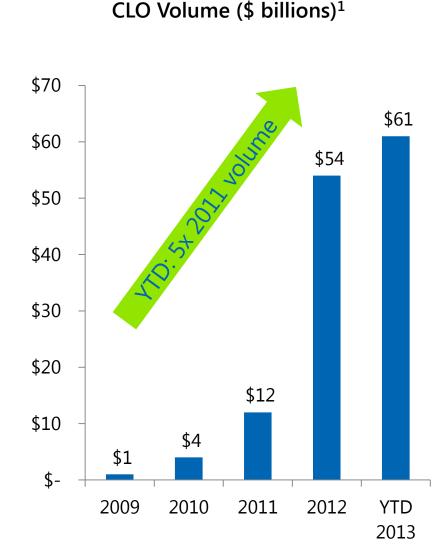
#### **Investors Are Increasingly Seeking Out Customization**





## Generationally Low Interest Rates Are Driving Investor Demand For Alternative Credit Products With Higher Yield Potential



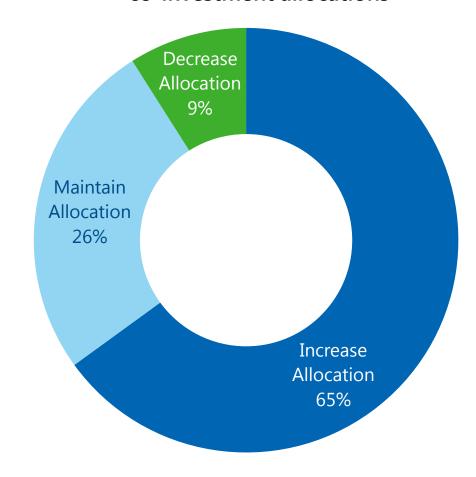


#### Co-Investments Are Now the Coin of the Realm

#### Industry-wide

- 75% of LPs ask for coinvestment rights when committing to new funds
- 91% of LPs expect to either increase (65%) or maintain (26%) their allocations to coinvestments

## Industry-wide LP intentions for co-investment allocations



#### Carlyle's Fundraising Platform

- 90% of Carlyle LP commitments invested in two or more funds
- Embedded base of more than 1,600 investors
- Distinctive platform
  - Breadth & quality of investors
  - Size & quality of fundraising team
  - Systematic approach allows us to raise multiple funds simultaneously

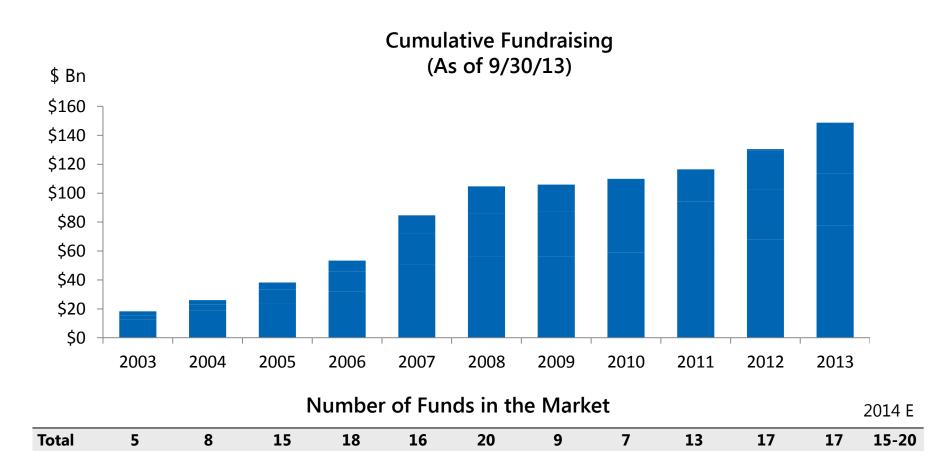
We have 26 years of client development expertise

As of September 30, 2013.

THE CARLYLE GROUP

#### Carlyle has a Proven Ability to Raise Capital

#### Carlyle has raised \$43 billion since 2010



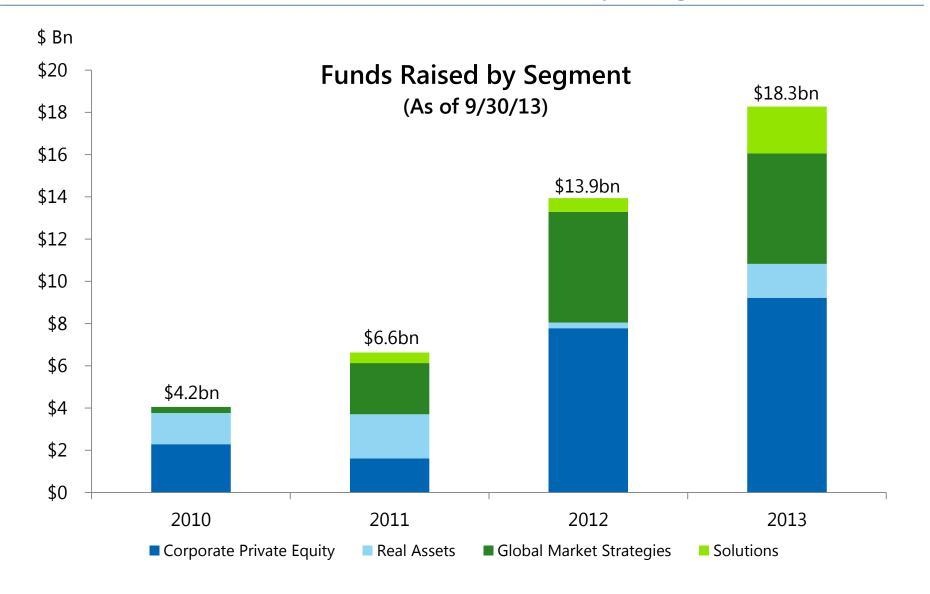
Number of funds does not include co-investment opportunities. Presented for illustrative purposes only. There is no guarantee that these trends will continue.

Note: Data excludes acquisitions. Data is inclusive of amounts raised in Claren Road Master Fund, Claren Road Opportunities Fund, a Claren Road managed account, Emerging Sovereign Group and Vermillion Asset Management.

#### Strong Fundraising Capabilities Provide Foundation for Future Success

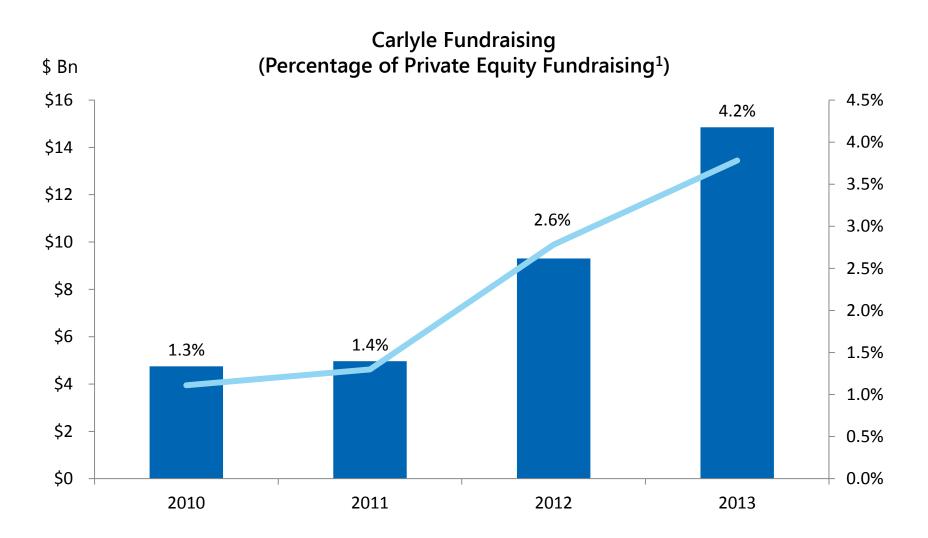


#### \$18.3 Billion Raised to Date in 2013 Across Multiple Segments



192 As of September 30, 2013.

#### Fundraising Organization Has Helped Carlyle Grow its Market Share



As of September 30, 2013. Carlyle fundraising excludes hedge fund strategies and CLOs. There can be no assurance that historical trends will continue. See "Important Information" at the beginning of this presentation.

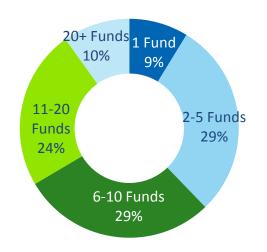
1. Preqin Private Equity Fundraising Statistics (Accessed November 1, 2013 – Fundraising history report)

Includes Buyout, Real Estate, Natural Resources, Infrastructure, Distressed Debt, Mezzanine, Fund of Funds

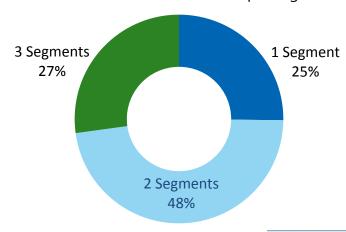
#### **Investors Continue to Expand Their Carlyle Relationships**

- 62% of LP capital is invested across more than five carry funds, up from 50% in 2006
- 75% of LP capital is invested across two or more segments
- Over the past three years, 181 new direct investors have committed ~\$4.6 billion<sup>1</sup>

### Cross Selling Across Funds<sup>2</sup> % of \$ Commitments Across Multiple Funds



### Cross Selling Across Segments<sup>2,3</sup> % of \$ Commitments Across Multiple Segments



Source: Carlyle Analysis as of September 30, 2013 unless otherwise noted.

- 1. As of June 30, 2013.
- 2. Cross fund analysis excludes hedge fund strategies and CLOs.
- 3. Cross segment analysis includes investors in the Solutions segment.

#### **Carlyle's Fundraising Strategy**

Pension Funds, SWFs & Other Large Investors

HNW Investor Development

#### **Carlyle's Fundraising Strategy**

Maintain a systematic fundraising approach to support growth & serve investor needs

Product Specific Resources

New Investors

#### **Building on Relationships With Our Large Investors**

#### **Pension Funds**

- North American Pension Funds represent combined \$2.3 trillion in AuM<sup>3</sup>
- Pension Funds comprise 28% of Carlyle's total carry fund AuM
- 18 of the top 25 are existing Carlyle fund investors

### Sovereign Wealth Funds

- SWFs represent combined \$5.6 trillion in total AuM<sup>1</sup>
- SWFs comprise 13% of total Carlyle carry fund AuM
- 15 of 25 largest SWFs are existing Carlyle fund investors
  - Six of the remaining 10 SWFs do not invest in Private Equity<sup>2</sup>

As of September 30, 2013.

Source: Carlyle Analysis.

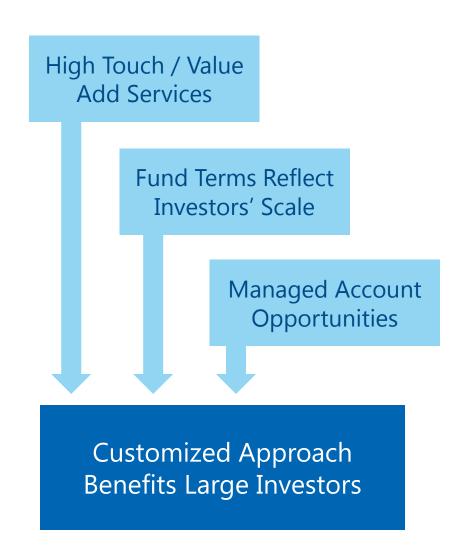
According to the Sovereign Wealth Fund Institute – 10/21/2013.

<sup>2.</sup> According to Preqin – 10/21/2013.

<sup>3.</sup> According to Pregin league tables of top 25 Public Pension Funds in North America – 10/21/2013.

#### Serving Our Largest Investors With a Differentiated Offering

Investor Relations
Professionals
20 geographicallyfocused fundraisers
serving investors on
six continents

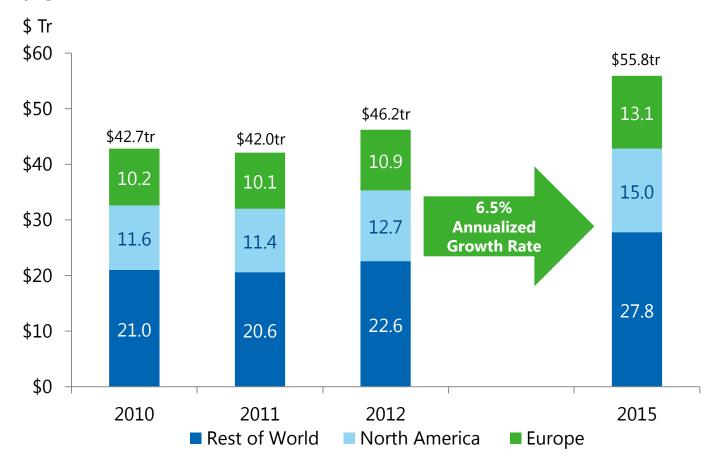


#### **Carlyle's Fundraising Strategy**

**HNW Investor** Development Carlyle's Fundraising Strategy Maintain a systematic fundraising approach to support growth & serve investor needs

#### High Net Worth Investors are an Important Area for Growth

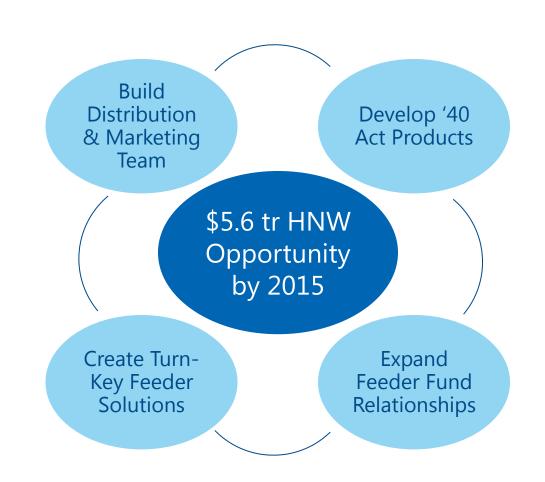
- HNW¹ investable wealth is expected to climb 21% by 2015
  - Alternatives allocation expected to grow from \$4.6 trillion in 2012 to \$5.6 trillion in 2015



Source: Capgemini / RBC Wealth Management 2013 World Wealth Report. Carlyle Analysis. Note: Chart numbers may not add up due to rounding.

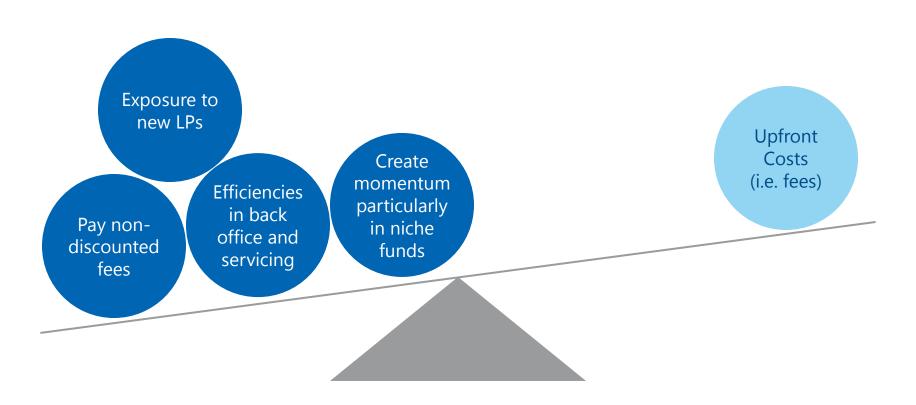
#### **High Net Worth Initiatives**

Client Segmentation **Specialists** 8 professionals focusing on HNW distribution, expected to grow to 13 professionals by 2015



#### Feeder Funds Investors Complement our Institutional Investor Base

## \$2.1 billion raised year to date through 12 third-party feeder funds distributing nine products

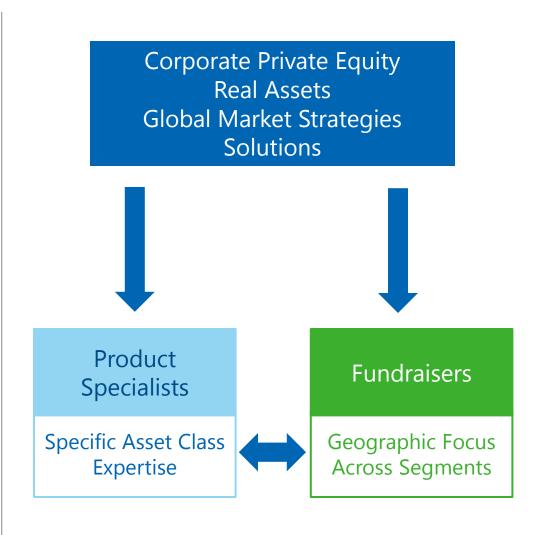


#### **Carlyle's Fundraising Strategy**

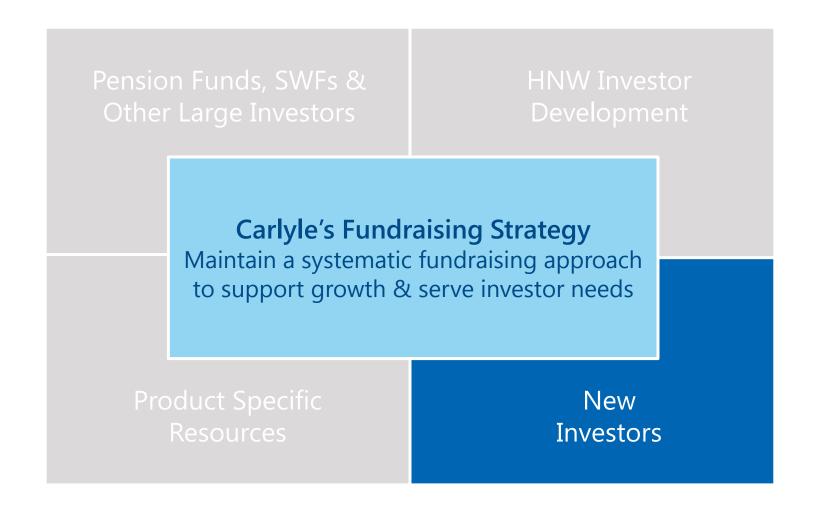


## Matrixed Approach with Product Specialists to Deepen Relationships & Market Across Multiple Segments

Product Segment
Specialists
14 professionals
focusing on GMS,
Real Assets and
Solutions
distribution

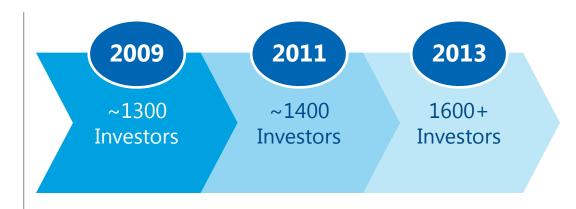


#### **Carlyle's Fundraising Strategy**



#### New LPs Provide the Foundation for Future Growth

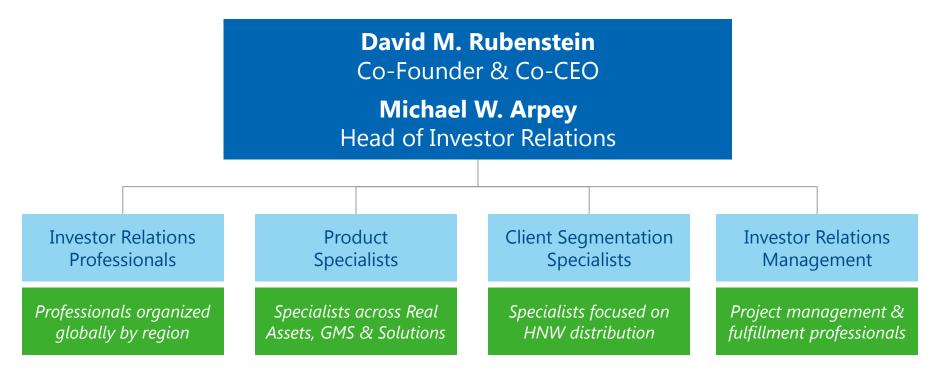
**New Client** Prospectors Entire team is prospecting for new fund investors, with three professionals focusing on new investor development



- Focused on finding the next generation of institutional / large investors
  - More than 1600 investors from 76 countries
  - Over the past three years, 181 new fund investors have committed ~\$4.6 billion<sup>1</sup>

#### **Fundraising Organization Built For Continued Success**

- Growth of team focused on our key objectives
- Team has grown from 36 professionals in March 2011 to ~80 today
  - Expanded geographic coverage
  - Expanding Product Specialists and HNW distribution capabilities



As of September 30, 2013. 206

#### **Conclusion**

- \$43 billion raised since 2010
- Fundraising strategy focused on:
  - Pension Funds, SWFs & Other Large Investors
  - HNW Investor Development
  - Product Specific Resources
  - New Investors
- Maintain a systematic fundraising approach to support growth & serve investor needs
- Well positioned to meet Carlyle's fundraising goals for 2014 & beyond

As of September 30, 2013.

THE CARLYLE GROUP

### THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

## Investor Day November 11, 2013

## Global Energy: Panel Discussion & Q&A

#### **Moderator:**

Daniel A. D'Aniello

Co-Founder & Chairman

#### **Panelists:**

Kenneth A. Hersh

Chief Executive Officer of NGP Energy Capital Management

#### **Marcel van Poecke**

Managing Director & Head of International Energy

#### **Robert Mancini**

Managing Director & Head of Global Power

### THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

## Investor Day November 11, 2013

#### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# External Affairs: Creating Value for Fund Investors, Portfolio Companies & Unit Holders

David M. Marchick

Managing Director & Head of External Affairs

November 11, 2013

#### **Our Core Function**

Creating the space for fundraising, investment teams & portfolio companies to focus on their core business



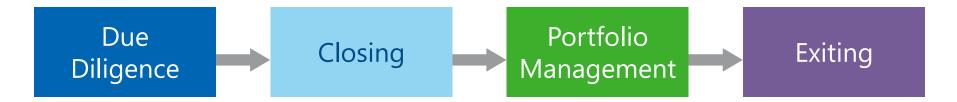
**Government Relations** 

Global Communications

**Proprietary Research** 

Conferences & Events

#### Government Affairs Involvement in Deal Life Cycle



Political & regulatory analysis during due diligence process

Assist with regulatory approvals & communicate with key stakeholders

Coordinate
with portfolio
companies on
Government
Affairs challenges
during ownership

Assist with regulatory / approval issues upon exit

#### Case Study: Philadelphia Energy Solutions



- Carlyle US Equity Opportunity Fund engaged with Sunoco for more than a year without success
- By spring of 2012, US government grew very concerned over refinery shutdown's impact on east coast fuel markets
- White House & Congress encouraged Sunoco to keep plant open
- Carlyle worked with multiple stakeholders to enable investment on attractive economic terms
  - Sunoco
  - White House / EPA
  - Pennsylvania Governor / Dept. of Environment
  - Philadelphia Mayor United Steel Workers





This case study is intended as a reflection of Carlyle's investment process & references to this particular portfolio company should not be considered a recommendation in any particular security or portfolio company. The information presented is intended to be illustrative & is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. Results may not be typical. See "Important Information" at the beginning of this presentation.

#### Case Study: Yashili

YASHILY 推工利。

- Carlyle invested in Chinese baby formula company Yashili in Sept. 2009
- Recognizing sensitivity of investment, Carlyle negotiated with Yashili to:
  - Appoint Chief Quality Officer
  - Appoint Quality Advisory board
- Yashili restructured entire supply chain, sourcing milk powder from NZ
- Yashili's brand & sales strengthened; Carlyle sold stake in June 2013

#### FINANCIAL TIMES

"China to boost domestic formula brands"

- September 25, 2013



"Carlyle investee Yashili hires safety experts to boost consumer confidence"

- August 6, 2010



"Yashili – still struggling to repair the damage"

- September 6, 2012



This case study is intended as a reflection of Carlyle's investment process & references to this particular portfolio company should not be considered a recommendation in any particular security or portfolio company. The information presented is intended to be illustrative & is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. Results may not be typical. See "Important Information" at the beginning of this presentation.

#### Sample of Portfolio Companies That Have Benefited From Carlyle's **External Affairs Capabilities**





































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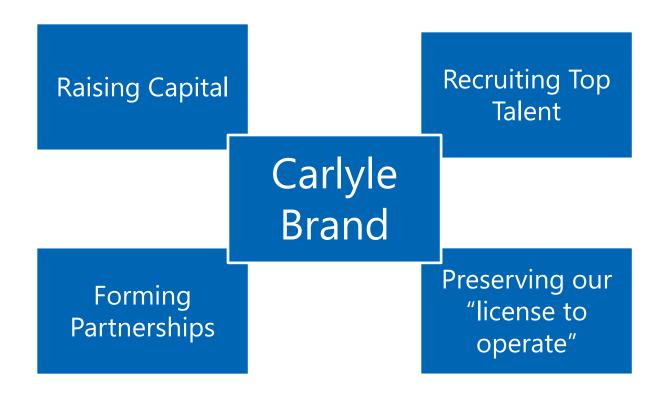






#### Carlyle's brand is a valuable asset to the firm & unitholders

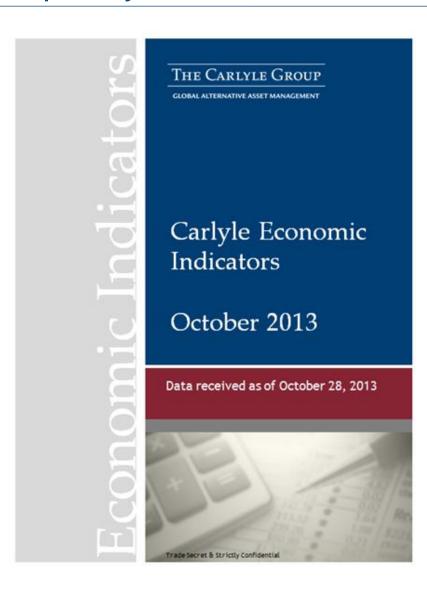
#### Maintaining a strong brand is critical for all aspects of our business



#### **Fund Investor Engagement**



#### **Proprietary Research**

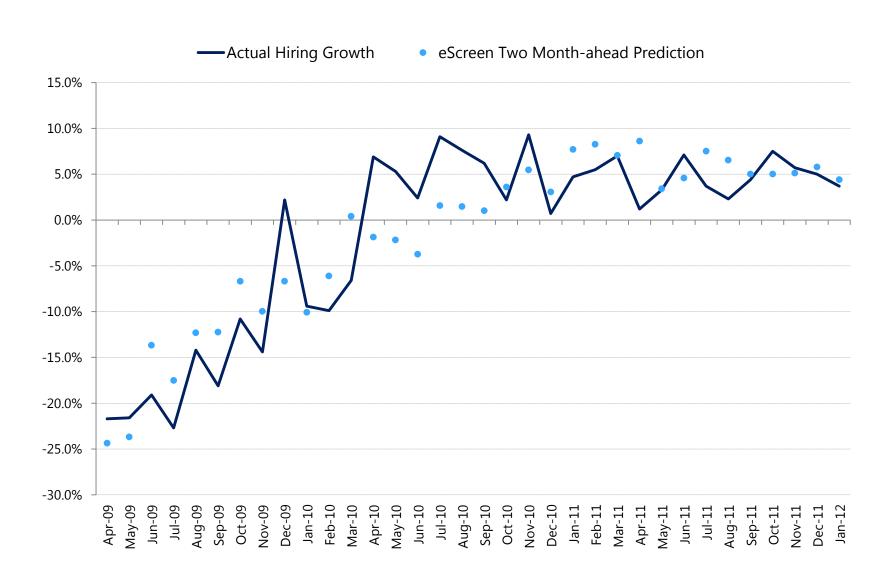


- Carlyle owns more than 200 global portfolio companies
- Mine data for correlation with official statistics
- Identify deviations from official data

### How Could Urine Sample Data Improve Carlyle's Investment Decisions?

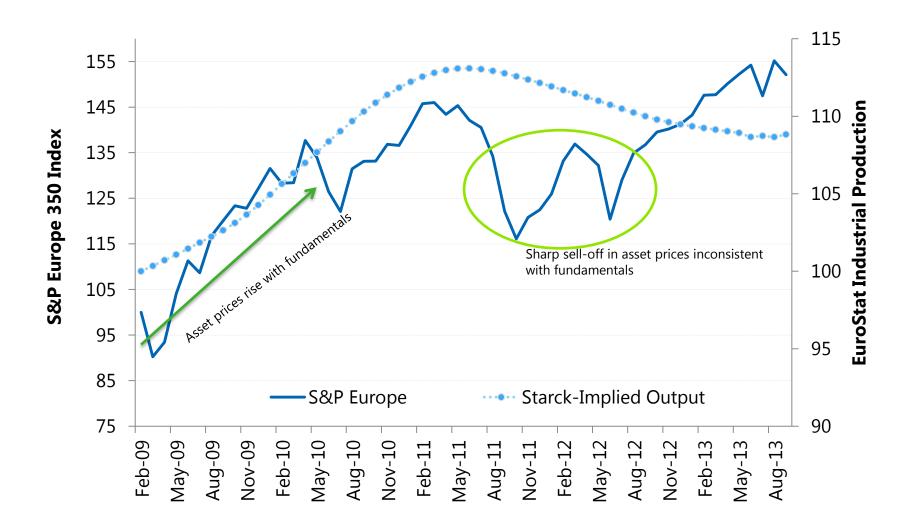


#### Correlation Of eScreen Data To Official Data



221

# Sharp Sell-Off In European Stocks In 2012 Was Inconsistent With The Unchanged Fundamentals Reflected In Our H.C. Stark Data



#### **Concluding Points**

- Carlyle has invested heavily in in-house regulatory, economic & communications / brand expertise
- Experts provide support & advice to senior management, Carlyle funds
   & portfolio companies
- Our External Affairs group enhances Carlyle's ability to invest wisely & create value for our fund investors

### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

### Financial Results, Future Drivers & New Disclosures

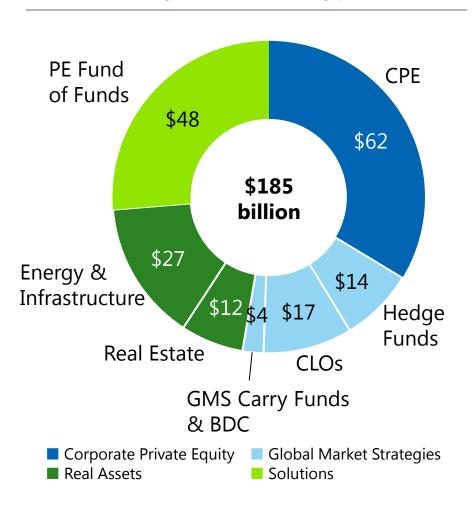
Adena T. Friedman

Managing Director & Chief Financial Officer

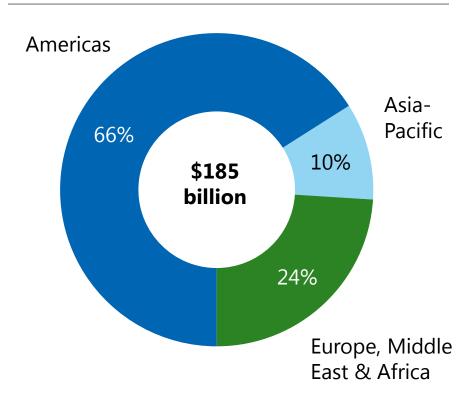
November 11, 2013

#### Our Diverse AUM & Business Mix....

#### By Investment Type

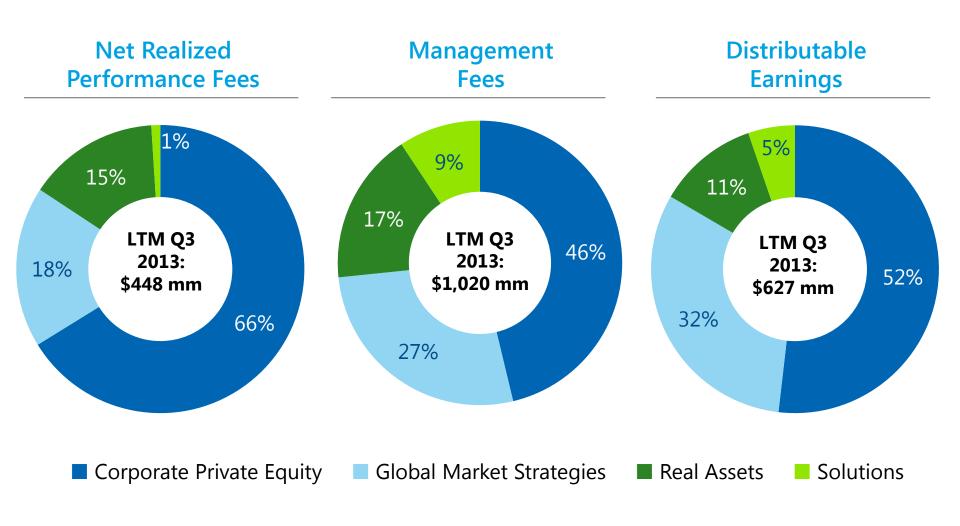


#### By Geography

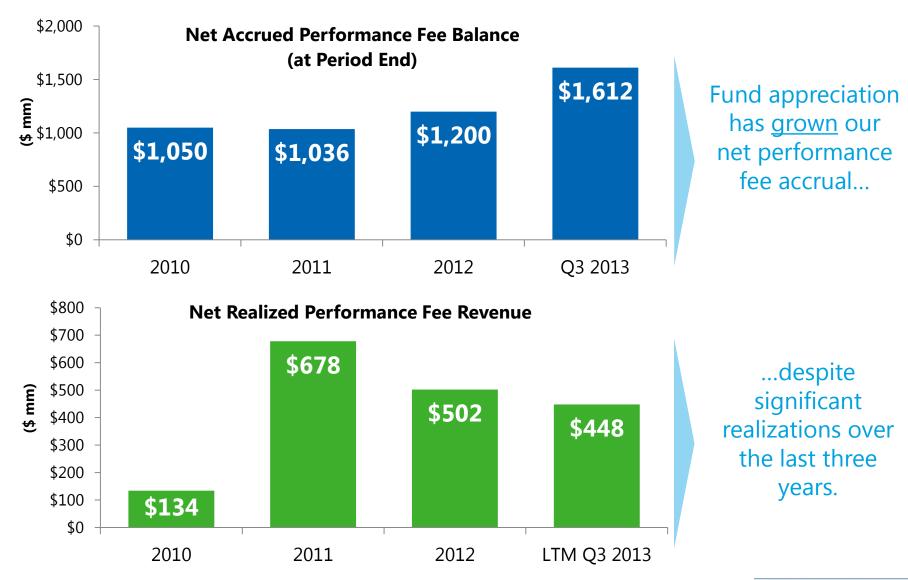


225

#### ...Drives a Diversified Revenue & Earnings Stream



### Strong Performance Has Led to Substantial Gains in Embedded Value



#### We are Positioning Our Balance Sheet to Work for Us

#### Goal

#### Position as of 9/30/13

Manage cash to support annual business needs & meet stated distribution policy

\$856 million of total GAAP cash \$484 million in operating cash<sup>1</sup>

Build our carry assets to drive future revenue & retain our talent

\$2.9 billion of gross accrued carry \$1.6 billion of net accrued carry

Build balance sheet investments to generate future earnings stream

\$264 million in balance sheet investments & growing

Access debt markets at attractive rates & durations

\$500 million in 10-year bonds at 3.875% \$400 million in 30-year bonds at 5.625% \$25 million in remaining term loan due 2018

#### Our Near Term Earnings Growth Driven by What We Have Today

**Appreciation & Harvesting across 11 Funds in or Near Accrued Carry** 

**Scaled Hedge Fund Platform** 

Successful Fundraising across all Segments

# 11 Carry Funds with Significant Remaining Fair Value & Carlyle Hedge Funds Have Substantial Carry Generating Potential Over the Next 3 Years

|                             |  | Remaining Fair<br>Value (\$ mm) | Net IRR<br>9/30/13 | Accruing<br>Carry | Taking<br>Carry |
|-----------------------------|--|---------------------------------|--------------------|-------------------|-----------------|
|                             | Carlyle Partners V                         | \$13,491                        | 13%                | √                 | √               |
|                             | Europe Partners III                        | 6,780                           | 8%                 |                   |                 |
| _                           | Carlyle Partners IV                        | 5,358                           | 13%                | V                 | √               |
| Corporate<br>Private Equity | Carlyle Asia Partners III                  | 1,805                           | 7%                 |                   |                 |
| Private Equity              | Carlyle Asia Partners II                   | 1,159                           | 8%                 | √                 |                 |
|                             | Financial Services Partners I              | 1,034                           | 10%                | V                 | √               |
|                             | Europe Technology Partners II <sup>1</sup> | 792                             | 8%                 | √                 |                 |
|                             | Energy Partners IV                         | 4,595                           | 13%                | √                 | √               |
| Dari La carta               | Energy Partners III                        | 2,306                           | 11%                | √                 | √               |
| Real Assets                 | Carlyle Realty Partners V                  | 1,348                           | 7%                 |                   |                 |
|                             | Carlyle Realty Partners VI                 | 1,340                           | 19%                | √                 |                 |
| Global Market<br>Strategies | Hedge Funds <sup>2</sup>                   | \$14,048                        | n/a                |                   |                 |

#### 14 additional funds are currently accruing performance fees

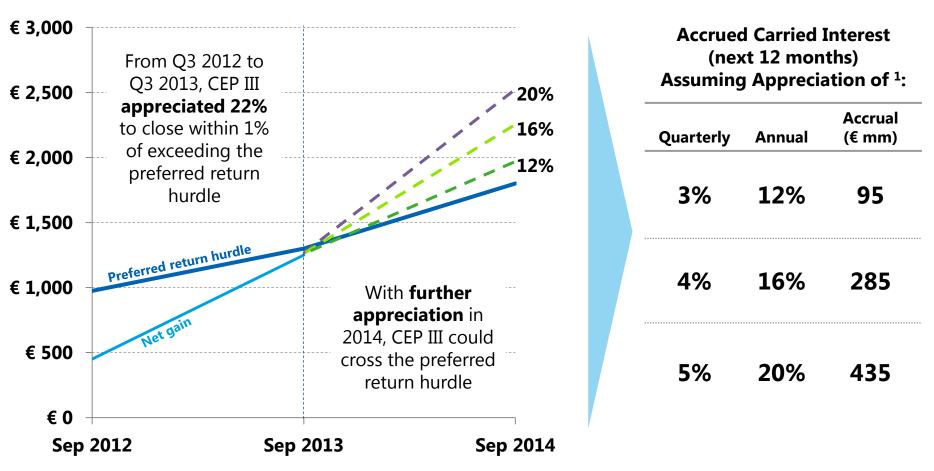
As of September 30, 2013. Please see "Important Information" at the beginning of this presentation. Funds selected represent eleven carry funds which are currently accruing, or have the potential to accrue carry in the near future & Carlyle hedge funds. Funds are not representative of Carlyle's entire portfolio & results may not be typical. For more information about the performance of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission.

<sup>1</sup> Carlyle Europe Technology Partners II, L.P. is not included in Carlyle's SEC reporting as it is not considered "significant."

<sup>2</sup> Reflects total hedge fund AUM as of September 30, 2013.

# As Carry Funds Shift Above the Preferred Return, Performance Fees Catch Up to Inception to Date Returns

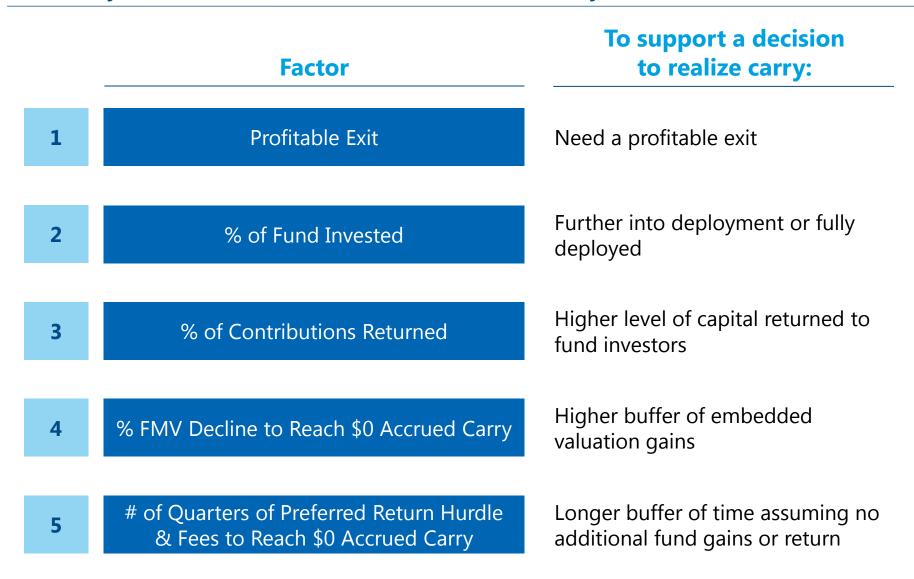
This 2007 Europe fund (CEP III) is currently well-positioned to generate meaningful Accrued Carry, assuming a modest range of appreciation. Once in Accrued Carry, the fund must continue to appreciate to remain above its preferred return hurdle.



For illustrative purposes only. There is no guarantee CEP III or any other Carlyle fund will appreciate & / or generate accrued carry on the timeline set forth above or at all & there can be no assurances with respect to the future performance of any Carlyle fund. See "Important Information" at the beginning of this presentation.

<sup>1</sup> Assumes no additional investment related activity.

#### Five Key Factors Drive Decisions to Realize Carry



### We Evaluate All Factors in Our Carry Decision Process

#### **Carlyle Partners V:**

|                         | (\$ mm)                                   |                              | 9/30/12 | 9/30/13    |
|-------------------------|---|------------------------------|---------|------------|
| c                       | Invested Capital                          | Invested Capital             |         |            |
| <del>_</del>            | Fund Size                                 | Fund Size                    |         |            |
| Publi<br>Measu          | % Invested (Invested Capital              | / Fund Size)                 | 67%     | 89%        |
| Σ                       | Net IRR                                   | 10%                          | 13%     |            |
| 10                      | % FMV Decline to Accrued C                | (15%)                        | (27%)   |            |
| Internal<br>Measures    | # of Quarters of Preferred Reto Breakeven | 7                            | 15      |            |
| In<br>Me                | With a 10% FMV Decline                    |                              | 2       | 10         |
|                         | % Contributions Returned                  |                              | 41%     | 48%        |
| Qualitative<br>Measures | Quality of Remaining<br>Investments       | Macroeconomic<br>Environment | Overal  | l Judgment |

# \$40 billion of Remaining Fair Value is Well Positioned to Realize Performance Fees

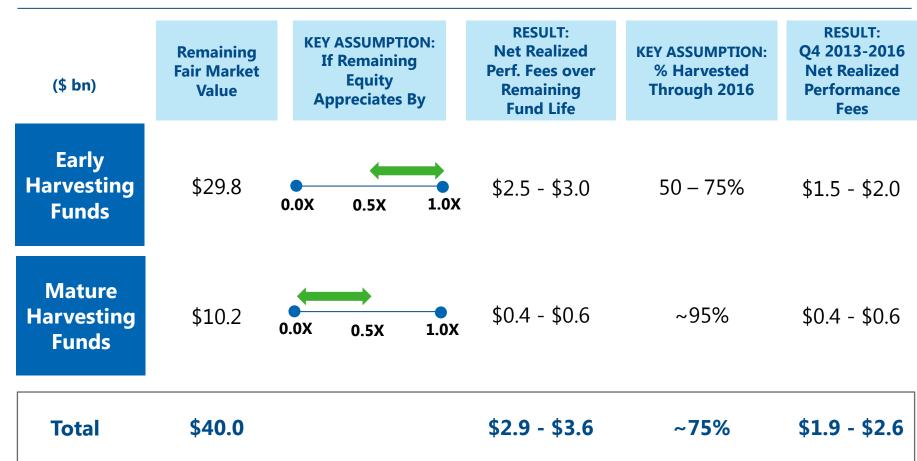
|  | Remaining<br>Fair Value<br>(\$ mm) | Unrealized<br>MOIC | Total<br>MOIC | Quarters<br>Since Fee<br>Inception | Net<br>IRR | Accruing<br>Carry? |
|--|------------------------------------|--------------------|---------------|------------------------------------|------------|--------------------|
| Early Harvesting                           |                                    |                    |               |                                    |            |                    |
| Carlyle Partners V                         | \$13,491                           | 1.6x               | 1.6x          | 24                                 | 13%        | ✓                  |
| Europe Partners III                        | 6,780                              | 1.1x               | 1.4x          | 24                                 | 8%         |                    |
| Energy Partners IV                         | 4,595                              | 1.3x               | 1.6x          | 23                                 | 13%        | ✓                  |
| Asia Partners III                          | 1,805                              | 1.1x               | 1.3x          | 20                                 | 7%         |                    |
| US Realty Partners VI                      | 1,340                              | 1.3x               | 1.4x          | 8                                  | 19%        | ✓                  |
| Financial Services Partners I              | 1,034                              | 1.3x               | 1.5x          | 20                                 | 10%        | ✓                  |
| Europe Technology Partners II <sup>1</sup> | 792                                | 1.5x               | 1.5x          | 23                                 | 8%         | ✓                  |
| Total Early Harvesting Funds               | \$29,837                           |                    |               |                                    |            |                    |
| Mature Harvesting                          |                                    |                    |               |                                    |            |                    |
| Carlyle Partners IV                        | \$5,358                            | 1.9x               | 2.2x          | 32                                 | 13%        | ✓                  |
| Energy Partners III                        | 2,306                              | 1.1x               | 1.9x          | 32                                 | 11%        | ✓                  |
| US Realty Partners V                       | 1,348                              | 1.3x               | 1.4x          | 28                                 | 7%         |                    |
| Asia Partners II                           | 1,159                              | 1.2x               | 1.7x          | 28                                 | 8%         | ✓                  |
| <b>Total Mature Harvesting Funds</b>       | \$10,172                           |                    |               |                                    |            |                    |

As of September 30, 2013. Please see "Important Information" at the beginning of this presentation. Funds selected represent eleven carry funds which are currently accruing, or have the potential to accrue carry in the near future. Funds are not representative of Carlyle's entire portfolio & results may not be typical. For more information about the performance of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission.

<sup>1</sup> Carlyle Europe Technology Partners II, L.P. is not included in Carlyle's SEC reporting as it is not considered "significant."

# Depending on Future Appreciation These Key Funds Could Realize \$1.9-2.6 billion in Net Performance Fees Over the Next 3 Years

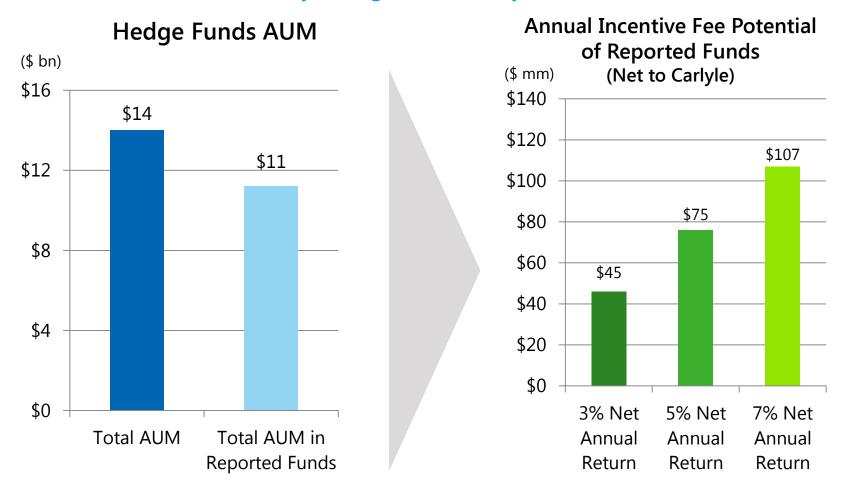
#### **Hypothetical Scenario**



For illustrative purposes only. As of September 30, 2013. Funds selected represent eleven carry funds which are currently accruing, or have the potential to accrue carry in the near future. Funds are not representative of Carlyle's entire portfolio & results may not be typical. For more information about the performance of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission. There is no guarantee the funds will appreciate & / or generate carried interest on the timeline described above or at all. See "Important Information" at the beginning of this presentation.

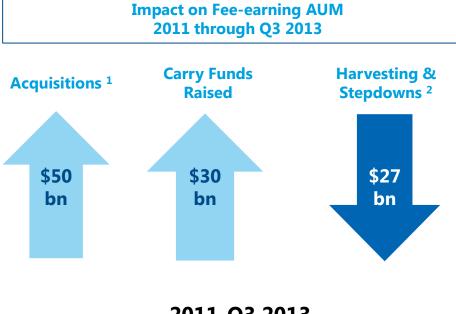
#### Hedge Funds Provide an Opportunity for Significant Annual Incentive Fees

Our reported hedge funds are all over their high-water marks today. As a result, their potential net contribution to Carlyle is significant each year.



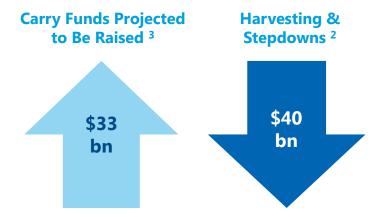
As of September 30, 2013. "Reported hedge funds" include Claren Road Master Fund, Claren Road Opportunities Fund, & ESG Cross-Border Equity Master Fund Ltd. Analysis assumes no change in AUM. For illustrative purposes only. There is no guarantee Carlyle's hedge funds will appreciate & / or generate the returns set forth above. See "Important Information" at the beginning of this presentation.

# Strong Fundraising and Acquisitions Can Grow Management Fees Even Through a Significant Harvesting Period



**\$2.6 billion** in cumulative Management Fees

Impact on Fee-earning AUM Q4 2013 through 2016



Q4 2013-2016 <sup>4</sup> \$4.0 billion in cumulative Potential Management Fees

For illustrative purposes only. See "Important Information" at the beginning of this presentation.

- 1 Fee-earning AUM at point of acquisition.
- 2 For standard carry funds, only the underlying cost basis of realized proceeds reduces Fee Earning AUM, assuming the fund is outside the investment period. Impact net of investments in funds that are outside of the investment period.
- 3 There is no guarantee Carlyle will meet its fundraising goals.
- 4 Assumes Fee-earning AUM & management fee revenue for Hedge Funds, CLOs & the Solutions platform remain at current levels. There is no guarantee Fee-earning AUM or management fee revenue will remain steady.

#### Today's Platform Will Drive Revenue Growth Over the Next 3 Years

# Appreciation & Harvesting across 11 Funds in or Near Accrued Carry

**Scaled Hedge Fund Platform** 

Successful Fundraising across All Segments

#### Q4 2013 – 2016 Revenue Opportunity

Potential for \$1.9-2.6 billion in Net Realized Performance Fees (likely to build over the period)

Opportunity for significant Annual Incentive Fees

Possibility of **30%** growth in cumulative Management Fee Revenues over next 3 years vs last 3 years

For illustrative purposes only. Projections set forth above are based on facts & assumptions which may prove incorrect. There is no guarantee these projections will materialize. See "Important Information" at the beginning of the presentation. Profits will be impacted by continuous investment in new initiatives, bolt-on acquisitions and investments to improve our fund investors' experience. Timing of fundraising & exits is inherently uncertain over the 3-year period, so guidance & clear growth targets are not possible. All revenue opportunities are dependent on a benign macro-economic environment.

#### New Disclosures – Remaining Fair Value & Accrued Carry

|                                |   | Remaining<br>Fair Value<br>(\$ mm) <sup>1</sup> | Unrealized<br>MOIC | Accruing<br>Carry? | Quarters<br>Since Fee<br>Inception |
|--------------------------------|---|---|--------------------|--------------------|------------------------------------|
| Corporate<br>Private<br>Equity | Carlyle Partners V                            | \$13,491  | 1.6x               | ✓                  | 24                                 |
|                                | Europe Partners III                           | 6,780   | 1.1x               |                    | 24                                 |
|                                | Carlyle Partners IV                           | 5,358   | 1.9x               | ✓                  | 32                                 |
|                                | Carlyle Asia Partners III                     | 1,805   | 1.1x               |                    | 20                                 |
|                                | Carlyle Asia Partners II                      | 1,159   | 1.2x               | ✓                  | 28                                 |
|                                | Financial Services Partners I                 | 1,034   | 1.3x               | ✓                  | 20                                 |
|                                | Europe Technology<br>Partners II <sup>2</sup> | 792   | 1.5x               | ✓                  | 23                                 |
| Real<br>Assets                 | Energy Partners IV                            | 4,595   | 1.3x               | ✓                  | 23                                 |
|                                | Energy Partners III                           | 2,306   | 1.1x               | ✓                  | 32                                 |
|                                | Carlyle Realty Partners V                     | 1,348   | 1.3x               |                    | 28                                 |
|                                | Carlyle Realty Partners VI                    | \$1,340   | 1.3x               | ✓                  | 8                                  |

As of September 30, 2013. There is no guarantee these trends will continue. Funds represent eleven carry funds which are currently accruing, or have the potential to accrue carry in the near future. Funds are not representative of Carlyle's entire portfolio & results may not be typical. For information about the performance of all of Carlyle's significant funds, please see Carlyle's filings with the US Securities & Exchange Commission.

<sup>1</sup> Funds that report in foreign currency have been converted to US dollars at the reporting period spot rate.

<sup>2</sup> Carlyle Europe Technology Partners II, L.P. is not included in Carlyle's SEC reporting as it is not considered "significant."

#### New Disclosure – Top Publicly Traded Positions

| Rank | Portfolio Company or<br>Investment     | Fund(s)                         | # of Shares | Q3 2013<br>Value <sup>1</sup> |
|------|--|---------------------------------|-------------|-------------------------------|
| 1    | Booz Allen Hamilton, Inc.              | CP V, CMP II                    | 91,809,598  | \$1,773,761,431               |
| 2    | Allison Transmission, Inc.             | CP IV                           | 63,446,250  | 1,589,328,563                 |
| 3    | Pattern Energy Group<br>Holdings, L.P. | Renew II                        | 32,267,907  | 1,528,021,413                 |
| 4    | The Nielsen Company                    | CP IV, CEP II                   | 30,792,554  | 1,122,388,611                 |
| 5    | Cobalt International Energy            | Energy II & III                 | 34,822,878  | 865,696,747                   |
| 6    | HD Supply, Inc.                        | CP V                            | 36,471,872  | 801,287,028                   |
| 7    | CoreSite Realty Corporation            | CRP III, IV & V                 | 25,275,390  | 730,936,683                   |
| 8    | Wesco Holdings, Inc.                   | CP IV, CMP I                    | 29,330,184  | 613,880,749                   |
| 9    | Genesee & Wyoming, Inc.                | CP V                            | 5,984,232   | 556,354,049                   |
| 10   | Freescale Semiconductor, Inc.          | CP IV, CEP II,<br>CAP II, CJP I | 31,211,349  | \$519,668,953                 |

Selected investments only intended as a reflection of Carlyle's investment process & references to particular portfolio investments should not be considered a recommendation of any particular company or security. This information is intended to be illustrative & is not intended to be used as an indication of the current or future performance of Carlyle's portfolio companies. Results may not be typical.

<sup>1</sup> Includes gross fund only investment results including external coinvestment

### THE CARLYLE GROUP

GLOBAL ALTERNATIVE ASSET MANAGEMENT

# Wrapping Things Up

Glenn A. Youngkin Chief Operating Officer November 11, 2013

### **High Level Strategy**

# **Generate Attractive Returns For Our Fund Investors**

- Sector Experts
- Global Footprint
- Operating Executives
- OneCarlyle

#### Grow the Investment Platform

- Attractive Fund Offerings
- Leverage Our Scale
- Distinctive Performance → Attractive Fee Constructs

## Deepen & Expand Investor Base

- Product Specialists
- Broad Geographic Coverage
- High Net Worth/Retail Offerings

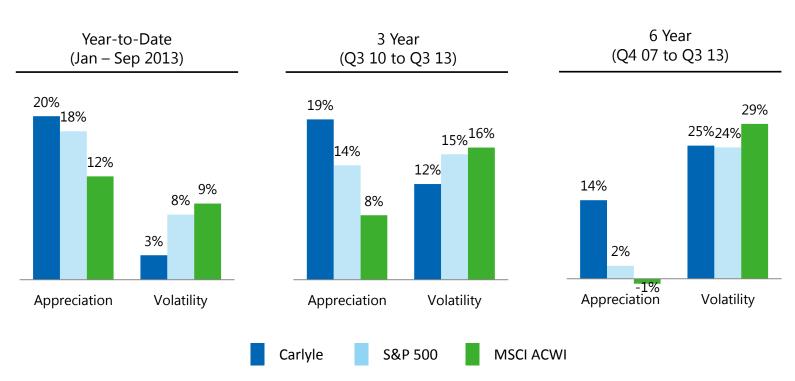
## Support with World Class Investor Services

- Investor Reporting
- Portfolio Analytics
- Fund Launch
- Acquisition Integration
- Corp. Functions

#### **Generate Attractive Returns For Our Fund Investors**

- **Sector Experts**
- Global Footprint
- Operating Executives
- OneCarlyle

#### Appreciation of Carlyle Funds<sup>(1,2,3)</sup>: Carlyle CPE Funds vs. S&P 500 and MSCI ACWI



<sup>1</sup> 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.

3 All non-USD values are converted at the spot rate of the most recent quarter end period (e.g., QoQ appreciation for Q3 13 would be converted at Q3 13 FX rates)



<sup>2</sup> Volatility based on quarterly returns for year-to-date and 3-year period and annual returns from 2008 to 2012 for the Q4 07 to O3 13 analysis

### **High Level Strategy**

## **Generate Attractive Returns For Our Fund Investors**

- Sector Experts
- Global Footprint
- Operating Executives
- OneCarlyle

# **Grow the Investment Platform**

- Attractive Fund Offerings
- •Leverage Our Scale
- •Distinctive Performance → Attractive Fee Constructs

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#### **Grow the Investment Platform**

- Attractive Fund Offerings
- Leverage Our Scale
- Distinctive Performance → Attractive Fee Constructs

#### **Investment/Fund Teams Added in the Past 5 Years**

Organic in Blue /Acquired in Green

| 2009                    | 2010             | 2011               | 2012                  | 2013 YTD  |
|-------------------------|------------------|--------------------|-----------------------|---|
| South America<br>Buyout | Claren Road      | AlpInvest          | NGP Energy<br>Capital | Int'l Energy                                    |
|                         | Energy Mezzanine | ESG                | Management            | Metropolitan<br>RE Fund of Funds                |
|                         | RMB Fund         | Sub-Saharan Africa | Middle Market         | CDC Carlyla Clabal                              |
|                         |                  | Peru Buyout        | Finance/BDC           | CPG Carlyle Global<br>PE-40Act RIC <sup>1</sup> |
|                         |                  |                    | Power                 |   |
|                         |                  |                    | Vermillion            |   |
|                         |                  |                    | Ireland Growth        |   |

#### **High Level Strategy**

## **Generate Attractive Returns For Our Fund Investors**

- Sector Experts
- Global Footprint
- Operating Executives
- OneCarlyle

#### Grow the Investment Platform

- Attractive Fund Offerings
- Leverage Our Scale
- Distinctive Performance →
   Attractive Fee Constructs

# Deepen & Expand Investor Base

- Product Specialists
- •Broad Geographic Coverage
- High Net Worth /Retail Offerings

## Support with World Class Investor Services

- Investor Reporting
- Portfolio Analytics
- Fund Launch
- Acquisition Integration
- Corp. Functions

#### **Deepen & Expand Investor Base**

- Product Specialists
  - Broad Geographic Coverage
- HNW/Retail Offerings

#### Carlyle Fundraising Team

- ~80 Person Team
- 2 Management
- 23 Geographically Focused
- 14 Product Specialists
- 8 HNW Specialists
- 30 Project Management,
   Fulfillment & Support

~1,450 Carlyle Employees



#### 2012 & 2013

- \$32 bn in new commitments
- Closes on 27 different funds
- \$2.6 bn raised from HNW investors
- 181 new investors, committing
   \$4.6 bn
- 62% of capital from investors in 6 or more funds
- Over 1600 investors

THE CARLYLE GROUP

### **High Level Strategy**

## **Generate Attractive Returns For Our Fund Investors**

- Sector Experts
- Global Footprint
- Operating Executives
- OneCarlyle

#### **Grow the Investment Platform**

- Attractive Fund Offerings
- Leverage Our Scale
- Distinctive Performance →
   Attractive Fee Constructs

## Deepen & Expand Investor Base

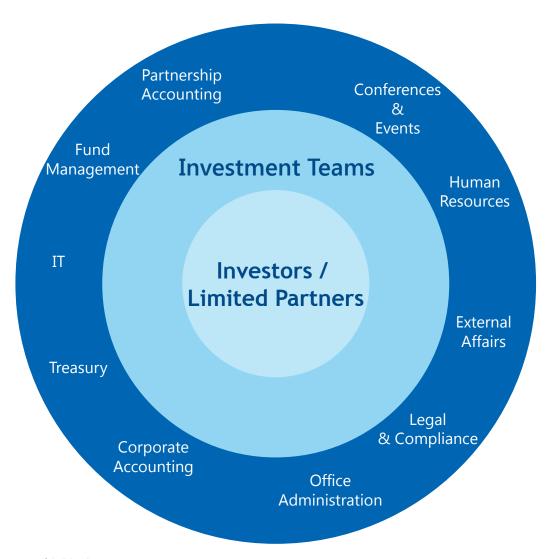
- Product Specialists
- Broad Geographic Coverage
- High Net Worth/Retail Offerings

# **Support with World Class Investor Services**

- Investor Reporting
- Portfolio Analytics
- •Fund Launch
- Acquisition Integration
- •Corp. Functions

#### **Support with World Class Investor Services**

• Investor Reporting • Portfolio Analytics • Fund Launch • Acquisition Integration • Corp. Functions



- 5,033 legal entities 325 new ones so far this year
- ~4,250 bank accounts across 100 banks
- ~118,000 cash transactions each year
- >225 firm/fund audits each year
- >50,000 K-1s and other tax filings each year
- ~7,800 unique investor requests each year

THE CARLYLE GROUP

#### **High Level Strategy**

#### Generate Attractive Returns For Our Fund Investors

- Sector Experts
- Global Footprint
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- OneCarlyle

#### Grow the Investment Platform

- Attractive Fund Offerings
- Leverage Our Scale
- Distinctive Performance → Attractive Fee Constructs

# **Grow Distributable Earnings & Related Unitholder Distributions**

- More Funds Generate Incentive Fees
- Management Fees Grow
- Operating Margins Increase

## Deepen & Expand Investor Base

- Product Specialists
- Broad Geographic Coverage
- High Net Worth/Retail Offerings

## Support with World Class Investor Services

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### **Grow Distributable Earnings & Related Unitholder Distributions**

|  | Corporate Private<br>Equity                        | Global Market<br>Strategies   | Real Assets   | Solutions   |
|--|--|---|---|---|
| Near/Medium<br>-Term Growth<br>Drivers | ✓ Drive performance in CPE carry funds in "Big 11" | <ul> <li>✓ Consistent<br/>performance of<br/>investment strategies</li> </ul> | <ul> <li>✓ Drive performance in<br/>RA carry funds in "Big<br/>11"</li> </ul>           | <ul> <li>✓ Build/acquire key<br/>outstanding<br/>capabilities</li> </ul>                                    |
|  | ✓ Complete fundraising for<br>next gen funds       | ✓ Launch contiguous strategies off existing                                   | ✓ Complete fundraising for Int'l Energy   | <ul><li>✓ On-board<br/>acquisitions</li></ul>   |
|  |  | platforms  ✓ Appropriately scale  | Partners and Power<br>Partners  | ✓ Assemble Solutions<br>"sales force"   |
|  |  | existing funds  | <ul> <li>✓ Successfully launch<br/>next gen US Real<br/>Estate and NGP Funds</li> </ul> |   |
|  | ✓ Build scale in newer platforms                   | <ul> <li>✓ Launch <u>and</u> acquire<br/>new strategies</li> </ul>            | <ul><li>✓ Re-tool International<br/>Real Estate</li></ul>                               | ✓ Bundle/integrate product offerings  |
| Longer-Term<br>Growth<br>Drivers       |  | <ul><li>✓ Expand product offerings for HNW/Retail Investors</li></ul>         | ✓ Exercise NGP options (take CG to 55% mgmt. fees, 47.5% perf. fees)                    | <ul> <li>✓ Launch new products<br/>targeting both<br/>HWN/Retail and<br/>institutional investors</li> </ul> |

### Successfully raise \$15-20 billion per year and invest available capital wisely

### Longer-Term Distributable Earnings Mix Expected to Shift Over Time

- We expect Corporate Private Equity will be an even bigger cash engine
- We expect Global Market Strategies, Real Assets and Solutions will generate a larger percentage of Distributable Earnings
- Fee Related Earnings will grow as the platform broadens and newer strategies scale
- Performance Fees will continue to represent a large part of Distributable Earnings

### **High Level Strategy**

Generate Attractive Grow the Investment **Platform** Returns For Our Fund Investors Grow Distributable Earnings & Related **Unitholder Distributions** Deepen & Expand Support with World **Class Investor Services Investor Base** 

# Carlyle is a



# **Global Alternative Asset Manager**

### THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

# Investor Day

November 11, 2013

Q&A

## THE CARLYLE GROUP

**GLOBAL ALTERNATIVE ASSET MANAGEMENT** 

# Investor Day November 11, 2013