

### KKR & CO. INC.

### FORM 8-K (Current report filing)

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Industry Investment Management & Fund Operators

Sector Financials

Fiscal Year 12/31



### UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, DC 20549

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### FORM 8-K

### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): February 6, 2014

### KKR & CO. L.P.

(Exact name of registrant as specified in its charter)

Delaware

001-34820

26-0426107

(State or other jurisdiction of incorporation)

(Commission File Number) (IRS Employer Identification No.)

9 West 57 <sup>th</sup> Street, Suite 4200 New York, New York

10019

(Zip Code)

(Address of principal executive offices)

### (212) 750-8300

(Registrant's telephone number, including area code)

### NOT APPLICABLE

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 2.02 Results of Operations

On February 6, 2014, KKR & Co. L.P. issued a press release announcing financial results for the quarter and year ended December 31, 2013.

The press release is furnished as Exhibit 99.1 to this Report.

As provided in General Instruction B.2 of Form 8-K, the information in this Item 2.02 and the exhibit furnished by this Form 8-K shall not be deemed to be "filed" for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, nor shall they be deemed to be incorporated by reference in any filing under the Securities Act of 1933, as amended, except as shall be expressly set forth by specific reference in such a filing.

### Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

Exhibit No. Description

Exhibit 99.1 Press release of KKR & Co. L.P., dated February 6, 2014, announcing results for the quarter and year ended December

31, 2013 (This exhibit is furnished and not filed)

### **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

KKR & CO. L.P.

By: KKR Management LLC, its general partner

Date: February 6, 2014 By: /s/ William J. Janetschek

Name: William J. Janetschek Title: Chief Financial Officer

### EXHIBIT INDEX

Description Exhibit No.

Press release of KKR & Co. L.P., dated February 6, 2014, announcing results for the quarter and year ended December 31, 2013 (This exhibit is furnished and not filed) Exhibit 99.1

### KKR & Co. L.P. Announces Fourth Quarter and Full Year 2013 Results

### Strong Investment Returns Drive Record Economic Net Income

GAAP net income (loss) attributable to KKR & Co. L.P. was \$277.9 million and \$691.2 million for the quarter and year ended December 31, 2013, respectively, up from \$96.7 million and \$560.8 million in the comparable periods of 2012.

Assets under management ("AUM") totaled \$94.3 billion as of December 31, 2013, up from \$75.5 billion as of December 31, 2012. Fee paying assets under management ("FPAUM") totaled \$77.4 billion as of December 31, 2013, up from \$60.8 billion as of December 31, 2012.

Total distributable earnings were \$510.4 million for the quarter ended December 31, 2013, down from \$546.3 million for the quarter ended December 31, 2012. Total distributable earnings were \$1,455.9 million for the year December 31, 2013, up from \$1,449.4 million in the comparable period of 2012.

Economic net income ("ENI") was \$789.6 million and \$2,195.6 million for the quarter and year ended December 31, 2013, respectively, up from \$347.7 million and \$2,130.9 million in the comparable periods of 2012. Return on equity was 27.4% for the year ended December 31, 2013.

After-tax ENI was \$1.08 and \$2.99 per adjusted unit for the quarter and year ended December 31, 2013, respectively, up from \$0.48 and \$2.90 per adjusted unit in the comparable periods on 2012.

Fee related earnings ("FRE") were \$120.1 million and \$412.3 million for the quarter and year ended December 31, 2013, respectively, up from \$86.0 million and \$319.8 million in the comparable periods of 2012.

Book value was \$7.8 billion on a total reportable segment basis as of December 31, 2013 or \$10.83 per adjusted unit.

KKR & Co. L.P. declares a fourth quarter distribution of \$0.48 per common unit, bringing year-to-date distributions for 2013 to \$1.40 per common unit, up from \$1.22 per common unit for 2012.

KKR & Co. L.P. announced a transaction to acquire KKR Financial Holdings LLC ("KFN").

NEW YORK--(BUSINESS WIRE)--February 6, 2014-- KKR & Co. L.P. (NYSE:KKR) today reported its fourth quarter and full year 2013 results.

For the fourth quarter and year ended December 31, 2013, the carrying value of our private equity investment portfolio appreciated 8.4% and 20.2%, respectively.

AUM and FPAUM were \$94.3 billion and \$77.4 billion, respectively, as of December 31, 2013, both up from September 30, 2013.

We recently held our final close for our North America Fund XI L.P., Real Estate Partners Americas L.P., and Special Situations Fund L.P. Including general partner, employee and affiliate commitments, our North America Fund XI L.P. closed with \$9.0 billion of commitments, Real Estate Partners Americas L.P. closed with \$1.5 billion of commitments, and the Special Situations Fund L.P. closed with \$2.0 billion of commitments.

On December 16, 2013, KKR announced the signing of a definitive merger agreement where KKR will acquire KFN through a stock-for-stock merger. KFN is a specialty finance company with a portfolio of assets spanning a complementary range of strategies, principally leveraged credit through ownership of subordinated and mezzanine notes across a number of CLOs; special situations; and Private Markets strategies including natural resources, commercial real estate and private equity. KFN is externally managed by KKR. The merger, which is subject to KFN shareholder approval, customary regulatory approvals and other customary closing conditions, is expected to close in the first half of 2014.

In the near term, we expect to close on the acquisition of Avoca Capital (Unlimited) and its affiliates ("Avoca"), a European credit investment manager. The addition of Avoca provides KKR with a leading presence in the European leveraged credit markets and will enable us to expand our credit platform to offer a full spectrum of credit opportunities globally for our fund investors. As of December 31, 2013, Avoca had \$8.4

billion in assets under management, which are not included in either AUM or FPAUM.

"Our investment performance, cash flow generation, and balance sheet income translated into \$1.5 billion in total distributable earnings, a 27% return on equity, and a distribution of \$1.40 per unit for 2013, our highest annual distribution as a public company," said Henry R. Kravis and George R. Roberts, Co-Chairmen and Co-Chief Executive Officers of KKR. "We continued to see progress across our capital raising, investment performance, monetization and strategic initiatives."

Note: Certain financial measures, including FRE, ENI, after-tax ENI, ENI after taxes and equity-based charges, fee related EBITDA, book value, cash and short-term investments and adjusted units, are not presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"). See Exhibits A and B for a reconciliation of such measures to financial results prepared in accordance with GAAP.

### **GAAP RESULTS**

GAAP results for the quarter and year ended December 31, 2013 included net income attributable to KKR & Co. L.P. of \$277.9 million and \$691.2 million, respectively, and net income attributable to KKR & Co. L.P. per common unit of \$0.89 and \$2.30, respectively, on a diluted basis. For the quarter and year ended December 31, 2012, net income attributable to KKR & Co. L.P. was \$96.7 million and \$560.8 million, respectively, and net income attributable to KKR & Co. L.P. per common unit were \$0.36 and \$2.21, respectively, on a diluted basis. The increase quarter over quarter was primarily due to (i) an increase in management fees attributable to new capital raised; (ii) higher transaction fees; (iii) a higher level of total investment income; and (iv) an increase in KKR & Co. L.P.'s ownership percentage in the KKR business. The year over year increase was primarily due to (i) an increase in management fees attributable to new capital raised; (ii) higher transaction fees; (iii) the acquisition of Prisma; and (iv) an increase in KKR & Co. L.P.'s ownership percentage in the KKR business.

#### **SEGMENT RESULTS**

#### **Private Markets**

AUM was \$61.2 billion as of December 31, 2013, an increase of \$1.5 billion, or 2.5%, compared to AUM of \$59.7 billion as of September 30, 2013. The increase was primarily attributable to appreciation in the fair value of our private equity portfolio and to a lesser extent new capital raised from fund investors. The increase was partially offset by distributions to the limited partners of our private equity funds arising from realizations.

FPAUM was \$50.2 billion as of December 31, 2013, an increase of \$0.3 billion, or 0.6%, compared to FPAUM of \$49.9 billion as of September 30, 2013. The increase was primarily attributable to new capital raised from fund investors largely offset by distributions to the limited partners of our private equity funds arising from realizations.

FRE was \$30.5 million for the quarter ended December 31, 2013, a decrease of \$1.9 million, or 5.9%, compared to FRE of \$32.4 million for the quarter ended December 31, 2012. The decrease was primarily driven by higher compensation expense due to additional headcount and higher other operating expenses. The decrease was partially offset by higher management fees resulting from new capital raised and higher transaction fees.

FRE was \$158.3 million for the year ended December 31, 2013, an increase of \$7.3 million, or 4.8%, compared to FRE of \$151.0 million for the year ended December 31, 2012. The increase was primarily driven by higher management fees resulting from new capital raised and higher transaction fees. The increase was partially offset by higher compensation expense due to additional headcount and higher other operating expenses.

ENI was \$368.6 million for the quarter ended December 31, 2013, an increase of \$190.8 million, or 107.3%, compared to ENI of \$177.8 million for the quarter ended December 31, 2012. The increase was primarily attributable to higher net carried interest resulting from a higher level of appreciation in our private equity portfolio.

ENI was \$952.5 million for the year ended December 31, 2013, an increase of \$120.8 million, or 14.5%, compared to ENI of \$831.7 million for the year ended December 31, 2012. The increase was primarily attributable to higher net carried interest resulting from a lower level of management fee refunds and the increase in FRE discussed above.

### **Public Markets**

AUM was \$33.1 billion as of December 31, 2013, an increase of \$2.6 billion, or 8.5%, compared to AUM of \$30.5 billion as of September 30, 2013. FPAUM was \$27.2 billion as of December 31, 2013, an increase of \$3.5 billion, or 14.8%, compared to FPAUM of \$23.7 billion as of September 30, 2013. For both AUM and FPAUM, the increases were primarily attributable to net new capital raised from fund investors.

FRE was \$63.6 million for the quarter ended December 31, 2013, an increase of \$34.2 million, or 116.3%, compared to FRE of \$29.4 million for the quarter ended December 31, 2012. The increase was principally attributable to higher incentive fees earned and higher management fees related to new capital raised from fund investors. The increase was partially offset by higher operating expenses.

FRE was \$155.4 million for the year ended December 31, 2013, an increase of \$74.9 million, or 93.0%, compared to FRE of \$80.5 million for the year ended December 31, 2012. The increase was primarily attributable to (i) higher management fees related to new capital raised from fund investors,(ii) the acquisition of Prisma and (iii) higher incentive fees earned. The increase was partially offset by higher operating expenses primarily related to one-time expenses incurred in connection with the launch of a closed-end fund in 2013.

ENI was \$73.3 million for the quarter ended December 31, 2013, an increase of \$35.9 million, or 96.0%, compared to ENI of \$37.4 million for the quarter ended December 31, 2012. The increase was primarily driven by the increase in FRE discussed above.

ENI was \$191.4 million for the year ended December 31, 2013, an increase of \$88.5 million, or 86.0%, compared to ENI of \$102.9 million for the year ended December 31, 2012. The increase was primarily driven by the increase in FRE discussed above and to a lesser extent higher net carried interest due to certain credit investment vehicles beginning to earn carry in 2013.

### **Capital Markets and Principal Activities**

FRE was \$26.0 million for the quarter ended December 31, 2013, an increase of \$1.8 million, or 7.4%, compared to FRE of \$24.2 million for the quarter ended December 31, 2012. FRE was \$98.7 million for the year ended December 31, 2013, an increase of \$10.4 million, or 11.8%, compared to FRE of \$88.3 million for the year ended December 31, 2012. The increases in both comparable periods were primarily driven by a higher level of overall capital markets transaction activity, partially offset by higher compensation expense.

ENI was \$347.8 million for the quarter ended December 31, 2013, an increase of \$215.2 million, or 162.3%, compared to ENI of \$132.6 million for the quarter ended December 31, 2012. The increase was primarily attributable to a higher level of investment income from our principal investments.

ENI was \$1,051.7 million for the year ended December 31, 2013, a decrease of \$144.5 million, or 12.1%, compared to ENI of \$1,196.2 million for the year ended December 31, 2012. The decrease was primarily due to a lower level of investment income from our principal investments, partially offset by the increase in FRE discussed above. While the fair value of our principal investments increased during the year ended December 31, 2013, the level of appreciation was lower than in 2012.

### **CAPITAL AND LIQUIDITY**

As of December 31, 2013, KKR had \$2.2 billion of cash and short-term investments on a total reportable segment basis and \$1.0 billion of outstanding debt obligations. KKR's availability for borrowings was \$750.0 million (which is reduced by an outstanding letter of credit), which does not include a \$500.0 million revolving credit facility for use in its capital markets business that was undrawn as of December 31, 2013.

As of December 31, 2013, KKR's portion of total uncalled commitments to its investment funds was \$1.2 billion, consisting of the following (amounts in thousands):

	Uncalled Commitments					
Private Markets	_					
North America Fund XI	\$	324,800				
Energy Income and Growth Fund		227,500				
Real Estate Partners Americas		123,200				
European Fund III		121,500				
Asian Fund II		72,400				
2006 Fund		61,700				
Infrastructure		19,900				
Natural Resources		11,100				
China Growth Fund		6,400				
Asian Fund		3,700				
E2 Investors (Annex Fund)		900				
Co-Investment Vehicles		39,200				
Total Private Markets Commitments		1,012,300				
Public Markets						
Special Situations Vehicles		125,900				
Mezzanine Fund		21,200				
Direct Lending Vehicles		12,600				
Total Public Markets Commitments		159,700				
<b>Total Uncalled Commitments</b>	<u>\$</u>	1,172,000				

### **DISTRIBUTION**

A distribution of \$0.48 per common unit has been declared, comprised of (i) \$0.12 per common unit from after-tax FRE, (ii) \$0.22 per common unit from realized cash carry, and (iii) \$0.14 per common unit from net realized principal investment income. The distribution will be paid on March 4, 2014 to unitholders of record as of the close of business on February 18, 2014. Please refer to the distribution policy presented later in this release.

#### **CONFERENCE CALL**

A conference call to discuss KKR's financial results will be held on Thursday, February 6, 2014 at 10:00 a.m. EST. The conference call may be accessed by dialing (877) 303-2917 (U.S. callers) or +1 (253) 237-1135 (non-U.S. callers); a pass code is not required. Additionally, the conference call will be broadcast live over the Internet and may be accessed through the Investors Center section of KKR's website at <a href="http://ir.kkr.com/kkr\_ir/kkr\_events.cfm">http://ir.kkr.com/kkr\_ir/kkr\_events.cfm</a>. A replay of the live broadcast will be available on KKR's website or by dialing (855) 859-2056 (U.S. callers) or +1 (404) 537-3406 (non-U.S. callers), pass code 35363339 beginning approximately two hours after the broadcast.

From time to time, KKR may use its website as a channel of distribution of material company information. Financial and other important information regarding KKR is routinely posted and accessible on the Investor Center for KKR & Co. L.P. at <a href="http://ir.kkr.com/kkr\_ir/kkr\_events.cfm">http://ir.kkr.com/kkr\_ir/kkr\_events.cfm</a>. In addition, you may automatically receive email alerts and other information about KKR by enrolling your email address at the "Email Alerts" area of the Investor Center on the website.

#### ABOUT KKR

Founded in 1976 and led by Henry Kravis and George Roberts, KKR is a leading global investment firm with \$94.3 billion in assets under management as of December 31, 2013. With offices around the world, KKR manages assets through a variety of investment funds and accounts covering multiple asset classes. KKR seeks to create value by bringing operational expertise to its portfolio companies and through active oversight and monitoring of its investments. KKR complements its investment expertise and strengthens interactions with fund investors through its client relationships and capital markets platform. KKR & Co. L.P. is publicly traded on the New York Stock Exchange (NYSE: KKR) and "KKR", as used in this release, includes its subsidiaries, their managed investment funds and accounts, and/or their affiliated investment vehicles, as appropriate. For additional information, please visit KKR's website at <a href="https://www.kkr.com">www.kkr.com</a>.

### FORWARD-LOOKING STATEMENTS

This release contains certain forward-looking statements. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. The forward-looking statements are based on KKR's beliefs, assumptions and expectations of its future performance, taking into account all information currently available to it. These beliefs, assumptions and expectations can change as a result of many possible events or factors, not all of which are known to KKR or are within its control. If a change occurs, KKR's business, financial condition, liquidity and results of operations, including but not limited to AUM, FPAUM, FRE, total distributable earnings, ENI, after-tax ENI, ENI after taxes and equity-based charges, fee related EBITDA, committed dollars invested and syndicated capital, uncalled commitments, core interest expense, cash and short-term investments, net realized principal investment income and book value, may vary materially from those expressed in the forward-looking statements. The following factors, among others, could cause actual results to vary from the forward-looking statements: the general volatility of the capital markets; failure to realize the benefits of or changes in KKR's business strategies including the ability to realize the anticipated synergies from acquisitions or strategic partnerships such as Prisma, Nephila, Avoca or KFN; availability, terms and deployment of capital; availability of qualified personnel and expense of recruiting and retaining such personnel; changes in the asset management industry, interest rates or the general economy; underperformance of KKR's investments and decreased ability to raise funds; and the degree and nature of KKR's competition. KKR does not undertake any obligation to update any forward-looking statements to reflect circumstances or events that occur after the date on which such statements were made except as required by law. In addition, KKR's business strategy is focused on the long term and financial results are subject to significant volatility. Additional information about factors affecting KKR is available in KKR & Co. L.P.'s Annual Report on Form 10-K for the fiscal year ended December 31, 2012, filed with the SEC on February 22, 2013, and other filings with the SEC, which are available at www.sec.gov.

### $\label{eq:KKR} \textbf{KKR}$ CONSOLIDATED STATEMENTS OF OPERATIONS (GAAP BASIS - UNAUDITED)

 $(Amounts\ in\ thousands,\ except\ common\ unit\ and\ per\ common\ unit\ amounts)$ 

	Quarter Ended			Year Ended				
	Dec	ember 31, 2013	Dec	ember 31, 2012	Dec	ember 31, 2013	De	cember 31, 2012
Revenues								
Fees	\$	224,902	\$	177,621	\$	762,546	\$	568,442
Expenses								
Compensation and Benefits		405,687		261,454		1,266,592		1,280,854
Occupancy and Related Charges		15,684		14,569		61,720		58,205
General, Administrative and Other		158,920		82,249		438,826		259,729
Total Expenses		580,291		358,272		1,767,138		1,598,788
Investment Income (Loss)								
Net Gains (Losses) from Investment Activities		3,227,327		874,507		7,826,082		7,871,673
Dividend Income		325,507		677,590		695,521		940,888
Interest Income		122,509		98,929		474,759		358,598
Interest Expense		(26,923)		(16,407)		(99,616)		(69,164)
Total Investment Income (Loss)		3,648,420		1,634,619		8,896,746		9,101,995
Income (Loss) Before Taxes		3,293,031		1,453,968		7,892,154		8,071,649
Income Taxes		12,401		5,628		37,926		43,405
Net Income (Loss)		3,280,630		1,448,340		7,854,228		8,028,244
Net Income (Loss) Attributable to								
Redeemable Noncontrolling Interests  Net Income (Loss) Attributable to		36,263		16,412		62,255		34,963
Noncontrolling Interests		2,966,454		1,335,200		7,100,747		7,432,445
Net Income (Loss) Attributable to KKR & Co. L.P.	\$	277,913	\$	96,728	\$	691,226	\$	560,836
Distributions Declared was VVD & Co. I. D. Common Unit	\$	0.48	\$	0.70	\$	1.40	\$	1,22
Distributions Declared per KKR & Co. L.P. Common Unit	Ф	0.40	Ф	0.70	Þ	1.40	Ф	1,22
Net Income (Loss) Attributable to KKR & Co. L.P. Per Common Unit								
Basic	\$	0.96	\$	0.39	\$	2.51	\$	2.35
Diluted (a)	\$	0.89	\$	0.36	\$	2.30	\$	2.21
Weighted Average Common Units Outstanding		****		040 000				220 502 227
Basic		288,045,501		249,303,558		274,910,628		238,503,257
Diluted (a)		312,340,336		268,192,128		300,254,090		254,093,160

<sup>(</sup>a) KKR Holdings L.P. units have been excluded from the calculation of diluted earnings per common unit given that the exchange of these units would proportionally increase KKR & Co. L.P.'s interests in KKR's business and would have an anti-dilutive effect on earnings per common unit as a result of certain tax benefits KKR & Co. L.P. is assumed to receive upon the exchange.

### STATEMENTS OF OPERATIONS AND OTHER SELECTED FINANCIAL INFORMATION TOTAL REPORTABLE SEGMENTS (UNAUDITED)

(Amounts in thousands, except unit and per unit amounts)

	Quarter Ended							Year Ended			
	Dec	ember 31, 2013	Sep	tember 30, 2013	De	cember 31, 2012	De	cember 31, 2013	Dec	ember 31, 2012	
Fees				·				·		·	
Management and incentive fees:											
Management fees	\$	175,246	\$	173,245	\$	144,355	\$	665,630	\$	529,107	
Incentive fees		36,695		1,225		12,350		72,359		43,845	
Management and incentive fees		211,941		174,470		156,705		737,989		572,952	
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Monitoring and transaction fees:											
Monitoring fees		26,282		33,010		32,988		120,267		116,565	
Transaction fees		104,475		129,127		76,840		336,686		240,108	
Fee credits		(47,014)		(61,782)		(37,991)		(166,612)		(105,730)	
Net monitoring and transaction fees		83,743		100.355		71,837		290,341		250,943	
Net monitoring and transaction fees		65,745	-	100,333		/1,03/	_	290,341		230,943	
Total fees		295,684		274,825	_	228,542		1,028,330		823,895	
_											
Expenses		05.045		02 220		76.001		242.772		272 011	
Compensation and benefits		95,945		92,229		76,001		343,772		272,811	
Occupancy and related charges		14,264		15,674		13,763		56,327		55,068	
Other operating expenses		65,342		60,884		52,799		215,883		176,205	
Total expenses		175,551		168,787		142,563		615,982		504,084	
Fee Related Earnings		120,133		106,038		85,979		412,348		319,811	
				,		22,,	_	,		0.27,0.2.	
Investment income (loss)											
Realized carried interest		250,500		81,532		168,320		690,027		475,707	
Unrealized carried interest		347,239		278,004		100,616		754,423		956,203	
Gross carried interest		597,739	-	359,536		268,936		1,444,450		1,431,910	
Less: allocation to KKR carry pool		(241,397)		(145,512)		(107,514)		(582,949)		(581,206)	
Less: management fee refunds (a)		(8,564)		(7,767)		(8,712)		(30,282)		(143,723)	
Net carried interest		347,778		206,257		152,710		831,219		706,981	
Realized other investment income (loss)		250,856		102,766		366,878		657,139		866,776	
Unrealized other investment income (loss)		72,825		200,706		(256,642)		301,262		244,346	
Total other investment income (loss)		323,681		303,472		110,236		958,401		1,111,122	
Total investment income (loss)		671,459		509,729		262,946		1,789,620		1,818,103	
Income (Loss) before noncontrolling interests											
in Income of consolidated entities		791,592		615,767		348,925		2,201,968		2,137,914	
Income (Loss) attributable to											
noncontrolling interests		1,943		2,020		1,245		6,387		7,043	
Economic Net Income (Loss)	\$	789,649	\$	613,747	\$	347,680	\$	2,195,581	\$	2,130,871	
Provision for Income Taxes		16,048		11,950		10,632		61,601		102,420	
Economic Net Income (Loss), After Taxes (b)	\$	773,601	\$	601,797	\$	337,048	\$	2,133,980	\$	2,028,451	
Economic Net Income (Loss), After Taxes per Adjusted Unit (b)	\$	1.08	\$	0.84	\$	0.48	\$	2.99	\$	2.90	
Assets Under Management	\$	94,320,300	\$	90,169,200	\$	75,527,500	\$	94,320,300	\$	75,527,500	
Fee Paying Assets Under Management	\$	77,397,500	\$	73,611,900	\$	60,846,000	\$	77,397,500	\$	60,846,000	
Committed Dollars Invested and Syndicated Capital	\$	2,943,500	\$	2,848,700	\$	1,715,700	\$	8,506,000	\$	4,354,900	
Uncalled Commitments	\$	22,463,900	\$	22,718,400	\$	16,071,900	\$	22,463,900	\$	16,071,900	
Other Information											
Fee Related Earnings	\$	120,133	\$	106,038	\$	85,979	\$	412,348	\$	319,811	
Plus: depreciation and amortization	_	3,658	_	3,601		3,580	_	14,648		12,499	
Fee Related EBITDA	\$	123,791	\$	109,639	\$	89,559	\$	426,996	\$	332,310	
Total Distributable Earnings (b)	\$	510,351	\$	251,137	\$	546,290	\$	1,455,878	\$	1,449,396	
GAAP interest expense Less: interest expense related to debt obligations	\$	26,923	\$	25,056	\$	16,407	\$	99,616	\$	69,164	

from investment financing arrangements  Core Interest Expense (b)	\$ 9,919 <b>17,004</b>	\$ 8,841 <b>16,215</b>	\$ 7,014 <b>9,393</b>	\$ 33,954 <b>65,662</b>	\$ 31,050 <b>38,114</b>
Economic Net Income (Loss), After Taxes and Equity-based Charges (b)	\$ 743,473	\$ 570,570	\$ 321,850	\$ 2,019,271	\$ 1,965,574
Return on Equity (c)				27.4%	31.0%

<sup>(</sup>a) As of December 31, 2013, there is no carried interest subject to management fee refunds, which may reduce carried interest in future periods.

<sup>(</sup>b) See definitions for economic net income (loss), after taxes, adjusted units, total distributable earnings, core interest expense and economic net income (loss), after taxes and equity-based charges under "Notes to Reportable Segments."

<sup>(</sup>c) Return on equity measures the amount of net income generated as a percentage of capital invested in KKR's business. Return on equity is calculated by dividing Economic Net Income (Loss), After Taxes and Equity-based Charges by the average book value during the period.

### ${\bf SUPPLEMENTAL\ STATEMENTS\ OF\ OPERATIONS\ AND\ OTHER\ SELECTED\ FINANCIAL\ INFORMATION\ (SAMPLE)}\\ {\bf TOTAL\ REPORTABLE\ SEGMENTS\ (UNAUDITED)}$

(Amounts in thousands, except unit and per unit amounts)

	Quarter Ended							Year Ended				
	Decer	nber 31, 2013	Septe	mber 30, 2013	December	r 31, 2012	Dec	ember 31, 2013	Dec	ember 31, 2012		
Segment Revenues												
Fees	\$	295,684	\$	274,825	\$	228,542	\$	1,028,330	\$	823,895		
Gross Carried Interest - net of Management Fee Refunds		589,175		351,769		260,224		1,414,168		1,288,187		
Investment Income (Loss)		323,681		303,472		110,236		958,401		1,111,122		
<b>Total Segment Revenues</b>		1,208,540		930,066		599,002		3,400,899		3,223,204		
Segment Expenses												
Allocation to Carry Pool		241,397		145,512		107,514		582,949		581,206		
Compensation and benefits		95,945		92,229		76,001		343,772		272,811		
Equity-based Charges		30,128		31,227		15,198		114,709		62,877		
Occupancy and Related Charges		14,264		15,674		13,763		56,327		55,068		
Other Operating Expenses		65,342		60,884		52,799		215,883		176,205		
<b>Total Segment Expenses</b>		447,076		345,526		265,275		1,313,640		1,148,167		
Income (Loss) attributable to noncontrolling interests		1,943		2,020		1,245		6,387		7,043		
Economic Net Income (Loss) After Equity-based Charges	\$	759,521	\$	582,520	\$	332,482	\$	2,080,872	\$	2,067,994		
Provision for Income Taxes		16,048		11,950		10,632		61,601		102,420		
Economic Net Income (Loss), After Taxes and Equity-based Charges	\$	743,473	\$	570,570	\$	321,850	\$	2,019,271	\$	1,965,574		
Economic Net Income (Loss), After Taxes and Equity-based Charges Per Adjusted Unit	\$	1.04	\$	0.80	\$	0.46	\$	2.82	\$	2.81		
Weighted Average Adjusted Units (Fully Diluted Basis)		716,807,180		715,781,663	70	04,805,537		714,835,941		699,988,443		
Return on Equity								27.4%		31.0%		

### STATEMENTS OF OPERATIONS AND OTHER SELECTED FINANCIAL INFORMATION PRIVATE MARKETS SEGMENTS (UNAUDITED)

(Amounts in thousands)

			Q	uarter Ended	d Year				Ended		
	Dece	ember 31, 2013	Sep	tember 30, 2013	Dec	ember 31, 2012	Dece	mber 31, 2013	Dece	ember 31, 2012	
Fees											
Management and incentive fees:											
Management fees	\$	118,781	\$	119,410	\$	104,804	\$	459,496	\$	423,921	
Incentive fees		-		-							
Management and incentive fees		118,781		119,410		104,804		459,496		423,921	
Monitoring and transaction fees:											
Monitoring fees		26,282		33.010		32,988		120,267		116,565	
Transaction fees		53,507		54,968		41,231		150,118		96,454	
Fee credits		(39,509)		(46,597)		(37,721)		(136,662)		(97,362)	
Net monitoring and transaction fees		40,280		41,381	-	36,498		133,723		115,657	
T . 10		150.051		4 60 504		444.000		502.210		500 550	
Total fees		159,061		160,791	· <del></del>	141,302		593,219		539,578	
Expenses											
Compensation and benefits		66,994		65,400		53,383		231,911		192,765	
Occupancy and related charges		12,110		13,367		12,075		48,045		48,562	
Other operating expenses		49,466		37,586		43,463		154,982		147,253	
Total expenses		128,570		116,353		108,921		434,938		388,580	
Fee Related Earnings		30,491		44,438		32,381		158,281		150,998	
Investment income (loss)											
Realized carried interest		250,500		81,532		168,320		690.027		475,707	
Unrealized carried interest		330,113		263,982		86,976		692,085		917,048	
Gross carried interest		580,613		345,514		255,296		1,382,112		1,392,755	
Less: allocation to KKR carry pool		(234,547)		(139,903)		(102,058)		(558,014)		(565,543)	
Less: management fee refunds		(8,564)		(7,767)		(8,712)		(30,282)		(143,723)	
Net carried interest		337,502		197,844		144,526		793,816		683,489	
Realized other investment income (loss)		-		-						-	
Unrealized other investment income (loss)		824		3,357		1,158		1,897		599	
Total other investment income (loss)		824		3,357		1,158		1,897		599	
Total investment income (loss)		338,326		201,201		145,684		795,713		684,088	
Income (Loss) before noncontrolling interests											
in Income of consolidated entities		368,817		245,639		178,065		953,994		835,086	
Income (Loss) attributable to		500,017		243,039		1 / 0,003		223,274		033,000	
noncontrolling interests	_	256		433	_	292		1,498		3,390	
Economic Net Income (Loss)	\$	368,561	\$	245,206	\$	177,773	\$	952,496	\$	831,696	
					<u> </u>						
Assets Under Management	\$	61,242,900	\$	59,678,300	\$	49,127,600	\$	61,242,900	\$	49,127,600	
Fee Paying Assets Under Management	\$	50,156,300	\$	49,889,500	\$	41,173,000	\$	50,156,300	\$	41,173,000	
Committed Dollars Invested	\$	2,122,600	\$	1,805,800	\$	1,220,800	\$	5,840,900	\$	3,026,300	
Uncalled Commitments	\$	20,101,600	\$	21,103,800	\$	14,271,100	\$	20,101,600	\$	14,271,100	

### STATEMENTS OF OPERATIONS AND OTHER SELECTED FINANCIAL INFORMATION PUBLIC MARKETS SEGMENTS (UNAUDITED)

(Amounts in thousands)

			Quarter Ended			Year Ended				
	Dece	ember 31, 2013	Sep	tember 30, 2013	D	ecember 31, 2012	Decei	mber 31, 2013	Dec	ember 31, 2012
Fees										
Management and incentive fees:										
Management fees	\$	56,465	\$	53,835	\$	39,551	\$	206,134	\$	105,186
Incentive fees		36,695		1,225		12,350		72,359		43,845
Management and incentive fees		93,160		55,060		51,901		278,493		149,031
Monitoring and transaction fees: Monitoring fees		_		_		_		_		_
Transaction fees		9,431		20,534		1,974		40,314		14,495
Fee credits		(7,505)		(15,185)		(270)		(29,950)		(8,368)
Net monitoring and transaction fees		1,926		5,349		1,704		10.364		6,127
Net monitoring and transaction fees		1,920		3,349		1,704		10,304		0,127
Total fees		95,086		60,409	_	53,605		288,857		155,158
Expenses										
Compensation and benefits		17,082		18,606		16,097		77,378		50,705
Occupancy and related charges		1,800		1,906		1,479		6,863		5,606
Other operating expenses (a)		12,567		19,670		6,596		49,210		18,350
Total expenses		31,449		40,182		24,172		133,451		74,661
Fee Related Earnings (a)		63,637		20,227		29,433		155,406		80,497
Investment income (loss)										
Realized carried interest		-		-		-		-		-
Unrealized carried interest		17,126		14,022		13,640		62,338		39,155
Gross carried interest		17.126		14,022		13,640		62,338		39,155
Less: allocation to KKR carry pool		(6,850)		(5,609)		(5,456)		(24,935)		(15,663)
Less: management fee refunds		-		-		-		-		-
Net carried interest		10,276		8,413		8,184		37,403		23,492
Realized other investment income (loss)		-								
Unrealized other investment income (loss)		36		(4)		30		116		20
Total other investment income (loss)		36		(4)		30		116		20
Total investment income (loss)		10,312		8,409		8,214		37,519		23,512
Income (Loss) before noncontrolling interests										
in Income of consolidated entities		73,949		28,636		37,647		192,925		104,009
Income (Loss) attributable to		73,747		20,030		37,047		1,72,723		104,007
noncontrolling interests		625		202		292		1,560		1,079
Economic Net Income (Loss)	\$	73,324	\$	28,434	\$	37,355	\$	191,365	\$	102,930
		•		·		· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·		· · · · · · · · · · · · · · · · · · ·
Assets Under Management	\$	33,077,400	\$	30,490,900	\$	26,399,900	\$	33,077,400	\$	26,399,900
Fee Paying Assets Under Management	\$	27,241,200	\$	23,722,400	\$	19,673,000	\$	27,241,200	\$	19,673,000
Committed Dollars Invested	\$	690,900	\$	326,400	\$	226,400	\$	1,553,000	\$	784,800
<b>Uncalled Commitments</b>	\$	2,362,300	\$	1,614,600	\$	1,800,800	\$	2,362,300	\$	1,800,800
Gross Dollars Invested	\$	1,481,100	\$	1,498,000	\$	365,600	\$	4,213,300	\$	1,678,700

<sup>(</sup>a) For the quarter ended September 30, 2013 and for the year ended December 31, 2013, other operating expenses include \$9.7 million of one-time expenses incurred in connection with the launch of a closed-end fund.

### STATEMENTS OF OPERATIONS AND OTHER SELECTED FINANCIAL INFORMATION CAPITAL MARKETS AND PRINCIPAL ACTIVITIES SEGMENTS (UNAUDITED)

(Amounts in thousands)

	Quarter Ended				Year Ended					
	Decem	ber 31, 2013	Septembe	er 30, 2013	Decemb	oer 31, 2012	Decemb	per 31, 2013	Decem	ber 31, 2012
Fees										
Management and incentive fees:										
Management fees	\$	-	\$	-	\$	-	\$	-	\$	-
Incentive fees										
Management and incentive fees										
Monitoring and transaction fees:										
Monitoring fees		-		-		-		-		-
Transaction fees		41,537		53,625		33,635		146,254		129,159
Fee credits		_				-				_
Net monitoring and transaction fees		41,537		53,625		33,635		146,254		129,159
Total fees		41,537		53,625		33,635		146,254		129,159
Expenses										
Compensation and benefits		11,869		8,223		6,521		34,483		29,341
Occupancy and related charges		354		401		209		1,419		900
Other operating expenses		3,309		3,628		2,740		11,691		10,602
Total expenses		15,532		12,252		9,470		47,593		40,843
Fee Related Earnings		26,005		41,373		24,165		98,661		88,316
Investment income (loss)										
Realized carried interest		_		-		_		-		-
Unrealized carried interest		_		-		-		-		_
Gross carried interest		_		_		-		_		_
Less: allocation to KKR carry pool		_		-		-		-		-
Less: management fee refunds		-		-		-		-		-
Net carried interest		_		-		-		-		-
Realized other investment income (loss)		250,856		102,766		366,878		657,139		866,776
Unrealized other investment income (loss)		71,965		197,353		(257,830)		299,249		243,727
Total other investment income (loss) (a)		322,821		300,119		109,048		956,388		1,110,503
Total investment income (loss)		322,821		300,119		109,048		956,388		1,110,503
Income (Loss) before noncontrolling interests										
in Income of consolidated entities		348,826		341,492		133,213		1,055,049		1,198,819
Income (Loss) attributable to		2 .0,0_0		,		100,210		-,,,		-,,,
noncontrolling interests		1,062		1,385		661		3,329		2,574
Economic Net Income (Loss)	\$	347,764	\$	340,107	\$	132,552	\$	1,051,720	\$	1,196,245
Syndicated Capital	\$	130,000	\$	716,500	\$	268,500	\$	1,112,100	\$	543,800
~,	Ψ	120,000	7	, 10,000	7	200,200	*	1,112,100	*	2 .2,300

<sup>(</sup>a) Amount is net of (i) interest expense and (ii) certain compensation and general and administrative expenses incurred in the generation of net realized principal investment income that is not included in "Compensation and benefits" and "Other operating expenses" above and on both page 6 and page 7.

### KKR BALANCE SHEETS TOTAL REPORTABLE SEGMENTS (UNAUDITED)

(Amounts in thousands, except per unit amounts)

As of December 31, 2013

Cash and short-term investments	Private Markets Segment	Public Markets Segment	Capital Markets and Principal Activities Segment		Total eportable Segments
Cash and short-term investments	\$ 177,547	\$ 19,571	\$ 1,963,979		\$ 2,161,097
Investments	-	-	4,980,265	(a)	4,980,265
Unrealized carry	1,116,996	62,342	-		1,179,338
Other assets	305,890	278,978	77,489		 662,357
Total assets	\$ 1,600,433	\$ 360,891	\$ 7,021,733		\$ 8,983,057
Debt obligations	\$ -	\$ -	\$ 1,000,000		\$ 1,000,000
Other liabilities	77,374	18,622	53,200		 149,196
Total liabilities	77,374	18,622	1,053,200		1,149,196
Noncontrolling interests	1,302	1,071	68,888		71,261
Book value	\$ 1,521,757	\$ 341,198	\$ 5,899,645		\$ 7,762,600
Book value per adjusted unit					\$ 10.83

	A	s of December 3	1, 2012	2					
	I	Private Markets Segment	Capital Markets and Public Principal Markets Activities Segment Segment				Total Reportable Segments		
Cash and short-term investments Investments Unrealized carry Other assets Total assets	\$	358,237 730,292 207,047 1,295,576	\$	28,690 24,939 280,472 334,101	\$	1,147,360 4,758,157 62,119 5,967,636	\$	1,534,287 4,758,157 755,231 549,638 7,597,313	
Debt obligations Other liabilities Total liabilities	\$	78,724 78,724	\$	16,433 16,433	\$	500,000 24,275 524,275	\$	500,000 119,432 619,432	
Noncontrolling interests		1,339		739		18,619		20,697	
Book value	\$	1,215,513	\$	316,929	\$	5,424,742	\$	6,957,184	
Book value per adjusted unit							\$	9.87	

See Capital Markets and Principal Activities segment schedule of investments that follows.

## KKR CAPITAL MARKETS AND PRINCIPAL ACTIVITIES SEGMENT SCHEDULE OF INVESTMENTS (UNAUDITED) (Amounts in thousands, except percentage amounts)

As of December 31, 2013 Fair Value as Fair a Percentage Investment Cost Value of Investments Co-investments in Portfolio Companies of **Private Equity Investment Vehicles** 1,544,331 2,130,058 42.8% **Private Equity Investment Vehicles** KKR 2006 Fund L.P. 330,066 389,879 7.8% 244,292 312,279 KKR European Fund III L.P. 6.3% KKR North America Fund XI L.P. 96,340 106,079 2.1% KKR Asian Fund L.P. 89,978 101,380 2.0% KKR European Fund II L.P. 39,013 43,052 0.9% KKR Millenium Fund L.P. 39,793 47,430 0.8% KKR E2 Investors, L.P. 14,209 27,707 0.6% 16,249 17,064 0.3% Co-Investments KKR China Growth Fund L.P. 3,452 4,303 0.1% KKR European Fund L.P. 47,664 4,273 0.1% KKR Asian Fund II L.P. 2,624 2,563 0.1% 931,317 1,048,372 21.1% **Private Equity Total** 2,475,648 3,178,430 63.9% Real Assets Energy Income and Growth 4.2% 207,661 211,301 Real Estate Fund 79,363 108,487 2.2% Infrastructure Fund 36,778 38,420 0.8% Co-Investments 11,241 13,117 0.3% Natural Resources 12,842 0.2% 8,147 Real Assets Total 347,885 379,472 7.7% **Private Markets Total** 2,823,533 3,557,902 71.6% **Public Markets Investment Vehicles** Liquid Credit 187,262 198,784 4.0% Special Situations 125,795 138,881 2.8% 2.7% Credit Relative Value 122,000 136,643 2.4% Long/Short Equities 100,000 121,098 Direct Lending 56,720 63.163 1.3% Mezzanine Fund 20,380 24,659 0.5% 612,157 683,228 **Public Markets Total** 13.7% Other 715,477 739,135 14.7% **Total Investments** 4,151,167 4,980,265 100.0% Significant Aggregate Investments: (a) Alliance Boots GmbH \$ 228,769 640,717 12.9% HCA Inc. 70,117 287,324 5.8% First Data Corporation 327,211 265,062 5.3% 1,193,103 24.0% 626,097 Other investments 3,787,162 76.0% 3,525,070 4,151,167 100.0% **Total Investments** 4,980,265 \$

<sup>(</sup>a) The significant aggregate investments include investments in portfolio companies with individual fair values of 5% or more of the Capital Markets and Principal Activities segment investments balance as of December 31, 2013. The fair value figures include the co-investment and the limited partner and/or general partner interests in the underlying portfolio company.

# KKR ASSETS UNDER MANAGEMENT\* (UNAUDITED) (Amounts in thousands)

Quarter Ended December 31, 2013	Private Markets Segment				Total Reportable Segments		
September 30, 2013  New Capital Raised  Distributions  Foreign Exchange  Change in Value	\$ <b>59,678,300</b> 1,294,100 (3,088,900) 10,700 3,348,700	\$	<b>30,490,900</b> 2,523,800 (735,100) - 797,800	(b)	\$	<b>90,169,200</b> 3,817,900 (3,824,000) 10,700 4,146,500	
December 31, 2013	\$ 61,242,900	\$	33,077,400		\$	94,320,300	
Year Ended December 31, 2013							
December 31, 2012  New Capital Raised  Distributions  Net Changes in Fee Base of Certain Funds (a)  Foreign Exchange  Change in Value	\$ <b>49,127,600</b> 13,613,100 (9,197,900) (272,300) 32,800 7,939,600	\$	<b>26,399,900</b> 7,580,400 (2,687,600) - 1,784,700	(c)	\$	<b>75,527,500</b> 21,193,500 (11,885,500) (272,300) 32,800 9,724,300	
December 31, 2013	\$ 61,242,900	\$	33,077,400		\$	94,320,300	

# KKR FEE PAYING ASSETS UNDER MANAGEMENT\* (UNAUDITED) (Amounts in thousands)

Quarter Ended December 31, 2013		Private Markets Segment	 Public Markets Segment		Total Reportable Segments
September 30, 2013  New Capital Raised  Distributions  Foreign Exchange  Change in Value	\$	<b>49,889,500</b> 1,469,800 (1,327,000) 65,300 58,700	\$ <b>23,722,400</b> 3,473,700 (591,100) - 636,200	(b)	\$ <b>73,611,900</b> 4,943,500 (1,918,100) 65,300 694,900
December 31, 2013	\$	50,156,300	\$ 27,241,200		\$ 77,397,500
Year Ended December 31, 2013					
December 31, 2012	\$	41,173,000	\$ 19,673,000		\$ 60,846,000
New Capital Raised		13,200,600	7,927,500		21,128,100
Distributions  No. 67 - 10 - 10 - 10 - 10 - 10 - 10 - 10 - 1		(3,860,800)	(1,875,900)	(c)	(5,736,700)
Net Changes in Fee Base of Certain Funds (a)		(654,700)	-		(654,700)
Foreign Exchange Change in Value		172,700 125,500	1,516,600		172,700 1,642,100
December 31, 2013	<u> </u>	50,156,300	\$ 27,241,200		\$ 77,397,500

 $<sup>\</sup>ast$   $\;\;$  Exclude those assets managed by entities where KKR holds less than a 50% ownership interest.

- (a) Represents the impact of certain funds entering the post-investment period.
- (b) Includes \$327.3 million of redemptions by fund investors.
- (c) Includes \$1,021.8 million of redemptions by fund investors.

### $\textbf{INVESTMENT VEHICLE SUMMARY}^{\text{(a)}} \, (\textbf{UNAUDITED})$

### As of December 31, 2013

 $(Amounts\ in\ millions,\ except\ percentages)$ 

	Investment I	Period				Amount			
	Commencement Date	End Date	Commitment	Uncalled Commitments	Percentage Committed by General Partner	Invested	Realized	Remaining Cost	Remaining Fair Value
Private Markets	_								
<b>Private Equity Funds</b>									
Asian Fund II	4/2013	4/2019	\$ 5,825.0	\$ 5,615.1	1.3%	\$ 209.9	\$ -	\$ 209.9	\$ 201.1
North America Fund XI	9/2012	9/2018	8,718.4	5,903.3	2.9%	2,815.1	3.9	2,815.1	3,079.3
China Growth Fund	11/2010	11/2016	1,010.0	674.5	1.0%	335.5	32.6	318.0	399.9
E2 Investors (Annex Fund)	8/2009	11/2013	209.5	13.6	4.5%	195.9	-	195.9	426.3
European Fund III	3/2008	3/2014	6,241.1	1,689.4	4.6%	4,551.7	653.5	4,194.4	5,660.0
Asian Fund	7/2007	4/2013	3,983.3	134.1	2.5%	3,849.2	1,693.6	2,979.1	5,128.3
2006 Fund	9/2006	9/2012	17,642.2	1,205.4	2.1%	16,436.8	11,719.7	9,770.5	15,094.9
European Fund II	11/2005	10/2008	5,750.8	-	2.1%	5,750.8	4,513.2	2,220.4	3,960.0
Millennium Fund	12/2002	12/2008	6,000.0	-	2.5%	6,000.0	10,119.1	1,837.9	3,181.2
European Fund	12/1999	12/2005	3,085.4	-	3.2%	3,085.4	8,720.0	-	51.6
<b>Total Private Equity Funds</b>			58,465.7	15,235.4		43,230.3	37,455.6	24,541.2	37,182.6
Co-Investment Vehicles	Various	Various	3,166.3	974.5	Various	2,191.8	2,418.8	1,583.3	2,044.3
<b>Total Private Equity</b>			61,632.0	16,209.9		45,422.1	39,874.4	26,124.5	39,226.9
Real Assets									
Energy Income and Growth Fund	9/2013	9/2018	1,413.5	1,269.4	17.9%	144.1	6.1	137.6	140.7
Natural Resources Fund	Various	Various	876.1	303.1	Various	573.0	73.2	519.4	327.8
Global Energy Opportunities	Various	Various	861.0	716.6	Various	144.4	0.7	144.4	132.3
Infrastructure Fund	Various	Various	1,042.4	388.6	4.8%	653.8	24.3	653.8	710.3
Infrastructure Co-Investments	Various	Various	1,356.0	251.5	Various	1,104.5	226.8	1,104.5	1,319.5
Real Estate Partners Americas	5/2013	12/2016	1,229.1	962.5	16%	266.6	-	266.6	368.4
Real Assets			6,778.1	3,891.7		2,886.4	331.1	2,826.3	2,999.0
Private Markets Total			68,410.1	20,101.6		48,308.5	40,205.5	28,950.8	42,225.9
Public Markets	_								
Special Situations Vehicles	Various	Various	3,519.1	1,703.7	Various	1,815.4	729.2	1,452.7	1,660.7
Mezzanine Fund	3/2010	8/2015	987.0	464.1	4.6%	522.9	146.6	464.9	545.3
Direct Lending Vehicles	Various	Various	748.8	194.5	Various	554.3	27.3	554.3	596.6
Public Markets Total			5,254.9	2,362.3		2,892.6	903.1	2,471.9	2,802.6
Grand Total			\$ 73,665.0	\$ 22,463.9		\$ 51,201.1	\$ 41,108.6	\$ 31,422.7	\$ 45,028.5

<sup>(</sup>a) Reflects investment vehicles for which KKR has the ability to earn carried interest.

### KKR DISTRIBUTION CALCULATION (UNAUDITED)

(Amounts in thousands, except unit and per unit amounts)

	Quarter Ended			Year Ended						
	De	cember 31, 2013	Sep	tember 30, 2013	De	ecember 31, 2012	De	cember 31, 2013	Dece	ember 31, 2012
Cash Revenues										
Fees	\$	295,684	\$	274,825	\$	228,542	\$	1,028,330	\$	823,895
Realized cash carry		250,500		81,532		168,320		690,027		475,707
Net realized principal investment income		250,856		102,766		366,878		657,139		866,776
Total Cash Revenue		797,040		459,123		763,740		2,375,496		2,166,378
Cash Expenses										
Realized cash carry allocated to carry pool		100,200		32,613		67,328		276,011		190,283
Compensation and benefits		95,945		92,229		76,001		343,772		272,811
Occupancy and related charges		14,264		15,674		13,763		56,327		55,068
Other operating expenses		65,342		60,884		52,799		215,883		176,205
Total Cash Expenses		275,751		201,400		209,891	_	891,993		694,367
Cash income (loss) before noncontrolling interests and local taxes		521,289		257,723		553,849		1,483,503		1,472,011
Less: local income taxes		(8,995)		(4,566)		(6,314)		(21,238)		(15,572)
Less: noncontrolling interests		(1,943)		(2,020)		(1,245)		(6,387)		(7,043)
Total distributable earnings		510,351		251,137		546,290		1,455,878		1,449,396
Less: estimated current corporate income taxes		(26,809)		(30,140)	_	(23,078)	_	(98,814)		(66,733)
Distributable Earnings, net of taxes		483,542		220,997		523,212		1,357,064		1,382,663
Less: Undistributed net realized principal investment income		(150,514)		(61,660)	_	(44,497)	_	(394,285)		(544,395)
Distributed Earnings	\$	333,028	\$	159,337	\$	478,715	\$	962,779	\$	838,268
Distribution per KKR & Co. L.P. common unit	\$	0.48	\$	0.23	\$	0.70	\$	1.40	\$	1.22
Components of Distribution per KKR & Co. L.P. common unit										
After-tax FRE	\$	0.12	\$	0.10	\$	0.08	\$	0.42	\$	0.32
Realized Cash Carry	\$	0.22	\$	0.07	\$	0.15	\$	0.60	\$	0.43
Distributed Net Realized Principal Investment Income	\$	0.14	\$	0.06	\$	0.47	\$	0.38	\$	0.47
Adjusted Units (Reduced for Unvested Common Units)		692,512,345		689,795,274		685,916,967				
Payout Ratio		68.9%		72.1%		91.5%		70.9%		60.6%

#### DISTRIBUTION POLICY

KKR intends to make quarterly cash distributions in amounts that in the aggregate are expected to constitute substantially all of the cash earnings of its investment management business and 40% of the net cash income from realized principal investments, in each case in excess of amounts determined by KKR to be necessary or appropriate to provide for the conduct of its business, to make appropriate investments in its business and its investment funds and to comply with applicable law and any of its debt instruments or other obligations. For purposes of KKR's distribution policy, its distributions are expected to consist of (i) FRE, (ii) carry distributions received from KKR's investment funds which have not been allocated as part of its carry pool and (iii) a percentage of net realized principal investment income. This amount is expected to be reduced by (i) corporate and applicable local taxes, if any, (ii) non-controlling interests, and (iii) amounts determined by KKR to be necessary or appropriate for the conduct of its business and other matters as discussed above.

The declaration and payment of any distributions are subject to the discretion of the board of directors of the general partner of KKR & Co. L.P., which may change the distribution policy at any time, and the terms of its limited partnership agreement. There can be no assurance that distributions will be made as intended or at all or that unitholders will receive sufficient distributions to satisfy payment of their tax liabilities as limited partners of KKR & Co. L.P. When KKR & Co. L.P. receives distributions from the KKR Group Partnerships (the holding companies of the KKR business), KKR Holdings receives its pro rata share of such distributions from the KKR Group Partnerships.

### **Notes to Reportable Segments (Unaudited)**

The segment key performance measures that follow are used by management in making operating and resource deployment decisions as well as assessing the overall performance of each of KKR's reportable business segments. The reportable segments for KKR's business are presented prior to giving effect to the allocation of income (loss) between KKR & Co. L.P. and KKR Holdings L.P. and as such represent the business in total . In addition, KKR's reportable segments are presented without giving effect to the consolidation of the funds that KKR manages.

KKR discloses the following financial measures in this earnings release that are calculated and presented using methodologies other than in accordance with GAAP. We believe that providing these performance measures on a supplemental basis to our GAAP results is helpful to unitholders in assessing the overall performance of KKR's businesses. These financial measures should not be considered as a substitute for similar financial measures calculated in accordance with GAAP. We caution readers that these non-GAAP financial measures may differ from the calculations of other investment managers, and as a result, may not be comparable to similar measures presented by other investment managers. Reconciliations of these non-GAAP financial measures to the most directly comparable financial measures calculated and presented in accordance with GAAP are included elsewhere within this earnings release.

Fee related earnings ("FRE") is comprised of segment fees less segment expenses (other than certain compensation and general and administrative expenses incurred in the generation of net realized principal investment income). This measure is used by management as an alternative measurement of the operating earnings of KKR and its business segments before investment income. We believe this measure is useful to unitholders as it provides additional insight into the operating profitability of our fee generating management companies and capital markets businesses. The components of FRE on a segment basis differ from the equivalent GAAP amounts on a consolidated basis as a result of: (i) the inclusion of management fees earned from consolidated funds that were eliminated in consolidation; (ii) the exclusion of fees and expenses of certain consolidated entities; (iii) the exclusion of charges relating to the amortization of intangible assets; (iv) the exclusion of charges relating to carry pool allocations; (v) the exclusion of non-cash equity charges and other non-cash compensation charges borne by KKR Holdings or incurred under the KKR & Co. L.P. 2010 Equity Incentive Plan; (vi) the exclusion of certain reimbursable expenses; and (vii) the exclusion of certain non-recurring items.

Economic net income (loss) ("ENI") is a measure of profitability for KKR's reportable segments and is used by management as an alternative measurement of the operating and investment earnings of KKR and its business segments. We believe this measure is useful to unitholders as it provides additional insight into the overall profitability of KKR's businesses inclusive of investment income and carried interest. ENI is comprised of: (i) FRE plus (ii) segment investment income (loss), which is reduced for carry pool allocations, management fee refunds, interest expense and certain compensation and general and administrative expenses incurred in the generation of net realized principal investment income; less (iii) certain economic interests in KKR's segments held by third parties. ENI differs from net income (loss) on a GAAP basis as a result of: (i) the exclusion of the items referred to in FRE above; (ii) the exclusion of investment income (loss) relating to noncontrolling interests; and (iii) the exclusion of income taxes.

**Net realized principal investment income** refers to net cash income from (i) realized investment gains and losses excluding certain realized investment losses from principal investments during the second quarter of 2013 to the extent unrealized losses on these investments were recognized prior to the combination with KPE on October 1, 2009, (ii) dividend income and (iii) interest income net of interest expense less certain compensation and general and administrative expenses incurred in the generation of net realized principal investment income in each case generated by KKR's principal investments held on or through KKR's balance sheet in our Capital Markets and Principal Activities segment. This is a term to describe a portion of KKR's quarterly distribution .

**Total distributable earnings** is the sum of (i) FRE, (ii) carry distributions received from KKR's investment funds which have not been allocated as part of its carry pool and (iii) net realized principal investment income; less (i) applicable local income taxes, if any, and (ii) noncontrolling interests. We believe this measure is useful to unitholders as it provides a supplemental measure to assess performance, excluding the impact of mark-to-market gains (losses), and also assess amounts available for distribution to KKR unitholders. However, total distributable earnings is not a measure that calculates actual distributions under KKR's current distribution policy.

Assets under management ("AUM") represent the assets from which KKR is entitled to receive fees or a carried interest and general partner capital. We believe this measure is useful to unitholders as it provides additional insight into KKR's capital raising activities and the overall activity in its investment funds and vehicles. KKR calculates the amount of AUM as of any date as the sum of: (i) the fair value of the investments of KKR's investment funds plus uncalled capital commitments from these funds; (ii) the fair value of investments in KKR's coinvestment vehicles; (iii) the net asset value of certain of KKR's fixed income products; (iv) the value of outstanding structured finance vehicles; and (v) the fair value of other assets managed by KKR. KKR's definition of AUM is not based on any definition of AUM that may be set forth in the agreements governing the investment funds, vehicles or accounts that it manages or calculated pursuant to any regulatory definitions.

Fee paying AUM ("FPAUM") represents only those assets under management from which KKR receives fees. We believe this measure is useful to unitholders as it provides additional insight into the capital base upon which KKR earns management fees. This relates to KKR's capital raising activities and the overall activity in its investment funds and vehicles, for only those funds and vehicles where KKR receives fees (i.e., excluding vehicles that receive only carried interest or general partner capital). FPAUM is the sum of all of the individual fee bases that are used to calculate KKR's fees and differs from AUM in the following respects: (i) assets from which KKR does not receive a fee are excluded (i.e., assets with respect to which it receives only carried interest) and (ii) certain assets, primarily in its private equity funds, are

reflected based on capital commitments and invested capital as opposed to fair value because fees are not impacted by changes in the fair value of underlying investments.

Committed dollars invested is the aggregate amount of capital commitments that have been invested by KKR's investment funds and carry-yielding co-investment vehicles and is used as a measure of investment activity for KKR and its business segments during a given period. We believe this measure is useful to unitholders as it provides additional insight into KKR's investment of committed capital. Such amounts include: (i) capital invested by fund investors and co-investors with respect to which KKR is entitled to a fee or carried interest and (ii) capital invested by KKR's investment funds and vehicles.

Gross dollars invested is the aggregate amount of capital that has been invested by all of KAM's investment vehicles in our private credit non-liquid strategies and is used as a measure of investment activity for KAM in a given period. We believe this measure is useful to unitholders as it provides additional insight into KAM's investment of capital across its private credit non-liquid strategies for all the investment vehicles which it manages. Such amounts include: (i) capital invested by fund investors and co-investors with respect to which KAM is entitled to a fee or carried interest and (ii) internal and proprietary capital invested by KAM's investment funds and vehicles.

Syndicated capital is generally the aggregate amount of capital in transactions originated by KKR investment funds and carry-yielding co-investment vehicles, which has been distributed to third parties in exchange for a fee. It does not include (i) capital invested in such transactions by KKR investment funds and carry-yielding co-investment vehicles, which is instead reported in committed dollars invested and (ii) debt capital that is arranged as part of the acquisition financing of transactions originated by KKR investment funds and vehicles. Syndicated capital is used as a measure of investment activity for KKR and its business segments during a given period, and we believe that this measure is useful to unitholders as it provides additional insight into levels of syndication activity in KKR's Capital Markets and Principal Activities segment and across its investment platform.

**Uncalled commitments** are used as a measure of unfunded capital commitments that KKR's investment funds and carry-paying co-investment vehicles have received from partners to contribute capital to fund future investments. We believe this measure is useful to unitholders as it provides additional insight into the amount of capital that is available to KKR's investment funds and vehicles to make future investments.

**Adjusted units** are used as a measure of the total equity ownership of KKR that is held by KKR & Co. L.P. and KKR Holdings and represent the fully diluted unit count using the if-converted method. We believe this measure is useful to unitholders as it provides an indication of the total equity ownership of KKR as if all outstanding KKR Holdings units had been exchanged for common units of KKR & Co. L.P.

Core interest expense is used by management as an alternative measurement of interest expense incurred by KKR on a segment basis and excludes interest expense related to debt obligations from investment financing arrangements related to certain of KKR's private equity funds, investment vehicles and principal investments. These financing arrangements are not direct obligations of the general partners of KKR's private equity funds or its management companies. On a segment basis, interest expense is included in other investment income. We believe this measure is useful to unitholders as it provides an indication of the amount of interest expense borne by KKR excluding interest expense that is allocated to KKR's investment funds and vehicles and other noncontrolling interest holders. Additionally, we believe this measure is useful for analyzing KKR's ability to service its debt obligations.

**Book value** is a measure of the net assets of KKR's reportable segments and is used by management primarily in assessing the unrealized value of KKR's investment portfolio, including carried interest, as well as KKR's overall liquidity position. We believe this measure is useful to unitholders as it provides additional insight into the assets and liabilities of KKR excluding the assets and liabilities that are allocated to noncontrolling interest holders. Book value differs from KKR & Co. L.P. Partners' Capital on a GAAP basis primarily as a result of the exclusion of ownership interests attributable to KKR Holdings.

**Fee related EBITDA** is comprised of FRE before the impact of depreciation of fixed assets and amortization of intangible assets and is used by management as a measure of the cash earnings of KKR and its business segments before investment income. We believe this measure is useful to unitholders as it provides additional insight into the amount of cash earnings generated by KKR's management companies and capital markets businesses.

Cash and short-term investments represent cash and liquid short-term investments in high-grade, short-duration cash management strategies used by KKR to generate additional yield on our excess liquidity and is used by management in evaluating KKR's liquidity position. We believe this measure is useful to unitholders as it provides additional insight into KKR's available liquidity. Cash and short-term investments differ from cash and cash equivalents on a GAAP basis as a result of the inclusion of liquid short-term investments in cash and short-term investments.

# EXHIBIT A RECONCILIATION OF NET INCOME (LOSS) ATTRIBUTABLE TO KKR & CO. L.P. PER COMMON UNIT (GAAP BASIS) TO ENI AFTER TAXES PER ADJUSTED UNIT (UNAUDITED)

(Amounts in thousands, except common unit and per common unit amounts)

	Quarter Ended					
	December 31, 2013	September 30, 2013	December 31, 2012			
Net income (loss) attributable to KKR & Co. L.P. per common unit - Basic	\$ 0.96	\$ 0.73	\$ 0.39			
Weighted Average Common Units Outstanding - Basic	288,045,501	282,148,802	249,303,558			
Net income (loss) attributable to KKR & Co. L.P.	277,913	204,740	96,728			
Plus: Net income (loss) attributable to noncontrolling						
interests held by KKR Holdings L.P.	393,739	300,169	170,256			
Plus: Non-cash equity based charges	60,331	85,215	70,170			
Plus: Amortization of intangibles and other, net	45,265	15,979	4,898			
Plus: Income taxes	12,401	7,644	5,628			
Economic net income (loss)	789,649	613,747	347,680			
Less: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	30,128	31,227	15,198			
Economic net income (loss) after equity-based charges	759,521	582,520	332,482			
Less: Provision for income taxes	16,048	11,950	10,632			
Economic net income (loss) after taxes and equity-based charges	743,473	570,570	321,850			
Plus: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	30,128	31,227	15,198			
Economic net income (loss) after taxes	773,601	601,797	337,048			
Weighted Average Adjusted Units	716,807,180	715,781,663	704,805,537			
Economic net income (loss) after taxes per adjusted unit	1.08	0.84	0.48			
Weighted Average Adjusted Units	716,807,180	715,781,663	704,805,537			
Economic net income (loss) after taxes	773,601	601,797	337,048			
Less: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	30,128	31,227	15,198			
Economic net income (loss) after taxes and equity-based charges	743,473	570,570	321,850			
Weighted Average Adjusted Units	716,807,180	715,781,663	704,805,537			
Economic net income (loss) after taxes and equity-based charges per adjusted unit	\$ 1.04	\$ 0.80	\$ 0.46			

	Year Ended				
	December 31, 2013		December 31, 2012		
Net income (loss) attributable to KKR & Co. L.P. per common unit - Basic	\$ 2.5	51 \$	2.35		
Weighted Average Common Units Outstanding - Basic	274,910,62	:8	238,503,257		
Net income (loss) attributable to KKR & Co. L.P.	691,22	.6	560,836		
Plus: Net income (loss) attributable to noncontrolling					
interests held by KKR Holdings L.P.	1,056,12	6	1,116,740		
Plus: Non-cash equity based charges	307,51	4	400,207		
Plus: Amortization of intangibles and other, net	102,78	9	9,683		
Plus: Income taxes	37,92	.6	43,405		
Economic net income (loss)	2,195,58	31	2,130,871		
Less: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	114,70	19	62,877		
Economic net income (loss) after equity-based charges	2,080,87	<b>'2</b>	2,067,994		
Less: Provision for income taxes	61,60	)1	102,420		
Economic net income (loss) after taxes and equity-based charges	2,019,27	$\overline{1}$	1,965,574		
Plus: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	114,70	19	62,877		
Economic net income (loss) after taxes	2,133,98	30	2,028,451		
Weighted Average Adjusted Units	714,835,94	1	699,988,443		
Economic net income (loss) after taxes per adjusted unit	2.9	9	2.90		
Weighted Average Adjusted Units	714,835,94	1	699,988,443		
Economic net income (loss) after taxes	2,133,98	<u>50</u>	2,028,451		
Less: Equity-based charges associated with the KKR & Co. L.P. 2010 equity incentive plan	114,70	19	62,877		
Economic net income (loss) after taxes and equity-based charges	2,019,27	$\overline{1}$	1,965,574		
Weighted Average Adjusted Units	714,835,94	-1	699,988,443		
Economic net income (loss) after taxes and equity-based charges per adjusted unit	\$ 2.5	\$2 \$	2.81		

### KKR EXHIBIT A (CONTINUED)

### RECONCILIATION OF NET INCOME (LOSS) ATTRIBUTABLE TO KKR & CO. L.P. (GAAP BASIS) TO ECONOMIC NET INCOME (LOSS), FEE RELATED EARNINGS, FEE RELATED EBITDA, AND TOTAL DISTRIBUTABLE EARNINGS (UNAUDITED) (Amounts in thousands)

	Quarter Ended					
	December 31, 2013		September 30, 2013		December 31, 2012	
Net income (loss) attributable to KKR & Co. L.P.	\$	277,913	\$	204,740	\$	96,728
Plus: Net income (loss) attributable to noncontrolling						
interests held by KKR Holdings L.P.		393,739		300,169		170,256
Plus: Non-cash equity based charges		60,331		85,215		70,170
Plus: Amortization of intangibles and other, net		45,265		15,979		4,898
Plus: Income taxes		12,401		7,644		5,628
Economic net income (loss)		789,649		613,747		347,680
Plus: Income attributable to segment noncontrolling interests		1,943		2,020		1,245
Less: Investment income (loss)		671,459		509,729		262,946
Fee related earnings		120,133		106,038		85,979
Plus: Depreciation and amortization		3,658		3,601		3,580
Fee related EBITDA	\$	123,791	\$	109,639	\$	89,559
Less: Depreciation and amortization		3,658		3,601		3,580
Plus: Realized cash carry, net of realized cash carry allocated to carry pool		150,300		48,919		100,992
Plus: Net realized principal investment income		250,856		102,766		366,878
Less: Local income taxes and noncontrolling interests		10,938		6,586		7,559
Total distributable earnings	\$	510,351	\$	251,137	\$	546,290

	Year Ended			
	December 31, 2013		Decen	nber 31, 2012
Net income (loss) attributable to KKR & Co. L.P.	\$	691,226	\$	560,836
Plus: Net income (loss) attributable to noncontrolling				
interests held by KKR Holdings L.P.		1,056,126		1,116,740
Plus: Non-cash equity based charges		307,514		400,207
Plus: Amortization of intangibles and other, net		102,789		9,683
Plus: Income taxes		37,926		43,405
Economic net income (loss)		2,195,581		2,130,871
Plus: Income attributable to segment noncontrolling interests		6,387		7,043
Less: Investment income (loss)		1,789,620		1,818,103
Fee related earnings		412,348		319,811
Plus: Depreciation and amortization		14,648		12,499
Fee related EBITDA	\$	426,996	\$	332,310
Less: Depreciation and amortization		14,648		12,499
Plus: Realized cash carry, net of realized cash carry allocated to carry pool		414,016		285,424
Plus: Net realized principal investment income		657,139		866,776
Less: Local income taxes and noncontrolling interests		27,625		22,615
Total distributable earnings	\$	1,455,878	\$	1,449,396

### EXHIBIT A (CONTINUED)

### RECONCILIATION OF KKR & CO. L.P. PARTNERS' CAPITAL (GAAP BASIS) TO BOOK VALUE AND BOOK VALUE PER ADJUSTED UNIT (UNAUDITED)

(Amounts in thousands, except common unit and per common unit amounts)

	As of December 31, 2013			As of cember 31, 2012
KKR & Co. L.P. partners' capital	\$	2,722,010	\$	2,004,359
Noncontrolling interests held by KKR Holdings L.P.		5,116,761		4,981,864
Equity impact of KKR Management Holdings Corp. and other		(76,171)		(29,039)
Book value		7,762,600		6,957,184
Adjusted units		716,676,699		704,780,484
Book value per adjusted unit	\$	10.83	\$	9.87

# RECONCILIATION OF CASH AND CASH EQUIVALENTS (GAAP BASIS) TO CASH AND SHORT-TERM INVESTMENTS (SEGMENT BASIS) (UNAUDITED) (Amounts in thousands)

 As of December 31, 2013
 As of December 31, 2012

 Cash and cash equivalents
 \$ 1,306,383
 \$ 1,230,464

 Liquid short-term investments
 854,714
 303,823

 Cash and short-term investments
 \$ 2,161,097
 \$ 1,534,287

### KKR EXHIBIT B

#### RECONCILIATION OF WEIGHTED AVERAGE GAAP COMMON UNITS OUTSTANDING TO WEIGHTED AVERAGE ADJUSTED UNITS (UNAUDITED)

The following table provides a reconciliation of KKR's Weighted Average GAAP Common Units Outstanding to Weighted Average Adjusted Units.

	Quarter Ended				
	December 31, 2013	September 30, 2013	December 31, 2012		
Weighted Average GAAP Common Units Outstanding - Basic	288,045,501	282,148,802	249,303,558		
Weighted Average Unvested Common Units(a)	24,294,835	25,986,389	18,888,570		
Weighted Average GAAP Common Units Outstanding - Diluted	312,340,336	308,135,191	268,192,128		
Adjustments:					
Weighted Average KKR Holdings Units(b)	404,466,844	407,646,472	436,613,409		
Weighted Average Adjusted Units	716,807,180	715,781,663	704,805,537		

Year Ended

	I tul Liliutu			
	December 31, 2013	December 31, 2012		
Weighted Average GAAP Common Units Outstanding - Basic	274,910,628	238,503,257		
Weighted Average Unvested Common Units(a)	25,343,462	15,589,903		
Weighted Average GAAP Common Units Outstanding - Diluted	300,254,090	254,093,160		
Adjustments:				
Weighted Average KKR Holdings Units(b)	414,581,851	445,895,283		
Weighted Average Adjusted Units	714,835,941	699,988,443		

### RECONCILIATION OF GAAP COMMON UNITS OUTSTANDING TO ADJUSTED UNITS (UNAUDITED)

The following table provides a reconciliation of KKR's GAAP Common Units Outstanding to Adjusted Units.

	As of	As of
	<b>December 31, 2013</b>	December 31, 2012
GAAP Common Units Outstanding - Basic	288,143,327	253,363,691
Unvested Common Units(a)	24,164,354	18,863,517
GAAP Common Units Outstanding - Diluted	312,307,681	272,227,208
Adjustments:		
KKR Holdings Units(b)	404,369,018	432,553,276
Adjusted Units	716,676,699	704,780,484

<sup>(</sup>a) Represents equity awards granted under the KKR & Co. L.P. 2010 Equity Incentive Plan. The issuance of common units of KKR & Co. L.P. pursuant to awards under its equity incentive plan dilutes KKR common unitholders and KKR Holdings pro rata in accordance with their respective percentage interests in the KKR business.

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<sup>(</sup>b) Common units that may be issued by KKR & Co. L.P. upon exchange of units in KKR Holdings L.P. for KKR common units.