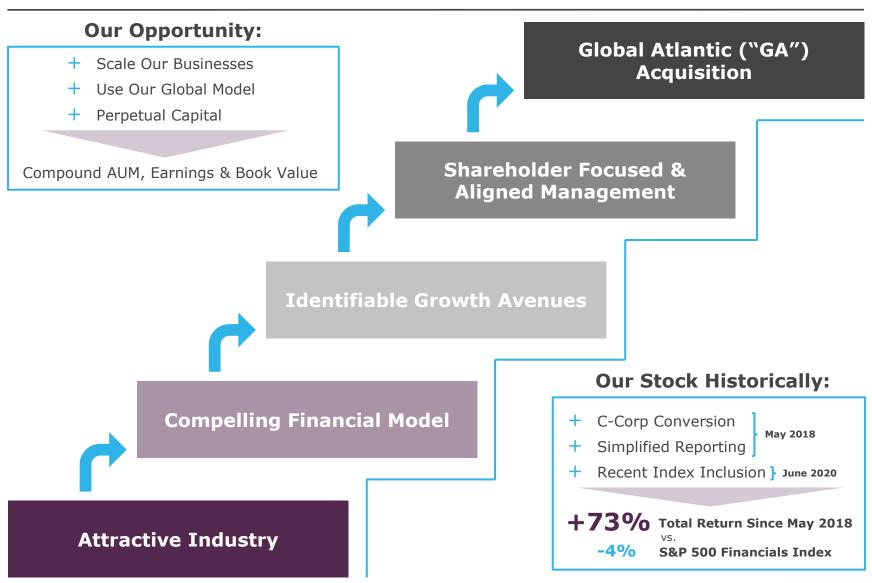
## **Investor Presentation**

September 2020



## **Executive Summary**



: Returns as of September 10, 2020. The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions.



KKR Overview



#### KKR Overview

#### KKR - Leading, Global Investment Firm

- Founded in 1976, with a 44-year track record
- Industry **pioneers**
- \$222 billion of AUM growing at a 17% CAGR since 2005
- Conservative financial profile with "A" rating
- \$31 billion market capitalization

#### **Global Atlantic Acquisition**

- Further diversifies, adds scale to KKR
- Significantly increases KKR's presence in insurance industry
- Improves the **quality** and **visibility** of KKR's earnings
- **Accretive** on a per share basis across key financial metrics **Pending Acquisition**

#### **Private Public Capital Principal Global Atlantic Markets Activities Markets Markets** \$125bn \$97bn Global \$21bn \$73bn **Franchise AUM AUM Assets AUM** Private Equity Leveraged Credit · ~\$500mm · \$17.73 Book Leading, U.S. Value / Adjusted revenue per vear retirement & life Growth Equity Private Credit on average(1) Share insurance company Infrastructure BDCs • \$15.5bn of cash **Portfolio** Financing and & investments **Leader in target** Hedge Funds Real Estate Refinancing across KKR asset markets<sup>(3)</sup> classes Energy Syndication Top 5 in fixed \$1.3bn in stock annuities Core Strategies Equity repurchased **Underwriting and** Top 5 block since 2015 at an **Debt Financings** reinsurer average price per Third Party share of Differentiated \$18.75(2) **Capital Markets** distribution

See Appendix for a reconciliation to financial results prepared in accordance with GAAP. Figures as of June 30, 2020. The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions. Average over years 2017, 2018 and 2019.

\$1.3 billion of capital used since October 2015 to repurchase shares in the open market and retire equity awards issued pursuant to the KKR Equity Incentive Plan at an average price per share of \$18.75.

Based on 2019 LIMRA data. Block Reinsurer based on statutory reserve credit taken by U.S. retirement and life insurance cedants to reinsurance transactions entered into from January 1, 2018 to December 31, 2019. Note:

KKR

## KKR is a Global Investment Firm

With a long-standing reputation for innovation and investment excellence, KKR employs an experienced team of executives on a global basis



#### KKR CORPORATE OFFICES

● 20 Offices in 15 Countries with 49% of Investment Professionals Outside of the US



#### Trusted Brand & One Firm Model

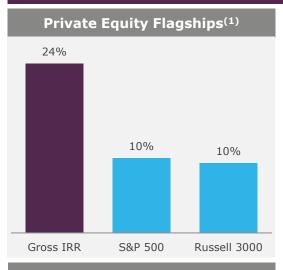


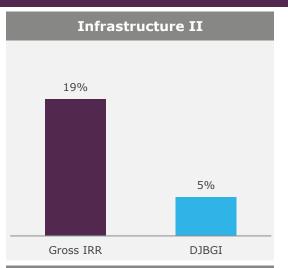
- 44-year history of delivering results on behalf of our limited partners
- Experienced management team led by Co-Chairmen and Co-CEOs Henry Kravis and George Roberts with a deep bench – head of investing businesses average 26 years in the industry and 15 years at KKR
- Ability to recruit & retain best-inclass talent globally
- Firm framework set up culturally to ensure we fully monetize opportunities
- Shared economic outcomes across all employees allow us to deliver the entire firm

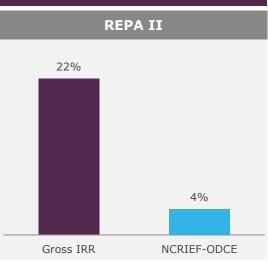


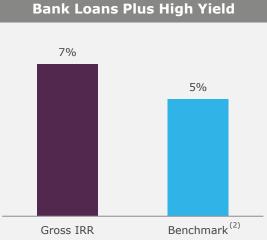
## Strong Track Record of Outperformance

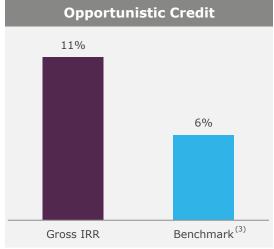
#### ITD Investment Performance for our LPs Exceeds Benchmarks Across Strategies









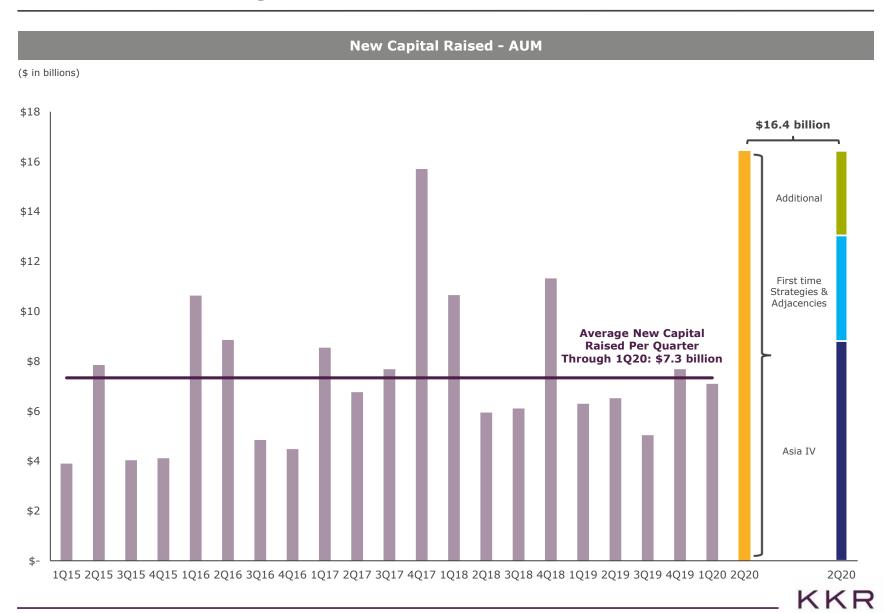




- (1) Includes Americas XII, Asia III and Europe IV.
- (2) Represents 65% S&P/LSTA Loan Index, 35% BAML HY Master II Index.
- (3) Represents 50% S&P/LSTA Loan Index, 50% BAML HY Master II Index.
- 4) Represents S&P/LSTA Loan Index + 200 bps per annum.

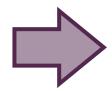


## Recent Fundraising Momentum



## Simple Business Model – Three Forms of Revenues

Management
Fees &
Transaction /
Monitoring Fees



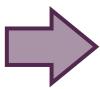
- Management fees are stable with future visibility
- \$160 billion of Fee Paying AUM
- \$28 billion of capital commitments not yet earning management fees at a blended rate of ~115 bps
- Capital markets fees from portfolio company and third party clients on a global basis

Performance Fees



- \$179 billion or 81% of AUM is carry or incentive fee eligible
- 40+ consecutive quarters of realized carried interest

Balance Sheet /
Investment
Income



- Alignment with our fund LPs
- Invested across our asset classes
- Helps us seed and scale new efforts
- Strategic weapon

KKR

## Stability of Earnings Model Built to Withstand Market Backdrops

		1H'19	1H'20	
	Management Fees	\$595	\$665	+12%
	Other Fees, Net <sup>(1)</sup>	330	207	
3 Types	Total Fees, Net	\$925	\$872	
of -	Total Realized Perfomance Income	584	728	
Revenues	Total Realized Investment Income	249	235	
	Total Distributable Revenues	\$1,758	\$1,835	+4%
2 Types	Compensation (Including Equity-based Compensation)	\$703	\$734	
Expenses	Non-compensation Expenses	188	180	
	Total Distributable Expenses	\$892	\$914	
	Distributable Operating Earnings	\$866	\$921	
	Distributable Operating Margin	49%	50%	
	After-tax Distributable Earnings	\$641	\$681	
	After-tax Distributable Earnings Per Adjusted Share	\$0.77	\$0.80	+5%

Note: See Appendix for a reconciliation to financial results prepared in accordance with GAAP.

(1) Inclusive of monitoring and transaction fees, net.



## Strong Momentum Across Key Operating Metrics



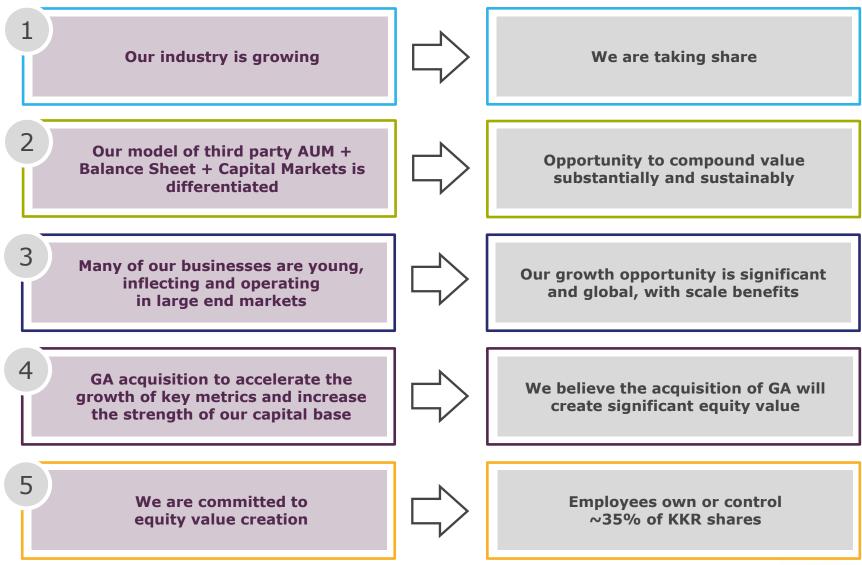
Note: See Appendix for a reconciliation to financial results prepared in accordance with GAAP.



Investment Highlights



## We Want to Leave You With Five Takeaways

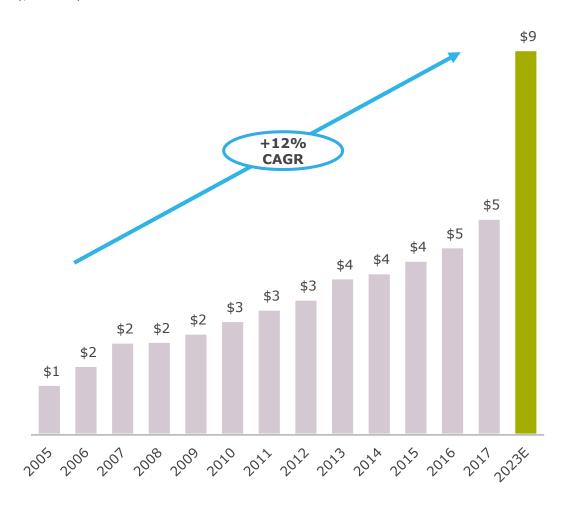


KKR

# 1 Our Industry Is Growing...



(\$ in trillions)



#### **Secular Drivers**

- ✓ Limited Partners' need for investment returns
- ✓ Growth in Sovereign Wealth Funds
- ✓ Growing penetration of
  Insurance and Retail / High
  Net Worth investors
- ✓ Retrenchment of banks
- ✓ Shareholder activism

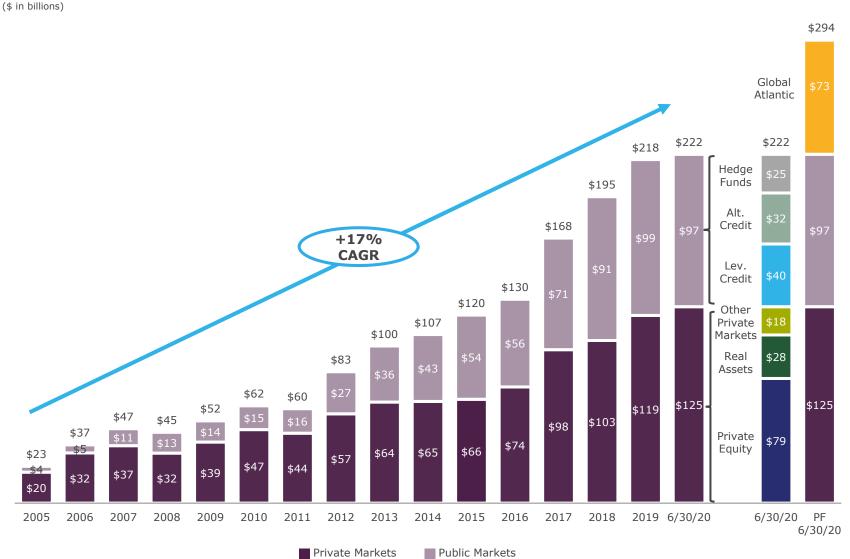
Source: Preqin – The Future of Alternatives. October 2018. AUM includes Private Equity, Infrastructure, Private Debt, Natural Resources and Real Estate. KKR's definition of AUM is different from Preqin's definition of AUM, and therefore the comparison between the two may not be directly comparable.



# 1

## ...And We Are Taking Share





Note: Private Equity includes private markets less Core, Growth and Real Assets. Data as of June 30, 2020. The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions.





## Stable Management Fee Base Will Continue to Scale

- From 2016 to Q3 2019, management fees increased by ~50% from a diverse range of funds
- Over the next three years we expect to raise 4 flagship funds and have a total of 20+ strategies in the market, leading to another increase of ~50% in management fees, in addition to the Global Atlantic transaction



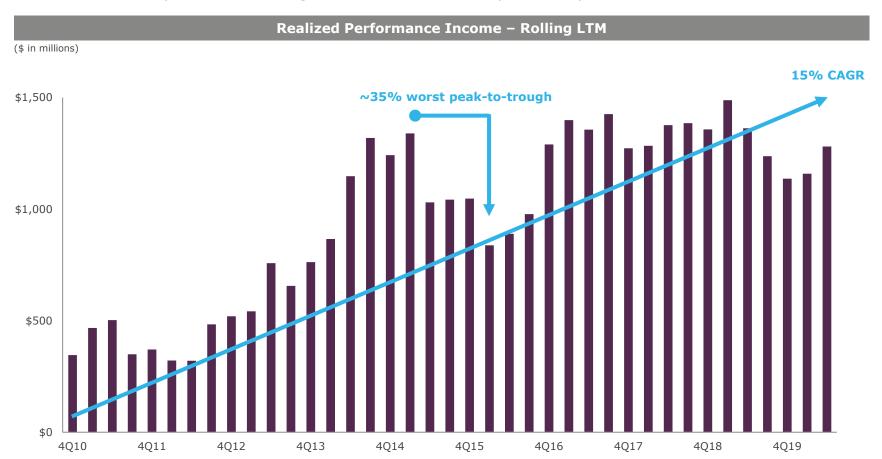
Note: The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions. Past performance is not a quarantee of future results. See Legal Disclosures for important information about estimated future results.



## (2)

## Performance Fees Are a Significant, Regular Contributor to DE

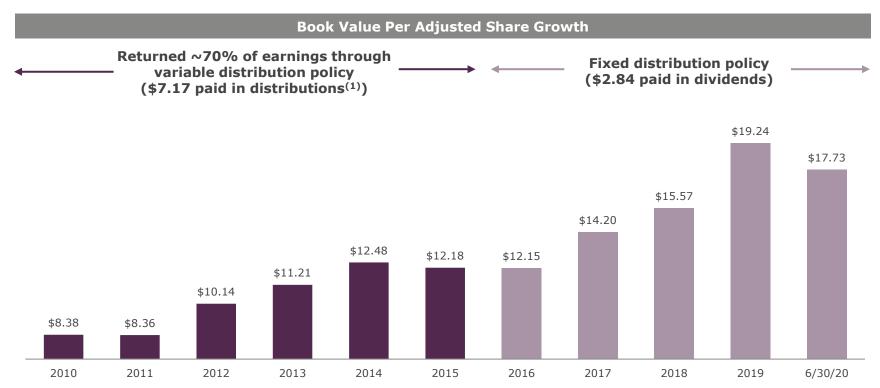
- \$179 billion or 81% of total AUM is carry and incentive fee eligible
- Consistent compounded annual growth of 15% over the past ~10 years





## Balance Sheet Provides Ballast and Engine For Growth

- Strategic enabler Global Atlantic, Marshall Wace, Franklin Square
- Differentiated approach to new products with a focus on long-term compounding and generating Fee / Carry
  - Core PE and Core+ Real Estate
- Buyback stock \$1.3 billion repurchased over the last 5 years at an average price per share of \$18.75
- Big & liquid Balance Sheet is defensive in a down-market and allows for a multiplier on monetizations in an up-market

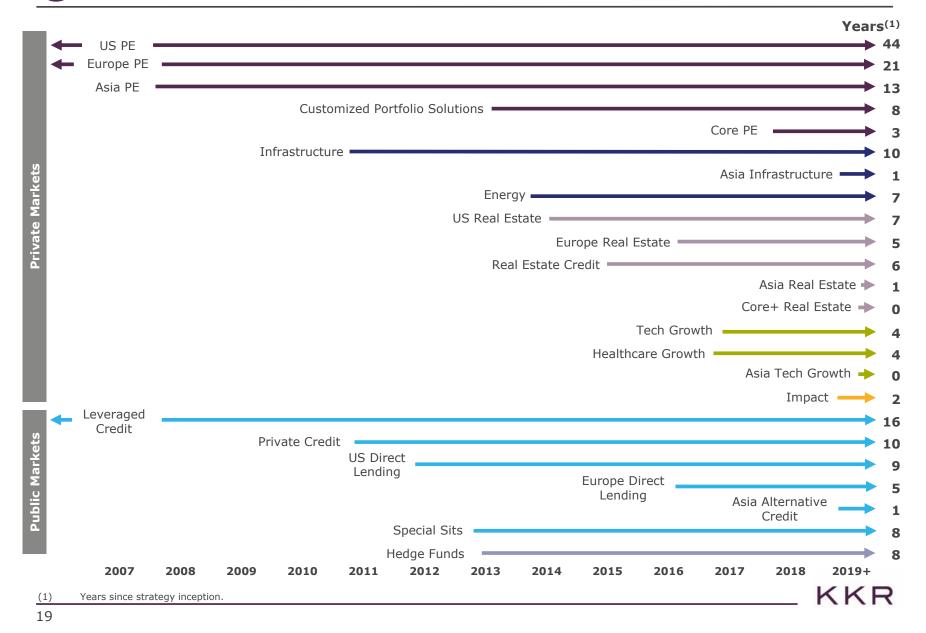


Different colored bars reflect the change in distribution policy following September 30, 2015. See Appendix for a reconciliation to financial results prepared in accordance with GAAP. The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions. (1)

Includes Q4 2009.



# 3 We Have Many Young Strategies...

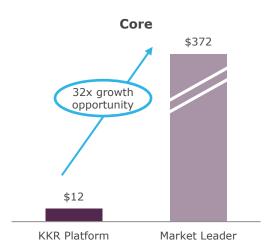




## ...With Significant Scaling Opportunity

(\$ in billions)





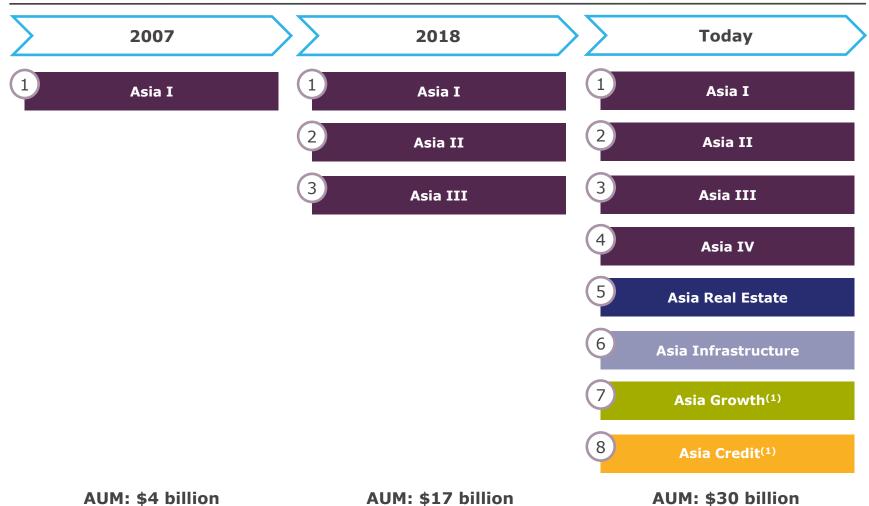




Note: KKR AUM data as of June 30, 2020. Market Leader represents most recently available as of August 4, 2020. (1) Represents gross AUM, not KKR's pro rata portion of AUM. As of August 3, 2020.



# 3 Significant Runway for Growth in Asia



Path To Scale: Performance + Brand + Culture + Balance Sheet + KKR Capital Markets





## Global Atlantic Transaction Overview

#### **Transaction**

- KKR to acquire 100% of Global Atlantic for 1.0x Shareholders' Equity excluding Accumulated Other Comprehensive Income ("GA Book Value") at closing
- GA Book Value was approximately \$4.4 billion at June 30, 2020

## Sources of Funds

- GA shareholders will have opportunity to roll their investment
- Post-syndication, KKR expects initial economic ownership to be ~60%
- Remaining consideration can come from a variety of sources including syndication / co-investment in GA, cash and asset sales
- KKR remains committed to maintaining a strong credit profile with ample liquidity and financial flexibility

#### **Management**

• GA executives and senior management to continue in current roles

#### **Timing**

- Closing subject to regulatory approvals and certain other customary conditions
- Expected to close in Q1 2021





## Global Atlantic - A Unique and Compelling Transaction

#### Significantly accelerates KKR's presence within the insurance industry

- Substantial end market; invested assets estimated at over \$30 trillion
- Low rate environment helping drive continued insurance commitments to alternative strategies
- Acquisition meaningfully increases our footprint and ability to provide solutions to the insurance industry

#### Global Atlantic is an exceptional company

- High quality business in areas of insurance that we find attractive
- Experienced, talented, like-minded management team
- Proven ability to grow through opportunistic block reinsurance and strategic M&A

#### KKR to bring asset management and asset origination capabilities to GA

- At closing, KKR plans to become GA's investment manager, subject to regulatory approval
- After closing, GA will have access to our asset management and origination capabilities across strategies and products
- Opportunity for KKR's differentiated expertise and market presence to meaningfully enhance risk-adjusted returns to the benefit of GA's policyholders
- Transaction creates a platform for product innovation in a growing space

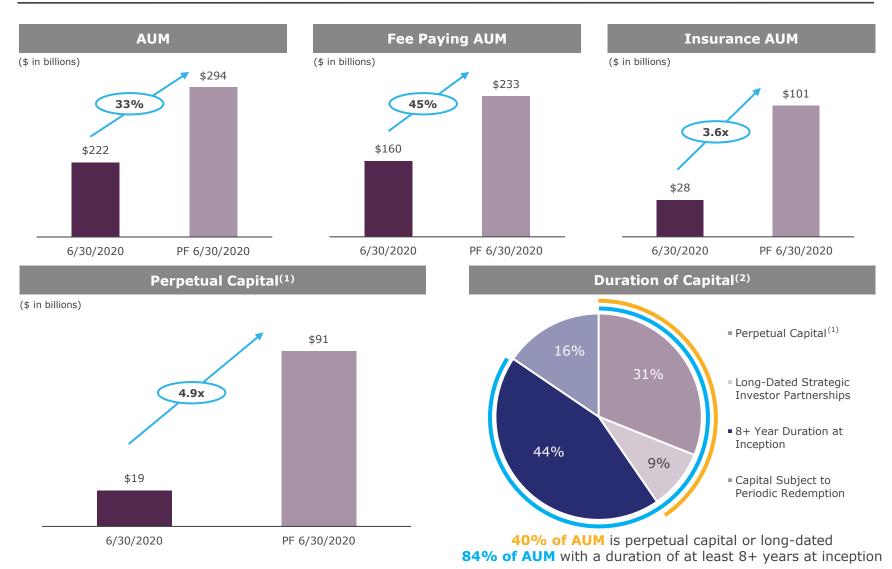
#### Financially compelling

- In the first year post closing, the transaction is expected to be accretive to KKR shareholders on an AUM, FPAUM, Book Value, Fee Related Earnings and After-tax Distributable Earnings per Adjusted Share basis
- On a pro forma basis, perpetual capital as a percentage of our AUM increases from 8% to 31%
- We expect the transaction to increase our growth trajectory and to meaningfully increase equity value over the long-term





## Global Atlantic — Pro Forma Impact on our Asset Base



The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions. Capital of indefinite nature, which may be withdrawn under certain conditions. Pro forma June 30, 2020 AUM.



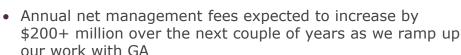


## Global Atlantic – Pro Forma Impact on our Financials



### Management Fees & Fee Related Earnings

- Accretive per share
- Increases quality, stability and visibility of Fee Related Earnings







#### **Margins**

 Flow through of fees and additional revenues expected to improve operating margins





# After-tax Distributable Earnings

- Accretive per share
- Increases quality, stability and visibility
- Annual after-tax DE, before financing costs, expected to increase by \$500+ million, dependent on our final ownership stake in GA<sup>(1)</sup>





#### **Book Value**

- Accretive per share
- Increases compounding opportunity
- Using balance sheet to drive growth



Note: The transaction to acquire Global Atlantic is subject to the receipt of regulatory approvals and the satisfaction or waiver of other closing conditions.

On a run rate basis.



## We Want to Leave You With Five Takeaways





Appendix



#### **Private Markets**

#### Highlights

- Private Equity pioneer with over four decades of experience
- 25.6% gross IRR (18.8% net IRR) and 2.0x multiple of invested capital for KKR's mature Private Markets funds since inception<sup>(1)</sup>
- \$125 billion of Private Markets AUM and \$77 billion of FPAUM, including \$20 billion of capital raised but not yet earning fees (all of which is performance fee eligible)

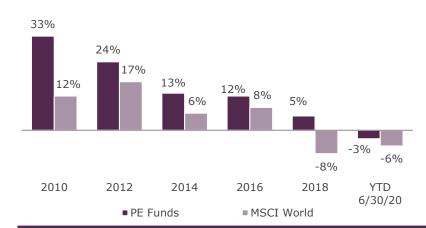
#### **Differentiators**

- Global team
- · Long duration, locked-up capital
- Long-tenured industry relationships yielding differentiated sourcing capabilities
- Extensive operational capability set
- Integrated capital markets services including capital structure syndication and optimization
- Stakeholder management and ESG focus

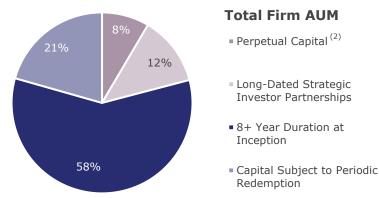
Note: Figures as of June 30, 2020 unless otherwise stated.

- (1) Index returns include total return. The KKR gross IRR, net IRR and gross multiple of invested capital are calculated for our investment funds that made their first investment at least 24 months prior to June 30, 2020. None of the Global Infrastructure Investors III, European Fund V, Energy Income and Growth Fund II, Next Generation Technology Growth Fund II, Global Impact Fund, Asia Pacific Infrastructure Investors, Property Partners Americas, Real Estate Credit Opportunity Partners II or Asian Fund IV has invested for at least 24 months as of June 30, 2020. Date of inception is April 7, 1977. Past performance is no quarantee of future results.
- (2) Capital of indefinite nature, which may be withdrawn under certain conditions.

#### **Recent Private Equity Performance**(1)

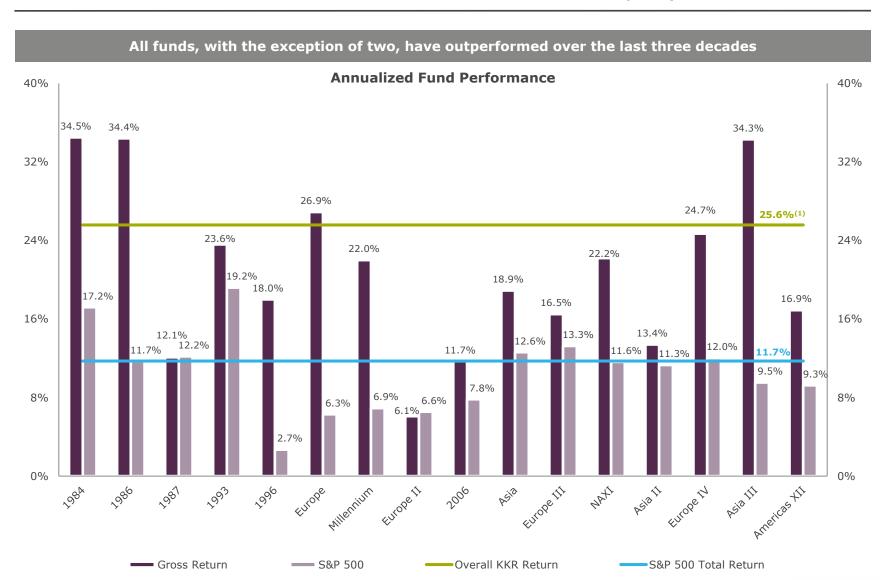


## Private Markets Capital Helps Drive Long-Term Duration





## Track Record of Out Performance in Private Equity





Past performance is no guarantee of future results. Overall KKR return includes the impact of the 1976, 1980 and 1982 funds, which are not individually presented.

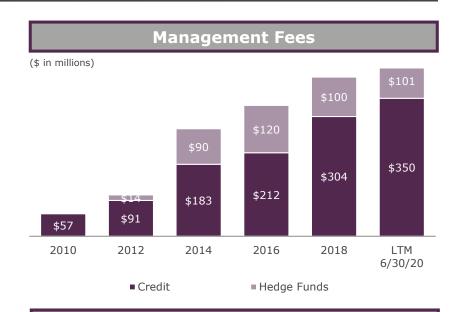


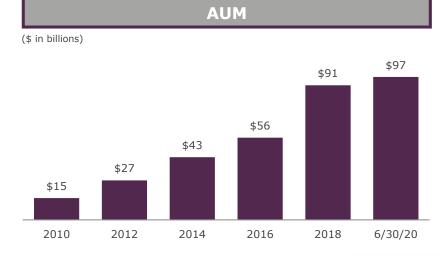
#### **Public Markets**

Assets by Strategy										
(\$ in millions)	AUM	FPAUM								
Leveraged Credit SMAs / Funds	\$ 23,2	89 \$ 21,900								
CLOs	16,6	<u>16,604</u>								
Total Leveraged Credit	39,8	93 38,504								
Alternative Credit	18,2	98 10,161								
Hedge Funds	24,6	11 20,182								
BDCs	14,1	<u> 14,127</u>								
Total	\$ 96,9	29 \$ 82,974								

#### **Differentiators**

- Benefit of global, cross-business sourcing and diligence / research capabilities
- Long-term, flexible and growing capital base
- \$62 billion of AUM in carry or incentive feeeligible Credit vehicles
- Significant incentive fee upside from BDCs and Hedge Funds

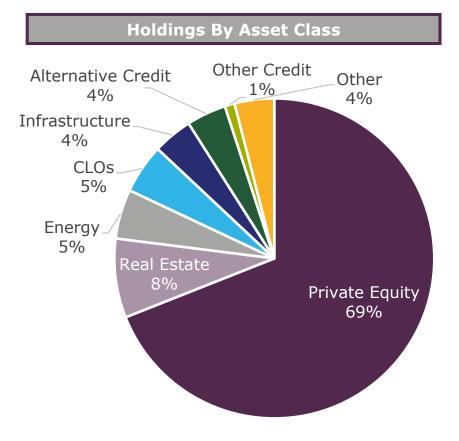






## **Principal Activities**

Balance Sheet Overview								
(\$ in millions)								
Private Equity	\$8,704							
Real Assets	2,077							
Credit	1,230							
Other	482							
Total Investments	\$12,493							
Cash & Short-term Investments	3,023							
Net Unrealized Carried Interest	1,305							
Tax Assets	365							
Other Assets	4,101							
Total Assets	\$21,287							
Debt Obligations	\$4,805							
Other Liabilities	966							
Total Liabilities	\$5,770							
Noncontrolling Interests	28							
Preferred Stock	500							
Book Value	\$14,988							

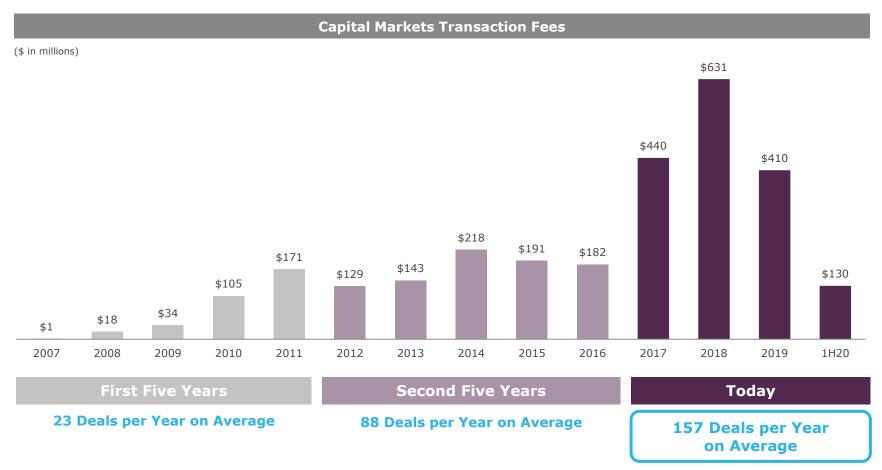


**Total Investment Balance: \$12.5 billion** 



## Capital Markets Contributes to Investment Activities

- ✓ Full service capital markets business that serves both KKR and independent clients
- ✓ Global footprint with local presence and licenses across North America, Europe and Asia
- ✓ Broad based, investor-facing platform with deep product expertise and differentiated access to liquid and illiquid markets





# Reconciliation of Net Income (Loss) Attributable to KKR & Co. Inc. Common Stockholders (GAAP Basis) to After-tax Distributable Earnings

	Twelve Months Ended					Six Months Ended				Three Months Ended				
	2015	2016	December 31, 2017	2018	2019		June 2019	e 30, 2020		June 2019	30,	2020		
Net Income (Loss) Attributable to KKR & Co. Inc. Common Stockholders	\$ 488,482	\$ 287,072	\$ 984,941	\$ 1,097,699	\$ 1,971,685	\$	1,215,371	\$ (590,2	37)	\$ 514,393	\$	698,628		
(+) Net Income (Loss) Attributable to Noncontrolling Interests held by KKR Holdings L.P.	433,693	212,878	791,021	561,052	1,369,671		842,596	(389,7	84)	361,228		462,410		
(+) Equity-based and Other Compensation - KKR Holdings L.P.	75,233	78,663	141,727	100,632	91,296		45,921	41,7	94	22,803		21,098		
(+) Amortization of Intangibles and Other, $net^{(1)}$	47,599	(17,267)	122,870	37,617	249,261		81,533	84,5	65	25,380		146,791		
(+) Realized Losses on Certain Investments	-	-	-	729,425	-		-		-	-		-		
(-) Net Unrealized Carried Interest	163,545	(420,372)	600,242	(756,467)	1,263,046		910,931	(1,181,9	13)	509,319		478,027		
(-) Net Unrealized Gains (Losses)	(391,962)	(584,423)	395,358	1,043,912	1,854,867		1,221,209	(1,106,9	50)	401,807		867,581		
(+) Unrealized Performance Income Compensation	66,927	(161,510)	247,601	(295,794)	520,033		369,900	(476,4	99)	210,020		199,375		
(-) Gain from Remeasurement of Tax Receivable Agreement Liability	-	-	67,221	-	-		-		-	-		-		
(+) Income Tax Expense (Benefit)	66,636	24,561	224,326	(194,098)	528,750		332,992	(154,4	15)	165,399		206,264		
(-) Income Taxes Paid	140,677	87,723	94,065	151,848	207,479		114,808	123,3	50	60,815		63,315		
After-tax Distributable Earnings	\$ 1,266,310	\$ 1,341,469	\$ 1,355,600	\$ 1,597,240	\$ 1,405,304	\$	641,365	\$ 680,9	37	\$ 327,282	\$	325,643		
Weighted Average Adjusted Shares							837,563,415	846,268,4	76	842,323,052		845,065,077		
After-tax Distributable Earnings per Adjusted Share						\$	0.77	\$ 0.	80	\$ 0.39	\$	0.39		

Note: Amounts in thousands, except Weighted Average Adjusted Shares and After-tax Distributable Earnings per Adjusted Share.

<sup>(1)</sup> Includes an \$11.5 million non-recurring charge in the quarter ended June 30, 2018. Includes a \$22.8 million non-recurring charge in the quarter ended September 30, 2019. Includes an \$88.3 million non-recurring charge in the quarter ended June 30, 2020.



# Reconciliation of Total GAAP Revenues to Total Distributable Revenues and Total GAAP Expenses to Total Distributable Expenses

	Six Months Ended						
	June 30,						
		2020					
Total GAAP Revenues	\$	2,367,344	\$	330,489			
(+) Management Fees - Consolidated Funds and Other		239,545		241,522			
(-) Fee Credits - Consolidated Funds		17,631		14,467			
(-) Capital Allocation-Based Income (Loss) (GAAP)		1,475,355		(443,556)			
(+) Realized Carried Interest		542,264		706,996			
(+) Realized Investment Income (Loss)		249,069		235,489			
(-) Revenue Earned by Other Consolidated Entities		60,855		14,367			
(-) Capstone Fees		-		38,113			
(-) Expense Reimbursements		86,801		56,226			
Total Distributable Revenues	\$	1,757,580	\$	1,834,879			

	Six Months Ended						
	June 30,						
		2020					
Total GAAP Expenses	\$	1,537,578	\$	660,376			
(-) Equity-based and Other Compensation - KKR Holdings L.P.		46,546		41,794			
(-) Unrealized Performance Income Compensation		369,900		(476,499)			
(-) Amortization of Intangibles		918		759			
(-) Reimbursable Expenses		101,726		72,982			
(-) Expenses relating to Other Consolidated Entities		101,015		55,458			
(-) Capstone Expenses		-		31,845			
(+) Other	(25,960) (20,4						
Total Distributable Expenses	\$	891,513	\$	913,601			

Note: Amounts in thousands.

# Reconciliation of KKR & Co. Inc. Stockholders' Equity – Common Stock (GAAP Basis) to Book Value per Adjusted Share

	As Of												
	2010	December 31, 2010 2011 2012 2013 2014 2015 2016 2017				2018	June 30, 2019		30, 2020				
KKR & Co. Inc. Stockholders' Equity – Common Stock	\$ 1,326,493		\$ 2,004,359	\$ 2,722,010	\$ 5,382,691		\$ 5,457,279		\$ 8,167,056	2019 <b>\$10,324,936</b>	\$	9,392,924	
(+) Impact of Consolidation of Funds and Other Entities	7,627	(307)	1,244	21,490	120,228	133,208	118,635	214,188	205,502	327,826		271,665	311,381
(+) Noncontrolling Interests held by KKR Holdings L.P.	4,346,388	4,342,157	4,981,864	5,116,761	4,735,773	4,431,939	4,389,285	4,844,271	4,625,448	5,728,634		5,355,692	5,221,844
(-) Other Reclassifications	-	-	-	-	-	-	17,446	17,446	17,446	17,446		17,446	17,446
(-) Equity Impact of KKR Management Holdings Corp.	(45,118)	(40,036)	30,283	97,661	120,467	133,100	151,162	70,486	-	-		-	-
Book Value	\$ 5,725,626	\$ 5,710,584	\$ 6,957,184	\$ 7,762,600	\$10,118,225	\$ 9,979,229	\$ 9,796,591	\$11,673,909	\$12,980,560	\$16,363,950	\$ :	15,002,835	\$ 14,988,093
Adjusted Shares	683,007,420	683,364,417	685,916,967	692,512,345	810,527,289	819,181,463	806,137,733	822,146,070	833,938,476	850,388,924	1	842,585,116	845,119,364
Book Value per Adjusted Share	\$ 8.38	\$ 8.36	\$ 10.14	\$ 11.21	\$ 12.48	\$ 12.18	\$ 12.15	\$ 14.20	\$ 15.57	\$ 19.24	\$	17.81	\$ 17.73



## Legal Disclosures

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