Given the comments, I wanted to post actual returns. These are feeder funds through the Merrill Lynch feeder fund program. They are similar to/the same as feeder funds in the wealth management space. The institutional funds are the exact same except they don't have the Merrill Lynch fee.

As you can see, they are not that great. When I sent these to Merrill, they immediately referred me to Sidley Austin who told me that Merrill was taking the allegations to heart and if there was wrong-doing, that Merrill wanted to pay back the clients. Sidley Austin started a study about a year ago.

The Private Equity claim is they get higher returns than the S&P. It is simply not true. I have only seen the returns for about 30-40 funds and you can see the returns below.

A friend of mine who is a PE specialist at one of the large wealth management firms told me that "you can't say Private Equity beats the market"- all you can say is they are a good way to diversify. He has seen over 300 funds for over 10 years.

Some of the comments against the SEC proposal say that there is no "market breakdown" and the SEC is creating a solution for a problem that doesn't exist. That is untrue. There is a huge problem. The Private equity industry is promising high returns and not delivering.

They do this by using a number called "IRR". IRR has to have a confidence factor next to it. If I told you the average passing average last weekend in Texas football was 1,000 yards a game, you would know that is a meaningless statement.

Was that a 9th grade quarterback? Was it a freshman at Texas A&M? Was it a quarterback at Katy High School (one of the best football high schools in Texas) ? Was it a 4th year pro-quarterback for the Cowboys?

If you see the chart below, I divide it up with a confidence factor.

The only number an investor gets paid on is the 4th year pro. Everything else is totally meaningless. You would never draft a fantasy football league based on a high school passing average. Yet, that is just what you are asked to do with Private Equity.

There is no such thing as an "average" IRR, just like there is no such thing as an "average passing average". You can only draft one quarterback for your fantasy football league. Each fund has to be looked at over 12 years on a monthly basis vs. the relevant public market index and taking into account the credit line. You can't compare a 9th grade quarterback with a 2nd year pro. It is totally meaningless. Yet, this is how the PE industry reports. They need to include a confidence factor.

I believe most of the people running the investments for the pension funds are scared to publish month by month because it will expose the fact that they are sticking you in expensive, "meh" performing investments because they are complicated. If they are complicated, your "chief investment officer" can justify a high salary. If he shows you month by month, you will get rid of him.

If you are a teacher or a fireman or a policeman, you are being told the passing average without knowing if it is meaningful or not. In most cases, your returns are MUCH worse than you think. You need to demand that your returns are given month by month, each fund individually. Only then can you evaluate if you are doing better or worse than the S&P. The end investors (teachers and firemen) are being represented by "managers and consultants." Those managers and consultants are conflicted. If they show month by month numbers is a way that a 4th grade teacher can understand, the 4th grade teacher will fire them.

Why does private equity get a free pass not to show returns on a granular level? Why can't the fireman and the teachers see what they are getting?

To speak in the language of the street. The retirees and public servants are getting **smoked** by the PE industry and by their own consultants. If they got to see the funds on a month by month level, they could see how the fees eat away at returns and how bad the returns are.

The private equity business has changed from a return business to a fee business. If anyone thinks I am wrong, I dare you to publish your returns monthly and spell out how the fees are taken. Why the big secret?

The Blackstone wholesalers know that 5 million limit for a QP is a joke. They know that the 5-15 million crowd is not sophisticated. Blackstone is the leader in selling PE to retail and they have a 50 person team. I am using them as an example. The QP limit should go to 20 million. Congress would be doing the biggest favor to investors. Any great deal isn't getting to retail in any meaningful way and the returns are "eh" at best.

If any consumer advocacy groups want to be in touch. Andrew Park at Americans for Financial reform knows how to reach me.

I hope you will all demand that the PE industry/wealth management industry/ pension funds publish on a month by month basis in a meaningful way. Where is the "morningstar" for PE funds.

The emperor simply has no clothes.

Name of Fund	IRR Confidence factor during year of fund			S&P at highligh ted date	Secondary Market Bid
		Date	IRR		
Blackstone Total Alternative Solutions 8/21/14- (started funding in 2015)	Goal is 13-15% NET of feeder fund fees				
		Date	IRR		
1	HS-Freshman	8/15/14	0.00%		
2	HS-Sophomore	12/30/15	1.31%		
3	HS-Junior	6/30/16	5.76%		
3	HS-Junior	12/30/16	9.09%		
4	HS-Senior	6/30/17	7.80%		
4	HS-Senior	12/31/17	10.82%		
5	C-Freshman	6/29/18	10.06%		
5	C-Freshman	12/30/18	9.67%		
6	C-Sophomore	6/30/19	7.87%		
6	C-Sophomore	12/31/19	6.78%		
7	C-Junior	6/30/20	4.39%		65%
7	C-Junior	12/31/20	4.87%		65%
8	C-SEnio	3/31/21	4.79%		65%
8	C-Senior	4/30/21	4.27%		65%
8	C-Senior	5/31/21	5.35%		65%
8	C-Senior	6/30/21	5.18%	14.28 S&P	65%
8	C-Senior / 1.22 multiple	9/31/21	5.42		65%
8	C-Senior	10/30/21	5.43		65%
8	C-Senior //1.23 multiple	12/31/21	5.52	12.39%	65%
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd Year Pro				
10	2nd Year Pro				

10	2nd Year Pro				
10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
Blackstone Total Alternatives Trust 2015 Trust 11/24/15	Goal is 13-15% NET of feeder fund fees				
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund			S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund	12/31/2015	0.00%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman	12/31/2015 3/31/2016	0.00% -39.00%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman	12/31/2015 3/31/2016 6/31/16	0.00% -39.00% -28.00%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman	12/31/2015 3/31/2016 6/31/16 9/30/2016	0.00% -39.00% -28.00% -5.50%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 1 1	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016	0.00% -39.00% -28.00% -5.50% 2.30%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 1 2	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017	0.00% -39.00% -28.00% -5.50% 2.30% 3.90%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 1 2 2 2	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS- Sophomore	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 2 2 2 2 2	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS- Sophomore HS-Sophomore	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017 9/30/2017	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60% 6.70%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 2 2 2 2 2 2 2	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS- Sophomore HS-Sophomore HS-Sophomore	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017 9/30/2017 12/31/2017	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60% 6.70% 7.50%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 1 2 2 2 2 2 2 2 2 3	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS- Sophomore HS-Sophomore HS-Sophomore HS-Sophomore	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017 9/30/2017 12/31/2017 12/31/2017 3/30/2018	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60% 6.70% 7.50% 5.70%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 1 2 2 2 2 2 2 2 2 2 3 3 3	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS- Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017 9/30/2017 12/31/2017 12/31/2017 3/30/2018 6/30/2018	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60% 6.70% 7.50% 5.70% 14.00%	S&P	Secondary market bit
Blackstone Total Alternatives Trust 2015 Trust 11/24/15 Year of fund 1 1 1 1 2 2 2 2 2 2 2 2 3 3 3 3	Goal is 13-15% NET of feeder fund fees IRR Confidence factor during year of fund HS- Freshman HS- Freshman HS- Freshman HS- Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior	12/31/2015 3/31/2016 6/31/16 9/30/2016 12/31/2016 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018	0.00% -39.00% -28.00% -5.50% 2.30% 3.90% 5.60% 6.70% 7.50% 5.70% 14.00% 12.00%	S&P	Secondary market bit

4	HS-Senior	3/31/2019	10.90%		
4	HS-Senior	6/31/19	10.60%		
4	HS-Senior	9/31/19	10.60%		
4	HS-Senior	12/31/2019	9.80%		
5	C-Freshman	3/31/2020	9.00%		
5	C-Freshman	6/31/20	4.70%		
5	C-Freshman	9/31/20	5.80%		65-75%
5	C-Freshman	12/31/2020	6.50%		65-75%
6	C-Sophomore	2/21/2021	6.30%		65-75%
6	C-Sophomore	3/31/21	6.32%		65-75%
6	C-Sophomore	4/31/21	6.32%		65-75%
6	C-Sophomore	5/21/21	7.48		65-75%
6	C-Sophomore	6/30/21	7.16	17.89	65-75%
6	C-Sophomore	7/30/21	7.16		65-75%
6	C-Sophomore	8/30/21	8.09		65-75%
6	C-Sophomore/ 1.33 multiple	9/30/21	8.09	16.52	65-75%
	C-Sophomore				65-75%
6	C-Sophomore	12/31/21	8.80%		65-75%
	C-Junior /// 1.39				
7	multiple	1/31/21	8.8	13.24%	
7	C-Junior	3/31/22 (MOIC 1.39)	8.55		
7	C-Junior				
7	C-Junior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				

11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4Th Year Pro-				
12	4Th Year Pro-				
12	4Th Year Pro-				
12	4Th Year Pro-				
Blackstone Strategic Partners 2014-	Goal is 17% Net of feeder fund				
SP 6	fees			S&P	
		9/1/2016	100%		
6	C-Sophomore	9/30/2020	9.9	13.92	
7	C-Junior	12/21/20			
8	C-Senior	3/31/21			
Blackstone Strategic Partners Secondaries VII Trust 2016 trust	Goal is 17% Net			S&P	
		Date	IRR		
1	HS-Freshman	6/31/16	0.00%		
1	HS-Freshman	9/30/2016	0.00%		
1	HS-Freshman	12/31/2016	-19.00%		
2	HS-Sophomore	3/31/2017	-10.50%		
2	HS-Sophomore	6/30/2017	38.20%		
2	HS-Sophomore	9/30/2017	47.00%		

2	HS-Sophomore	12/31/2017	36.00%		
3	HS-Junior	3/30/2018	22.00%		
3	HS-Junior	6/30/2018	27.00%		
3	HS-Junior	9/30/2018	26.00%		
3	HS-Junior	12/31/2018	26.00%		
4	HS-SEnior	3/31/2019	26.00%		
4	HS-SEnior	6/31/19	18.00%		
4	HS-SEnior	9/31/19	15.00%		
4	HS-SEnior	12/31/2019	15.50%		
5	C-Freshman	3/31/2020	14.70%		
5	C-Freshman	6/31/20	15.90%		
5	C-Freshman	9/31/20	15.40%		
5	C-Freshman	12/31/2020	6.40%		
6	C-Sophomore	2/21/2021	8.80%		80%
6	C-Sophomore	3/31/21	8.49%		80%
6	C-Sophomore	4/21/21	8.32%		80%
6	C-Sophomore	5/31/21	8.15%	16.81	80%
6	C-Sophomore	6/31/21	15.08%		80%
6	C-Sophomore	7/30/21	14.25		80%
6	C-Sophomore	8/30/21	13.99		80%
6	C-Sophomore 1.5 MOIC	9/30/21	13.99		80%
7	C-Junior				
7	C-Junior				
7	C-Junior				
7	C-Junior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				

10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
Blackstone Tactical Opportunities April 2017	Goal is 10-12% Net of feeder fund fees				
Year of fund	Confidence Factor	Date	IRR	S&P	Secondary market Bid
Year of fund	Confidence Factor	Date	IRR	S&P	Secondary market Bid
Year of fund	Confidence Factor HS-Freshman	Date 3/31/2017	IRR	S&P	Secondary market Bid
Year of fund 1 1	Confidence Factor HS-Freshman HS-Freshman	Date 3/31/2017 6/30/2017	IRR 0.00%	S&P	Secondary market Bid
Year of fund	Confidence Factor HS-Freshman HS-Freshman HS-Freshman	Date 3/31/2017 6/30/2017 9/30/2017	IRR 0.00% -62.00%	S&P	Secondary market Bid
Year of fund 1 1 1 1 1 1 1 1 1	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017	IRR 0.00% -62.00% -57.00%	S&P	Secondary market Bid
Year of fund 1 1 1 1 1 1 2	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018	IRR 0.00% -62.00% -57.00% -18.00%	S&P	Secondary market Bid
Year of fund	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018	IRR 0.00% -62.00% -57.00% -18.00% -14.00%	S&P	Secondary market Bid
Year of fund  1  1  1  2  2  2  2	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018	IRR 0.00% -62.00% -57.00% -18.00% -14.00% -14.60%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  2  2  2  2  2	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018 12/31/2018	IRR 0.00% -62.00% -57.00% -18.00% -14.60% -13.70%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  3	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018 12/31/2018 12/31/2018 3/31/2019	IRR 0.00% -62.00% -57.00% -18.00% -14.00% -14.60% -13.70% -9.00%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  3  3  3	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018 12/31/2018 12/31/2018 3/31/2019 6/31/19	IRR 0.00% -62.00% -57.00% -18.00% -14.60% -13.70% -9.00% -8.00%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  3  3  3  3	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018 12/31/2018 12/31/2018 3/31/2019 6/31/19 9/31/19	IRR 0.00% -62.00% -57.00% -18.00% -14.60% -13.70% -9.00% -8.00% -5.50%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  3  3  3  3  3	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 6/30/2018 12/31/2018 3/31/2019 6/31/19 9/31/19 12/31/2019	IRR 0.00% -62.00% -57.00% -18.00% -14.00% -14.60% -13.70% -9.00% -8.00% -5.50% -5.80%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  2  3  3  3  3  4	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Junior HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 6/30/2018 12/31/2018 3/31/2019 6/31/19 9/31/19 12/31/2019 12/31/2019 3/31/2020	IRR 0.00% -62.00% -57.00% -18.00% -14.60% -14.60% -13.70% -9.00% -8.00% -5.50% -5.80% -5.80% -4.30%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  2  3  3  3  3  4  4  4	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Junior HS-Junior HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 9/30/2018 12/31/2018 3/31/2019 6/31/19 9/31/19 12/31/2019 3/31/2020 6/31/20	IRR 0.00% -62.00% -57.00% -18.00% -14.00% -14.60% -13.70% -9.00% -8.00% -5.50% -5.80% -5.80% -4.30% -14.70%	S&P	Secondary market Bid
Year of fund  1  1  1  1  2  2  2  2  2  3  3  3  3  3  4  4  4	Confidence Factor HS-Freshman HS-Freshman HS-Freshman HS-Freshman HS-Sophomore HS-Sophomore HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Junior HS-Junior HS-Junior HS-Junior	Date 3/31/2017 6/30/2017 9/30/2017 12/31/2017 3/30/2018 6/30/2018 6/30/2018 3/31/2019 6/31/19 9/31/19 12/31/2019 3/31/2020 6/31/20 9/31/20	IRR 0.00% -62.00% -62.00% -57.00% -18.00% -14.00% -14.60% -13.70% -9.00% -8.00% -5.50% -5.80% -4.30% -4.30% -14.70% -8.70%	S&P	Secondary market Bid

5	C-Freshman	2/21/2021	-2.30%		
5	C-Freshman	3/31/21	-2.17%		
5	C-Freshman	4/30/21	0.23%		
5	C-Freshman	5/31/21	6.98%		
5	C-Freshman	6/30/21	6.31%	16.73	65%
5	C-Freshman	7/30/21	6.31		
5	C-Freshman	8/30/21	7.75		
5	C-Freshman	9/30/21	7.75	17.12	
5	C-Freshman	12/31/21	7.3		
6	C-Sophomore 1.2 MOIC	1/31/22	7.3		
6	C-Sophomore	3/31/22 (MOIC 1.20)	6.82		
6	C-Sophomore				
6	C-Sophomore				
7	C-Junior				
7	C-Junior				
7	C-Junior				
7	C-Junior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				

12	4th Year Pro				
12	4th Year Pro				
BREP REG Global (Blackstone flagship real estate ) 2012	Goal is high teens -maybe 20% net of feeder fund fees				
year of fund		3/31/2020		S&P	
1	HS-Freshman	12/31/2012	started around here		
3	HS-Sophomore	12/31/2014	statements changed around here, not as clear- no IRR before this		
4	HS-Senior	3/31/2015			
4	HS-Senior	6/30/2015	18.46%		
4	HS-Senior	9/30/2015	18.40%		
4	HS-Senior	12/31/2015	20.05%		
5	C-Freshman	3/31/2016	16.88%		
5	C-Freshman	6/31/16	15.46%		
5	C-Freshman	9/30/2016	14.76%		
5	C-Freshman	12/31/2016	14.40%		
6	C-Sophomore	3/31/2017	13.46%		
6	C-Sophomore	6/30/2017	13.51%		
6	C-Sophomore	9/30/2017	13.11%		
6	C-Sophomore	12/31/2017	13.79%		
7	C-Junior	3/30/2018	14.71%		
7	C-Junior	6/30/2018	14.00%		
7	C-Junior	9/30/2018	13.95%		
7	C-Junior	12/31/2018	13.55%		
8	C-Senior	3/31/2019	12.74%		
8	C-Senior	6/31/19	12.74%		
8	C-Senior	9/31/19	12.66%		
8	C-Senior	12/31/2019	12.71%		
9	Rookie	3/31/2020	12.33%		
9	Rookie	6/31/20	11.33%		
9	Rookie	9/31/20	10.54%		
9	Rookie	12/31/2020	10.45%		

10	2nd Year Pro	2/21/2021	10.29%		
10	2nd Year Pro	5/28/21	10.29	15.82	
10	2nd Year Pro				
10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
Blackstone Real					
Blackstone Real Estate 11/4/15/ (started funding	Goal is high				
Blackstone Real Estate 11/4/15/ (started funding in 2016)-	Goal is high teens net			S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)-	Goal is high teens net	Date	IRR	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)-	Goal is high teens net	Date	IRR	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)-	Goal is high teens net HS-Freshman	Date	IRR 0.00%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2	Goal is high teens net HS-Freshman HS-Sophomore	Date 6/30/16	IRR 0.00% 2.15%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore	Date 6/30/16 12/30/16	IRR 0.00% 2.15% 10.04%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior	Date 6/30/16 12/30/16 6/30/17	IRR 0.00% 2.15% 10.04% 11.17%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior	Date 6/30/16 12/30/16 6/30/17 12/31/17	IRR 0.00% 2.15% 10.04% 11.17% 10.14%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 4	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 3 4 4 4	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Junior	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18 12/30/18	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40% 11.27%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 3 4 4 4 4 5	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Junior HS-Senior HS-Senior	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18 12/30/18 6/30/19	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40% 11.27% 10.88%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 3 4 4 4 4 5 5 5	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Senior HS-Senior C-Freshman	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18 12/30/18 6/30/19 12/31/19	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40% 11.27% 10.88% 11.23%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 3 4 4 4 4 5 5 5 5 6	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Senior HS-Senior C-Freshman C-Freshman C-Freshman	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18 12/30/18 6/30/19 12/31/19 6/30/20	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40% 11.27% 10.88% 11.23% 8.55%	S&P	
Blackstone Real Estate 11/4/15/ (started funding in 2016)- 1 2 2 2 3 3 3 3 4 4 4 4 5 5 5 5 5 6 6 6 6	Goal is high teens net HS-Freshman HS-Sophomore HS-Sophomore HS-Junior HS-Junior HS-Senior C-Freshman C-Freshman C-Freshman C-Sophomore	Date 6/30/16 12/30/16 6/30/17 12/31/17 6/29/18 12/30/18 6/30/19 12/31/19 6/30/20 12/31/20	IRR 0.00% 2.15% 10.04% 11.17% 10.14% 10.40% 11.27% 10.88% 11.23% 8.55% 9.55%	S&P	

7	C-Junior	5/31/21	10.11%		
7	C-Junior	6/30/21	9.64%	17.89	
7	C-Junior	7/30/21	9.49		
7	C-Junior	8/31/21	11.16		
7	C-Junior	9/31/21	10.85	18.16	
7	C-Junior	10/30/21	10.85		
7	C-Junior	11/30/21			
7	C-Junior 1.59 MOIC	12/31/21	12.72		
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd YEar Pro				
10	2nd YEar Pro				
10	2nd YEar Pro				
10	2nd YEar Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
GSO Mezzanine Trust 2012- target mid teens or higher	Goal is 13-14% Net	Date	GSO Mezzanine Trust 2012- target mid teens or higher	S&P	
			IRR		
1	HS-Freshman	1/1/2012			

2	HS-Sophomore	1/1/13			
3	HS-Junior	3/31/2014			
3	HS-Junior	6/30/2014			
_			statements before		
3	HS-Junior	9/31/2014	this don't show IRR		
3	HS-Junior	12/31/2014	23.30%		
4	HS-Senior	3/31/2015	23.30%		
4	HS-Senior	6/30/2015	16.36%		
4	HS-Senior	9/30/2015			
4	HS-Senior	12/31/2015	14.40%		
5	C-Freshman	3/31/2016	14.40%		
5	C-Freshman	6/31/16	8.43%		
5	C-Freshman	9/30/2016	9.69%		
5	C-Freshman	12/31/2016	10.91%		
6	C-Sophomore	3/31/2017	9.55%		
6	C-Sophomore	6/30/2017	9.82%		
6	C-Sophomore	9/30/2017	9.56%		
6	C-Sophomore	12/31/2017	9.88%		
7	C-Junior	3/30/2018	9.41%		
7	C-Junior	6/30/2018	10.07%		
7	C-Junior	9/30/2018	10.47%		
7	C-Junior	12/31/2018	9.68%		
8	C-Senior	3/31/2019	9.68%		
8	C-Senior	6/31/19	9.04%		
8	C-Senior	9/31/19	8.90%		
8	C-Senior	12/31/2019	8.44%		
9	Rookie	3/31/2020	8.44%		
9	Rookie		6.01%		
9	Rookie		6.14%		
9	Rookie	12/31/2020	6.49%		
10	2nd Year Pro	2/26/2021	6.36%	15.32	
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				

11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
Carlyle US Equity 12/10/15-	Goal is high teens-mabye 20% net of feeder fund fees			S&P	
		Date	IRR		
1	HS-Freshman	8/15/14			
1	HS-Freshman	12/30/15	0.00%		
2	HS-Sophomore	6/30/16	-31.60%		
2	HS-Sophomore	12/30/16	-13.76%		
3	HS-Junior	6/30/17	-5.14%		
3	HS-Junior	12/31/17	0.36		
4	HS-Senior	6/29/18	1.05%		
4	HS-Senior	12/30/18	1.05%		
5	C-Freshman	6/30/19	-4.69%		
5	C-Freshman	12/31/19	-3.39%		
6	C-Sophomore	6/30/20	-8.50%		
6	C-Sophomore	12/31/20	-4.40%		
7	C-Junior	3/31/21	-0.31%		
7	C-Junior	5/31/21	2.63%		
7	C-Junior	6/30/21	2.62%	17.89	65-75%
7	C-Junior	7/30/21	2.5		65-75%
7	C-Junior	8/30/21	8.1		65-75%
7	C-Junior	9/30/21	8.1	16.5	65-75%
7	C-Junior	10/31/21	8.1		65-75%
7	C-Junior	11/30/21			65-75%
7	C-Junior// 1.3 MOIC	12/31/21	8.34		65-75%
8	C-Senior				

8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd YEar Pro				
10	2nd YEar Pro				
10	2nd YEar Pro				
10	2nd YEar Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
Lone Star RE RECOVERY V TRUST 10/4/17	Goal is mid to high teens net of feeder fund fee				
				S&P	
		Date	IRR		
1	HS-Freshman	12/31/17	0.00%		
2	HS-Sophomore	3/31/18	-81.00%		
2	HS-Sophomore	6/30/18	-64.00%		
2	HS-Sophomore	9/31/18	-34.00%		
2	HS-Sophomore	12/31/18	-32.00%		
3	HS-Junior	3/31/19	-33.70%		
3	HS-Junior	6/30/19	-33.30%		
3	HS-Junior	9/31/19	-26.50%		
3	HS-Junior	12/31/19	-19.40%		

4	HS-Senior	3/31/20	-15.00%		
4	HS-Senior	6/31/20	-13.25%		
4	HS-Senior	9/31/20	-19.75'%		
4	HS-Senior	12/31/20	-18.20%		
5	C-Freshman	2/28/21	-17.20%		
5	C-Freshman	4/31/21	-15.98%		
5	C-Freshman	5/31/21	-14.87%		
5	C-Freshman	6/30/21	-13.94%	16.17	
	C-Freshman		-13.94		
5	C-Freshman	8/30/21	-12.8		
5	C-Freshman	9/30/21	-12.8		
5	C-Freshman	12/31/21	-11.59		
6	C-Sophomore	1/31/22 .80 MOIC	-11.59		
		3/31/22 (MOIC			
6	C-Sophomore	.77)	-13.35		
6	C-Sophomore				
6	C-Sophomore				
7	C-Junior				
7	C-Junior				
7	C-Junior				
7	C-Junior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				
9	Rookie				
9	Rookie				
9	Rookie				
9	Rookie				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
10	2nd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				
11	3rd Year Pro				

11	3rd Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
12	4th Year Pro				
		LS real estate			
		IV- 2015			
1	HS-Freshman	12/31/2015	0.00%		
2	HS-Sophomore	3/31/2016	-11.84%		
2	HS-Sophomore	6/31/16	-12.53%		
2	HS-Sophomore	9/30/2016	-2.58%		
2	HS-Sophomore	12/31/2016	3.13%		
3	HS-Junior	3/31/2017	6.64%		
3	HS-Junior	6/30/2017	10.26%		
3	HS-Junior	9/30/2017	14.39%		
3	HS-Junior	12/31/2017	14.30%		
4	HS-Senior	3/30/2018	13.99%		
4	HS-Senior	6/30/2018	14.83%		
4	HS-Senior	9/30/2018	15.78%		
4	HS-Senior	12/31/2018	15.87%		
5	C-Freshman	3/31/2019	15.48%		
5	C-Freshman	6/31/19	15.55%		
5	C-Freshman	9/31/19	15.05%		
5	C-Freshman	12/31/2019	14.81%		
6	C-Sophomore	3/31/2020	13.88%		
6	C-Sophomore	6/31/20	10.52%		
6	C-Sophomore	9/31/20	10.46		
6	C-Sophomore	12/31/2020	10.46%		
7	C-Junior	2/26/2021	11.00%		
7	C-Junior	5/28/21	10.76	15.82	
8	C-Senior				
8	C-Senior				
8	C-Senior				
8	C-Senior				

9	Rookie		
9	Rookie		
9	Rookie		
9	Rookie		
10	2nd Year Pro		
10	2nd Year Pro		
10	2nd Year Pro		
10	2nd Year Pro		
11	3rd Year Pro		
11	3rd Year Pro		
11	3rd Year Pro		
11	3rd Year Pro		
12	4th Year Pro		
12	4th Year Pro		
12	4th Year Pro		
12	4th Year Pro		

This is 28 funds at a point in time with a confidence factor vs. the S&P. Because the money is invested at several intervals and I measured the S&P from inception, it is not perfect. But if it was so good, the industry would publish it. A friend in the industry asked his team to run the comparison as the money was invested, but his team was taking a long time and he never called me with the results.

Start Date	Name of Deal	IRR after feeder fund fees Pricing is as of 9/30/20-	IRR target- (net of all fees)	S&P with dividends (first day of month of inception till 9/30/20)-	End Date if differen t from 9/30/20
	Blackstone Total Alternative Solutions				
8/14	BTAS 2014 (Blackstone Total Alternative solution)- started investing 1/15	5.35%	13-15%- net of ALL Fees	14.75%	5/31/21
6/2015	BTAS 2015(Blackstone Total Alternative	7.52%	13-15%- net of ALL Fees	16.91%	6/30/21

	solution)/ started investing 1/16				
6/1/2016	BTAS 2016 - started invested 1/1/2017 (Blackstone Total Alternative solution)	5.5% (Blackstone has 5.6%)	13-15%- net of ALL Fees	13.30%	
6/1/2017	BTAS 4 (Blackstone Total Alternative solution)- Investment started 1/1/18	6.4% (Blackstone has 6.6%)	13-15%- net of ALL Fees	11.70%	
6/1/2018	BTAS 5 (Blackstone Total Alternative solution)- investment started 1/1/19	8% (Blackstone has 9.6%)	13-15%- net of ALL Fees	9.69%	
	BTAS 6 (started 1/1/20)	NA	13-15%- net of ALL Fees		
	BTAS 7 (started 1/1/21)	NA	13-15%- net of ALL Fees		
	BTAS 8 (will start 1/1/22)	NA	13-15%- net of ALL Fees		
	Other Blackstone Summary				
12/11	GSO-Blackstone company	6.36%	low to mid teens	15.45%	2/21/21
5/14	Blackstone Secondaries 2014 VIntage- SP6	10.67%	17% or more, net of all fees.	12.90%	12/31/2 0
5/16	Blackstone SEcondaries 2016 Vintage- SP7	8.49%	17% or more, net of all fees.	16.21%	3/31/21
4/17	Blackstone TAC OPPS	-2.17%	low to mid teens/ maybe lo to double digits	15.80%	3/31/21
7/20	Blackstone Life Sciences -funding pharma 3 phara trials				
	Blackstone Real Estate				
10/30/20 12	BREP REG Global (Blackstone flagship real	10.29%	High teens or more	15.82%	5/31/21

	estate)				
10/15/20 13	BREP EUROPE 4 (Blackstone real estate)	10.30%	high teens or more	11.80%	5/28/21
6/15/201 5	BREP EUROPE 2015-Blackstone Real Estate	-12.80%	15% or more	11.57%	
6/15/201 5	BREP Global 2015 (mostly US) Blackstone Real Estate	10.12%	15% or More	14.50%	3/31/21
5/20	BREP Europe 6		15% net		
	Non Blackstone Deele				
	Non-Blackstone Deals				
4/8	Carlyle Distressed Opportunities 2 (Growth Equity/Special Situations is how they describe it)	9.25%	Mid teens	10.40%	12/31
6/13	LS VIII Recovery Trust	5.66%	high teens	14.76%%	
6/13	Czech Lending, Greenwich, CT https://www.czechamlp.co m/	5.50%	high single digits, -no leverage 8-10% IRR	12.80%	
8/15	Energy fund ( I don't want to name them, they had a rough time)	-1.22%	low to mid teens	14.48%	3/31/21
9/15	KKR Special Situations	1.42%	low double digits but it gets money back fast	16.43%	5/28/21
10/15	Star)	10.76%	high teens	15.82%	5/28/21
12/15	Carlyle US Equity OPP II Access Trust	2.62%	high teens	17.89%	6/31/21
6/16	Czech Lending- Greenwich, CT https://www.czechamlp.co m/	4.40%	high single digits, -no leverage 8-10% IRR	14.12%	
6/17	Lonestar Real Estate Recovery Trust 5 https://www.lonestarfunds.c om/	-16.85%	High Teens	10.69%	
6/2013	Lonestar Recovery 2013	5.80%	High Teens	12.82%	

This is a confusing chart but I wanted to include it. It does not include all of the Portfolio company fees that the SEC is complaining about. That would make the numbers worse. The PE business is not a "return" business. The PE business is a "fee" business. Produce average returns, take a ton of fees. Repeat. I ran this by a few industry people who agreed that it was roughly accurate and made sense. However, it does not have the same credibility as the numbers above which came directly from ML/statement, etc.

Probability of getting this level of profit:	Probable -but no one is aiming for 6ish %	"Reasonable" investor returns are actually below this level- this is a 13.63% master fund level return	Doug Flutie throws "Hail Mary" to beat Miami- unlikely, but Hail Mary's happens	USA beats Russia in Hockey in 1980- Miracle on Ice
Effect of Fees on Private Equity- see row 14 which is the profit in the fund- this is the structure from Blackstone Total Alternatives Solutions- I am not including the "J" curve years as I wanted to show less fees, in case someone says I messed up on the waterfall	Probable to hit a 12% master fund IRR over time- investor gets 7.15% ( past funds seem to be 6-8% net to investor)	8.32% IRR to client- so far, even this hasn't happened.	Hard to hit this- master fund IRR 17+ in a diversified fund- Investor gets 11.5%	really really hard to get a 22.40% profit in a diversified fund- this is Blackstone's stated return- investor gets 14.78%
Blackstone Fees	1.50%	1.50%	1.50%	 1.50%
Feeder fund fees (includes 1.1 admin fee and 25 basis point expenses)	1.35%	1.35%	1.35%	1.35%
25 basis points expenses on 100,000,000 is \$250,000/ Blackstone says 300,000- other funds may be 150,000- once again, all of this comes out in the monthly IRR				
Total Annual fees on invested				
capital- this <b>understates</b> the fees during the 10 year life as during the investment period, which can be 3-4 years (40%	2.85%	2.85%	2.85%	2.85%

of the fund life) , the fees are on committed capital-				
Total annual fees in \$	\$2,850,000	\$2,850,000	\$2,850,000	\$2,850,000
Amount of Funds remaining in Fund	\$100,000,000	\$100,000,000	\$100,000,000	\$100,000,000
Amount of the 100,000,000 that is profit- I am changing this in each scenario and looking at the investor IRR	\$10,000,000	\$12,000,000	\$15,000,000	\$18,000,000
American of lowestern Operited	<b>#00.000.000</b>	¢00,000,000	¢05 000 000	¢00.000.000
Amount of Investors Capital	\$90,000,000	\$88,000,000	\$85,000,000	\$82,000,000
investor profit, not the original investor capital	11.11%	13.64%	17.65%	21.95%
Total deal Profit after 3% management fees	\$8,000,000	\$9,150,000	\$12,150,000	\$15,150,000
Incentive fee	20%	20%	20%	20%
Incentive fee in \$	\$1,600,000	\$1,830,000	\$2,430,000	\$3,030,000
Investor Profit after 20% incentive fee (assuming Blackstone hit the hurdle)	\$6,400,000	\$7,320,000	\$9,720,000	\$12,120,000
		/		
Return on investors capital	7.11%	8.32%	11.44%	14.78%
% of investor profits that go to fixed managment fees and are paid regardless of investor profit (these are like the electric bill, they are paid every month regardless of profits or losses)	28.50%	23.75%	19.00%	15.83%

Incentive Fee paid to Blackstone- (this number isn't perfect and overstates the incentive fees when the returns are below 8% as there is no incentive fee under a 6.25% and then there is a catch up- but I didn't include the excess fees during the early years on committed capital)- so it probably works out - but at the IRR's they are targeting, I think it understates the fees	20%	20%	20%	20%
Total \$ to Blackstone and Feeder Fund	\$4,450,000	\$4,680,000	\$5,280,000	\$5,880,000
Total \$ to investor	\$5,550,000	\$7,320,000	\$9,720,000	\$12,120,000
% of profit to Blackstone/Feeder Fund	44.50%	39.00%	35.20%	32.67%