HIGHLY CONFIDENTIAL & TRADE SECRET



# 2Q24 Global Portfolio Insights

**JULY 2024** 

**Discussion Materials** 

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All figures as of June 30<sup>th</sup>, 2024, unless otherwise indicated.

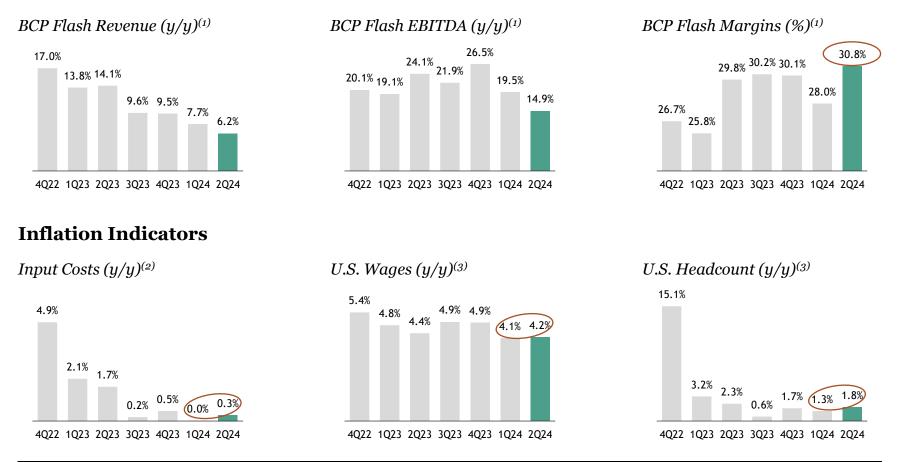
- Higher rates taking effect on cyclically weakening demand growth & investment
- Businesses focused on cost savings as output, disinflation & pricing all moderate

G	Decelerating global	<ul> <li>Higher interest rates &amp; fading cyclical tailwinds are slowing overall PE portfolio revenue growth</li> <li>Revenue at the PE companies increased by +6% y/y in 2Q24, decelerating -150 bps q/q &amp; -790 bps y/y</li> </ul>	+6.2%		
	demand growth	<ul> <li>Weak U.S. consumer sentiment &amp; depleted household "excess" savings are weighing on spending</li> <li>Business investment (in equipment, marketing, IT, software) is cautious, selective &amp; cost-focused</li> </ul>	2Q Revenue (-790 bps ∆ y/y) <sup>(1)</sup>		
		<ul> <li>Construction services are under sustained pressure, facing lower activity &amp; higher price competition</li> <li>Business models that over-earned in Covid (advertising, digital media, ed-tech) continue to normalize</li> <li>Global travel, leisure, hospitality &amp; events demand strength persists, despite tougher y/y comps</li> </ul>	+14.9% 2Q EBITDA (-920 bps ∆ y/y) <sup>(1)</sup>		
j	Higher productivity & plateauing inflation	<ul> <li>Efficiency gains &amp; rising productivity are driving profits as rates of disinflation gradually level off</li> <li>EBITDA growth in the PE portfolio averaged +15% y/y in 2Q24, decelerating -460 bps q/q &amp; -920 bps y/y</li> <li>Rising productivity and a focus by operators on cost savings is driving EBITDA margins to 2-year highs</li> <li>Disinflation is leveling off in some categories (materials, freight) as economic activity slowly normalizes</li> <li>Input costs are stable but no longer falling, trending near-flat y/y in 2Q &amp; &lt;1% for the past 12 months</li> </ul>	<b>30.8%</b> 2Q EBITDA Margin (+100 bps ∆ y/y) <sup>(1)</sup> <b>+0.3%</b>		
		<ul> <li>Steadily rebounding container traffic signals the end of the 2022-23 U.S. inventory destocking cycle</li> <li>Pricing power is nearing an "efficient frontier", with low or no scope for further inflation pass-through</li> </ul>	2Q Input Costs (-140 bps $\Delta$ y/y) <sup>(2)</sup>		
1	Slowly normalizing labor markets	<ul> <li>Labor market pressure continues to moderate gradually with falling job vacancies &amp; slow hiring</li> <li>Vacancies in the U.S. portfolio decreased -160 bps y/y to 6.3% in 2Q24, approaching "normal" levels</li> <li>Companies are managing workforces in "net neutral" maintaining &lt;2% headcount growth for 4 quarters</li> <li>Technology businesses are rationalizing their organizations, implementing RIFs &amp; freezing compensation</li> </ul>	<b>+1.8%</b> 2Q U.S. Headcount (-50 bps Δ y/y) <sup>(3)</sup>		
		<ul> <li>U.S. wages are growing at ~4% y/y, down from ~6-7% 18-24 months ago but above pre-Covid rates</li> <li>Hourly compensation is increasing at ~4-5%, powered by strong demand from large U.S. employers</li> <li>U.S. CEOs expect further cooling, projecting wage inflation in the low +3% range in the next 12 months</li> </ul>	+4.2% 2Q U.S. Wages (-20 bps ∆ y/y) <sup>(3)</sup>		

Source: Portfolio Operations; Company data. (1) 2Q24 Flash Macro data (as of July 11<sup>th</sup>) from 63 BCP/BCEP companies; FMV-weighted % change with company percentages capped at 100%. (2) 2Q24 CPO survey of 190 procurement officers from 112 portfolio companies; Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. (3) 2Q24 CHRO survey of 65 Americas portfolio company responders (~212k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. (3) 2Q24 CHRO survey of 65 Americas portfolio company responders (~212k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed in this document will come to pass.

- Decelerating demand growth & economic momentum in most regions & sectors
- Cost pressures have receded but rates of disinflation are leveling off sequentially

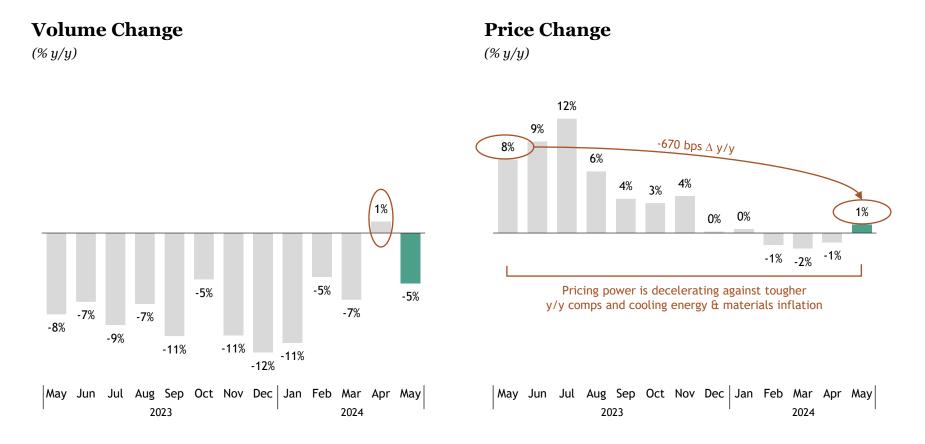
### **Financial Indicators**



Source: PE / BCP Finance; Portfolio Operations; Company data. (1) 2Q24 Flash Macro data (as of July 11<sup>th</sup>) from 63 BCP/BCEP companies; FMV-weighted % change with company percentages capped at 100%. (2) 2Q24 CPO survey of 190 procurement officers from 112 portfolio companies; Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. (3) 2Q24 CHRO survey of 65 Americas portfolio company responders; Cart2k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. (3) 2Q24 CHRO survey of 65 Americas portfolio company responders; Cart2k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. (3) 2Q24 CHRO survey of 65 Americas portfolio, organary responders, and recessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Industrial output (gradually) stabilizing following ~15 months of volume declines
- Less scope for price increases as input costs fall (unit prices trending flat / down)

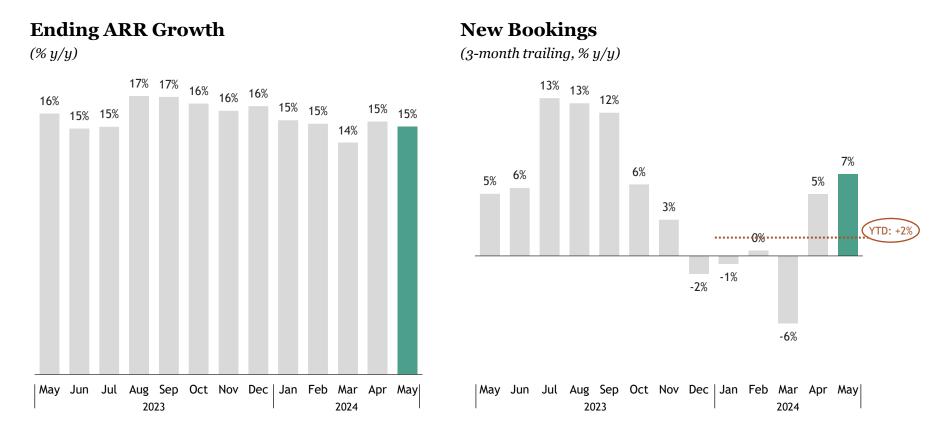
### BCP & BTO Manufacturing & Industrial Services Volume & Price Evolution



Source: Portfolio Operations; Company data; average of 10 global industrials & services companies (9 companies for pricing). There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Strong base of in-place business supporting near-term ARR growth in software
- New bookings & wins look weaker in 2024 averaging in low-single-digits YTD

### BCP & BXG Technology Company ARR & New Bookings Growth



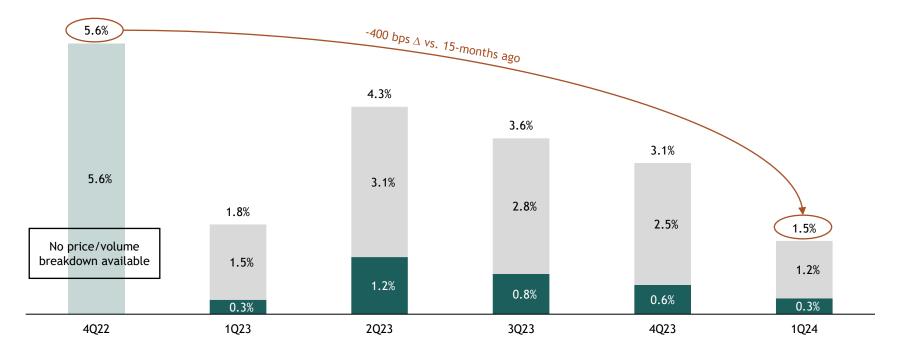
Source: Portfolio Operations; Company data. Average of 10 BCP & BXG software & technology companies. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Low-single digit technology & IT spending growth as BX CTOs ration investment
- Higher software prices consume ~20% of incremental IT budgets in the portfolio

#### Portfolio Technology & IT Spend<sup>(1)</sup>

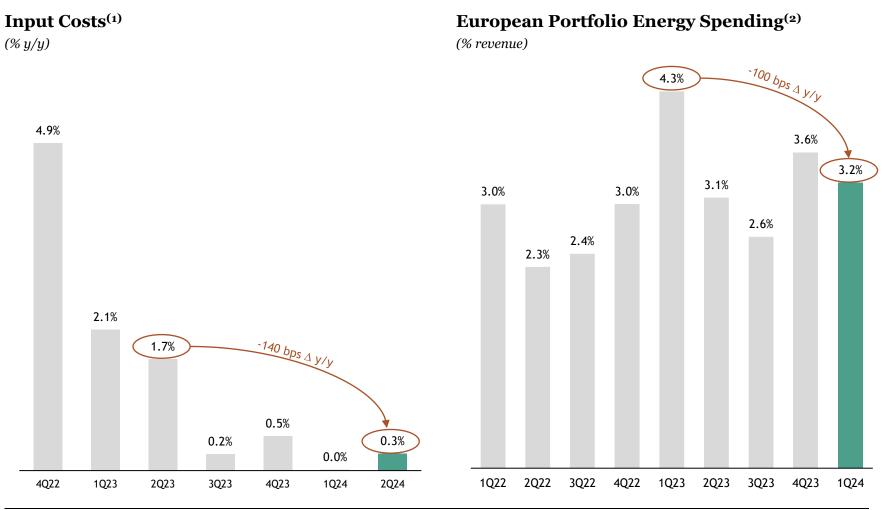
(% y/y)

- YoY Change Attrituable to Purchase Volume
- YoY Change Attrituable to Price Changes



Source: Portfolio Operations; Company data. (1) 2Q24 CIO survey of 44 portfolio company responders; Survey initiated May 27<sup>th</sup>, and closed May 31<sup>st</sup>, 2024. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Cost pressure trending down at slower decline rates (+0% now vs. +2% 1-year ago)
- Energy spending fell -100 bps y/y as a share of revenue in the UK / EU companies



Source: Portfolio Operations; Company data. (1) 2Q24 CPO survey of 190 procurement officers from 112 portfolio companies; Survey initiated June 10th, and closed June 24th, 2024. (2) Average of 6 European portfolio companies. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Operators are constructive on the supply-side outlook as input costs moderate
- Container volume pickup (+19% May-24) signals end of U.S. inventory destocking

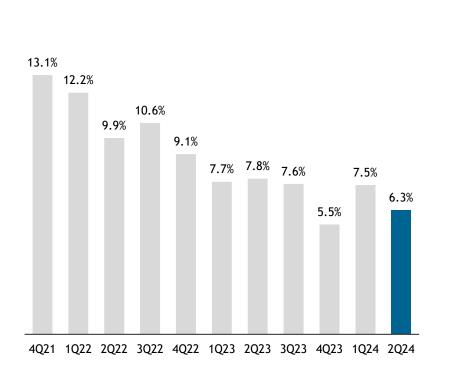


Source: Portfolio Operations; Company data. 2Q24 CPO survey of 190 procurement officers from 112 portfolio companies; Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

(% workforce)

**U.S. Vacancies (Salaried & Hourly)** 

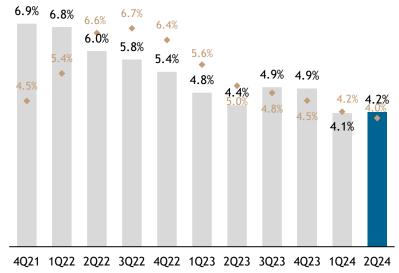
- Labor market pressure continues to moderate gradually as headcounts plateau
- U.S. wages are growing at ~4% y/y today, down from ~6-7% 15-18 months ago



### U.S. Wage Growth (Salaried & Hourly)

(% y/y)

- CHRO Estimate
- CEO Estimate



Source: Portfolio Operations; Company data. 2Q24 CHRO survey of 65 Americas portfolio company responders (-212k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. Note: CHRO survey % averages calculated on a weighted basis according to employee headcount. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

- Over 60% of the U.S. portfolio companies report cooling salary & wage pressures
- Compensation in technology & software growing <1% as employment falls -5% y/y</li>

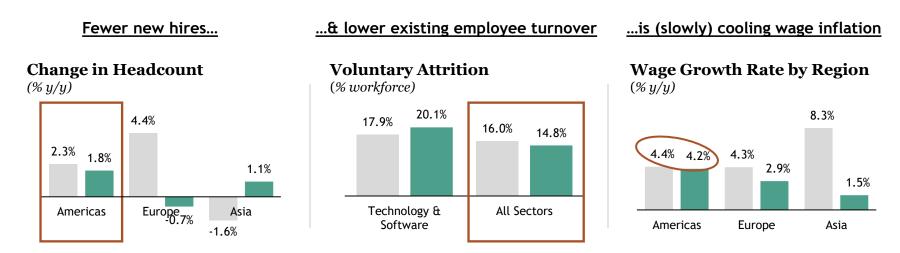
### U.S. Wage Growth "Diffusion Index"

(% of responders with wage inflation flat or rising minus % with wage inflation falling)



Source: Portfolio Operations; Company data. (1) 2024 CHRO survey of 83 global portfolio company responders (-306k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. Note: CHRO survey % averages calculated on a weighted basis according to employee headcourt. (2) May 2024 CHRO survey of 10 portfolio companies employing U.S. hourly workforces (-54k employees). There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this document will come to pass.

- Businesses targeting "net neutral" headcount; <2% growth for the last 12 months</li>
- Turnover rates have plateaued overall; TMT attrition up amid flat compensation



### **Wage Growth Rate by Sector (All Regions)** (% *y*/*y*)



Source: Portfolio Operations; Company data. 2Q24 CHRO survey of 83 global portfolio company responders (-306k employees); Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. Note: CHRO survey % averages calculated on a weighted basis according to employee headcount. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

## Appendix

### **BCP & BTO Manufacturing & Industrial Services Company Volume Evolution**

Unit Volume (% y/y) - Estimated Comparison

PortCo	Industrial Category	May'23	Jun'23	July'23	Aug'23	Sep'23	Oct'23	Nov'23	Dec'23	Jan'24	Feb'24	Mar'24	Apr'24	May'24
Company 1	Building & renovation	- <b>9</b> %	-11%	<b>-9</b> %	-10%	<b>-17</b> %	-5%	-14%	-13%	-7%	-5%	<b>-8</b> %	- <b>8</b> %	<b>-8</b> %
Company 2	Consumer, paper & packaging	+3%	+11%	-4%	+14%	+7%	+20%	+8%	-4%	+9%	+3%	<b>-9</b> %	+6%	-4%
Company 3 <sup>(1)</sup>	Building & renovation	-25%	-5%	-13%	-14%	-2%	+16%	+2%	+5%	-2%	+21%	+9%	+18%	+6%
Company 4	Building & renovation	- <b>9</b> %	-14%	-12%	-7%	-11%	-5%	-11%	<b>-9</b> %	-2%	-2%	-10%	+5%	-3%
Company 5	Environmental products	-1%	+12%	+5%	+1%	-0%	+18%	+0%	-2%	+14%	+22%	+1%	+41%	+18%
Company 6	Environmental products					-22%	-28%	-41%	- <b>39</b> %	-55%	-57%	-55%	-44%	-43%
Company 7	Building & renovation	<b>-9</b> %	-15%	<b>-9</b> %	-13%	-13%	-15%	-13%	-18%	-8%	<b>-6</b> %	-3%	-11%	-8%
Company 8	Consumer, paper & packaging	+13%	-0%	-8%	-5%	-2%	-11%	-5%	-1%	-10%	+12%	+28%	+11%	-3%
Company 9	Steel & aluminum products	+3%	-3%	+5%	+5%	<b>-9</b> %	-6%	+4%	<b>-8</b> %	-23%	-15%	<b>-19</b> %	-13%	-33%
Company 10	Consumer, paper & packaging	-41%	-40%	-41%	- <b>39</b> %	-37%	-32%	-36%	-33%	-30%	- <b>17</b> %	-3%	+6%	+28%
Average		<b>-8</b> %	-7%	<b>-9</b> %	-7%	-11%	-5%	-11%	-12%	-11%	-5%	<b>-7</b> %	+1%	-5%
Median		- <b>9</b> %	-5%	<b>-9</b> %	-7%	-10%	<b>-6</b> %	<b>-8</b> %	<b>-9</b> %	-7%	-4%	-5%	+6%	-4%

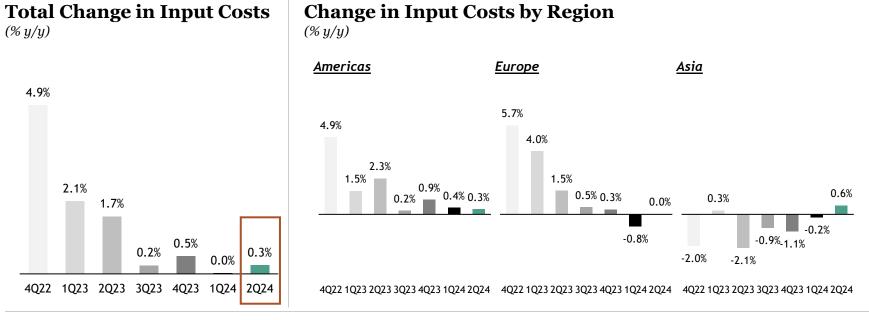
Source: Portfolio Operations; Company data. (1) Estimated monthly unit volumes for 2023 benchmarked against 2021 given company-specific limitations on 2022 comparability. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

### **BCP & BTO Manufacturing & Industrial Services Company Price Evolution**

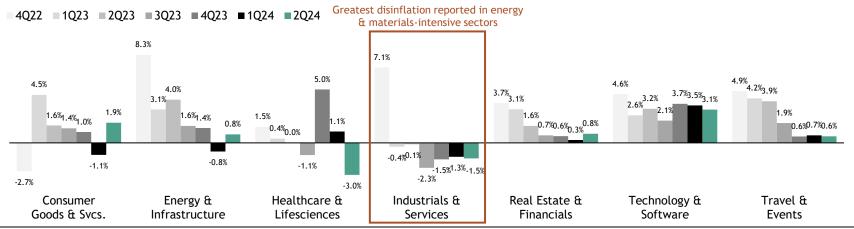
Unit Price (% y/y) - <u>Estimated</u> Comparison

PortCo	Industrial Category	May'23	Jun'23	July'23	Aug'23	Sep'23	Oct'23	Nov'23	Dec'23	Jan'24	Feb'24	Mar'24	Apr'24	May'24
Company 1	Building & renovation	+5%	+4%	+4%	+4%	+4%	0%	-1%	-5%	-5%	-3%	-2%	-3%	-3%
Company 2	Consumer, paper & packaging	+45%	+ <b>49</b> %	+40%	+41%	+42%	+32%	+27%	+27%	+10%	+10%	+9%	+3%	+4%
Company 3	Building & renovation	+4%	+2%	+1%	+1%	-1%	+4%	+3%	+1%	+1%	+1%	-3%	-0%	+1%
Company 4	Environmental products	+7%	-5%	+39%	+16%	+9%	-3%	+16%	+1%	+2%	-5%	+3%	+4%	+8%
Company 5	Environmental products					-1%	0%	0%	+1%	-1%	+1%	-1%	-3%	-3%
Company 6	Building & renovation	+1%	+1%	-2%	0%	-3%	-5%	-2%	+2%	-4%	-5%	-4%	-3%	-3%
Company 7	Consumer, paper & packaging	-2%	+25%	+11%	+8%	<b>-6</b> %	+3%	+4%	<b>-6</b> %	+1%	-2%	-11%	-4%	+4%
Company 8	Steel & aluminum products	+1%	+3%	+3%	-10%	-1%	+5%	-2%	-8%	+7%	+0%	+5%	+7%	+9%
Company 9	Consumer, paper & packaging	-1%	-3%	-1%	<b>-8</b> %	-12%	<b>-9</b> %	-11%	-11%	<b>-8</b> %	<b>-9</b> %	-11%	- <b>9</b> %	-10%
Average		+8%	+ <b>9</b> %	+12%	+6%	+4%	+3%	+4%	+0%	+0%	-1%	-2%	-1%	+1%
Median		+3%	+2%	+3%	+2%	-1%	0%	0%	+1%	+1%	-2%	-2%	-3%	+1%

Source: Portfolio Operations; Company data. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.



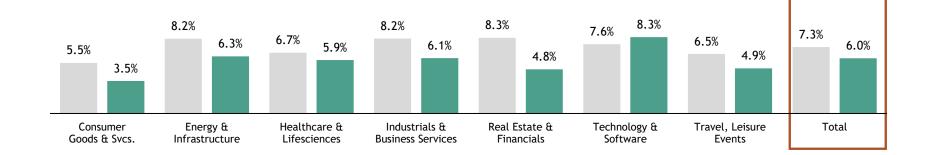
### Change in Input Costs by Sector (% y/y)



Source: Portfolio Operations; Company data. 2Q24 CPO survey of 190 procurement officers from 112 portfolio companies; Survey initiated June 10<sup>th</sup>, and closed June 24<sup>th</sup>, 2024. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

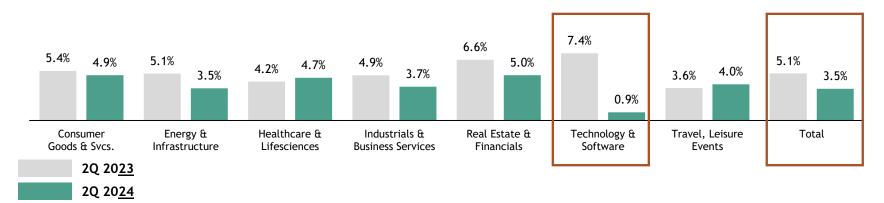
### Vacancy Rate by Sector (All Regions)

(% workforce)



### Wage Growth Rate by Sector (All Regions)

(% y/y)



Source: Portfolio Operations; Company data. 2Q24 CHRO survey % averages calculated on a weighted basis according to employee headcount. There can be no assurances that any of the trends described herein will continue or will not reverse. Past events and trends do not imply, predict, or guarantee, and are not necessarily indicative of, future events or results. The opinions expressed herein reflect the current opinions of Blackstone as of the date appearing in this material only. There can be no assurance that views and opinions expressed in this document will come to pass.

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Recent Market Events Risk. Local, regional, or global events such as war (e.g., Russia/Ukraine), acts of terrorism, public health issues like pandemics or epidemics (e.g., COVID-19), recessions, or other economic, political and global macro factors and events could lead to a substantial economic downturn or recession in the U.S. and global economies and have a significant impact on the Fund and its investments. The recovery from any such downturn is uncertain and may last for an extended period of time or result in significant volatility, and many of the risks discussed herein associated with an investment in the Fund may be increased.

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Target Allocations. There can be no assurance that a Fund will achieve its objectives or avoid substantial losses. Allocation strategies and targets depend on a variety of factors, including prevailing market conditions and investment availability. There is no guarantee that such strategies and targets will be achieved, and any particular investment may not meet the target criteria.

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