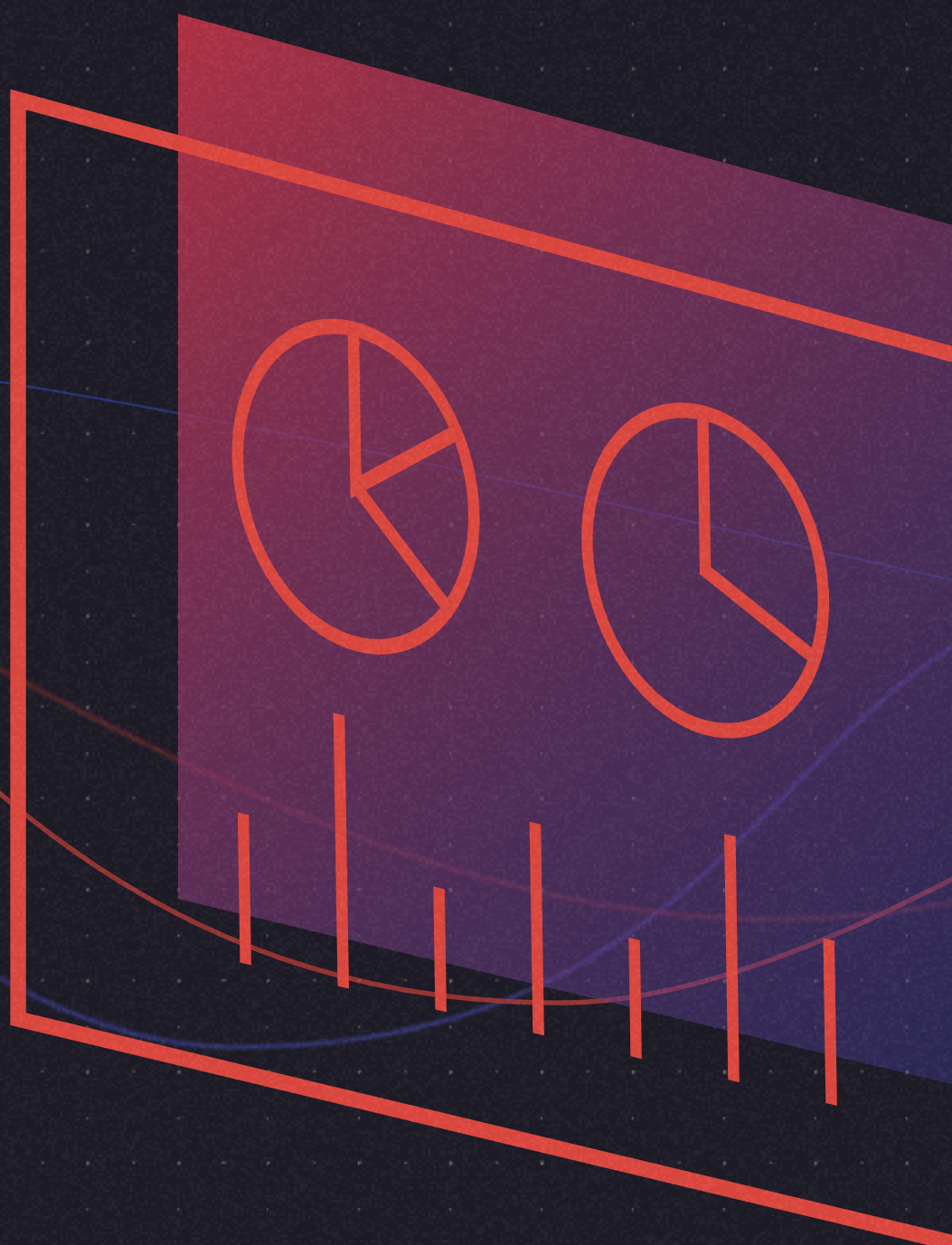


Blackstone

EARNINGS CALL REPORT



aviso

X-LABS

An Earnings Call insights study undertaken by the **Aviso X-Labs** team to investigate what you typically overlook in an Earnings Call telecast.

This document contains hidden insights and key signals that Aviso has uncovered with the help of its industry-leading AI and LLM technology.

COMPANY



KEY EXECUTIVES



Stephen A. Schwarzman
CEO & CO-FOUNDER



Jonathan D. Gray
PRESIDENT

OTHER ATTENDEES

FY 2022 Q4

Weston Tucker

Michael Chae

Glenn Shore

Michael Cyprus

Brian Badell

FY 2023 Q1

Weston Tucker

Michael Chae

Brian Badell

Alex Blowstein

KEYWORD ANALYSIS

01

TOP KEYWORDS

trending from the earnings call

SUMMARIZED KEYWORD INSIGHTS

observed in the transcript

Inflation

Mentioned an average of 5 times over the last 2 quarters

Volatility

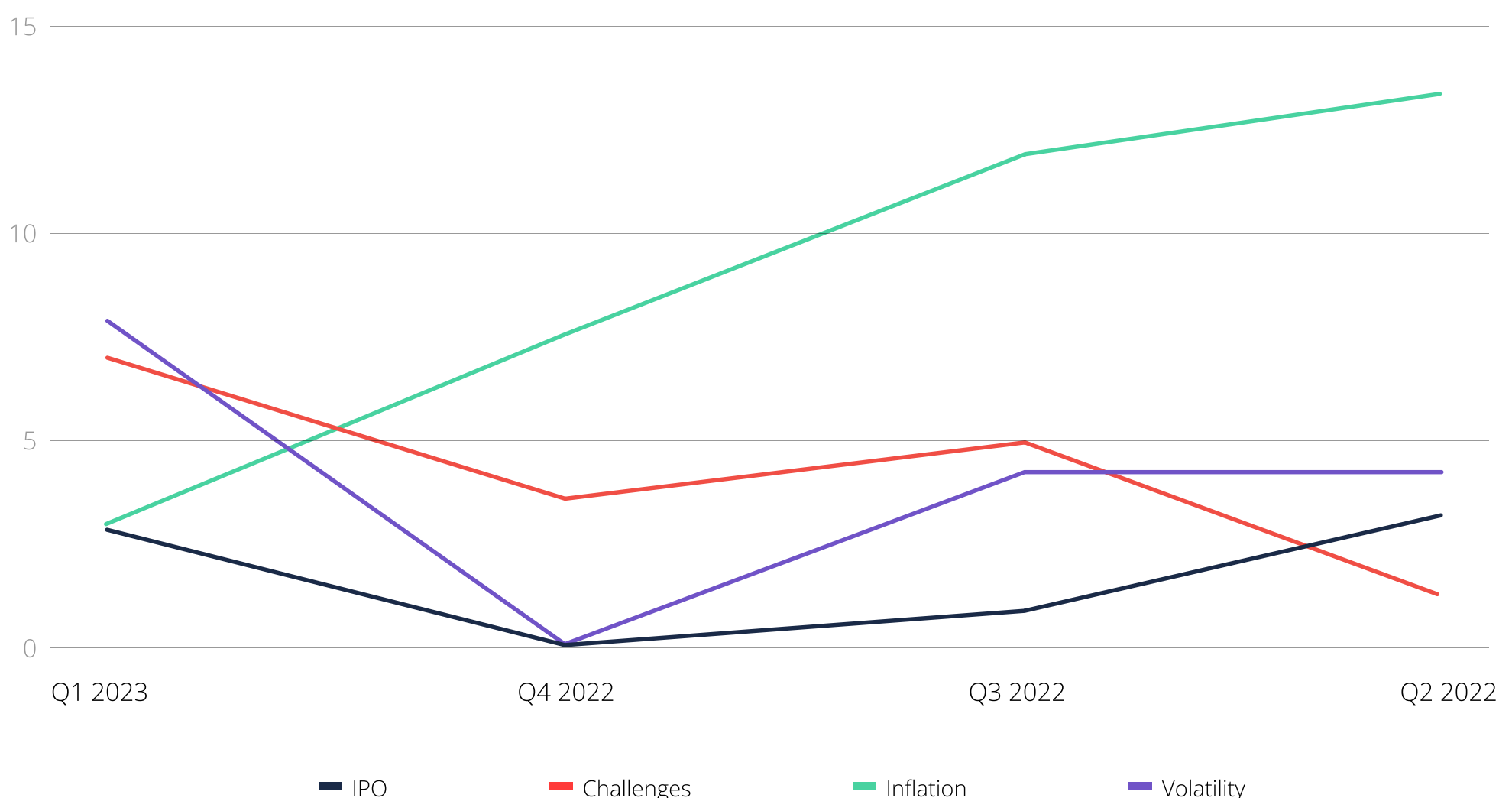
Mentioned an estimated 8 times in the latest earnings call

Investment Challenges

Mentioned an estimated 6 times in the latest earnings call

Relatively higher mention of volatility in the current quarter as compared to last quarter

Although the number of inflation mentions is still pretty high in last 2 quarters, it has declined significantly from before showing inflation concerns are reducing over recent quarters



POSITIVE & NEGATIVE ASPECT THEMES

02

TOP POSITIVE THEMES

Investment Performance

Mention about positive value proposition to customers and differentiated investment performance being a key determinant to that success

Inflows AUM (Assets Under Management)

Have risen 8% year on year and had strong momentum tied to the breadth of the platform and power of the brand

TOP NEGATIVE THEMES

Capital Environment

Mention about constrained capital environment and asset owners being unable to extend financing

Financial conditions

Highlights of growing concerns of recession as a result of turbulent market conditions with market gains posted only in a handful of large tech companies

QUERY SUMMARIZATION BY GENERATIVE AI

03

Key objectives as discussed in the earnings call?*

The group discussed the key objectives of the meeting, which included the company's efforts to expand the foundation of the firm's earnings power across multiple drivers of growth, generate **excess return on capital**, and enhance the business model to **better serve its customers and shareholders**. In addition, the meeting also discussed the potential for the company to **enter the U.S. S&P 500 and private equity markets**, as well as **private credit and real estate lending**.

*This is a sample question answered using Aviso's Generative AI. Users can add multiple such questions to the report.