## **FINANCIAL HIGHLIGHTS**

\$mm, except share data)		2014		2013		2012	
Revenue	\$	11,081	\$	10,180	\$	9,337	
Net income attributable to BLK, GAAP		3,294		2,932		2,458	
Net income attributable to BLK, as adjusted		3,310		2,882		2,438	
Operating income, as adjusted		4,563		4,024		3,574	
Operating margin, as adjusted		42.9%		41.4%		40.4%	
Per Share							
Diluted earnings, GAAP	\$	19.25	\$	16.87	\$	13.79	
Diluted earnings, as adjusted		19.34		16.58		13.68	
Dividends declared		7.72		6.72		6.00	
Diluted weighted-average common shares	171,112,261		173,828,902		178,017,679		
Total AUM (end of period)	\$ 4	,651,895	\$	4,324,088	\$ (	3,791,588	

## **DRIVERS OF SHAREHOLDER VALUE**

LONG-TERM ORGANIC AUM GROWTH

3.4%

-0.1%

2012 2013 **2014** 

4.5%

OPERATING MARGIN, AS ADJUSTED

41.4%

2012 2013 2014

40.4%

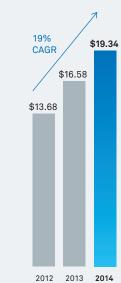
42.9%

## CAPITAL MANAGEMENT

Share Repurchases: \$1.5B \$1.0B **\$1.0B** 



EARNINGS PER SHARE, AS ADJUSTED



Please review the Important Notes on page 23 for information on certain non-GAAP figures shown above and through page 22, as well as for source information on other data points on pages 2 through 22.