

MONTHLY ASSETS UNDER MANAGEMENT

2016	Jan-2016	Feb-2016	Mar-2016	Apr-2016	May-2016	Jun-2016	Jul-2016	Aug-2016	Sept-2016	Oct-2016	Nov-2016	Dec-2016
Total AUM												
Opening Balance	\$186,380	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791
Net Flows	587	111	(1,059)	11	1,085	(643)	700	872	1,201	(763)	(461)	(1,481)
Market Apprec/(Deprec)	(7,204)	(1,564)	9,377	2,154	1,093	(1,171)	7,165	1,354	1,584	(1,123)	(1,009)	4,330
FX Movement	(1,478)	824	4,580	1,350	(3,434)	866	455	(701)	945	(2,676)	(3,617)	(730)
Ending Balance	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791	\$197,910
Equity	\$144,226	\$144,070	\$155,812	\$158,935	\$157,774	\$156,572	\$163,960	\$164,677	\$167,332	\$163,507	\$160,365	\$162,841
Fixed Income	29,795	29,501	30,370	30,602	30,273	30,577	31,697	32,597	33,959	33,549	31,767	31,155
Other	4,264	4,085	4,372	4,532	4,766	4,716	4,528	4,436	4,149	3,822	3,659	3,914
Ending Balance	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791	\$197,910
2017	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017	Jul-2017	Aug-2017	Sept-2017	Oct-2017	Nov-2017	Dec-2017
Total AUM												
Opening Balance	\$197,910	\$204,977	\$207,832	\$215,178	\$220,866	\$227,009	\$225,761	\$232,352	\$235,801	\$238,125	\$241,044	\$245,384
Net Flows	1,324	(920)	2,899	391	163	(919)	(615)	1,294	(664)	(499)	1,428	(792)
Market Apprec/(Deprec)	3,149	3,970	4,011	4,055	4,293	(1,125)	4,258	1,948	3,510	5,420	871	3,504
FX Movement	2,594	(195)	436	1,242	1,687	796	2,948	207	(522)	(2,002)	2,041	1,363
Ending Balance	\$204,977	\$207,832	\$215,178	\$220,866	\$227,009	\$225,761	\$232,352	\$235,801	\$238,125	\$241,044	\$245,384	\$249,459
Equity	\$168,927	\$171,977	\$178,979	\$184,112	\$189,461	\$188,091	\$194,067	\$196,399	\$198,521	\$202,567	\$206,190	\$209,358
Fixed Income	32,024	31,834	32,218	32,424	33,176	33,165	33,792	34,881	35,037	33,847	34,377	35,080
Other	4,026	4,021	3,981	4,330	4,372	4,505	4,493	4,521	4,567	4,630	4,817	5,021
Ending Balance	\$204,977	\$207,832	\$215,178	\$220,866	\$227,009	\$225,761	\$232,352	\$235,801	\$238,125	\$241,044	\$245,384	\$249,459
2018	Jan-2018	Feb-2018	Mar-2018	Apr-2018	May-2018	Jun-2018	Jul-2018	Aug-2018	Sept-2018	Oct-2018	Nov-2018	Dec-2018
Total AUM												
Opening Balance	\$249,459	\$263,482	\$253,925	\$251,680	\$249,345	\$244,326	\$237,876	\$243,836	\$240,355	\$240,087	\$224,697	\$225,779
Net Flows	1,160	260	987	(1,540)	4	(2,310)	744	28	(1,060)	(4)	(1,704)	(1,463)
Market Apprec/(Deprec)	7,829	(7,259)	(3,368)	2,356	(1,736)	(2,446)	4,893	(1,206)	721	(13,139)	2,160	(10,103)
FX Movement	5,034	(2,558)	136	(3,151)	(3,287)	(1,694)	323	(2,303)	71	(2,247)	626	521
Ending Balance	\$263,482	\$253,925	\$251,680	\$249,345	\$244,326	\$237,876	\$243,836	\$240,355	\$240,087	\$224,697	\$225,779	\$214,734
Equity	\$221,964	\$212,817	\$210,077	\$208,483	\$204,418	\$198,841	\$203,904	\$200,951	\$201,006	\$186,016	\$187,950	\$176,998
Fixed Income	36,607	36,236	36,656	36,070	35,072	34,065	35,217	34,685	34,390	33,866	32,948	32,938
Other	4,911	4,872	4,947	4,792	4,836	4,970	4,715	4,719	4,691	4,815	4,881	4,798
Ending Balance	\$263,482	\$253,925	\$251,680	\$249,345	\$244,326	\$237,876	\$243,836	\$240,355	\$240,087	\$224,697	\$225,779	\$214,734
2019	Jan-2019	Feb-2019	Mar-2019	Apr-2019	May-2019 ⁽¹⁾							
Total AUM												
Opening Balance	\$214,734	\$229,977	\$234,401	\$234,979	\$239,643							
Net Flows	742	165	(869)	(1,286)	(1,417)							
Market Apprec/(Deprec)	12,652	5,499	2,937	6,564	(8,697)							
FX Movement	1,849	(1,240)	(1,490)	(614)	(864)							
Ending Balance	\$229,977	\$234,401	\$234,979	\$239,643	\$228,665							
Equity	\$190,365	\$194,788	\$195,095	\$199,268	\$188,130							
Fixed Income	34,749	34,696	35,008	35,163	35,302							
Other	4,863	4,917	4,876	5,212	5,233							
Ending Balance	\$229,977	\$234,401	\$234,979	\$239,643	\$228,665							

(1) Preliminary - subject to review

LAZARD

QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

2016	Q1	Q2	Q3	Q4	FY
Total AUM					
Opening Balance	\$186,380	\$190,554	\$191,865	\$205,440	\$186,380
Net Flows	(361)	453	2,773	(2,705)	160
Market Apprec/(Deprec)	609	2,076	10,103	2,198	14,986
FX Movement	3,926	(1,218)	699	(7,023)	(3,616)
Ending Balance	\$190,554	\$191,865	\$205,440	\$197,910	\$197,910
Equity	\$155,812	\$156,572	\$167,332	\$162,841	\$162,841
Fixed Income	30,370	30,577	33,959	31,155	31,155
Other	4,372	4,716	4,149	3,914	3,914
Ending Balance	\$190,554	\$191,865	\$205,440	\$197,910	\$197,910
2017	Q1	Q2	Q3	Q4	FY
Total AUM					
Opening Balance	\$197,910	\$215,178	\$225,761	\$238,125	\$197,910
Net Flows	3,303	(365)	15	137	3,090
Market Apprec/(Deprec)	11,130	7,223	9,716	9,795	37,864
FX Movement	2,835	3,725	2,633	1,402	10,595
Ending Balance	\$215,178	\$225,761	\$238,125	\$249,459	\$249,459
Equity	\$178,979	\$188,091	\$198,521	\$209,358	\$209,358
Fixed Income	32,218	33,165	35,037	35,080	35,080
Other	3,981	4,505	4,567	5,021	5,021
Ending Balance	\$215,178	\$225,761	\$238,125	\$249,459	\$249,459
2018	Q1	Q2	Q3	Q4	FY
Total AUM					
Opening Balance	\$249,459	\$251,680	\$237,876	\$240,087	\$249,459
Net Flows	2,407	(3,846)	(288)	(3,171)	(4,898)
Market Apprec/(Deprec)	(2,798)	(1,826)	4,408	(21,082)	(21,298)
FX Movement	2,612	(8,132)	(1,909)	(1,100)	(8,529)
Ending Balance	\$251,680	\$237,876	\$240,087	\$214,734	\$214,734
Equity	\$210,077	\$198,841	\$201,006	\$176,998	\$176,998
Fixed Income	36,656	34,065	34,390	32,938	32,938
Other	4,947	4,970	4,691	4,798	4,798
Ending Balance	\$251,680	\$237,876	\$240,087	\$214,734	\$214,734
2019	Q1				
Total AUM					
Opening Balance	\$214,734				
Net Flows	38				
Market Apprec/(Deprec)	21,088				
FX Movement	(881)				
Ending Balance	\$234,979				
Equity	\$195,095				
Fixed Income	35,008				
Other	4,876				
Ending Balance	\$234,979				