

## MONTHLY ASSETS UNDER MANAGEMENT

(\$ in millions)

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
<b>Total AUM</b>												
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
<b>Ending Balance</b>	<b>\$263,482</b>	<b>\$253,925</b>	<b>\$251,680</b>	<b>\$249,345</b>	<b>\$244,326</b>	<b>\$237,876</b>	<b>\$243,836</b>	<b>\$240,355</b>	<b>\$240,087</b>	<b>\$224,697</b>	<b>\$225,779</b>	<b>\$214,734</b>
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
<b>Ending Balance</b>	<b>\$263,482</b>	<b>\$253,925</b>	<b>\$251,680</b>	<b>\$249,345</b>	<b>\$244,326</b>	<b>\$237,876</b>	<b>\$243,836</b>	<b>\$240,355</b>	<b>\$240,087</b>	<b>\$224,697</b>	<b>\$225,779</b>	<b>\$214,734</b>
2019	Jan-2019	Feb-2019	Mar-2019	Apr-2019	May-2019	June-2019	July-2019	Aug-2019	Sept-2019	Oct-2019	Nov-2019	Dec-2019
<b>Total AUM</b>												
Opening Balance	\$214,734	\$229,977	\$234,401	\$234,979	\$239,643	\$228,665	\$237,466	\$234,843	\$228,813	\$230,874	\$235,846	\$236,744
Net Flows	742	165	(869)	(1,286)	(1,417)	(2,543)	(2,021)	(432)	(1,932)	(533)	(1,544)	2,596
Market Apprec/(Deprec)	12,652	5,499	2,937	6,564	(8,697)	9,035	1,524	(3,844)	4,515	2,902	3,834	6,058
FX Movement	1,849	(1,240)	(1,490)	(614)	(864)	2,309	(2,126)	(1,754)	(522)	2,603	(1,392)	2,841
<b>Ending Balance</b>	<b>\$229,977</b>	<b>\$234,401</b>	<b>\$234,979</b>	<b>\$239,643</b>	<b>\$228,665</b>	<b>\$237,466</b>	<b>\$234,843</b>	<b>\$228,813</b>	<b>\$230,874</b>	<b>\$235,846</b>	<b>\$236,744</b>	<b>\$248,239</b>
Equity	\$190,365	\$194,788	\$195,095	\$199,268	\$188,130	\$195,858	\$192,804	\$187,221	\$188,455	\$193,611	\$194,932	\$205,541
Fixed Income	34,749	34,696	35,008	35,163	35,302	36,589	37,171	36,844	37,722	37,564	37,336	38,263
Other	4,863	4,917	4,876	5,212	5,233	5,019	4,868	4,748	4,697	4,671	4,476	4,435
<b>Ending Balance</b>	<b>\$229,977</b>	<b>\$234,401</b>	<b>\$234,979</b>	<b>\$239,643</b>	<b>\$228,665</b>	<b>\$237,466</b>	<b>\$234,843</b>	<b>\$228,813</b>	<b>\$230,874</b>	<b>\$235,846</b>	<b>\$236,744</b>	<b>\$248,239</b>
2020	Jan-2020	Feb-2020	Mar-2020	Apr-2020	May-2020	June-2020	July-2020	Aug-2020	Sept-2020	Oct-2020	Nov-2020	Dec-2020
<b>Total AUM</b>												
Opening Balance	\$248,239	\$243,581	\$226,828	\$193,048	\$204,576	\$210,856	\$214,704	\$222,511	\$232,279	\$227,752	\$224,181	\$247,649
Net Flows	(1,471)	(868)	(2,574)	(2,604)	(2,209)	(1,155)	(1,399)	540	658	324	(1,024)	414
Market Apprec/(Deprec)	(1,084)	(14,001)	(28,602)	13,514	7,514	4,151	4,535	8,160	(3,171)	(3,880)	21,552	7,710
FX Movement	(2,103)	(1,884)	(2,604)	618	975	852	4,671	1,068	(2,014)	(15)	2,940	2,869
<b>Ending Balance</b>	<b>\$243,581</b>	<b>\$226,828</b>	<b>\$193,048</b>	<b>\$204,576</b>	<b>\$210,856</b>	<b>\$214,704</b>	<b>\$222,511</b>	<b>\$232,279</b>	<b>\$227,752</b>	<b>\$224,181</b>	<b>\$247,649</b>	<b>\$258,642</b>
Equity	\$200,411	\$184,038	\$154,641	\$165,492	\$170,642	\$173,515	\$178,639	\$187,301	\$183,755	\$179,583	\$201,083	\$209,732
Fixed Income	38,692	38,421	34,321	34,954	36,032	36,884	39,374	40,402	39,497	39,962	41,626	43,784
Other	4,478	4,369	4,086	4,130	4,182	4,305	4,498	4,576	4,500	4,636	4,940	5,126
<b>Ending Balance</b>	<b>\$243,581</b>	<b>\$226,828</b>	<b>\$193,048</b>	<b>\$204,576</b>	<b>\$210,856</b>	<b>\$214,704</b>	<b>\$222,511</b>	<b>\$232,279</b>	<b>\$227,752</b>	<b>\$224,181</b>	<b>\$247,649</b>	<b>\$258,642</b>
2021	Jan-2021 <sup>(1)</sup>											
<b>Total AUM</b>												
Opening Balance	\$258,642											
Net Flows	(1,093)											
Market Apprec/(Deprec)	(1,249)											
FX Movement	(1,118)											
<b>Ending Balance</b>	<b>\$255,182</b>											
Equity	\$206,246											
Fixed Income	43,872											
Other	5,064											
<b>Ending Balance</b>	<b>\$255,182</b>											

(1) Preliminary - subject to review

# LAZARD

## QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

(\$ in millions)

2018	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
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)
<b>Ending Balance</b>	<b>\$251,680</b>	<b>\$237,876</b>	<b>\$240,087</b>	<b>\$214,734</b>	<b>\$214,734</b>
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
<b>Ending Balance</b>	<b>\$251,680</b>	<b>\$237,876</b>	<b>\$240,087</b>	<b>\$214,734</b>	<b>\$214,734</b>
<b>2019</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
<b>Total AUM</b>					
Opening Balance	\$214,734	\$234,979	\$237,466	\$230,874	\$214,734
Net Flows	38	(5,246)	(4,385)	519	(9,074)
Market Apprec/(Deprec)	21,088	6,902	2,195	12,794	42,979
FX Movement	(881)	831	(4,402)	4,052	(400)
<b>Ending Balance</b>	<b>\$234,979</b>	<b>\$237,466</b>	<b>\$230,874</b>	<b>\$248,239</b>	<b>\$248,239</b>
Equity	\$195,095	\$195,858	\$188,455	\$205,541	\$205,541
Fixed Income	35,008	36,589	37,722	38,263	38,263
Other	4,876	5,019	4,697	4,435	4,435
<b>Ending Balance</b>	<b>\$234,979</b>	<b>\$237,466</b>	<b>\$230,874</b>	<b>\$248,239</b>	<b>\$248,239</b>
<b>2020</b>	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4</b>	<b>FY</b>
<b>Total AUM</b>					
Opening Balance	\$248,239	\$193,048	\$214,704	\$227,752	\$248,239
Net Flows	(4,913)	(5,968)	(201)	(286)	(11,368)
Market Apprec/(Deprec)	(43,687)	25,179	9,524	25,382	16,398
FX Movement	(6,591)	2,445	3,725	5,794	5,373
<b>Ending Balance</b>	<b>\$193,048</b>	<b>\$214,704</b>	<b>\$227,752</b>	<b>\$258,642</b>	<b>\$258,642</b>
Equity	154,641	173,515	183,755	209,732	209,732
Fixed Income	34,321	36,884	39,497	43,784	43,784
Other	4,086	4,305	4,500	5,126	5,126
<b>Ending Balance</b>	<b>\$193,048</b>	<b>\$214,704</b>	<b>\$227,752</b>	<b>\$258,642</b>	<b>\$258,642</b>