Lazard

MONTHLY ASSETS UNDER MANAGEMENT

(\$ in millions)	LI ASSETS UNDER												
,,,	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
Total AUM													
	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
	Ending Balance	\$229,977	\$234,401	\$234,979	\$239,643	\$228,665	\$237,466	\$234,843	\$228,813	\$230,874	\$235,846	\$236,744	\$248,239
	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
	Ending Balance	\$229,977	\$234,401	\$234,979	\$239,643	\$228,665	\$237,466	\$234,843	\$228,813	\$230,874	\$235,846	\$236,744	\$248,239
	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
Total AUM										•			
	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
	Ending Balance	\$243,581	\$226,828	\$193,048	\$204,576	\$210,856	\$214,704	\$222,511	\$232,279	\$227,752	\$224,181	\$247,649	\$258,642
	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
	Ending Balance	\$243,581	\$226,828	\$193,048	\$204,576	\$210,856	\$214,704	\$222,511	\$232,279	\$227,752	\$224,181	\$247,649	\$258,642
	2021	Jan-2021	Feb-2021	Mar-2021	Apr-2021	May-2021	June-2021	July-2021	Aug-2021	Sept-2021	Oct-2021	Nov-2021	Dec-2021
Total AUM													
	Opening Balance	\$258,642	\$255,182	\$260,681	\$264,852	\$274,356	\$278,552	\$277,378	\$278,352	\$282,815	\$272,572	\$279,675	\$267,399
	Net Flows	(1,093)	195	(781)	(80)	(1,088)	340	(1,057)	(17)	(1,257)	(585)	(3,111)	(3,039)
	Market Apprec/(Deprec)	(1,249)	5,573	8,156	6,861	3,373	1,908	2,197	4,982	(6,341)	7,221	(5,785)	8,488
	FX Movement	(1,118)	(269)	(3,204)	2,723	1,911	(3,422)	(166)	(502)	(2,645)	467	(3,380)	891
	Ending Balance	\$255,182	\$260,681	\$264,852	\$274,356	\$278,552	\$277,378	\$278,352	\$282,815	\$272,572	\$279,675	\$267,399	\$273,739
	Equity	\$206,246	\$209,807	\$215,459	\$222,715	\$226,025	\$224,559	\$224,992	\$228,838	\$219,268	\$225,865	\$214,605	\$221,006
	Fixed Income	43,872	45,572	44,249	46,301	47,057	47,150	47,661	48,217	47,187	47,703	46,481	46,286
	Other	5,064	5,302	5,144	5,340	5,470	5,669	5,699	5,760	6,117	6,107	6,313	6,447
	Ending Balance	\$255,182	\$260,681	\$264,852	\$274,356	\$278,552	\$277,378	\$278,352	\$282,815	\$272,572	\$279,675	\$267,399	\$273,739
	-		Ψ200,001		Ψ21 4,000	Ψ2.0,002							
	2022	Jan-2022	Feb-2022	Mar-2022	Apr-2022 ⁽¹⁾	\$210,002							
Total AUM	2022	Jan-2022	Feb-2022	Mar-2022	Apr-2022 ⁽¹⁾	Ψ210,002							
Total AUM	2022 Opening Balance	Jan-2022 \$273,739	Feb-2022 \$258,689	Mar-2022 \$251,569	Apr-2022 ⁽¹⁾ \$252,675	ΨΕΙΟ,ΘΟΣ							
Total AUM	2022 Opening Balance Net Flows	Jan-2022 \$273,739 (4,111)	Feb-2022 \$258,689 (2,116)	Mar-2022 \$251,569 (298)	Apr-2022 ⁽¹⁾ \$252,675 (1,158)	ΨΕ10,00Σ							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec)	Jan-2022 \$273,739 (4,111) (9,489)	\$258,689 (2,116) (5,331)	Mar-2022 \$251,569 (298) 2,375	\$252,675 (1,158) (8,965)	427.0,002							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement	\$273,739 (4,111) (9,489) (1,450)	\$258,689 (2,116) (5,331) 327	\$251,569 (298) 2,375 (971)	\$252,675 (1,158) (8,965) (5,927)	4210,002							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec)	Jan-2022 \$273,739 (4,111) (9,489)	\$258,689 (2,116) (5,331)	Mar-2022 \$251,569 (298) 2,375	\$252,675 (1,158) (8,965)								
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity	Jan-2022 \$273,739 (4,111) (9,489) (1,450) \$258,689 \$206,588	\$258,689 (2,116) (5,331) 327 \$251,569 \$200,119	\$251,569 (298) 2,375 (971) \$252,675	\$252,675 (1,158) (8,965) (5,927) \$236,625 \$187,686	<u> </u>							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$273,739 (4,111) (9,489) (1,450) \$258,689 \$206,588 45,812	\$258,689 (2,116) (5,331) 327 \$251,569 \$200,119 44,948	\$251,569 (298) 2,375 (971) \$252,675 \$201,027 44,984	\$252,675 (1,158) (8,965) (5,927) \$236,625 \$187,686 42,256	<u> </u>							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other	Jan-2022 \$273,739 (4,111) (9,489) (1,450) \$258,689 \$206,588 45,812 6,289	\$258,689 (2,116) (5,331) 327 \$251,569 \$200,119 44,948 6,502	\$251,569 (298) 2,375 (971) \$252,675 \$201,027 44,984 6,664	Apr-2022 ⁽¹⁾ \$252,675 (1,158) (8,965) (5,927) \$236,625 \$187,686 42,256 6,683	<u> </u>							
Total AUM	2022 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$273,739 (4,111) (9,489) (1,450) \$258,689 \$206,588 45,812	\$258,689 (2,116) (5,331) 327 \$251,569 \$200,119 44,948	\$251,569 (298) 2,375 (971) \$252,675 \$201,027 44,984	\$252,675 (1,158) (8,965) (5,927) \$236,625 \$187,686 42,256	<u> </u>							

⁽¹⁾ Preliminary - subject to review

Lazard

QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

(\$ in millions)	ı					
	2019	Q1	Q2	Q3	Q4	FY
Total AUM	On anima Balanca	CO4 4 70 4	C004 070	#007.400	C000 074	CO44 704
	Opening Balance Net Flows	\$214,734 38	\$234,979 (5,246)	\$237,466 (4,385)	\$230,874 519	\$214,734 (9,074)
	Market Apprec/(Deprec)	21,088	6,902	2,195	12,794	42,979
	FX Movement	(881)	831	(4,402)	4,052	(400)
	Ending Balance	\$234,979	\$237,466	\$230,874	\$248,239	\$248,239
	Equity	\$195,095	\$195,858	\$188,455	\$205,541	\$205,541
	Fixed Income Other	35,008 4,876	36,589 5,019	37,722 4,697	38,263 4,435	38,263 4,435
	Ending Balance	\$234,979	\$237,466	\$230,874	\$248,239	\$248,239
	2020	04	00	02	04	FY
Total AUM	2020	Q1	Q2	Q3	Q4	
	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
	Ending Balance	\$193,048	\$214,704	\$227,752	\$258,642	\$258,642
	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
	Ending Balance	\$193,048	\$214,704	\$227,752	\$258,642	\$258,642
	2021	Q1	Q2	Q3	Q4	FY
Total AUM						
	Opening Balance	\$258,642	\$264,852	\$277,378	\$272,572	\$258,642
	Net Flows	(1,679)	(828)	(2,331)	(6,735)	(11,573)
	Market Apprec/(Deprec)	12,480	12,142	838	9,924	35,384
	FX Movement	(4,591)	1,212	(3,313)	(2,022)	(8,714)
	Ending Balance	\$264,852	\$277,378	\$272,572	\$273,739	\$273,739
	Equity	215,459	224,559	219,268	\$221,006	221,006
	Fixed Income	44,249	47,150	47,187	46,286	46,286
	Other	5,144	5,669	6,117	6,447	6,447
	Ending Balance	\$264,852	\$277,378	\$272,572	\$273,739	\$273,739
	2022	Q1	Q2	Q3	Q4	FY
Total AUM		-				
	Opening Balance	\$273,739				
	Net Flows	(6,525)				
	Market Apprec/(Deprec)	(12,445)				
	FX Movement	(2,094)				
	Ending Balance	\$252,675				
	Equity	\$201,027				
	Fixed Income	44,984				
	Other	6,664				
	Ending Balance	\$252,675				