## Lazard

## MONTHLY ASSETS UNDER MANAGEMENT (\$ in millions)

	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 Market Apprec/(Deprec)	<b>1,324</b> 3,149	<b>(920)</b> 3,970	<b>2,899</b> 4,011	<b>391</b> 4,055	<b>163</b> 4,293	<b>(919)</b> (1,125)	( <b>615</b> ) 4,258	<b>1,294</b> 1,948	( <b>664)</b> 3,510	( <b>499</b> ) 5,420	<b>1,428</b> 871	( <b>792</b> ) 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
	Lifting Balance	Ψ204,511	Ψ201,032	Ψ210,110	ΨΣΣ0,000	ΨΖΖ1,003	Ψ220,701	ΨΣΟΣ,ΟΟΣ	Ψ200,001	Ψ200,120	Ψ241,044	Ψ240,004	ΨΣ43,403
	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	20.0		. 0.0 20.0	2010	7.0. 20.0	ay 2010			7.ug =0.0		001 2010		
	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	.lan-2019	Feb-2019	Mar-2019	Δnr-2019	May-2019	.lune-2019	July-2019	Διια-2019	Sent-2019	Oct-2019	Nov-2019	Dec-2019
Total AUM	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	2019 Opening Balance	<b>Jan-2019</b> \$214,734	Feb-2019 \$229,977	<b>Mar-2019</b> \$234,401	<b>Apr-2019</b> \$234,979	<b>May-2019</b> \$239,643	<b>June-2019</b> \$228,665	<b>July-2019</b> \$237,466	<b>Aug-2019</b> \$234,843	<b>Sept-2019</b> \$228,813	Oct-2019 \$230,874	Nov-2019 \$235,846	Dec-2019 \$236,744
Total AUM		\$214,734 <b>742</b>	\$229,977 <b>165</b>	\$234,401 <b>(869)</b>	\$234,979 <b>(1,286)</b>	\$239,643 (1,417)		\$237,466 <b>(2,021)</b>		•	\$230,874 <b>(533)</b>		
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec)	\$214,734 <b>742</b> 12,652	\$229,977 <b>165</b> 5,499	\$234,401 ( <b>869</b> ) 2,937	\$234,979 (1,286) 6,564	\$239,643 (1,417) (8,697)	\$228,665 <b>(2,543)</b> 9,035	\$237,466 (2,021) 1,524	\$234,843 ( <b>432</b> ) (3,844)	\$228,813 (1,932) 4,515	\$230,874 ( <b>533</b> ) 2,902	\$235,846 (1,544) 3,834	\$236,744 <b>2,596</b> 6,058
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement	\$214,734 <b>742</b> 12,652 1,849	\$229,977 <b>165</b> 5,499 (1,240)	\$234,401 ( <b>869</b> ) 2,937 (1,490)	\$234,979 (1,286) 6,564 (614)	\$239,643 (1,417) (8,697) (864)	\$228,665 ( <b>2,543</b> ) 9,035 2,309	\$237,466 ( <b>2,021</b> ) 1,524 (2,126)	\$234,843 (432) (3,844) (1,754)	\$228,813 (1,932) 4,515 (522)	\$230,874 ( <b>533</b> ) 2,902 2,603	\$235,846 (1,544) 3,834 (1,392)	\$236,744 <b>2,596</b> 6,058 2,841
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec)	\$214,734 <b>742</b> 12,652	\$229,977 <b>165</b> 5,499	\$234,401 ( <b>869</b> ) 2,937	\$234,979 (1,286) 6,564	\$239,643 (1,417) (8,697)	\$228,665 (2,543) 9,035	\$237,466 (2,021) 1,524	\$234,843 ( <b>432</b> ) (3,844)	\$228,813 (1,932) 4,515	\$230,874 ( <b>533</b> ) 2,902	\$235,846 (1,544) 3,834	\$236,744 <b>2,596</b> 6,058
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$214,734 <b>742</b> 12,652 1,849 <b>\$229,977</b>	\$229,977 165 5,499 (1,240) \$234,401	\$234,401 (869) 2,937 (1,490) \$234,979	\$234,979 (1,286) 6,564 (614) \$239,643	\$239,643 (1,417) (8,697) (864) \$228,665	\$228,665 (2,543) 9,035 2,309 \$237,466	\$237,466 (2,021) 1,524 (2,126) \$234,843	\$234,843 (432) (3,844) (1,754) \$228,813	\$228,813 (1,932) 4,515 (522) \$230,874	\$230,874 (533) 2,902 2,603 \$235,846	\$235,846 (1,544) 3,834 (1,392) \$236,744	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b>
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement	\$214,734 742 12,652 1,849 \$229,977	\$229,977 <b>165</b> 5,499 (1,240) <b>\$234,401</b> \$194,788	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221	\$228,813 (1,932) 4,515 (522) \$230,874 \$188,455	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity	\$214,734 <b>742</b> 12,652 1,849 <b>\$229,977</b>	\$229,977 165 5,499 (1,240) \$234,401	\$234,401 (869) 2,937 (1,490) \$234,979	\$234,979 (1,286) 6,564 (614) \$239,643	\$239,643 (1,417) (8,697) (864) \$228,665	\$228,665 (2,543) 9,035 2,309 \$237,466	\$237,466 (2,021) 1,524 (2,126) \$234,843	\$234,843 (432) (3,844) (1,754) \$228,813	\$228,813 (1,932) 4,515 (522) \$230,874	\$230,874 (533) 2,902 2,603 \$235,846	\$235,846 (1,544) 3,834 (1,392) \$236,744	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b>
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844	\$228,813 (1,932) 4,515 (522) \$230,874 \$188,455 37,722	\$230,874 (533) 2,902 2,603 <b>\$235,846</b> \$193,611 37,564	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance  Equity Fixed Income Other Ending Balance	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163 5,212 \$239,643	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019 \$237,466	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other	\$214,734 <b>742</b> 12,652 1,849 <b>\$229,977</b> \$190,365 34,749 4,863	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917	\$234,401 (869) 2,937 (1,490) <b>\$234,979</b> \$195,095 35,008 4,876	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163 5,212	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401 Feb-2020	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665 May-2020	\$228,665 (2,543) 9,030 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup>	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance  Equity Fixed Income Other Ending Balance	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401  Feb-2020	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020 \$193,048	\$239,643 (1,417) (8,697) (864) \$228,665  \$188,130 35,302 5,233 \$228,665  May-2020	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup>	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance  2020 Opening Balance	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401 Feb-2020	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665 May-2020	\$228,665 (2,543) 9,030 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup>	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471)	\$229,977 165 5,499 (1,240) \$234,401  \$194,788 34,696 4,917 \$234,401  Feb-2020  \$243,581 (868)	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574)	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020 \$193,048 (2,604)	\$239,643 (1,417) (8,697) (864) \$228,665  \$188,130 35,302 5,233 \$228,665  May-2020  \$204,576 (2,209)	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup> \$210,856 (1,155)	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows Market Apprec/(Deprec)	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471) (1,084)	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401  Feb-2020 \$243,581 (868) (14,001)	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574) (28,602)	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163 5,212 \$239,643  Apr-2020 \$193,048 (2,604) 13,514	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665 May-2020 \$204,576 (2,209) 7,514	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup> \$210,856 (1,155) 4,151	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471) (1,084) (2,103) \$243,581	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401  Feb-2020 \$243,581 (868) (14,001) (1,884) \$226,828	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574) (28,602) (2,604) \$193,048	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020 \$193,048 (2,604) 13,514 618 \$204,576	\$239,643 (1,417) (8,697) (864) \$228,665  \$188,130 35,302 5,233 \$228,665  May-2020  \$204,576 (2,209) 7,514 975 \$210,856	\$228,665 (2,543) 9,2309 \$237,466 \$195,858 36,589 5,019 \$237,466 June-2020 <sup>(1)</sup> \$210,856 (1,155) 4,151 852 \$214,704	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance  Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471) (1,084) (2,103) \$243,581	\$229,977 165 5,499 (1,240) \$234,401  \$194,788 34,696 4,917 \$234,401  Feb-2020  \$243,581 (868) (14,001) (1,884) \$226,828  \$184,038	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574) (28,602) (2,604) \$193,048	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163 5,212 \$239,643  Apr-2020  \$193,048 (2,604) 13,514 618 \$204,576  \$165,492	\$239,643 (1,417) (8,697) (864) \$228,665  \$188,130 35,302 5,233 \$228,665  May-2020  \$204,576 (2,209) 7,514 975 \$210,856	\$228,665 (2,543) 9,035 9,035 \$2,309 \$237,466 \$195,858 36,589 5,019 \$237,466  June-2020(1) \$210,856 (1,155) 4,151 852 \$214,704 \$173,515	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471) (1,084) (2,103) \$243,581 \$200,411 38,692	\$229,977 165 5,499 (1,240) \$234,401 \$194,788 34,696 4,917 \$234,401  Feb-2020 \$243,581 (868) (14,001) (1,884) \$226,828 \$184,038 38,421	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574) (28,602) (2,604) \$193,048 \$154,641 34,321	\$234,979 (1,286) 6,564 (614) \$239,643 \$199,268 35,163 5,212 \$239,643  Apr-2020 \$193,048 (2,604) 13,514 618 \$204,576 \$165,492 34,954	\$239,643 (1,417) (8,697) (864) \$228,665 \$188,130 35,302 5,233 \$228,665  May-2020 \$204,576 (2,209) 7,514 975 \$210,856 \$170,642 36,032	\$228,665 (2,543) 9,035 2,309 \$237,466 \$195,858 36,589 5,019 \$237,466 \$210,856 (1,155) 4,151 852 \$214,704 \$173,515 36,884	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance  Equity Fixed Income Other Ending Balance  2020  Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity	\$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749 4,863 \$229,977  Jan-2020 \$248,239 (1,471) (1,084) (2,103) \$243,581	\$229,977 165 5,499 (1,240) \$234,401  \$194,788 34,696 4,917 \$234,401  Feb-2020  \$243,581 (868) (14,001) (1,884) \$226,828  \$184,038	\$234,401 (869) 2,937 (1,490) \$234,979 \$195,095 35,008 4,876 \$234,979 Mar-2020 \$226,828 (2,574) (28,602) (2,604) \$193,048	\$234,979 (1,286) 6,564 (614) \$239,643  \$199,268 35,163 5,212 \$239,643  Apr-2020  \$193,048 (2,604) 13,514 618 \$204,576  \$165,492	\$239,643 (1,417) (8,697) (864) \$228,665  \$188,130 35,302 5,233 \$228,665  May-2020  \$204,576 (2,209) 7,514 975 \$210,856	\$228,665 (2,543) 9,035 9,035 \$2,309 \$237,466 \$195,858 36,589 5,019 \$237,466  June-2020(1) \$210,856 (1,155) 4,151 852 \$214,704 \$173,515	\$237,466 (2,021) 1,524 (2,126) \$234,843 \$192,804 37,171 4,868	\$234,843 (432) (3,844) (1,754) \$228,813 \$187,221 36,844 4,748	\$228,813 (1,932) 4,515 (522) <b>\$230,874</b> \$188,455 37,722 4,697	\$230,874 (533) 2,902 2,603 \$235,846 \$193,611 37,564 4,671	\$235,846 (1,544) 3,834 (1,392) \$236,744 \$194,932 37,336 4,476	\$236,744 <b>2,596</b> 6,058 2,841 <b>\$248,239</b> \$205,541 38,263 4,435

<sup>(1)</sup> Preliminary - subject to review

## Lazard

## **QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT**

	2017	Q1	Q2	Q3	Q4	FY
Total AUM	2017	<u> </u>	- Q2	<b>Q</b> 0	<del></del>	
. •	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	Q2	Q3	Q4	FY
Total AUM	Onenina Delenes	¢044.704	<b>#004.070</b>	<b>#007 466</b>	<b>#220.074</b>	\$214,734
	Opening Balance Net Flows	\$214,734 <b>38</b>	\$234,979 <b>(5,246)</b>	\$237,466 <b>(4,385)</b>	\$230,874 <b>519</b>	φ2 14,7 34 <b>(9,074</b>
	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	35,008	36,589	37,722	38,263	38,263
	Other	4,876	5,019	4,697	4,435	4,435
	Ending Balance	\$234,979	\$237,466	\$230,874	\$248,239	\$248,239
	2020	Q1	Q2 <sup>(1)</sup>			
Total AUM						
	Opening Balance	\$248,239	\$193,048			
	Net Flows	(4,913)	(5,968)			
	Market Apprec/(Deprec)	(43,687)	25,179			
	FX Movement	(6,591)	2,445			
	Ending Balance	\$193,048	\$214,704			
			470 545			
	Equity	154,641	173,515			
	Fixed Income	34,321	36,884			
	' '	,	,			

<sup>(1)</sup> Preliminary - subject to review