

## MONTHLY ASSETS UNDER MANAGEMENT

(\$ in millions)

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	Feb-2021	Mar-2021	Apr-2021	May-2021	June-2021	July-2021	Aug-2021	Sept-2021	Oct-2021	Nov-2021	Dec-2021
<b>Total AUM</b>												
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
<b>Ending Balance</b>	<b>\$255,182</b>	<b>\$260,681</b>	<b>\$264,852</b>	<b>\$274,356</b>	<b>\$278,552</b>	<b>\$277,378</b>	<b>\$278,352</b>	<b>\$282,815</b>	<b>\$272,572</b>	<b>\$279,675</b>	<b>\$267,399</b>	<b>\$273,739</b>
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
<b>Ending Balance</b>	<b>\$255,182</b>	<b>\$260,681</b>	<b>\$264,852</b>	<b>\$274,356</b>	<b>\$278,552</b>	<b>\$277,378</b>	<b>\$278,352</b>	<b>\$282,815</b>	<b>\$272,572</b>	<b>\$279,675</b>	<b>\$267,399</b>	<b>\$273,739</b>
2022	Jan-2022	Feb-2022	Mar-2022	Apr-2022	May-2022	June-2022	July-2022	Aug-2022	Sept-2022	Oct-2022	Nov-2022	Dec-2022
<b>Total AUM</b>												
Opening Balance	\$273,739	\$258,689	\$251,569	\$252,675	\$236,625	\$235,952	\$216,626	\$225,095	\$216,969	\$197,766	\$204,584	\$221,031
Net Flows	(4,111)	(2,116)	(298)	(1,158)	(955)	(2,536)	(295)	(737)	(974)	(1,804)	135	(2,066)
Market Apprec/(Deprec)	(9,489)	(5,331)	2,375	(8,965)	(1,141)	(13,091)	9,768	(5,176)	(14,848)	8,026	12,060	(5,732)
FX Movement	(1,450)	327	(971)	(5,927)	1,423	(3,699)	(1,004)	(2,213)	(3,381)	596	4,252	2,892
<b>Ending Balance</b>	<b>\$258,689</b>	<b>\$251,569</b>	<b>\$252,675</b>	<b>\$236,625</b>	<b>\$235,952</b>	<b>\$216,626</b>	<b>\$225,095</b>	<b>\$216,969</b>	<b>\$197,766</b>	<b>\$204,584</b>	<b>\$221,031</b>	<b>\$216,125</b>
Equity	\$206,588	\$200,119	\$201,027	\$187,686	\$187,148	\$170,274	\$178,368	\$170,699	\$153,709	\$160,201	\$173,578	\$167,395
Fixed Income	45,812	44,948	44,984	42,256	42,117	39,929	40,649	40,065	38,312	39,009	42,130	43,386
Other	6,289	6,502	6,664	6,683	6,687	6,423	6,078	6,205	5,745	5,374	5,323	5,344
<b>Ending Balance</b>	<b>\$258,689</b>	<b>\$251,569</b>	<b>\$252,675</b>	<b>\$236,625</b>	<b>\$235,952</b>	<b>\$216,626</b>	<b>\$225,095</b>	<b>\$216,969</b>	<b>\$197,766</b>	<b>\$204,584</b>	<b>\$221,031</b>	<b>\$216,125</b>
2023	Jan-2023	Feb-2023	Mar-2023 <sup>(1,2)</sup>									
<b>Total AUM</b>												
Opening Balance	\$216,125	\$230,635	\$224,158									
Net Flows	961	(784)	2,822									
Market Apprec/(Deprec)	11,564	(2,771)	2,827									
FX Movement	1,985	(2,922)	2,333									
<b>Ending Balance</b>	<b>\$230,635</b>	<b>\$224,158</b>	<b>\$232,140</b>									
Equity	\$179,416	\$174,020	\$178,628									
Fixed Income	45,865	44,807	45,461									
Other	5,354	5,331	8,051									
<b>Ending Balance</b>	<b>\$230,635</b>	<b>\$224,158</b>	<b>\$232,140</b>									

(1) Includes approximately \$3.9 billion of net flows related to the acquisition of Truvvo Partners.

(2) Preliminary - subject to review

## QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

(\$ in millions)

2020	Q1	Q2	Q3	Q4	FY
<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>
2021	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
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)
<b>Ending Balance</b>	<b>\$264,852</b>	<b>\$277,378</b>	<b>\$272,572</b>	<b>\$273,739</b>	<b>\$273,739</b>
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
<b>Ending Balance</b>	<b>\$264,852</b>	<b>\$277,378</b>	<b>\$272,572</b>	<b>\$273,739</b>	<b>\$273,739</b>
2022	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
Opening Balance	\$273,739	\$252,675	\$216,626	\$197,766	\$273,739
Net Flows	(6,525)	(4,649)	(2,006)	(3,735)	(16,915)
Market Apprec/(Deprec)	(12,445)	(23,201)	(10,256)	14,354	(31,544)
FX Movement	(2,094)	(8,199)	(6,598)	7,740	(9,155)
<b>Ending Balance</b>	<b>\$252,675</b>	<b>\$216,626</b>	<b>\$197,766</b>	<b>\$216,125</b>	<b>\$216,125</b>
Equity	\$201,027	\$170,274	\$153,709	\$167,395	\$167,395
Fixed Income	44,984	39,929	38,312	43,386	43,386
Other	6,664	6,423	5,745	5,344	5,344
<b>Ending Balance</b>	<b>\$252,675</b>	<b>\$216,626</b>	<b>\$197,766</b>	<b>\$216,125</b>	<b>\$216,125</b>
2023	Q1 <sup>(1,2)</sup>				
<b>Total AUM</b>					
Opening Balance	\$216,125				
Net Flows	2,999				
Market Apprec/(Deprec)	11,620				
FX Movement	1,396				
<b>Ending Balance</b>	<b>\$232,140</b>				
Equity	\$178,628				
Fixed Income	45,461				
Other	8,051				
<b>Ending Balance</b>	<b>\$232,140</b>				

(1) Includes approximately \$3.9 billion of net flows related to the acquisition of Truvo Partners.

(2) Preliminary - subject to review