

## 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
<b>Total AUM</b>												
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
<b>Net Flows</b>	<b>1,324</b>	<b>(920)</b>	<b>2,899</b>	<b>391</b>	<b>163</b>	<b>(919)</b>	<b>(615)</b>	<b>1,294</b>	<b>(664)</b>	<b>(499)</b>	<b>1,428</b>	<b>(792)</b>
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
<b>Ending Balance</b>	<b>\$204,977</b>	<b>\$207,832</b>	<b>\$215,178</b>	<b>\$220,866</b>	<b>\$227,009</b>	<b>\$225,761</b>	<b>\$232,352</b>	<b>\$235,801</b>	<b>\$238,125</b>	<b>\$241,044</b>	<b>\$245,384</b>	<b>\$249,459</b>
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
<b>Ending Balance</b>	<b>\$204,977</b>	<b>\$207,832</b>	<b>\$215,178</b>	<b>\$220,866</b>	<b>\$227,009</b>	<b>\$225,761</b>	<b>\$232,352</b>	<b>\$235,801</b>	<b>\$238,125</b>	<b>\$241,044</b>	<b>\$245,384</b>	<b>\$249,459</b>
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
<b>Net Flows</b>	<b>1,160</b>	<b>260</b>	<b>987</b>	<b>(1,540)</b>	<b>4</b>	<b>(2,310)</b>	<b>744</b>	<b>28</b>	<b>(1,060)</b>	<b>(4)</b>	<b>(1,704)</b>	<b>(1,463)</b>
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
<b>Net Flows</b>	<b>742</b>	<b>165</b>	<b>(869)</b>	<b>(1,286)</b>	<b>(1,417)</b>	<b>(2,543)</b>	<b>(2,021)</b>	<b>(432)</b>	<b>(1,932)</b>	<b>(533)</b>	<b>(1,544)</b>	<b>2,596</b>
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 <sup>(1)</sup>							
<b>Total AUM</b>												
Opening Balance	\$248,239	\$243,581	\$226,828	\$193,048	\$204,576							
<b>Net Flows</b>	<b>(1,471)</b>	<b>(868)</b>	<b>(2,574)</b>	<b>(2,604)</b>	<b>(2,209)</b>							
Market Apprec/(Deprec)	(1,084)	(14,001)	(28,602)	13,514	7,514							
FX Movement	(2,103)	(1,884)	(2,604)	618	975							
<b>Ending Balance</b>	<b>\$243,581</b>	<b>\$226,828</b>	<b>\$193,048</b>	<b>\$204,576</b>	<b>\$210,856</b>							
Equity	\$200,411	\$184,038	\$154,641	\$165,492	\$170,642							
Fixed Income	38,692	38,421	34,321	34,954	36,032							
Other	4,478	4,369	4,086	4,130	4,182							
<b>Ending Balance</b>	<b>\$243,581</b>	<b>\$226,828</b>	<b>\$193,048</b>	<b>\$204,576</b>	<b>\$210,856</b>							

(1) Preliminary - subject to review

# LAZARD

## QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

(\$ in millions)

2017	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
Opening Balance	\$197,910	\$215,178	\$225,761	\$238,125	\$197,910
<b>Net Flows</b>	<b>3,303</b>	<b>(365)</b>	<b>15</b>	<b>137</b>	<b>3,090</b>
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
<b>Ending Balance</b>	<b>\$215,178</b>	<b>\$225,761</b>	<b>\$238,125</b>	<b>\$249,459</b>	<b>\$249,459</b>
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
<b>Ending Balance</b>	<b>\$215,178</b>	<b>\$225,761</b>	<b>\$238,125</b>	<b>\$249,459</b>	<b>\$249,459</b>
2018	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
Opening Balance	\$249,459	\$251,680	\$237,876	\$240,087	\$249,459
<b>Net Flows</b>	<b>2,407</b>	<b>(3,846)</b>	<b>(288)</b>	<b>(3,171)</b>	<b>(4,898)</b>
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>
2019	Q1	Q2	Q3	Q4	FY
<b>Total AUM</b>					
Opening Balance	\$214,734	\$234,979	\$237,466	\$230,874	\$214,734
<b>Net Flows</b>	<b>38</b>	<b>(5,246)</b>	<b>(4,385)</b>	<b>519</b>	<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)
<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>
2020	Q1				
<b>Total AUM</b>					
Opening Balance	\$248,239				
<b>Net Flows</b>	<b>(4,913)</b>				
Market Apprec/(Deprec)	(43,687)				
FX Movement	(6,591)				
<b>Ending Balance</b>	<b>\$193,048</b>				
Equity	154,641				
Fixed Income	34,321				
Other	4,086				
<b>Ending Balance</b>	<b>\$193,048</b>				