Lazard

MONTHLY ASSETS UNDER MANAGEMENT

	2016	Jan-2016	Feb-2016	Mar-2016	Apr-2016	May-2016	Jun-2016	Jul-2016	Aug-2016	Sept-2016	Oct-2016	Nov-2016	Dec-2016
Total AUM													
	Opening Balance	\$186,380	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791
	Net Flows	587	111	(1,059)	11	1,085	(643)	700	872	1,201	(763)	(461)	(1,481)
	Market Apprec/(Deprec)	(7,204)	(1,564)	9,377	2,154	1,093	(1,171)	7,165	1,354	1,584	(1,123)	(1,009)	4,330
	FX Movement	(1,478)	824	4,580	1,350	(3,434)	866	455	(701)	945	(2,676)	(3,617)	(730)
	Ending Balance	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791	\$197,910
	Equity	\$144,226	\$144,070	\$155,812	\$158,935	\$157,774	\$156,572	\$163,960	\$164,677	\$167,332	\$163,507	\$160,365	\$162,841
	Fixed Income	29,795	29,501	30,370	30,602	30,273	30,577	31,697	32,597	33,959	33,549	31,767	31,155
	Other	4,264	4,085	4,372	4,532	4,766	4,716	4,528	4,436	4,149	3,822	3,659	3,914
	Ending Balance	\$178,285	\$177,656	\$190,554	\$194,069	\$192,813	\$191,865	\$200,185	\$201,710	\$205,440	\$200,878	\$195,791	\$197,910
	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	1,324	(920)	2,899	391	163	(919)	(615)	1,294	(664)	(499)	1,428	(792)
	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
	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
	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						•				•			
Total AUM	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
Total AUM	Opening Balance Net Flows	\$249,459 1,160	\$263,482 260	\$253,925 987	\$251,680 (1,540)	\$249,345 4	\$244,326 (2,310)	\$237,876 744	\$243,836 28	\$240,355 (1,060)	\$240,087 (4)	\$224,697 (1,704)	\$225,779 (1,463)
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec)	\$249,459 1,160 7,829	\$263,482 260 (7,259)	\$253,925 987 (3,368)	\$251,680 (1,540) 2,356	\$249,345 4 (1,736)	\$244,326 (2,310) (2,446)	\$237,876 744 4,893	\$243,836 28 (1,206)	\$240,355 (1,060) 721	\$240,087 (4) (13,139)	\$224,697 (1,704) 2,160	\$225,779 (1,463) (10,103)
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement	\$249,459 1,160 7,829 5,034	\$263,482 260 (7,259) (2,558)	\$253,925 987 (3,368) 136	\$251,680 (1,540) 2,356 (3,151)	\$249,345 4 (1,736) (3,287)	\$244,326 (2,310) (2,446) (1,694)	\$237,876 744 4,893 323	\$243,836 28 (1,206) (2,303)	\$240,355 (1,060) 721 	\$240,087 (4) (13,139) (2,247)	\$224,697 (1,704) 2,160 626	\$225,779 (1,463) (10,103) 521
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec)	\$249,459 1,160 7,829	\$263,482 260 (7,259)	\$253,925 987 (3,368)	\$251,680 (1,540) 2,356	\$249,345 4 (1,736)	\$244,326 (2,310) (2,446)	\$237,876 744 4,893	\$243,836 28 (1,206)	\$240,355 (1,060) 721	\$240,087 (4) (13,139)	\$224,697 (1,704) 2,160	\$225,779 (1,463) (10,103)
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement	\$249,459 1,160 7,829 5,034	\$263,482 260 (7,259) (2,558) \$253,925	\$253,925 987 (3,368) 136 \$251,680	\$251,680 (1,540) 2,356 (3,151) \$249,345	\$249,345 4 (1,736) (3,287) \$244,326	\$244,326 (2,310) (2,446) (1,694) \$237,876	\$237,876 744 4,893 323 \$243,836	\$243,836 28 (1,206) (2,303) \$240,355	\$240,355 (1,060) 721 	\$240,087 (4) (13,139) (2,247)	\$224,697 (1,704) 2,160 626 \$225,779	\$225,779 (1,463) (10,103) 521
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482	\$263,482 260 (7,259) (2,558)	\$253,925 987 (3,368) 136	\$251,680 (1,540) 2,356 (3,151)	\$249,345 4 (1,736) (3,287)	\$244,326 (2,310) (2,446) (1,694)	\$237,876 744 4,893 323	\$243,836 28 (1,206) (2,303)	\$240,355 (1,060) 721 71 \$240,087	\$240,087 (4) (13,139) (2,247) \$224,697	\$224,697 (1,704) 2,160 626	\$225,779 (1,463) (10,103) 521 \$214,734
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817	\$253,925 987 (3,368) 136 \$251,680 \$210,077	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841	\$237,876 744 4,893 323 \$243,836 \$203,904	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951	\$240,355 (1,060) 721 71 \$240,087 \$201,006	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
Total AUM	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec)	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec)	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652 1,849 \$229,977	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652 1,849 \$229,977	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652 1,849 \$229,977	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798
	Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income Other Ending Balance 2019 Opening Balance Net Flows Market Apprec/(Deprec) FX Movement Ending Balance Equity Fixed Income	\$249,459 1,160 7,829 5,034 \$263,482 \$221,964 36,607 4,911 \$263,482 Jan-2019 ⁽¹⁾ \$214,734 742 12,652 1,849 \$229,977 \$190,365 34,749	\$263,482 260 (7,259) (2,558) \$253,925 \$212,817 36,236 4,872	\$253,925 987 (3,368) 136 \$251,680 \$210,077 36,656 4,947	\$251,680 (1,540) 2,356 (3,151) \$249,345 \$208,483 36,070 4,792	\$249,345 4 (1,736) (3,287) \$244,326 \$204,418 35,072 4,836	\$244,326 (2,310) (2,446) (1,694) \$237,876 \$198,841 34,065 4,970	\$237,876 744 4,893 323 \$243,836 \$203,904 35,217 4,715	\$243,836 28 (1,206) (2,303) \$240,355 \$200,951 34,685 4,719	\$240,355 (1,060) 721 71 \$240,087 \$201,006 34,390 4,691	\$240,087 (4) (13,139) (2,247) \$224,697 \$186,016 33,866 4,815	\$224,697 (1,704) 2,160 626 \$225,779 \$187,950 32,948 4,881	\$225,779 (1,463) (10,103) 521 \$214,734 \$176,998 32,938 4,798

⁽¹⁾ Preliminary - subject to review

Lazard

QUARTERLY & FULL YEAR ASSETS UNDER MANAGEMENT

	2016	Q1	Q2	Q3	Q4	FY
Total AUM						
	Opening Balance	\$186,380	\$190,554	\$191,865	\$205,440	\$186,380
	Net Flows	(361)	453	2,773	(2,705)	160
	Market Apprec/(Deprec)	609	2,076	10,103	2,198	14,986
	FX Movement	3,926	(1,218)	699	(7,023)	(3,616)
	Ending Balance	\$190,554	\$191,865	\$205,440	\$197,910	\$197,910
	Equity	\$155,812	\$156,572	\$167,332	\$162,841	\$162,841
	Fixed Income	30,370	30,577	33,959	31,155	31,155
	Other	4,372	4,716	4,149	3,914	3,914
	Ending Balance	\$190,554	\$191,865	\$205,440	\$197,910	\$197,910
	2017	Q1	Q2	Q3	Q4	FY
Total AUM			•			
	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)
		\$251,680	\$237,876	\$240,087	\$214,734	\$214,734
	Ending Balance	\$251,000	7201,010	72.0,00.	*************************************	Ψ= 1-1,10-1
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	Equity	\$210,077	\$198,841	\$201,006	\$176,998	\$176,998
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