

Eaton Vance Corp.
Summary of Results of Operations⁽¹⁾
(in thousands, except per share figures)

	Three Months Ended			% Change Q1 2019 vs. Q4 2018	% Change Q1 2019 vs. Q1 2018
	January 31, 2019	October 31, 2018	January 31, 2018		
Revenue:					
Management fees	\$ 350,750	\$ 372,292	\$ 361,857	(6) %	(3) %
Distribution and underwriter fees	23,090	23,530	24,947	(2)	(7)
Service fees	29,360	31,364	30,361	(6)	(3)
Other revenue	3,216	3,611	3,071	(11)	5
Total revenue	406,416	430,797	420,236	(6)	(3)
Expenses:					
Compensation and related costs	153,888	148,673	155,048	4	(1)
Distribution expense	37,508	41,143	41,869	(9)	(10)
Service fee expense	25,517	27,238	26,841	(6)	(5)
Amortization of deferred sales commissions	5,547	5,052	4,277	10	30
Fund-related expenses	9,645	9,829	9,162	(2)	5
Other expenses	53,181	54,410	47,239	(2)	13
Total expenses	285,286	286,345	284,436	-	-
Operating income	121,130	144,452	135,800	(16)	(11)
Non-operating income (expense):					
Gains and other investment income, net	5,833	598	2,598	875	125
Interest expense	(6,131)	(5,913)	(5,907)	4	4
Other income (expense) of consolidated collateralized loan obligation (CLO) entities:					
Gains and other investment income, net	5,441	12,059	1,717	(55)	217
Interest and other expense	(8,336)	(11,656)	(94)	(28)	NM
Total non-operating income (expense)	(3,193)	(4,912)	(1,686)	(35)	89
Income before income taxes and equity in net income of affiliates					
	117,937	139,540	134,114	(15)	(12)
Income taxes	(27,625)	(36,823)	(48,617)	(25)	(43)
Equity in net income of affiliates, net of tax	1,948	2,496	3,014	(22)	(35)
Net income	92,260	105,213	88,511	(12)	4
Net (income) loss attributable to non-controlling and other beneficial interests	(5,459)	274	(10,455)	NM	(48)
Net income attributable to Eaton Vance Corp. shareholders	\$ 86,801	\$ 105,487	\$ 78,056	(18)	11
Earnings per share:					
Basic	\$ 0.77	\$ 0.93	\$ 0.68	(17)	13
Diluted	\$ 0.75	\$ 0.87	\$ 0.63	(14)	19
Weighted average shares outstanding:					
Basic	112,255	113,576	115,282	(1)	(3)
Diluted	115,516	121,021	123,941	(5)	(7)
Dividends declared per share	\$ 0.35	\$ 0.35	\$ 0.31	-	13

⁽¹⁾ Prior period amounts have been restated to reflect the Company's retrospective adoption of ASU 2014-09 on November 1, 2018. Fund subsidies previously included as a component of fund-related expenses are now presented as a contra-revenue component of management fees. In addition, certain front-end load sales commissions that were previously reported on a net basis as a component of distribution expense are now reported on a gross basis in distribution and underwriter fee revenue and distribution expense. The adoption of ASU 2014-09 had no impact on net income or earnings per share.