

Eaton Vance Corp.
Consolidated Assets under Management and Net Flows by Investment Vehicle⁽¹⁾
(in millions)

	Three Months Ended		
	January 31, 2019	October 31, 2018	January 31, 2018
Fund assets – beginning of period ⁽²⁾	\$ 164,968	\$ 168,778	\$ 156,853
Sales and other inflows	13,723	11,303	10,516
Redemptions/outflows	(15,425)	(9,438)	(8,814)
Net flows	(1,702)	1,865	1,702
Exchanges	(98)	-	(4)
Market value change	(418)	(5,675)	6,003
Fund assets – end of period	\$ 162,750	\$ 164,968	\$ 164,554
Institutional separate accounts – beginning of period	153,996	162,701	159,986
Sales and other inflows ⁽³⁾	20,829	14,936	25,681
Redemptions/outflows	(22,329)	(18,278)	(23,334)
Net flows	(1,500)	(3,342)	2,347
Exchanges	98	-	80
Market value change	2,630	(5,363)	6,993
Institutional separate accounts – end of period	\$ 155,224	\$ 153,996	\$ 169,406
Individual separate accounts – beginning of period ⁽⁴⁾	120,339	121,704	105,477
Sales and other inflows	10,109	8,915	7,754
Redemptions/outflows	(5,423)	(5,330)	(4,708)
Net flows	4,686	3,585	3,046
Exchanges	-	1	(80)
Market value change	1,653	(4,951)	6,826
Individual separate accounts – end of period	\$ 126,678	\$ 120,339	\$ 115,269
Total assets under management – beginning of period	439,303	453,183	422,316
Sales and other inflows ⁽³⁾	44,661	35,154	43,951
Redemptions/outflows	(43,177)	(33,046)	(36,856)
Net flows	1,484	2,108	7,095
Exchanges	-	1	(4)
Market value change	3,865	(15,989)	19,822
Total assets under management – end of period	\$ 444,652	\$ 439,303	\$ 449,229

⁽¹⁾ Consolidated Eaton Vance Corp. See Attachment 11 for directly managed assets and flows of 49 percent-owned Hexavest, which are not included in the table above.

⁽²⁾ Whenever presented, Fund assets include assets of cash management funds.

⁽³⁾ Includes \$0.8 billion of managed assets gained in assuming the fixed income business assets of the former Oechsle International Advisors, LLC on January 31, 2018.

⁽⁴⁾ In the first quarter of fiscal 2019, the Company revised its classification of consolidated assets under management and net flows by investment vehicle to combine the formerly separate high-net-worth separate account and retail managed account categories into a single individual separate account category. The above presentation of prior year results has been revised for comparability purposes. The reclassification does not affect total consolidated assets under management or total consolidated net flows for any period.