

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

	Three Months Ended			Nine Months Ended	
	July 31, 2019	April 30, 2019	July 31, 2018	July 31, 2019	July 31, 2018
Funds – beginning of period ⁽²⁾	\$ 170,962	\$ 162,750	\$ 162,869	\$ 164,968	\$ 156,853
Sales and other inflows	10,084	10,510	10,855	34,317	33,167
Redemptions/outflows	(8,912)	(9,399)	(7,878)	(33,736)	(25,364)
Net flows	1,172	1,111	2,977	581	7,803
Exchanges	22	(7)	304	(83)	305
Market value change	1,277	7,108	2,628	7,967	3,817
Funds – end of period	\$ 173,433	\$ 170,962	\$ 168,778	\$ 173,433	\$ 168,778
Institutional separate accounts – beginning of period	160,460	155,224	163,816	153,996	159,986
Sales and other inflows	20,903	16,327	18,929	58,059	64,566
Redemptions/outflows	(17,861)	(16,499)	(22,293)	(56,689)	(67,360)
Net flows	3,042	(172)	(3,364)	1,370	(2,794)
Exchanges	(16)	-	(308)	82	18
Market value change	1,825	5,408	2,557	9,863	5,491
Institutional separate accounts – end of period	\$ 165,311	\$ 160,460	\$ 162,701	\$ 165,311	\$ 162,701
Individual separate accounts – beginning of period ⁽³⁾	138,516	126,678	113,387	120,339	105,477
Sales and other inflows	9,780	9,989	8,188	29,878	23,566
Redemptions/outflows	(5,984)	(6,296)	(4,070)	(17,703)	(13,342)
Net flows	3,796	3,693	4,118	12,175	10,224
Exchanges	(6)	-	-	(6)	(326)
Market value change	1,730	8,145	4,199	11,528	6,329
Individual separate accounts – end of period	\$ 144,036	\$ 138,516	\$ 121,704	\$ 144,036	\$ 121,704
Total assets under management – beginning of period	469,938	444,652	440,072	439,303	422,316
Sales and other inflows	40,767	36,826	37,972	122,254	121,299
Redemptions/outflows	(32,757)	(32,194)	(34,241)	(108,128)	(106,066)
Net flows	8,010	4,632	3,731	14,126	15,233
Exchanges	-	(7)	(4)	(7)	(3)
Market value change	4,832	20,661	9,384	29,358	15,637
Total assets under management – end of period	\$ 482,780	\$ 469,938	\$ 453,183	\$ 482,780	\$ 453,183

⁽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⁾ 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.