

**Consolidated Assets under Management and Net Flows by Investment Vehicle<sup>(1)</sup>**  
(in millions)

	Three Months Ended			Nine Months Ended	
	July 31, 2020	April 30, 2020	July 31, 2019	July 31, 2020	July 31, 2019
Funds – beginning of period	\$ 160,404	\$ 180,539	\$ 170,962	\$ 174,068	\$ 164,968
Sales and other inflows	12,816	14,316	10,084	38,628	34,317
Redemptions/outflows	(10,281)	(17,297)	(8,912)	(36,739)	(33,736)
Net flows	2,535	(2,981)	1,172	1,889	581
Exchanges	1	(3)	22	(2)	(83)
Market value change	13,275	(17,151)	1,277	260	7,967
<b>Funds – end of period</b>	<b>\$ 176,215</b>	<b>\$ 160,404</b>	<b>\$ 173,433</b>	<b>\$ 176,215</b>	<b>\$ 173,433</b>
Institutional separate accounts – beginning of period	154,755	175,258	160,460	173,331	153,996
Sales and other inflows	26,296	33,732	20,903	83,633	58,059
Redemptions/outflows	(28,399)	(41,869)	(17,861)	(95,717)	(56,689)
Net flows	(2,103)	(8,137)	3,042	(12,084)	1,370
Exchanges	-	6	(16)	6	82
Market value change	11,166	(12,372)	1,825	2,565	9,863
<b>Institutional separate accounts – end of period</b>	<b>\$ 163,818</b>	<b>\$ 154,755</b>	<b>\$ 165,311</b>	<b>\$ 163,818</b>	<b>\$ 165,311</b>
Individual separate accounts – beginning of period	150,124	162,394	138,516	150,033	120,339
Sales and other inflows	10,673	13,522	9,780	35,408	29,878
Redemptions/outflows	(8,375)	(11,714)	(5,984)	(25,667)	(17,703)
Net flows	2,298	1,808	3,796	9,741	12,175
Exchanges	-	(5)	(6)	(5)	(6)
Market value change	14,933	(14,073)	1,730	7,586	11,528
<b>Individual separate accounts – end of period</b>	<b>\$ 167,355</b>	<b>\$ 150,124</b>	<b>\$ 144,036</b>	<b>\$ 167,355</b>	<b>\$ 144,036</b>
Total assets under management – beginning of period	465,283	518,191	469,938	497,432	439,303
Sales and other inflows	49,785	61,570	40,767	157,669	122,254
Redemptions/outflows	(47,055)	(70,880)	(32,757)	(158,123)	(108,128)
Net flows	2,730	(9,310)	8,010	(454)	14,126
Exchanges	1	(2)	-	(1)	(7)
Market value change	39,374	(43,596)	4,832	10,411	29,358
<b>Total assets under management – end of period</b>	<b>\$ 507,388</b>	<b>\$ 465,283</b>	<b>\$ 482,780</b>	<b>\$ 507,388</b>	<b>\$ 482,780</b>

<sup>(1)</sup> 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.