



Delaware Investments®

A member of Lincoln Financial Group

Fact sheet

Delaware Investments provides world-class asset management services and solutions for a wide range of institutional and individual investors. Today's Delaware Investments is more dynamic than ever before, managing assets across all major asset classes for a broad array of investors, including institutions, pension funds, 401(k)/defined contribution plans, endowments, foundations, corporations, and high-net-worth individuals.

Delaware Investments manages more than \$120 billion in assets as of June 30, 2009, offering a broad range of products and investment services across five major asset classes – value, growth, core, and international equity, as well as fixed income. Our team-based, research-driven approach to investing is guided by the expertise of 156 investment professionals. Assets are managed by teams in Boston, Fort Wayne, Greensboro, Philadelphia, and San Francisco.

With a strong focus on performance, research, and client service, the Delaware Investments vision is to be recognized as a world-class asset management company, helping people and organizations achieve their financial aspirations. Our executive management works hard to attract and retain top talent. Our client service team strives to deliver world-class service. And our investment professionals employ vigorous proprietary research that provides a dynamic perspective of a company or specific sector.

Quick facts

Headquartered in Philadelphia, Pa.

583 employees

\$126.7 billion assets under management

Broad spectrum of asset management

History

1929 Delaware Investments predecessor firm is founded

1938 Delaware Investments introduces its first mutual fund

1970 Begin managing fixed income strategies

1972 Institutional separate account management is established

1974 Taft-Hartley business is established

1990 International/global capabilities are established

1995 Delaware Investments joins Lincoln Financial Group

2000 Begin decade of broadening investment capabilities

2007 Ireland-based UCITS funds are launched

Staff

156 Investment professionals, 583 total employees

47 Portfolio managers

72 Research analysts

26 Traders

11 Quantitative analysts

Fact sheet

as of June 30, 2009

Investment teams

Growth equities

(\$10.6 billion)

Emerging Growth team (Philadelphia)

Focus Growth team (San Francisco)

Core equities

(\$2.5 billion)

Core team (Philadelphia)

Global / International equities

(\$8.9 billion)

Emerging Markets team (Boston)

International Value Equity team (Boston)

REIT team (Philadelphia)

Value equities

(\$6.8 billion)

Large Cap Value team (Philadelphia)

REIT team (Philadelphia)

Small, Mid Cap Value team (Philadelphia)

Strategic Value team (Philadelphia)

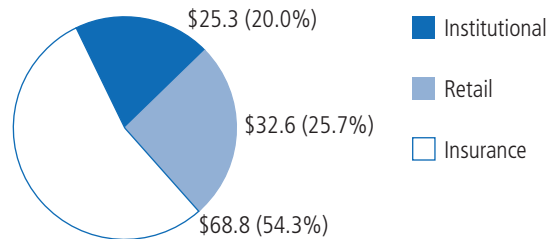
Fixed income securities

(\$97.9 billion)

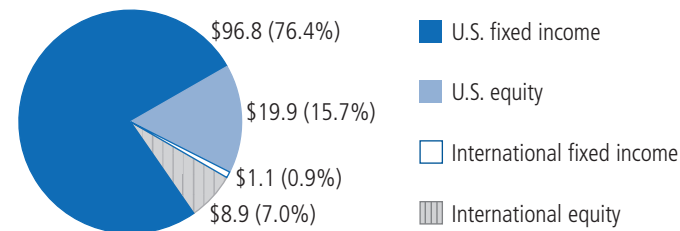
Fixed Income team (Philadelphia)

Assets \$126.7 billion under management*

By client type (\$ billions)



By asset class (\$ billions)



*Includes \$0.4 billion in assets under model management. \$8.8 billion is currently sub-advised by other managers. \$7.0 billion of the international assets is currently sub-advised by Mondrian Investment Partners Limited (formerly Delaware International Advisers Ltd.).

Product matrix

	Total	Equity	Fixed Income	Asset Allocation (balanced)
Retail mutual funds—Delaware funds	44	19	21	4
Institutional strategies	37	23	14	
Managed Accounts portfolios	17	16	1	
Delaware Pooled® Trust portfolios	17	11	6	
Delaware variable insurance funds	13	9	4	
Delaware closed-end funds	7		4	3
Retail mutual funds—Optimum funds	6	5	1	
UCITS funds	5	5		

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