

FOR IMMEDIATE RELEASE

## Delaware Investments adds head of internal sales

PHILADELPHIA, March 12, 2012 — Kenneth (Ken) Burd recently joined Delaware Investments as vice president, head of internal sales. He is responsible for managing the 15-member internal sales desk, which supports the firm's retail sales efforts.

Prior to joining Delaware Investments, Burd held similar positions at Fidelity Institutional Investment Services and Evergreen Investments. He has also worked as a product specialist for OppenheimerFunds Distributor, Inc. and as a financial consultant for Lincoln Financial Advisors.

"We're excited to have someone with Ken's breadth and depth of experience joining our team," said Jeff Klepacki, head of third-party distribution at Delaware Investments. "We have a tremendous amount of momentum thanks to strong performance and the recent accolades we've received. Bringing in Ken to focus on further developing our internal consultants will allow us to leverage this momentum."

Burd started his position on March 5, 2012.

### About Delaware Investments

**Delaware Investments**, a member of Macquarie Group, is a global asset management firm with more than \$165 billion in assets under management (as of Dec. 31, 2011). The firm, which traces its roots to an advisory firm founded in 1929, has been focused on delivering strong, actively managed investment solutions for clients across the decades since then. Today's Delaware Investments asset management teams leverage their independent thinking and variety of global perspectives as they manage a wide range of equity and fixed income assets for both institutional and individual investors, delivered through a broad array of products. The firm's seven equity teams are arrayed in a multiboutique structure, and, along with a large fixed income team, focus on disciplined, bottom-up research, with a keen eye toward long-term performance.

Delaware Investments refers to Delaware Management Holdings, Inc. and its subsidiaries, including the Delaware Investments Family of Funds' distributor, **Delaware Distributors, L.P.** Macquarie Group refers to Macquarie Group Limited and its subsidiaries and affiliates worldwide.

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