

Delaware Investments adds distribution talent to strengthen institutional sub-advisory relationships

Atticus Fallon joins as senior vice president, sub-advisory sales

PHILADELPHIA, January 5, 2016 — Macquarie Group's Delaware Investments today announced that Atticus Fallon has joined the firm as senior vice president, sub-advisory sales. Fallon will lead the firm's efforts to cultivate and deepen sub-advisory relationships with institutional partners. He reports to Scott Kearney, senior vice president and head of institutional sales at Delaware Investments.

"Our firm has a long history serving the needs of financial institutions as a sub-advisor," said Kearney. "Faced with increasing complexity in financial markets, clients are seeking access and advice to a diverse set of solutions. Atticus's experience and industry knowledge will have a substantial impact on our partnerships with these important clients."

With more than 15 years of sub-advisory and retirement experience in both distribution and research, Fallon comes to Delaware from J.P. Morgan Asset Management, where he served as executive director focused on key strategic sub-advisory and defined contribution investment-only relationships. Prior to his tenure at J.P. Morgan, he served as executive director and business developer in the financial institutions group at UBS Global Asset Management. Fallon previously held roles in distribution and research at U.S. Trust and John Hancock.

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About Delaware Investments

Delaware Investments, a member of Macquarie Group, is a global asset management firm that offers a wide variety of equity and fixed income solutions for individual and institutional investors. Through teams of disciplined and talented investment professionals, the firm is committed to delivering long-term, consistent performance. In an ever-changing global marketplace, Delaware Investments, with US\$165 billion in assets under management as of Sept. 30, 2015, has helped its clients move steadily forward for more than 85 years.

Delaware Investments is supported by the resources of Macquarie Group (ASX: MQG; ADR: MQBKY), a global provider of asset management, investment, banking, financial and advisory services with US\$354 billion in assets under management as of Sept. 30, 2015.

Delaware Investments refers to Delaware Management Holdings, Inc. and its subsidiaries. Macquarie Group refers to Macquarie Group Limited and its subsidiaries and affiliates worldwide.

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