



MACQUARIE

## **MACQUARIE INVESTMENT MANAGEMENT FURTHER EXPANDS INSURANCE SOLUTIONS GROUP, MARC MERCURIO JOINS AS SENIOR MANAGER**

**PHILADELPHIA, January 31, 2019** – Macquarie Investment Management continues to expand its Insurance Solutions Group with the addition of Marc Mercurio, CFA, as a senior manager of the firm’s insurance solutions distribution team. Mercurio will be responsible for building Macquarie’s asset management partnerships with insurers across life, health, property casualty, and reinsurance firms. In the past year, Macquarie has added several key contributors to distribution and strategy roles in its Insurance Solutions Group.

“Insurance companies are seeking partners to help incorporate diversified and holistic strategies into their portfolios in a manner consistent with their unique constraints and objectives,” said Thomas Hobson, associate director, Insurance Solutions, Client Group Americas Distribution. “Marc has worked successfully with insurers of all types for more than a decade, and we are pleased to have him on board as we help clients rethink their strategic asset allocations and consider specialized offerings amid ongoing challenges and uncertainty.”

Hobson added, “We have made several investments in our team, both with new hires and internal promotions, adding to the depth and breadth of our capabilities in this key area of our business.”

Before joining Macquarie, Mercurio was head of insurance exchange-traded fund (ETF) business development at State Street Global Advisors. He previously spent 10 years at Wellington Management, most recently as vice president and account manager, where he developed and maintained relationships with many of the world’s largest insurers. He received an MBA and a bachelor’s degree in history from Boston University and is a CFA charterholder and member of the Boston CFA Society.

Macquarie is a top 10 global insurance asset manager.<sup>1</sup> More than 100 insurance companies have entrusted Macquarie’s asset management business to manage approximately \$106 billion in fixed income, private credit, active equities, and infrastructure.<sup>2</sup> The firm’s specialized asset management capabilities, including a broad fixed income platform, custom fixed income mandates, dedicated insurance portfolio management, and robust research capabilities across all market sectors, are designed to support the unique needs of insurance companies.

For more information on Macquarie Investment Management’s insurance offerings visit:  
[www.macquarieIM.com/insurance](http://www.macquarieIM.com/insurance).

1. Pensions & Investments, The Largest Money Managers (May 2018).  
2. As of December 31, 2017.

Macquarie Investment Management is a global asset manager with offices throughout the United States, Europe, Asia, and Australia. As active managers, we prioritize autonomy and accountability at the team level in pursuit of opportunities that matter for clients. Our conviction-based, long-term approach has led institutional and individual clients to entrust us to manage \$US234.5 billion in assets of Dec. 31, 2018. In the US, retail investors recognize our Delaware Funds® by Macquarie as one of the longest-standing mutual fund families, with more than 75 years in existence. Macquarie Investment Management is a division of Macquarie Asset Management, a global asset manager with \$US374.8 billion in assets under management as of Dec. 31, 2018. For more information, visit [macquarieIM.com](http://macquarieIM.com).

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