

FOR IMMEDIATE RELEASE

Delaware Investments reports record assets at fiscal year end

PHILADELPHIA, May 7, 2014 — Delaware Investments set a new record for assets under management and advisement* with \$200.1 billion as of March 31, 2014, the end of its fiscal year. This number breaks down to about \$131 billion in fixed income assets, and \$69 billion in equity.

The Philadelphia-based firm was founded in 1929 and is one of the oldest asset managers in the country.

“From the start of the Great Depression through the most recent global financial crisis, Delaware Investments has weathered many ups and downs in the markets while serving both individual and institutional investors,” said Patrick P. Coyne, president. “Our focus on delivering consistent long-term performance for our investors, coupled with the growth and skill of our distribution group, are the foundation of our asset growth.

“Reaching \$200 billion in assets is a proud moment for our firm,” Coyne continued. “Our success really comes down to our structure, and our people. Our boutique structure allows investment professionals to focus on what they do best — select securities — with the support of a comprehensive services platform. We couldn’t have reached this milestone without the talent and dedication of our employees, and their desire to put the needs of our clients first.”

In 2010, Delaware Investments became a member of Macquarie Group, a Sydney, Australia-based global financial services firm. Since joining Macquarie Group, Delaware Investments has seen its assets grow by almost 50%. In 2012, the firm doubled its retail internal sales team, growing to 30 internal wholesalers. This brought the group to a one-to-one ratio of internal and external wholesalers, allowing for even deeper relationships with partner firms and financial advisors. Also in 2012, Delaware restructured its institutional sales team for additional consultant coverage.

“By leveraging our growth in assets and strong investment performance, we’ve been able to reinvest in our business in recent years,” said J. Scott Coleman, head of distribution and marketing. “Our organic growth continues to exceed industry averages, allowing us to selectively build our key accounts and sales teams.”

On the institutional side of the business, the firm won 48 new mandates this past fiscal year. Of these wins, 35 were in equity and 13 were in fixed income — spanning 21 strategies in all.

In addition, the firm has built its business on a global scale since joining Macquarie Group in 2010, with more than \$9 billion in offshore mandates.

“For many years, Delaware had been viewed as a fixed income shop,” said Coyne, “but today, we’re seeing more and more growth on the equity side of our business. Investors are becoming familiar with the breadth of product we offer through our six equity teams and our broad fixed income team — and it shows in the increasing balance of our book of business. We believe our structure provides a stable platform for future growth. We continue to be optimistic about the future.”

*Assets under advisement refers to assets managed by third parties in accordance with model portfolios provided by Delaware Investments.

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 more than US\$200 billion in assets under management and advisement* as of March 31, 2014, 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 approximately US\$396 billion in assets under management as of March 31, 2014.

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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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