

FOR IMMEDIATE RELEASE

**Delaware Investments promotes new head of third-party distribution and continues growth with new hires in external sales and key accounts**

**PHILADELPHIA, July 15, 2014** — Delaware Investments recently promoted **Brett Wright**, formerly the firm's western division sales manager, to run third-party broker/dealer distribution. In his new role, Wright oversees distribution to wirehouse, regional, and independent firms, as well as key account management with major distribution partners. He has more than 20 years of industry experience.

"Brett has been a key member of our distribution management group since he joined the firm in 2011. His competitive focus, relationship management experience, and disciplined sales methodology make him an excellent fit for this role," said J. Scott Coleman, head of distribution and marketing at Delaware Investments. "Brett has done great work in the western division, and we're confident that his knowledge and enthusiasm will help bring us to the next level as we continue to grow our business and expand our partner relationships."

Wright will transition into this new role over the summer, working with Jeff Klepacki, the firm's former head of third-party distribution, who is leaving to pursue other opportunities. Wright reports to Coleman. Prior to joining Delaware Investments in 2011, Wright led the key account efforts in the independent broker/dealer group at ING Investment Management. Before that, he honed his talents at AXA Equitable, Merrill Lynch, and Lord Abbett, among other firms.

In addition to promoting Wright, Delaware Investments expands its third-party distribution team with two new hires: **Denise St. Ivany** and **A.J. Helgerson**.

St. Ivany joins as strategic relationship manager, part of the firm's 10-person key account management group responsible for developing relationships and enhancing the understanding of the firm's product solutions among key retail distribution partners. Prior to joining Delaware Investments, she served as business development leader at J.P. Morgan, with a focus on Edward Jones. Prior to that, she was a strategic relationship manager at Goldman Sachs. St. Ivany started on June 16 and reports to Wright.

Helgerson joins the firm as regional director, covering Minnesota and Wisconsin. Previously, he worked in wholesaling capacities at Advisors Asset Management, Goldman Sachs, and RiverSource. Prior to that, he was a financial advisor at Merrill Lynch. Helgerson started on July 14 and reports to Craig Capretta, central division manager. Helgerson is responsible for Capretta's former territory (see press release dated June 5, 2014).

"The organic growth of our business in recent years has allowed us to reinvest in the business," said Coleman. "We're growing our representation in the field to build relationships with financial advisors, and we're also building our key account management team to further deepen relationships at the home-office level with our partner firms."

## 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.

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

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