

FOR IMMEDIATE RELEASE

**DELAWARE INVESTMENTS HIRES INDUSTRY VETERAN
TO HEAD INSTITUTIONAL SALES GROUP**

PHILADELPHIA, January 14, 2015 — Delaware Investments recently brought in Scott Kearney to head its institutional sales group. Kearney joins as senior vice president, head of institutional sales. He manages the firm's institutional sales team, which works with corporate and public plan sponsors, endowments and foundations, consulting firms, insurance firms, Taft-Hartley plans, financial institutions for sub-advisory relationships, and NDT plans, among others. Kearney is part of the overall distribution management team at the firm. He joins from F-Squared Investments, where he served as head of institutional sales since 2013. Prior to that, Kearney worked at Turner Investments since 1995, most recently as senior managing director, leading the firm's institutional sales teams. He is based in Philadelphia and reports to J. Scott Coleman, executive vice president, head of distribution and marketing.

"Scott's wealth of knowledge from his tenure as a senior institutional sales manager is a great asset to us at Delaware," said Coleman, "With more than 20 years of institutional experience, he has built skillsets across all areas of the business – from sales and consultant relationship management to high-level strategic planning.

Our institutional business has grown by more than 40%* since we were acquired by Macquarie Group in 2010. We're confident that with Scott's leadership, we will continue to maintain our positive momentum and leverage the strong performance of our investment platforms," Coleman continued.

Delaware Investments has also hired Keith Birkhaeuser to the institutional sales group – he joins as vice president, institutional sales, and is responsible for supporting institutional sales and consultant relations efforts in the Northeastern U.S. Previously, he worked at UBS Investment Bank for 14 years as executive director, institutional equity sales. Prior to that, he was vice president of institutional equity sales at Tucker Anthony. Birkhaeuser is based in the Greater Boston area and reports to Kearney.

"Keith brings us broad and diverse industry experience, and a focus on business development," said Coleman, "We're thrilled to kick-off 2015 with the addition of such talented and seasoned individuals, and we look forward to the future."

Kearney started with the firm on Jan. 12, 2015, and Birkhaeuser started on Dec. 8, 2014.

*Delaware Investments was acquired by Macquarie Group in January of 2010. Delaware Investments institutional AUM as of Dec. 31, 2009: \$30.84B, Delaware Investments institutional AUM as of Sept. 30, 2014: \$43.98B.

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\$180 billion in assets under management as of Sept. 30, 2014, has helped its clients move steadily forward for more than 80 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\$372 billion in assets under management as of Sept. 30, 2014.

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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