

Delaware Investments hires consultant relations veteran

PHILADELPHIA, September 9, 2015 — Paul Ames today joined Delaware Investments as senior vice president, North American consultant relations. In this role Ames is responsible for developing a strategy to cultivate and deepen relationships with institutional consultants in the United States and Canada, and coordinate the consultant relations activities across the firm’s institutional business in North America and with Macquarie Investment Management colleagues globally. He reports to Scott Kearney, head of institutional sales at Delaware Investments.

With 20 years of financial services experience, Ames comes to Delaware Investments from Franklin Templeton Institutional, where he served as a senior member of the firm’s consultant relations team responsible for global Tier 1 and Tier 2 investment consultants that were based in several regions of the country. Prior to that, he worked at New York Life Investment Management in consultant relations.

“At Delaware we recognize the importance of consultants in the institutional sales process and have decided to reinstitute a dedicated group to focus on their needs,” said Scott Kearney, senior vice president and head of institutional sales at Delaware Investments. “Paul brings exceptional relationships and a results-driven discipline to the team we’re building. We’re thrilled to have someone with his experience and focus in this new role.”

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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\$180 billion in assets under management as of June 30, 2015, has helped its clients move steadily forward for more than 85 years.

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