

## **Delaware Investments adds industry veterans, further strengthening the firm**

- *Neil Siegel joins as chief marketing and product officer*
- *Christopher Hanlon joins as senior vice president of insurance strategy and asset liability management*
- *Eric Kleppe joins as senior vice president of institutional client services*

**PHILADELPHIA, November 10, 2015** — Delaware Investments today announced three senior staff appointments to the Philadelphia-based firm: Neil Siegel joins as chief marketing and product officer, Christopher Hanlon joins as senior vice president of insurance strategy and asset liability management, and Eric Kleppe joins as senior vice president of institutional client services.

### **Neil Siegel — chief marketing and product officer**

In this new position, Siegel provides strategic oversight of the firm’s marketing, product management and development, and platform sales, including the defined contribution investment-only (DCIO) channel. He reports to Shawn Lytle, president of Delaware Investments. With more than 22 years of financial services experience, Siegel comes to Delaware Investments from Neuberger Berman where he served as partner and managing director, chief marketing officer. Prior to his 11-year tenure at Neuberger Berman, Siegel spent several years at Morgan Stanley, where he held various leadership positions including head of institutional and intermediary marketing for Morgan Stanley Investment Management.

“We are excited to have Neil join us and are confident he will make a significant contribution to the momentum and success at Delaware Investments,” said Lytle. “Neil brings a successful track record of driving new business by executing successful global marketing programs along with important experience developing innovative, client-focused product initiatives.”

### **Christopher Hanlon — senior vice president of insurance strategy and asset liability management**

In his new role, Hanlon brings his exceptional level of insurance industry expertise to the team, allowing the firm to both strengthen its partnership with existing insurance clients and elevate its capabilities as a source of business solutions to existing and potential clients. He reports to Roger Early, head of fixed income for Delaware Investments. Prior to Delaware Investments, Hanlon served as chief risk officer and enterprise head of credit risk management and control at

The Hartford Investment Management Company. During his 26-year tenure at the company, Hanlon held various leadership positions focused on asset liability management, defined contribution, mutual fund, and general account portfolio management.

"We continue to see growing opportunities in the insurance industry, both domestic and international, that are well matched with our experience and offerings," said Early. "With the addition of Chris to the team, we are in a position to continue to provide superior asset liability and risk management services and grow opportunities with insurers in the U.S. as well as Asian and European markets."

**Eric Kleppe — senior vice president of institutional client services**

In this new role, Kleppe is responsible for relationship management and client servicing for institutional accounts. He reports to John Finnegan, head of institutional client services. Kleppe brings a wealth of client service as well as equity research experience to Delaware Investments in ways that will strengthen new and existing client relationships. Prior to joining Delaware, he served as head of relationship management and operations at Diamond Hill Capital Management. He also spent several years at Turner Investment Partners as a managing director of the institutional client relationship team. In addition, Kleppe spent six years at The Vanguard Group as manager of sub-advisor search and was an equity analyst at Wellington Management Company.

"Eric's 24 years of industry experience working with a diverse client base, coupled with his research background, is an asset to the firm and will help us elevate our commitment to delivering proactive, exceptional service in ways that meet the ever-changing needs of our clients," said Finnegan.

"We are so excited to have such experienced and talented people join the firm," added Lytle. "I'm confident these additions will invigorate us with new opportunities for sustainable growth."

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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\$165 billion in assets under management as of Sept. 30, 2015, 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 US\$370.1 billion in assets under management as of March 31, 2015.

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