

# AVIVA INVESTORS PRIVATE FIXED INCOME

December 31, 2011



## Objective

Our collaborative and disciplined approach seeks to create consistent performance in up and down markets. The Private Fixed Income strategy endeavors to deliver excess return to our clients relative to the Barclays Capital U.S. Credit Index while managing risk at all levels throughout the investment process. The team actively manages the portfolio by considering the macroeconomic view, using fundamentals, technicals and valuation to make decisions for sector and security selection.

## Private Fixed Income Team

Our Private Fixed Income team has a long-standing track record over 10 years. The overall Private Fixed Income strategy is overseen by Roger Fors, the Vice President of Private Fixed Income. Our team-based collaboration approach leverages the following strengths:

**Client focus:** We are committed to investing on behalf of our institutional clients in a way that leverages our ability to design customized solutions based on client objectives.

**Experience:** As of December 31, 2011, our Private Fixed Income team consists of 10 employees with four portfolio managers. In addition to a dedicated Private Fixed Income team, this strategy is supported by the public industry analysts teams in the U.S. and London. The average industry experience is 10+ years for all investment professionals.

**Disciplined process:** Our active management approach includes the FTV (Fundamentals, Technical Indicators, and Valuations) framework which provides a mechanism to consistently evaluate investments and apply the original investment thesis.

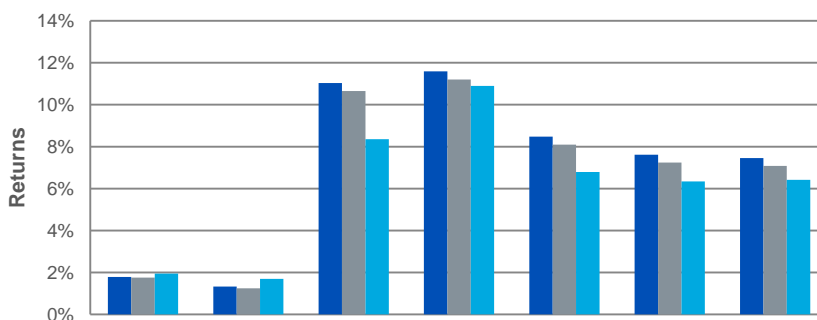
**Independent risk management:** We employ a continuous feedback loop that allows us to manage towards a client's risk tolerance. We seek to identify underperforming asset classes, sectors and securities which lead to sales and exit strategies of unwanted or unnecessary risks.

### Investor Advantages

- Enhanced income potential
- Credit protection features
- Diversification potential
- Flexibility of terms

### Issuer Advantages

- Maintain confidentiality
- Stability of investor base
- Efficient market for more negotiated transactions
- Diversification of investor base



### Performance (%) - All returns 1 year or longer are annualized

Inception: 12/31/1995	One Month	Three Month	One Year	Three Year	Five Year	Ten Year	Since Inception
Aviva Investors Private Fixed Income Gross Performance	1.79%	1.33%	11.03%	11.59%	8.47%	7.62%	7.45%
Aviva Investors Private Fixed Income Net Performance	1.76%	1.24%	10.65%	11.20%	8.10%	7.24%	7.08%
Barclays Capital U.S. Credit Index	1.95%	1.70%	8.35%	10.90%	6.79%	6.34%	6.42%
<b>Difference (Gross)</b>	<b>-0.16%</b>	<b>-0.37%</b>	<b>2.68%</b>	<b>0.69%</b>	<b>1.68%</b>	<b>1.28%</b>	<b>1.03%</b>

Past performance is not indicative of future performance. This presentation is qualified in its entirety by the important disclosures, including information on Composite net returns and the Index, at the bottom of the last page, which must be read in conjunction with this presentation. The performance data contained in this factsheet relates to the Private Fixed Income composite. The Composite creation & inception date is December 31, 1995.

Net performance includes the reinvestment of all income and is shown after the deduction of transaction costs and investment management fees. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Aviva Investors' fees are available upon request and may be found in Part II of its Form ADV. Returns for periods less than one year are not annualized.

### Investment Team

#### Roger Fors, CFA

Experience: 30+ Years  
Education: BA in finance and banking from Buena Vista University

#### Steven Sweeney, CFA

Experience: 25+ Years  
Education: MBA in finance and investments from University of Iowa; BS in agricultural business from Iowa State University

#### Rachel Stauffer, CFA

Experience: 25+ Years  
Education: BS in political science from Williams College

#### Alex Travis

Experience: 9+ Years  
Education: BA in finance from Iowa State University

### Benchmark

Barclays Capital U.S. Credit

### Minimum Investment

\$25 million USD

### Fees: separately managed account

First \$50 mil: 35 bps  
\$50 mil to \$75 mil: 30 bps  
Over \$100 mil: 25 bps

Minimum Fee \$87,500

### Contact

Aviva Investors<sup>SM</sup>  
North America, Inc.  
tel: 800 281 4607  
215 10<sup>th</sup> Street, Suite 1000  
Des Moines, IA 50309

Aviva Investors affiliates operate as a globally integrated business with more than \$430 billion in assets under management and 450 institutional clients as of June 30, 2011.

Each Aviva Investors company is a subsidiary of Aviva plc, a multi-national financial services company. Aviva Investors North America, Inc. consists of three legal entities, Aviva Investors Canada Inc., Aviva Investors North America, Inc., and River Road Asset Management, LLC; together those entities form the North American region of Aviva Investors.

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Performance – Net (%) - Quarterly						
	1 <sup>st</sup> Qtr	2 <sup>nd</sup> Qtr	3 <sup>rd</sup> Qtr	4 <sup>th</sup> Qtr	Annual	Index
1996	-1.09	0.26	1.94	3.17	4.29	3.28
1997	-0.19	3.49	3.61	2.13	9.31	10.23
1998	2.36	2.38	3.86	-0.94	7.8	8.57
1999	-0.41	-1.56	1.44	-0.22	-0.77	-1.96
2000	3.45	-0.66	3.72	4.52	11.41	9.39
2001	3.66	0.63	5.63	-0.8	9.3	10.4
2002	0.96	4.76	6.22	-0.02	12.31	10.52
2003	2.28	4.36	-0.78	0.49	6.43	7.7
2004	4.17	-2.84	3.35	1.00	5.65	5.24
2005	0.47	3.85	-1.36	1.07	4.02	1.96
2006	-1.25	-0.4	4.41	1.1	3.81	4.26
2007	2.02	-0.91	2.49	3.23	6.95	5.11
2008	1.08	-0.96	-2.57	2.92	0.38	-3.08
2009	0.36	3.51	8.24	0.62	13.14	16.04
2010	2.86	5.01	4.71	-2.88	9.85	8.47
2011	1.13	3.07	4.85	1.24	10.65	8.35

Top Ten Holdings (%)	
Security	Allocation %
US GOVERNMENT	1.87%
MARS INC	1.76%
FONTERRA CO-OPERATIVE GROUP	1.46%
DEUTSCHE BORSE AG	1.36%
HEINEKEN NV	1.22%
BURLINGTON NORTHERN SANTA FE	1.19%
SIEMENS AG	1.10%
GREAT RIVER ENERGY	1.09%
CARGILL INC	1.06%
WESTAR ENERGY INC	0.98%
<b>Top Ten Total</b>	<b>13.08%</b>

### Important Information

Past performance is not indicative of future performance. There can be no assurance that investment objectives will be met or that return expectations will be achieved.

All investments involve risk, including loss of principal amount invested. Investing in the bond market is subject to certain risks including market, interest-rate, issuer, credit and inflation risk. No chart, graph, or other figure provided should be solely used to determine which securities to buy or sell or strategies to implement.

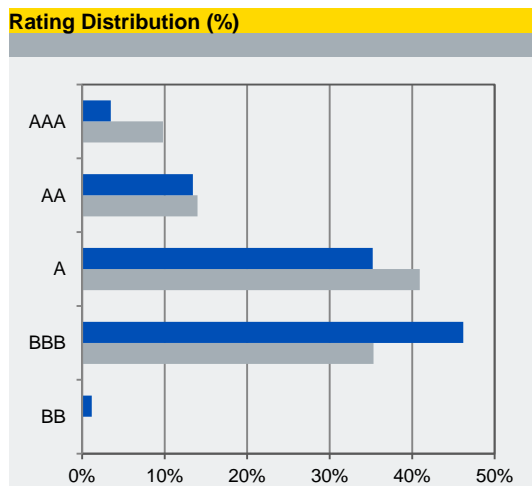
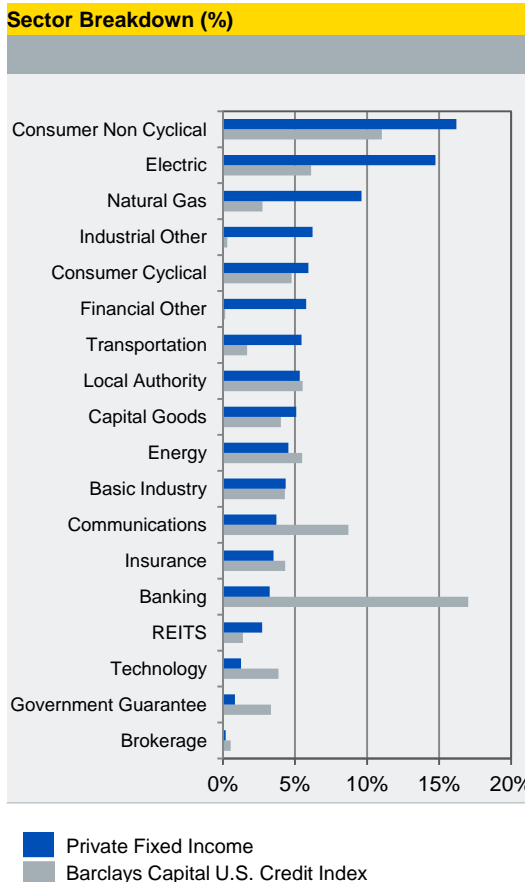
The Index is used as a performance benchmark only, as Aviva Investors does not attempt to replicate an index. The prior performance of the Index will not be predictive of the future performance of accounts managed by Aviva Investors. An investor may not invest directly in an index. Actual performance results may differ from the Composite performance, depending upon the size of the account, investment guidelines and/or restrictions, inception date and other factors.

Holdings are for a representative portfolio and are shown for illustrative purposes only. Each account is managed individually. Accordingly, holdings may vary. The inclusion of holdings information in this presentation should not be interpreted as a recommendation to buy or sell or hold any security. It should not be assumed that an investment in the securities mentioned was or will be profitable. Holdings are subject to change.

This presentation includes the opinions of Aviva Investors as of December 31, 2011, which are subject to change without notice based on market and other conditions. This presentation is for informational and illustrative purposes and is not intended to be a forecast of future events, a guarantee of future results, or investment advice. It is not intended to provide specific advice or to be construed as an offering of securities or recommendation to invest. The factual information has been obtained from sources believed to be reliable, but is not guaranteed as to accuracy or completeness.

List of Composites: A complete listing and description of all Aviva Investors North America, Inc. (AINA) composites is available on request. All amounts are expressed in USD.

Characteristics (%)		
	Aviva Investors Private Fixed Income	Barclays Capital U.S. Credit Index
Credit Quality*	A-	A/A-
Coupon*	6.09	5.33
Yield to Worst*	3.76	3.53
Duration	6.25	6.74
*weighted average		



The benchmark is the Barclays Capital U.S. Credit Index. The Barclays Capital U.S. Credit Index covers fixed rate, investment grade securities and is commonly used for comparative purposes to gauge the general investment grade credit market. Former benchmarks were the Barclays Capital U.S. Aggregate Index (from 12/31/1995 to 12/31/1997) and the Barclays Capital Private Placement Index (from 1/1/1998 to 12/31/2001). The benchmark change was retroactive (i.e., not a "blended" benchmark). Index returns are provided to represent the investment environment existing during the time periods shown. For comparison purposes, an index is fully invested, which includes the reinvestment of dividends and capital gains, but index returns do not include any transaction costs, management fees or other costs that would reduce returns. Composition of each separately managed account portfolio in a composite may differ from securities in the corresponding benchmark index. Designated offices include offices of affiliates under common control. This material was produced by AINA and no part of this material may be reproduced in any form, or referred to in any other publication, without advance written permission from AINA.