

# AVIVA INVESTORS NORTH AMERICA

## FIRM OVERVIEW



### Firm Overview

Aviva Investors North America (AINA) represents the North American region of Aviva Investors, a global organization of affiliated asset management businesses; each Aviva Investors company is a subsidiary of Aviva plc, a multi-national financial services company. AINA consists of three legal entities, Aviva Investors Canada Inc., Aviva Investors North America, Inc., and River Road Asset Management, LLC.

### Aviva Investors:

- Well-capitalized, globally integrated asset management business
- Categorized as a top 20 asset manager based on total worldwide institutional AUM
- Over 450 institutional clients worldwide
- Risk management experts in heritage and practice to identify, quantify and manage risk for clients

### History

In September 2008, Aviva plc launched Aviva Investors as a coordinated and cooperative network of Aviva plc's asset management businesses. Aviva Investors North America, Inc. was organized in 1997; it is a subsidiary of Aviva USA Corporation, a life insurance holding company that was acquired by Aviva plc in 2006. Aviva Investors Canada Inc. (AICI) was incorporated in July 1998; AICI was acquired by Aviva plc in May 2003 and subsequently re-branded as Aviva Investors in 2008; River Road Asset Management LLC was founded in April 2005 in Louisville, Kentucky, and became part of the Aviva Investors organization in early 2010.

### Philosophy

Our investment process is designed to produce consistent, risk-adjusted performance over a full investment cycle by following a disciplined investment process, with a focus on downside protection qualities.

AUM*	REGION	EMPLOYEES*
Over \$430 billion worldwide	Asia Pacific	Over 1400 employees worldwide
Over \$65 billion in North America	Europe	Over 400 Investment Professionals worldwide
	North America	Over 250 employees North America
	United Kingdom (Global Headquarters)	Over 80 Investment Professionals North America

\*As of June 30, 2011

### CAPABILITIES BY ASSET CLASS

Fixed Income	Equities/Real Estate	Alternatives
Stable Value	Dividend All-Cap Value	Liability Driven Investing (LDI)
U.S. High Yield / Global High Yield	Small Cap Value	Fixed Income Macro
Core Aggregate	SMID Value	Private Equity
Emerging Market Debt	REMM	
Canadian Core	Global REITS	
Investment Grade Credit	Independent Value	
Private Fixed Income	Long-Short	
Bank Loans		

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This Overview is not a solicitation of any offer to buy or sell any security or other financial instrument or to participate in any trading strategy. The name "Aviva Investors" refers to the global organization of affiliated asset management businesses operating under the Aviva Investors name. Each Aviva Investors affiliate is a subsidiary of Aviva plc, a publicly-traded multi-national financial services company headquartered in the United Kingdom.