



Media Release

February 25, 2010

Aviva Investors adds Investment Sales Manager, Client Portfolio Manager to North America team

(Des Moines): Aviva InvestorsSM North America, Inc. (AINA) has continued to expand its sales and client-focused teams with the addition of Ron Shortenhaus as an Investment Sales Manager and Paul LaCoursiere as Client Portfolio Manager. Both are based in Des Moines.

In his new role of Investment Sales Manager, Shortenhaus will be responsible for institutional business development in the Insurance Industry channel. He will report to Eric Hasenauer, AINA Managing Director and Head of Institutional Sales, who is based in New York.

Shortenhaus joined AINA in 2008 as Client Relationship Manager, and he will retain those responsibilities until replaced in that role. He previously was with WB Capital Management, where he was Vice President - Institutional Sales. He has more than 20 years of experience in investment management and financial services, including positions with The Principal Financial Group and Norwest Financial (now Wells Fargo Financial).

As Client Portfolio Manager, LaCoursiere will work closely with AINA's Portfolio Management and Sales teams to develop and support institutional investment strategies in Core Fixed Income, Investment Grade, Private Fixed Income and Canadian Fixed Income. In this new role, he will report to Ross Junge, Senior Vice President and Head of Portfolio Management for AINA, based in Des Moines; and Paul Moody, Client Investment Director, Aviva Investors, based in London.

LaCoursiere has eight years of international investment management experience. Prior to AINA, he was with Barclay's Global Investors as Principal - Senior Strategist, Fixed Income in San Francisco, CA, and Hong Kong. He also held the position of Fixed Income Portfolio Manager / Quantitative Analyst at Munder Capital Management. LaCoursiere holds the chartered financial analyst designation and is a member of the CFA Institute.

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Notes to Editors

Aviva Investors

Aviva Investors is the global asset management business operated by affiliates of Aviva plc, the world's fifth-largest insurance group.¹ The affiliates operate under a single brand with more than 1,300 employees in 15 countries across Asia Pacific, Europe, the UK and North America.

Aviva Investors affiliates manage more than \$362 billion (USD) worldwide.²

No Aviva Investors affiliate is engaging in or holding itself out as engaging in the business of advising others as to investing in securities or the business of buying or selling securities in any jurisdiction where it is not qualified to do so.

1 – As of December 31, 2008

2 – As of June 30, 2009