

Corporate Profile

DISTRIBUTION ALLIANCES

EUROPE

France
 Crédit du Nord France
 ARCA Italy
 Metzler Germany
 Lloyds TSB Group incl Scottish Widows UK
 Lombard International Assurance Luxembourg
 Davy Ireland
 Kathrein & Co

MIDDLE EAST & AFRICA

Bank Hapoalim Israel
 National Bank of Dubai UAE
 Banque Audi Saradar Lebanon
 ICICI India
 Ahli United Bank Bahrain
 Investment Solutions South Africa
 Jadwa Saudi Arabia

ASIA PACIFIC

Bank of Tokyo Mitsubishi Japan
 DBS Singapore
 Prudential Singapore
 Polaris Taiwan
 BEA Hong Kong

NORTH AMERICA

AG Edwards US
 Northwestern Mutual Financial Network US
 Raymond James US
 Dain Rauscher US
 Principal Group US
 Royal Bank of Canada
 T.D. Waterhouse Canada
 Scotia McLeod Canada

REPRESENTATIVE INSTITUTIONAL CLIENT LIST

AT&T
 Boeing
 Bill & Melinda Gates Foundation
 Citroën
 Compass
 J Sainsbury
 Shell Oil Co
 Vauxhall Motors
 ING

Russell is a global financial services company with clients in over 44 countries. Russell, which is wholly owned by Northwestern Mutual, established its London office in 1979. Offices were then opened in Paris (1994), Amsterdam (1996), Johannesburg (2000) and Geneva to serve the growing number of clients in Europe, Middle East and Africa (EMEA). Russell also has offices in New York, Toronto, Sydney, Tokyo, Auckland and Singapore.

Russell launched its first multi-manager funds for US investors in 1980, adding Dublin domiciled funds in 1994 to cater for European investors. Russell currently manages over 400 investment funds, of which over 85 are managed from Europe. These funds offer investors global diversification across equities, fixed income and alternative asset classes.

Working with Individual Investors

Russell has created a network of powerful distribution alliances around the world, bringing Russell's multi-manager solutions to individual investors. The alliance partners include many of the world's top banks, brokers, insurance companies, private banks and independent investment advisors. This means Russell's investment expertise is embedded in products sold by more than 16,000 bank branches of strategic alliance partners across Europe.

Working with Institutional Clients

Russell provides investment solutions directly to over 2,800 institutional clients, including pension funds, charities, foundations, banks and other financial services companies. Russell advises many of the world's largest companies on the investment of their pension fund assets. The challenge of meeting the needs of such a demanding group keeps Russell at the cutting edge of investment thinking and research. Russell also delivers implemented investment programmes to more than 1,013 clients, including over 302 Europe.

Russell's Investment Approach

Over 35 years ago, Russell pioneered the Multi Asset Multi Style Multi Manager™ approach as a solution to the investment issues faced by its large institutional clients. Russell set itself apart from other investment firms by using third party investment managers rather than individual securities as the building blocks for its investment strategies. Russell believes that carefully combining 'best of breed' investment managers in portfolios which have explicit objectives and risk constraints is the most reliable way of delivering consistent, above-average performance to clients. This approach is supported by Russell's extensive manager and capital markets research effort.

KEY FACTS

Company Founded

1936

Headquarters

Tacoma, Washington, USA

Number of Associates Globally

around 1,750

Assets Under Management

€108 billion (globally)

€37 billion (EMEA)

Number of investment funds

over 400

AUM figures as at 30/06/2009

All other data as at 31/12/2008

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Research and Innovation

At the core of Russell's offering lies its expertise in investment manager research. Recognised globally for the quality of its research, Russell commits considerable resources to this activity.

Russell employs approximately 200 analysts and portfolio managers, each dedicated to the task of finding the world's most skilled fund managers. These individuals conduct meetings each year with more than 2,600 investment manager firms in more than 23 countries. Intensive face to face meetings are the foundation of a research process that is comprehensive and continuous. Russell also uses state-of-the-art analytical techniques to monitor over 8,000 investment teams worldwide, and to identify which of these warrant more detailed analysis. Around 710 are accorded Russell's highest ranking and less than 200 are employed for specific assignments in Russell funds. Russell's research programmes have also helped advance the investment industry's standards for performance measurement, performance attribution, asset allocation and style analysis in Europe and around the world.

Alternative Investments

Russell has over 15 years experience in researching alternative investments and provides closely researched opportunities in private equity (through Pantheon Ventures), hedge funds and real estate. Russell helps over 438 clients to manage their alternative investment programmes, and currently manages around €21 billion in multi-manager funds in this specialised arena.

Implementation Services

Techniques pioneered by Russell's Implementation Service group, including transition management, commission recapture, synthetic rebalancing and currency implementation, are becoming increasingly relevant in an environment demanding more efficient implementation and transparency. In 2008 Russell transitioned assets in excess of €502 billion and executed over €278 billion in foreign exchange trades.

All data as at 30/06/2009 unless specified otherwise.

GLOBAL RECOGNITION



Obligation Euro à Haut Rendement

Les Victoires des SICAV La Tribune–Morningstar



Transition Manager of the year 2009

Professional Pensions Magazine



Winner "Multi Manager" category -

Investment Excellence Awards 2008



Manager-of-Manager of the Year 2008

Global Pensions magazine

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