

# Corporate Profile

## DISTRIBUTION ALLIANCES

### EUROPE

Société Générale France  
 Crédit du Nord France  
 ARCA Italy  
 Metzler Germany  
 Lloyds TSB Group incl Scottish Widows UK  
 Lombard International Assurance Luxembourg  
 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  
 Compass  
 J Sainsbury  
 Shell Oil Co  
 General Motors Limited  
 ING

Founded in 1936, Russell Investments is a global financial services firm that serves institutional investors, financial advisers and individuals in more than 40 countries. Russell, which is a subsidiary of Northwestern Mutual, established its London office in 1979. Offices were then opened in Paris (1994), Amsterdam (1996), Johannesburg (2000) and Milan (2010) to serve the growing number of clients in Europe, Middle East and Africa (EMEA).

Russell is headquartered in Seattle, Washington, USA with other offices in Auckland, Chicago, Melbourne, New York, Paris, San Francisco, Seoul, Singapore, Sydney, Tokyo and Toronto.

## Working with Individual Investors

Russell has created a network of powerful distribution alliances around the world, bringing Russell's investment 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 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. The advice we give, built on our experience of advising institutional clients since 1969, is complemented by our practical experience of managing clients' assets since 1980.

## Products and Services

Russell offers a wide-range of inter-linking investment services to help institutional and individual investors improve financial security for people. The services we offer include:

### Consulting & advisory services

Russell is among the largest and most well-known institutional consultants. The breadth of our clientele, coupled with more than 40 years of experience of advising some of the world's largest and most sophisticated pools of capital, give us comprehensive insight into the variety of challenges our clients face.

### Third-party manager solutions

Russell has dedicated over four decades to identifying superior managers. Investors can access these managers in multiple ways through single, multi-manager and fund-of-fund investments, covering traditional, alternative and highly specialised asset classes and strategies.

## KEY FACTS

### Company Founded

1936

### Headquarters

Seattle, Washington, USA

### Number of Associates Globally

Over 1700

### Assets Under Management

€109 billion (globally)

€27 billion (EMEA)

### Number of investment funds

Over 200

### Transition events in 2009

733 (representing €395.1 billion)

## CONTACT

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## Implementation services

Investors can control unintended costs and risks by focusing on a wide variety of implementation areas, including security level portfolio management, transition management, synthetic exposures and foreign exchange. As an illustration, in 2009, our team managed 733 transition events representing more than £356 billion for clients around the world, and our Overlay Services group managed assignments for a total notional exposure of £30.8 billion.

## Fiduciary management

Each scheme has a unique level of internal resources, expertise and complexity. A combination of Russell's rich consulting heritage and comprehensive implementation experience allows investors to choose the right level of delegation to meet their individual appetite and needs.

## Russell Indexes

The Russell global indexes offer an objective and transparent way to accurately measure distinct segments of the global market, covering approximately 10,000 companies or 98% of the market. The Russell Indexes calculate over 50,000 benchmarks daily covering 65 countries and more than 10,000 securities. Russell also provides the leading U.S. equity index family for institutional investors with over \$4.3 trillion in investment assets benchmarked against them.

All data as at 30/09/2010 unless specified otherwise.

## GLOBAL RECOGNITION



**Top Marks 2010 Global Investor**  
Transition Management Survey



**Multi Manager of the year 2010**  
Professional Pensions Magazine



**Top Due Diligence in Manager Research**  
2010 Fundfire Survey



**Manager of managers of the Year 2010**  
Global Pensions magazine

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