

# Corporate Profile

## DISTRIBUTION ALLIANCES

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### EUROPE

Société Générale 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

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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 in 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

## CONTACT

Russell Investments

Rex House, 10 Regent Street,

London, SW1Y 4PE

Switchboard: +44 (0)20 7024 6000

PR: Sarah Higgins, +44 (0)20 7024 6240

shiggins@russell.com

www.russell.com

## 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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