



## Media Release

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16 May 2011

### **Double Award win for Aviva Investors at the Professional Pensions UK Pensions Awards**

(London): Aviva Investors has been named Fixed Income Manager of the Year and Property Manager of the Year at the Professional Pensions UK Pensions Awards on 5 May 2011.

Professional Pensions is one of the leading UK pensions publications. Now in their 14<sup>th</sup> year, its Awards celebrate providers that offer the highest level of service to occupational pension schemes and their members. A panel of senior industry figures from across the occupational pensions industry judged the awards based on four criteria: innovation, communication, performance/benefit to clients and service standards.

Phil Redding, Managing Director for UK Pensions Funds, commented:

“The Professional Pensions Awards are extremely prestigious and widely recognised across the UK pensions industry. Receiving two awards in one night is an exceptional achievement and highlights the commitment and work that has gone into our fixed income and property areas. We have worked hard to go beyond what is expected of us by our clients and are extremely proud of this recognition.”

Aviva Investors is one of the largest fixed income asset managers globally with a team of more than 140 investment professionals based in London, New York, Des Moines, Paris, Singapore, Toronto and Mumbai. Throughout 2010 the company took significant steps to globally coordinate its business to enable it to fully compete with other high quality asset managers.

Aviva Investors re-engineered its credit team and implemented a more advanced and risk based model, delivering higher performance and information ratios for its clients. It also launched a number of specialist funds, including an absolute return convertible fund - one of only a few of its kind in the marketplace. It also launched an absolute return fund focusing on UK and Eurozone government debt, allowing pension funds to benefit from the team's long-standing hedge fund experience via a UCITS III SICAV structure.

The Real Estate team also had a successful 12 months, having added resources to the team and securing a number of high profile pensions clients globally. Work started on developing investment solutions specifically to help address the significant under-funding of UK pension funds, namely REaLM™ (Returns Enhancing and Liability Matching) assets which include long-lease properties, ground leases and infrastructure, seeking low-risk, long-dated and secure income streams with inflation protection. REaLM™ assets have excellent liability-matching credentials but also have the potential to provide returns materially above Index Linked Gilts, helping to bridge the underfunding gap.

Phil Redding added: “While we are proud of this award recognition, we are mindful that work does not stop here. We are committed to continue to deliver innovative investment solutions and excellent service for our clients throughout 2011 and beyond.”

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## Notes to Editors

### *Aviva Investors*

Aviva Investors is the global asset management business of Aviva plc. The business delivers investment management solutions, services and client-driven performance to clients worldwide. Aviva Investors operates in 14 countries in Asia Pacific, Europe, North America and the United Kingdom with assets under management of almost £260 billion at 31 December 2010.

### *Aviva plc*

- ▶ Aviva is a leading provider of life and pension products in Europe (including the UK) with substantial positions in other markets around the world, making it the world's sixth largest insurance group based on gross worldwide premiums at 31 December 2009.
- ▶ Aviva's principal business activities are long-term savings, fund management and general insurance, with worldwide total sales\* of £47.1 billion and funds under management of £402 billion at 31 December 2010.

\*Based on 2010 published life and pensions PVNBP on an MCEV basis, total investment sales and general insurance and health net written premiums, including share of associates' premiums.

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