



INSIGHT APPOINTS HEAD OF DISTRIBUTION FOR NORTH AMERICA

NEW YORK: April 10, 2023 – Insight Investment, a leading global investment manager with \$786.2bn¹ in assets under management, today announced the appointment of Jeffrey Berman as Head of Distribution, North America.

At Insight North America LLC (INA), Berman will be responsible for business development, marketing, consultant relations and product development. He previously spent 17 years at BlackRock, most recently as Co-Head of US Pensions. He will report to Angus Woolhouse, Global Head of Distribution, and David Leduc, Chief Executive Officer, North America.

“We are very pleased to welcome Jeff to Insight. He is an accomplished leader with a proven track record of developing and executing distribution strategies in partnership with institutional investors” said Angus Woolhouse. “He represents a great addition to our team covering the US and Canada” Woolhouse added.

“Jeff’s appointment is a great example of Insight’s ongoing investment into North America business across Investments, Solution Design, Client Relationship Management and Distribution,” said David Leduc, CEO, North America. “We believe we have the requisite capabilities in place to support our continued success” Leduc added.

Insight has operations in the US, UK, Ireland, Germany, Japan and Australia. The firm employs 290 investment professionals globally and has 1,164 staff in total. 220 employees are based in the US of which 89 are part of Insight’s global investment team.²

Berman’s appointment follows several senior hires made by Insight North America including Kerry O’Brien as Head of Insurance and Emin Hajiyev as Senior Economist.

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About Insight Investment

Insight Investment³ is a leading asset manager focused on designing investment solutions to meet its clients' needs. Founded in 2002, Insight's collaborative approach has delivered both investment performance and growth in assets under management. Insight managed \$786.2bn¹ of assets as at December 31, 2022 across core full-spectrum fixed income, liability-driven investment, risk management and currency capabilities. Insight Investment is owned by BNY Mellon, a global leader in investment management and investment services with \$1.8 trillion in assets under management⁴.

[Insight has a clear mission and purpose](#) to offer investors a different approach to achieving their investment goals; one that prioritizes the certainty of meeting their chosen objectives in contrast to the traditional focus on maximizing return and minimizing volatility. [Insight takes responsible investment seriously](#). In our view, it is as an essential part of deciding whether an investment is fair value. Insight is a signatory to the Financial Reporting Council's UK Stewardship Code⁵ and was a founding signatory to the UN-supported Principles for Responsible Investment (PRI) in 2006.⁶

More information about Insight Investment can be found at: www.insightinvestment.com

¹ As of 31 December 2022. Assets under management (AUM) are represented by the value of the client's assets or liabilities Insight is asked to manage. These will primarily be the mark-to-market value of securities managed on behalf of clients, including collateral if applicable. Where a client mandate requires Insight to manage some or all of a client's liabilities (e.g. LDI strategies), AUM will be equal to the value of the client specific liability benchmark and/or the notional value of other risk exposure through the use of derivatives. Insight North America (INA) is part of 'Insight' or 'Insight Investment', the corporate brand for certain asset management companies operated by Insight Investment Management Limited including, among others, Insight Investment Management (Global) Limited, Insight Investment International Limited and Insight Investment Management (Europe) Limited. Advisory services referenced herein are available in the US only through INA. INA's AUM is \$118.3bn as of 31 December, 2022.

² As at December 31, 2022.

³ Insight is the corporate brand for certain companies operated by Insight Investment Management Limited (IIML). Insight includes, among others, Insight Investment Management (Global) Limited (IIMG), Insight Investment International Limited (IIIL), Insight Investment Management (Europe) Limited (IIMEL) and Insight North America LLC (INA), each of which provides asset management services.

⁴ As at December 31, 2022.

⁵ A voluntary code for asset managers, asset owners and service providers, managed and overseen by the Financial Reporting Council (FRC). To become a signatory to the Code, organizations must submit to the FRC a Stewardship Report demonstrating how they have applied the Code's Principles in the previous 12 months. The FRC will assess the report and if it meets reporting expectations, the organization will be listed as a signatory to the Code. Once listed, organizations must annually report to remain signatories. More information is available at <https://www.frc.org.uk/investors/uk-stewardship-code>

⁶ Signatories to the PRI pay an annual fee. They are required to report annually on their responsible investment activities and they receive ratings based on their reported data. Full details of PRI reporting and assessment methodology are available at www.unpri.org/signatories/signatory-accountability/about-pri-reporting More details of Insight's PRI ratings are available at <https://www.insightinvestment.com/united-states/nav/responsible-investment/pri-ratings/>

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Media Update



Media contacts

Jonathan Hodgkinson

+1 212 365 3398

jonathan.hodgkinson@insightinvestment.com

Lisa McHugh

+1 212 365 3398

lisa.mchugh@insightinvestment.com