



ARIEL INVESTMENTS OPENS SYDNEY OFFICE

- U.S. funds manager chooses Australia as its first offshore foray
- Ian M. Webber appointed to lead business in Asia-Pacific region

CHICAGO (25 May 2015) – U.S.-based funds management firm Ariel Investments announced today its expansion into the Asia-Pacific region with its first offshore office to be established in Sydney. The firm has appointed Australian institutional investment veteran Ian M. Webber to lead its growing presence across the region.

Ariel Investments specialises in managing all-cap global and international equity portfolios, as well as U.S. small- and mid-cap equities strategies. The firm will initially market the Ariel Global product to Australian and Asian institutional investors.

Ariel Investments brings a patient, long-term approach to investing to the Australian marketplace, employing the firm's motto, "Slow and steady wins the race." Ariel differentiates itself from other equity firms by conducting research with an independent, often contrarian lens. It seeks to identify and own quality businesses that are misunderstood and mispriced. Moreover, there is a strong focus on risk management. The Ariel Global product is benchmark agnostic and typically invests in 75 to 100 stocks, with a high concentration across the top 10 holdings.

The Ariel Global product was launched in 2011 under the stewardship of a proven and seasoned investor, Rupal J. Bhansali, Chief Investment Officer, International and Global Equities. Ms Bhansali and her equity team are based in New York. Named a "Global Guru" by *Forbes International Investment Report* in 2009, Ms Bhansali has enjoyed a distinguished investment career of more than 25 years.

"Pension and super funds across the Asia-Pacific region are looking for capital appreciation driven by a proven investment process and a cohesive team," Ms Bhansali stated. "This is exactly what we bring to the table. From our negative screening process to our 360-degree scenario analysis, along with our rigorous attention to risk management, we have developed a robust and repeatable investment process to meet client objectives."

A global contribution

Ariel Investments is a boutique manager, wherein all employees hold an ownership stake in the business. As part of its philosophy of teamwork, the firm has also built an enduring reputation as a contributor to improving financial literacy and investor education across the United States.

Part of this effort is demonstrated through the firm's 19-year sponsorship of Ariel Community Academy, a Chicago Public School. Ariel Community Academy offers classes from pre-kindergarten through eighth grade, serving more than 500 students, 98% of whom are African American and more than 85% of whom come from families living on low incomes. In the United States, Ariel President Melody Hobson has become a nationally recognised voice on financial literacy and is a passionate advocate for the power of investor education. Ms Hobson was recently named to *Time Magazine's* 2015 Time 100, a list of the most influential people in the world.

Ian Webber, Senior Vice President, Head of Asia Pacific, said the firm's commitment to giving back and its distinctive approach to generating superior long-term investment outcomes would form key planks of his drive to build Ariel's reputation in the region.

"I am excited to introduce Ariel's investment process to institutional investors throughout the region," he said. "The process is truly unique—most importantly it has delivered strong results for investors across different market cycles, in both absolute and relative terms."

Mr Webber brings to Ariel more than 15 years' experience in the funds management industry, having worked with firms such as J.P. Morgan Investment Management, Salomon Smith Barney/Citigroup Asset Management and AXA Rosenberg Investment Management. He was most recently country head and director of sales, Asia Pacific, for Artio Global Investors.

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About Ariel Investments, LLC

Since its inception in 1983, Ariel Investments has grown from 2 to 88 employees with US\$10.7 billion in assets under management. Headquartered in Chicago with offices in New York and Sydney, Ariel manages separate accounts for corporate, public, union, and non-profit organizations. For more information about the firm, visit www.arielinvestments.com.

Ariel Investments, LLC (ARBN 605 418 120, a Delaware limited liability company) is a money management firm headquartered in Chicago, Illinois. Ariel Investments, LLC is regulated by the U.S. Securities and Exchange Commission under U.S. laws, which differ from Australian laws. Ariel Investments, LLC is exempt from the requirement to hold an Australian Financial Services licence.

The Ariel Global strategy seeks long-term capital appreciation by investing primarily in equity securities of both U.S. and foreign issuers, including those in developed or emerging market countries.

Investments in foreign securities may underperform and may be more volatile because of the risks involving foreign economies and markets, foreign political systems, foreign regulatory standards, foreign currencies and taxes. The use of currency derivatives, ETFs, and other hedges may increase investment losses and expenses and create more volatility. Investments in emerging markets present additional risks, such as difficulties in selling on a timely basis and at an acceptable price. The intrinsic value of the stocks in which the portfolio invests may never be recognised by the broader market.

