

PIMCO is among the world’s most respected investment managers, providing a wide range of investment strategies to institutional and individual clients around the world. Our commitment to delivering attractive risk-adjusted returns to these clients, through a variety of markets and economic cycles, is directly tied to our time-tested investment process and the exceptional quality of our investment talent.

## People

Our firm relies on the contributions of 2,150+ employees around the world.

### INVESTMENT PROFESSIONALS

650+ with an average of 15 years of investment experience

### PORTFOLIO MANAGERS

225 providing broad coverage and deep specialization

### ANALYSTS

120+ credit analysts, quantitative research analysts and risk managers

### INVESTMENT LEADERSHIP

Group CIO Dan Ivascyn leads a team of five CIOs – veteran portfolio managers with responsibilities for specific regions or asset classes.

**Dan Ivascyn**, Group CIO

**Andrew Balls**, CIO Global Fixed Income

**Mark Kiesel**, CIO Global Credit

**Scott Mather**, CIO U.S. Core Strategies

**Marc Seidner**, CIO Non-traditional Strategies

**Mihir Worah**, CIO Real Return and Asset Allocation

### INVESTING IN TALENT

PIMCO has continued to grow our portfolio management team by adding over 130 trade floor professionals over the last five years, particularly in areas of strategic importance, such as alternatives, real return, analytics and global macro strategies.

### INCEPTION

PIMCO has been helping clients reach their investment goals for more than 45 years.

### MISSION

Preserve and enhance client assets and provide clients with the highest-quality investment management service.

### LOCATIONS

Headquartered in Newport Beach, CA, with offices in 11 countries throughout the Americas, Europe and Asia, including seven trading desks covering every time zone.

### ASSETS UNDER MANAGEMENT (AUM)

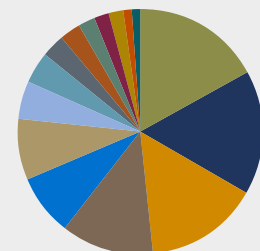
PIMCO manages \$1.61 trillion entrusted to us by:

- Central banks
- Sovereign wealth funds
- Public and private pension funds
- Financial and nonfinancial corporations
- Foundations and endowments
- Individual investors

### SOLUTIONS

PIMCO takes a comprehensive, forward-looking approach to investing, deploying strategies that span vehicles, asset classes, sectors and geographic borders.

### AUM by strategy 30 June 2017



# Performance

We are proud of our 45+ year history of anticipating and helping to meet client needs. Over the years, our forward-looking approach has led us to be innovators, offering solutions that tap emerging opportunities and help investors navigate changes in the investment landscape.

## A HISTORY OF INNOVATION: EXAMPLES BY DECADE

<b>1970s</b>	PIMCO is founded in 1971 and pioneers a total return approach to bond investing.
<b>1980s</b>	PIMCO introduces StocksPLUS strategies – groundbreaking portable alpha strategies.
<b>1990s</b>	PIMCO launches the first Treasury Inflation-Protected Securities (TIPS) – focused mutual fund on the same day as the first TIPS auction.
<b>2000s</b>	PIMCO begins offering tail risk hedging strategies to help guard portfolios against crisis-driven losses.
<b>2010s</b>	As part of the firm's sustainability initiative, PIMCO launches a dedicated Environmental, Social and Governance (ESG) investment platform.

## MORNINGSTAR AWARDS

Four Morningstar Fixed-Income Fund Manager of the Year (U.S.) winners: 2015 Jerome Schneider and Team; 2013 Dan Ivascyn and Alfred Murata; 2012 Mark Kiesel. Six portfolio managers have been nominated.

Australian Morningstar Awards 2015, 2016 and 2017 Australian Fund Manager of the Year: Fixed Interest Category.

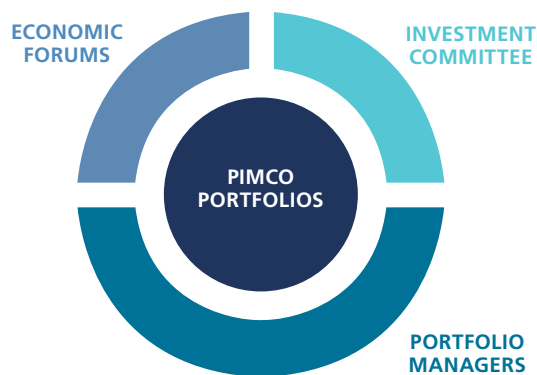
Morningstar's 2015 Best Fund House: Larger Fixed Income (Spain, Austria, Germany and Luxembourg)

Morningstar's 2015 and 2017 Best Fund House: Fixed Income (Hong Kong)

Morningstar's 2015 Best Fund House: Fixed Income (Singapore)

# Process

PIMCO's time-tested process combines our top-down global outlook with extensive bottom-up security analysis and risk management.



Four times a year, our investment professionals around the world gather to identify the trends that will drive the global economy and markets. This macroeconomic outlook informs all PIMCO portfolios.

The Investment Committee (IC) meets four days a week to distill our outlook and current events into specific investment themes and risk factor targets.

Portfolio managers are responsible for day-to-day strategy execution, leveraging our scores of sector and regional specialists.

The following individuals were nominated for the U.S. Morningstar Fixed-Income Fund Manager of the Year award: Jerome Schneider and Team (2015); Dan Ivascyn and Alfred Murata (2013); Mark Kiesel (2012); Scott Mather (2011); Mark Kiesel (2010).

All information is as of 30 June 2017, unless otherwise noted.

**Past performance is not a guarantee or a reliable indicator of future results. All investments** contain risk and may lose value. There is no guarantee that investment or portfolio strategies will work under all market conditions or are suitable for all investors and each investor should evaluate their ability to invest long-term, especially during periods of downturn in the market.

Morningstar Fixed Income U.S. Fund Manager of the Year award is based on the strength of the manager, performance, strategy, and firm's stewardship. The Morningstar Australian Fund Manager of the Year Award identifies and recognizes the Australia-domiciled fund manager which, in Morningstar's opinion, has demonstrated funds management excellence across multiple asset classes in the year for which the award has been made. Morningstar Best Fund House is a quantitatively driven award that recognizes fund management companies that have delivered sustained outperformance on a risk-adjusted basis across their fund line-ups. Morningstar Awards 2017 © Morningstar, Inc. All Rights Reserved

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