

## EXPERIENCE

**34**

Year Track Record as an Independent Business

## COLLABORATIVE TEAM

**35**

Investment Professionals

## PORTFOLIO MANAGERS

Mark Heppenstall, CFA  
Chief Investment Officer and Portfolio Manager

George J. Cipolloni III, CFA

Scott Ellis, CFA

Hong Mu, CFA, FSA

Zhiwei Ren, CFA

Trevor Williams, CFA, CAIA

Greg Zappin, CFA

## ASSETS

**\$23.7B**

Insurance

**\$2.0B**

Separate Accounts & Commingled Funds

**\$8.0B**

Advisory

## Our Client Commitment

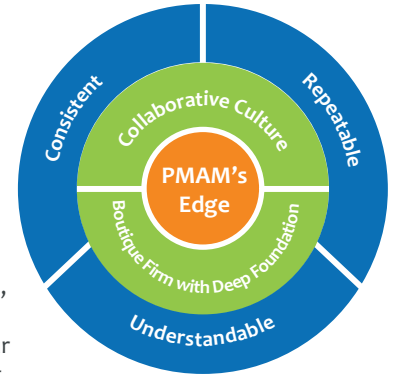
Penn Mutual Asset Management (“PMAM”) is focused on risk-based institutional asset management, advisory and investment operation services. We are fixed-income specialists dedicated to creating value through a prudent, thoughtful and rigorous investment decision-making process. We tailor our proven approach to generate solid risk-adjusted returns while balancing the need for capital preservation to achieve each client’s strategy and goals.

## Our Edge

### Collaborative Culture

The ability to achieve each client’s investment objective is largely dependent on the collaboration of a team of innovative and driven investment professionals. We believe in a collaborative culture that supports idea generation and decision-making. Our team-based approach to investment decision-making ensures an open and continuous dialogue among investment team members. A “trading desk environment” facilitates regular communication, and daily investment team meetings provide an open forum for idea sharing.

With diverse backgrounds, extensive experience and unique perspectives, our investment professionals bring a variety of complementary skill sets that guide our overall relative value-based investing methodology. It is our ability to combine our team’s unique insights into well-informed decisions that truly sets us apart.



### Boutique Firm With Deep Foundation

We combine the financial stability and deep foundation of a well-established organization with the exceptional client service and conviction of a boutique firm. We are nimble and opportunistic investors, creating value and generating alpha for our clients through right-sized total return strategies. Our investment team’s ability to move quickly and capitalize on opportunities is a key differentiator of our business. At PMAM, we take a client-centric, tailored approach to investing, offering our clients direct access to our team of investment professionals. We believe this approach encourages a collaborative client relationship and provides full transparency as we navigate the markets to achieve each client’s objective.

## Our Investment Capabilities

With over \$33 billion in assets under management, we are dedicated to delivering exceptional client service, exceeding client expectations and earning trusted relationships by executing on our core asset management competencies, which include:

**Our investment capabilities incorporate a unified investment philosophy and process across the risk spectrum.**

Enhanced Cash	Short Duration Bond	Strategic Income	Short Duration High Yield	Core Plus Bond	High Yield Bond	Balanced Income
---------------	---------------------	------------------	---------------------------	----------------	-----------------	-----------------

**Offering a wide range of tailored investment strategies and solutions to help meet the investment goals of our clients, while focusing on our mission to provide exceptional experience and service.**

### CONTACT

#### Chris Fanelli

Managing Director, Business Development  
Fanelli.Chris@pennmutualam.com  
609-306-7034

#### Penn Mutual Asset Management, LLC

600 Dresher Road, Suite 100, Horsham, PA 19044  
215-956-8114  
www.pennmutualam.com

