

# 2003 PROFILE

from BARCLAYS GLOBAL INVESTORS

{ AS OF DECEMBER 31, 2002 }

*For over thirty years, BARCLAYS GLOBAL INVESTORS HAS BEEN AT THE FOREFRONT OF DEVELOPING innovative investment ideas.*

ROOTED IN A SOUND INVESTMENT PHILOSOPHY THAT *applies science and technology* TO THE INVESTMENT PROCESS, BGI FOCUSES ON THE *three dimensions of performance*: RETURN, RISK AND COST. OFFERING CLIENTS *total performance management*.

## FACTS ABOUT BGI

BGI has a long record of creating performance through innovation for our clients. Yet while BGI has long been an incubator of new ideas, our investment philosophy has never changed. And that is why clients know that we provide a discipline and consistency that is rare in the investment management business.

- BGI is one of the world's largest asset managers, with \$745 billion in assets for over 2,300 clients in 44 countries around the world.
- We are one of the world's largest providers of structured investment strategies, including indexing, tactical asset allocation and risk-controlled active products, running more than 2,000 funds globally.
- In the US, the firm is the second largest risk-controlled active manager, with over \$60 billion in assets and the 13th largest active manager.<sup>1,3</sup>
- BGI created the first index strategy in 1971, and is the world's largest index manager.
- BGI is the global product leader in the exchange-traded funds business, offering more than 100 ETFs.
- In 2002, BGI in the US captured an estimated 20–30% of all new assets placed by pensions funds and 10% of all new active equity businesses in which it competes.<sup>9</sup>
- BGI is one of the largest securities lenders in the world, averaging nearly \$60 billion daily in loans outstanding in all global lending markets.
- BGI's Transition Services team, which managed the transition of \$185 billion in 2002, has been restructuring portfolios since 1985.<sup>3</sup>
- BGI employs over 2,100 people globally and is owned by Barclays PLC, one of the world's leading financial service providers.

## PRODUCTS AND SERVICES

### Active Strategies

US Equity  
Market Neutral  
US Fixed Income  
Hedging Strategies  
International Equity  
International Fixed Income

### Asset Allocation

Global Asset Allocation  
Tactical Asset Allocation  
LifePath® – A Lifestyle Solution

### Index Strategies

Equity and Bond Index Strategies  
Covering the World's Capital Markets

### Intermediary Services/iShares ETFs

Advisory and Subadvisory Services for Mutual Funds and Exchange-Traded Funds

### Capital Markets

Cash Strategies  
Stable Value Strategies  
Securities Lending  
Transition Management Services

## MARKET SHARE

### Institutional

40% of the world's largest pension plans<sup>1</sup> (9/02)  
30% of Forbes Top 100 International Companies<sup>2</sup> (9/02)

### Individual Investor

Global product leader of exchange-traded funds<sup>3</sup>

<sup>1</sup>Pensions & Investments, <sup>2</sup>Forbes, <sup>3</sup>BGI Internal Data, <sup>4</sup>Rainmaker, <sup>5</sup>Benefits Canada, <sup>6</sup>Asia Asset Management, <sup>7</sup>William M. Mercer, <sup>8</sup>Nenkin Joho, <sup>9</sup>Casey, Quirk & Acito

## A HISTORY OF INNOVATION

■ Created the first index strategy

■ Pioneered the first tactical asset allocation strategy

■ Pioneered the first quantitative active equity strategy

■ Introduced the first bond index fund

■ Developed securities lending program

■ Introduced cash management strategies

■ Initiated international equity indexing

■ Began managing non-US client assets

■ Pioneered

■ Introduced currency management capabilities

■ Introduced transition management capabilities

■ Began defined contribution capabilities

1971 1972 1973 1974 1975 1976 1977 1978 1979 1980 1981 1982 1983 1984 1985 1986 1987



## *EXECUTIVE COMMITTEE*

Bob Diamond, Chairman  
Blake Grossman, Global Co-CEO  
Andrew Skirton, Global Co-CEO  
Lindsey Tomlinson, CEO Europe  
Rich Ricci, Chief Operating Officer

## *AWARDS IN 2002*

### *Buy-side risk manager of the year*

Source: Risk Magazine/risk.net January 2003

### *Specialist European equity*

Source: EuroHedge Awards January 2003

### *Awards for Excellence in institutional asset management*

Source: Financial News October 2002

### *Overall fund manager of the year*

Source: Pensions Management 2002

Provider Awards December 2002

### *Pooled fund manager of the year*

Source: Global Pension European Awards September 2002

[www.barclaysglobal.com](http://www.barclaysglobal.com)

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