



Insurance Asset Management Services

Customized Investment Management for the Insurance Market



McDONNELL
INVESTMENT
MANAGEMENT

INSURANCE ASSET MANAGEMENT SERVICES

The firm is a leading provider of customized investment management to the institutional market with over \$11 billion in assets under management. McDonnell serves a broad range of insurance companies and business lines with billions of dollars invested for insurance clients, representing over one third of the firm's assets under management.

CUSTOMIZED INVESTMENT MANAGEMENT FOR INSURANCE COMPANIES

- ❑ **Value Added Approach**
 - **Custom Portfolio Design** – Matching Multiple Investment Objectives with Market Opportunities
 - **Investment Solutions Designed around Client Needs** – Investment, Regulatory and Business Objectives
 - **Focus on Relative Value and Absolute Performance Results** – On a Risk Adjusted Basis
 - **Risk Centric Investment Philosophy** – Firm-wide
- ❑ **Comprehensive Services**
 - **Ongoing Planning & Development** – Analytics, Modeling, Projections
 - **Direct Access to Portfolio Management** – Experienced Investment Professionals
 - **Real Time Compliance Oversight** – Ongoing Surveillance & Review
 - **Customized Reporting** – Insurance Accounting & Performance Team
- ❑ **Broad Range of Investment Strategies & Options**
 - **Fixed Income Specialist** – Core, Short Duration & Crossover Strategies
 - **Strategic Strategies** – Yield Driven, Total Return, Asset Liability Focus & Blended Risk Portfolios
 - **Customized Mandates** – Restricted Accounts, Single Asset Class, Sector & State Specific Portfolios
- ❑ **Investment Philosophy & Process**
 - **Disciplined Investment Approach** – Alpha Team Focus Identifying Relative Value Opportunities
 - **Emphasis on Risk Management & Control** – Integration of Market, Portfolio & Credit Research
 - **Recognized Leader in Market & Credit Research** – Fundamental, Quantitative & Proprietary Systems
- ❑ **Competitive Fee Structure**

INDUSTRY SPECIALIZATION – SERVICE COMMITMENT



INSURANCE ASSET MANAGEMENT SERVICES

INTEGRATED INVESTMENT PROCESS PORTFOLIO MANAGEMENT & CREDIT RESEARCH



INVESTMENT APPROACH



STRATEGIC SOLUTIONS



<p>TARGET DURATION MANAGEMENT Limited Dependence – Market Timing</p>	<p>Target Interest Rate Sensitivity – Risk/Return Tolerances Ongoing Duration Management – Roll-Down & Other Cash Flows Tactical Adjustments – Defined Trading Range</p>
<p>RISK MANAGEMENT & CONTROL Market & Credit Research</p>	<p>Risk Assessment Profiling – Market, Sector & Security Considerations Forward Looking – Evaluations & Momentum Scoring Process Capital Preservation – Stability of Principal/Minimizing Volatility</p>
<p>RELATIVE VALUE FOCUS Identify and Exploit Opportunities</p>	<p>Market Evaluations – Portfolio Positioning Curve Positioning – Shape, Shift Impact Sectors – Fundamental, Quantitative & Momentum Trends Individual Securities – Under- & Over-Valued Securities</p>
<p>PERFORMANCE – MULTIPLE OBJECTIVES Alpha Team Approach</p>	<p>Integrated Approach – Combining Macroeconomic & Credit Market Analysis with Relative Value Analytical Review/Outlook Strategic Portfolio Positioning – Balancing Client Objectives Absolute & Relative Performance – Attribution Analysis & Implications</p>

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