

# EXPERTISE THAT MEETS YOUR EXIGENCIES

CANDRIAM, THE INSURER PARTNER YOU CAN TRUST



**CANDRIAM**   
A NEW YORK LIFE INVESTMENTS COMPANY

# A DEDICATED PARTNER FOR YOUR INSURANCE MANAGEMENT NEEDS

Candriam Investors Group is one of Europe's most highly regarded asset managers. **As a multi-specialist with a strong local presence** in a number of countries and more than 20 years' experience, CANDRIAM has built its reputation on its **ability to innovate** and **generate performance** in partnership with its clients. As a responsible asset manager, Candriam incorporates global sustainable development trends into its own corporate strategy.

## INTEGRATED MANAGEMENT, TAILOR-MADE SOLUTIONS

To cater for the challenges presented by the insurance industry, CANDRIAM has a panoply of **global, integrated solutions** designed to meet your regulatory, accounting and financial objectives. Our offering includes a transparent and detailed reporting service that covers all these aspects.

## EXCELLENCE TO HELP YOU EXCEL

CANDRIAM is proud of its long-standing expertise in all traditional, alternative and SRI asset classes. The same desire for excellence guides us throughout the value chain – from asset allocation to reporting.

## 20 YEARS' (AND COUNTING) EXPERIENCE IN EUROPE

CANDRIAM has enjoyed a close working relationship with its clients for more than 20 years now. The sustainable nature of these partnerships now sees us managing a large number of mandates in several European countries, **covering different types of insurance liabilities and branches**, including (guaranteed or non-guaranteed rate) life and non-life insurance, and group insurance.

## A LOCAL PARTNER

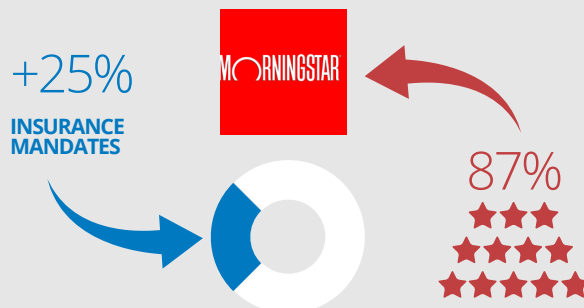
Its **strong local presence** and on-the-ground teams of specialists enable CANDRIAM to provide you with bespoke solutions to suit regulatory developments as well as your requirements. In order to fully understand and anticipate local issues, we are actively involved in a range of working groups and forums alongside our insurance industry peers.

## THE STRENGTH OF A STABLE SHAREHOLDER

CANDRIAM is an independent asset manager backed by New York Life, **one of the world's largest life insurance companies**. Founded in 1845, New York Life is the largest mutual life insurance company in the United States, and proudly boasts the best financial ratings ever awarded a US life insurance company: Aaa (Moody's Investors Service), AA+ (Standard & Poor's), AAA (Fitch) and A++ (A.M. Best)<sup>(1)</sup>.

### KEY PROOF POINTS

- **87%** of our funds are 3-4-5 Stars Morningstar rated
- **25%** of our assets under management relate to insurance mandates



(1) Third-Party Ratings based on financial strength as at June 2016.

# SOLUTIONS TAILORED TO YOUR INSURANCE MANAGEMENT NEEDS

CANDRIAM offers integrated solutions designed to suit your specific financial, accounting and regulatory requirements. This integrated approach is reflected in our management style, our IT resources and in our client communication process.

## BESPOKE SOLUTIONS BASED ON YOUR LIABILITIES

- Asset-liability analysis with input from your own actuaries
- Monitoring of the strategic and operational implications of regulatory developments
- Strategic recommendations on the best possible allocation of liability-hedging assets from a Solvency II perspective
- Asset-liability risk-hedging solutions to reduce capital charges

## STRATEGIC OVERSIGHT OF YOUR ACCOUNTING RESULT

- Flexible management tailored to your rules and accounting plans, taking into consideration local standards and IFRS
- Permanent monitoring of your accounting result and provisions with integrated accounting and financial insights
- Forecasting and stress-test tools involving different timeframes

## A RESPONSIBLE AND PERFORMING INVESTMENT PORTFOLIO COUPLED WITH RISK CONTROL

- Renowned expertise across all asset classes, from fixed income management to absolute return strategies
- Outstanding and responsible investment solutions with optimised capital charges
- Integrated volatility-control strategies
- Independent risk control provided by experienced teams using high-performance tools

## HIGH ADDED-VALUE MANAGEMENT REPORTS

- Reporting that incorporates financial and accounting views output by a dedicated tool
- Detailed overview of the inventory and transaction log
- Provision of the information needed to satisfy your regulatory requirements
- Reporting on the portfolio's carbon footprint

### CANDRIAM HELPS YOU FULFIL YOUR SOLVENCY II REQUIREMENTS

		PILLAR 1	PILLAR 2	PILLAR 3
	REQUIREMENTS OF THE DIRECTIVE	Quantitative requirements  Valuation of assets/ liabilities, Minimum Capital Requirement (MCR) and Solvency Capital Requirement (SCR)	Qualitative requirements and internal risk management  Governance and ORSA (Own Risk and Solvency Assessment)	Communication requirements  Information and transparency
	OUR SERVICES	Asset allocations under Solvency II  Efficient required capital investments	Financial risk calculation  Risk management and robust methodology proposal	Complete transparency of funds and portfolios  Key information about the securities held

# CONVICTION AND RESPONSIBILITY AT THE HEART OF OUR APPROACH

## CONVICTION

Clear convictions creative ideas and thorough processes all play an essential role in our constant drive for excellence. Our ongoing quest to improve and innovate keeps us ahead of the competition.

## RESPONSIBILITY

Our responsibility-driven processes are key to sustainable value-creation. Whether in relation to our investments, our clients, our in-house teams, the environment or, indeed, to society at large, we act with complete integrity and build long-term relationships based above all on respect.

## WHAT OUR CLIENTS HAVE TO SAY ABOUT US

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*"With CANDRIAM, I enjoy sustainable added value, risk-adjusted competitive performance and transparency at every level. CANDRIAM is building a long-term partnership with us in a spirit of trust and integrity."*

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*"Their proven excellence inspires us with confidence. They make sure that their thorough know-how serves our best interests, without necessarily following the trend in terms of what investments happen to be in fashion at the time."*

[A LIFE INSURANCE COMPANY]

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# MULTIDISCIPLINARY TEAMS AT YOUR SIDE

CANDRIAM's **multi-talented and multi-disciplined teams** manage your insurance company assets



**50 client relationship managers** throughout Europe, the United States and the Middle East.



**150 asset managers**  
with local expertise and  
in-depth market insight.



**In-house actuaries**  
working in partnership  
with your own actuaries  
and consultants to  
provide the most  
appropriate solutions  
for your business  
needs.



**Independent risk  
control experts** with  
A to Z involvement in  
the investment process

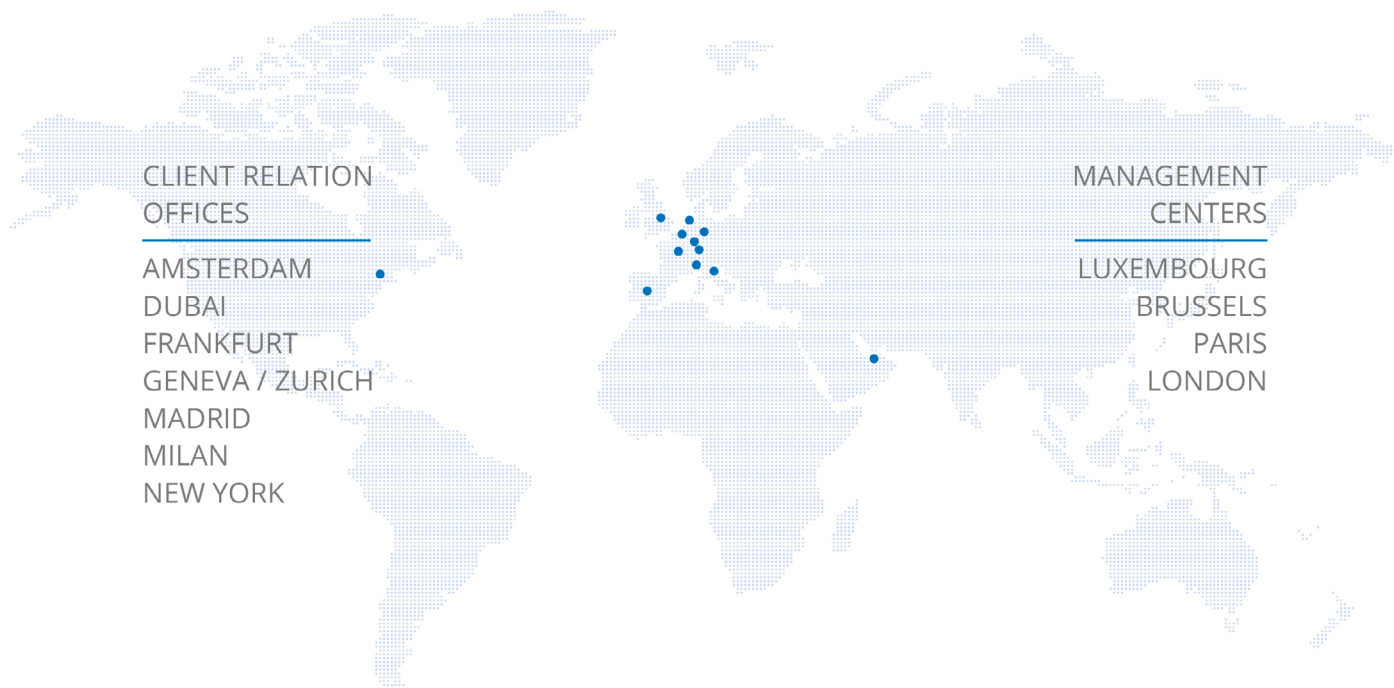


A dedicated **reporting  
unit** providing you  
with transparent and  
tailored information  
on local and  
regulatory matters.



**Dedicated task forces**  
monitoring regulatory  
developments and  
anticipating the  
potential implications  
for your balance sheet.





## ABOUT NEW YORK LIFE INVESTMENTS

New York Life Insurance Company, a Fortune 100 company founded in 1845, is one of the largest life insurers in the world<sup>(1)</sup>. Known for its financial strength and integrity, the New York Life's family of companies offers life insurance, retirement income, investments and long-term care insurance.

New York Life Investments, a wholly owned subsidiary of New York Life Insurance Company, is a leading investment management firm ranked among the world's largest asset managers<sup>(2)</sup>. Through its multiple-boutique investment structure, it offers access to an array of fixed income, equities and alternative products for institutional and retail clients.

EQUITIES | BONDS | SRI | ABSOLUTE RETURN | ASSET ALLOCATION



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

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(1) Based on revenue as reported by "Fortune 500 ranked within Industries, Insurance: Life, Health (Mutual)", Fortune, 6 June 2016. See [http://money.cnn.com/magazines/fortune/fortune500/2013/faq/?iid=F500\\_sp\\_method%20for%20methodology](http://money.cnn.com/magazines/fortune/fortune500/2013/faq/?iid=F500_sp_method%20for%20methodology).

(2) Source: New York Life Investments ranked 24<sup>th</sup> among the world's largest money managers within Pensions & Investments, May 30, 2016. Rankings are based on total worldwide institutional assets under management for the year-end 2015. New York Life Investments assets include assets of affiliated investment advisors. "New York Life Investments" is a service mark used by New York Life Investment Management Holdings LLC and its subsidiary, New York Life Investment Management LLC.