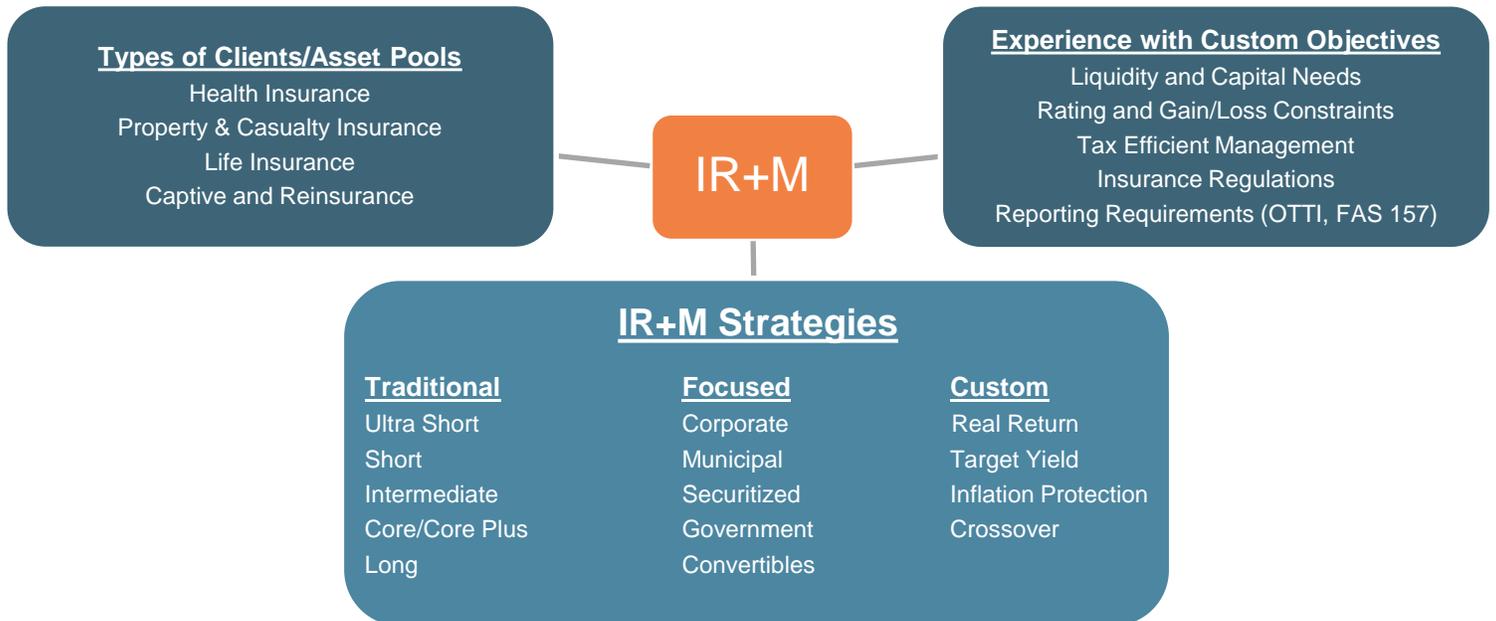


IR+M began managing portfolios for Insurance entities in 1991 and manages over \$10.2 billion for Insurance clients as of December 31, 2019. Our relative value-oriented, bottom-up investment philosophy allows us the flexibility to build custom investment solutions to navigate client-specific requirements while still being positioned to take advantage of market opportunities.

IR+M Advantages for Insurance Companies

- Over 25+ years of experience partnering with Insurance organizations
- Ability to accommodate specialized guidelines including gain/loss controls, quality constraints, and sector limits
- Customizable portfolios and benchmarks designed around client-specific considerations
- Consideration of unique tax situations with the flexibility to invest seamlessly across taxable and tax-exempt sectors as appropriate
- Dedicated Client Portfolio Managers who work closely with clients and consultants to understand and identify business and investment objectives



IR+M INSURANCE MANAGEMENT

- Over \$10.2 billion in Insurance AUM
- Separately managed accounts
- Ability to customize portfolios/benchmarks
- Dedicated Insurance Team
- Proven track record managing taxable and municipal portfolios for over 20 years

FIRM FACTS

- Founded in 1987, privately owned
- \$75.1 billion in assets under management
- Exclusively US fixed income management
- Consistent management team since inception
- 15-year average tenure at IR+M for PM team
- Solid performance over many market cycles

For further information, please contact:

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All data as of 12/31/19.

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