

ABOUT SAGE ADVISORY

- Based in Austin, TX
- 100% employee-owned
- Liability-driven solutions with a fixed income focus
- Active management approach
- ESG integration
- Access, customization, and comprehensive service
- Enterprise-wide solutions

VALUE-ADD PROPOSITION

- Insurance-dedicated team
- Full integration of portfolio management activities
- Customized portfolio solutions: income generation, risk control, capital efficiencies
- Insurance-specific analytics and regulatory reporting
- Peer review analysis
- Ongoing education for board, senior management, and staff

DIVERSE CLIENT BASE

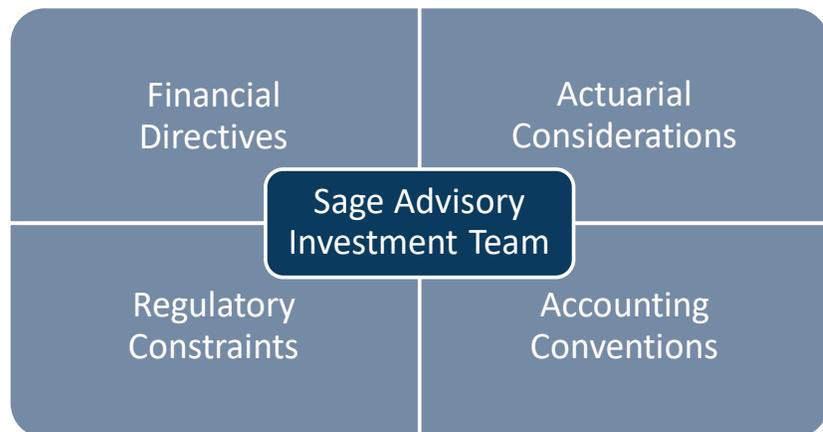
- 42 insurance relationships
- Diversified across industries, corporate structure, lines of business, and geography
- Book yield and total return assignments
- Active across 25 domiciles (domestic/offshore)
- Fully engaged with regulatory bodies, rating agencies, and key industry participants

INSURANCE SPECIALIZATION — Developing Strategic Partnerships

The day-to-day complexity of managing insurance company investment portfolios far exceeds that of most institutional mandates. Investment activities can have enterprise-wide impact, and at any one point in time, may be biased to the satisfaction of financial directives, actuarial considerations, specific tax strategies, or regulatory developments. As such, your investment team must be fully aware of these biases and manage portfolios accordingly. Additionally, industry-specific accounting and regulatory reporting requirements add another layer of complexity to the overall investment process. Given these complexities, we view each insurance relationship as truly unique, more collaborative in nature and in the end, as a true “strategic partnership” in pursuit of more robust enterprise-wide solutions.

ENTERPRISE-WIDE APPROACH — Balancing Multiple Objectives

Day-to-day investment activities can have material, enterprise-wide impact. Therefore, Sage does not operate in isolation. Instead, the ongoing investment process is one that recognizes the shared responsibility and balancing of multiple objectives across a number of interested parties.



ACTIVE ENGAGEMENT — Focusing on Lines of Analysis

Sage pursues a more holistic or enterprise-wide approach in determining the proper alignment of investment portfolios and overall business objectives. This requires more active engagement, collaboration, and iteration between Sage and the senior management and staff of each insurance company. These efforts focus on three general lines of analysis: business, liability, and investment.

Lines of Analysis

Business	Liability	Investment
<ul style="list-style-type: none"> • Corporate Structure • Operating Results • Lines of Business • Regulatory Issues 	<ul style="list-style-type: none"> • Liquidity Needs • Reserve Development • Liability Durations • Market Sensitivities 	<ul style="list-style-type: none"> • Asset / Liability • Asset Allocation • Key Risk Metrics • Tax Considerations

INSURANCE MANDATES — Taking a 3-Dimensional Approach

With lines of analysis complete, Sage can deliver a range of customized solutions that satisfy the three dimensions (or pools of risk), which reflect each insurance company’s distinct underwriting/liability structure: liquidity, reserves, and surplus. All solutions are tailored to meet the unique and desired risk profiles, capital allocations, and business objectives of each insurance company.

LIQUIDITY	RESERVES	SURPLUS
<p>Goal: Collateral protection; support short-term cash and liquidity needs</p> <p>Objectives: Yield/income with minimal principal risk</p> <p>Risk: Extremely low tolerance</p> <p>Allocations: Cash/short-term bonds</p>	<p>Goal: Income generation with relatively stable principal</p> <p>Objectives: Align portfolios with collateral, reserve development, liability structures, regulatory constraints</p> <p>Risk: Conservative to moderately aggressive</p> <p>Allocations: Core fixed income; emphasis on quality, liquidity; tactical allocations to equities</p>	<p>Goal: Introduce total return strategies</p> <p>Objectives: Income generation via reserves; maximize return on surplus</p> <p>Risk: Moderately aggressive to aggressive across surplus strategies</p> <p>Allocations: Introduce core plus fixed income; strategic allocation to equities; private debt/equity; alternatives</p>

STRATEGIES — Offering a Full Complement

Sage offers a full complement of actively managed strategies to satisfy solutions for liquidity, reserve, and surplus pools of risk. These will include individual securities, all-ETF strategies, or a combination thereof. Note: Bond ETFs will be focused on NAIC-designated ETFs with favorable risk-based capital charges and bond-like accounting treatment.

LIQUIDITY	RESERVES	SURPLUS
<p>Cash Management</p> <p>Short-Term Government</p> <p>Short-Term Corporate</p> <p>ESG Integration</p>	<p>Government (short, intermediate, long)</p> <p>Corporate (short, intermediate, long)</p> <p>Broad Market</p> <p>ESG Integration</p>	<p>Core-Plus Fixed Income</p> <p>Multi-Asset Income (taxable, municipal)</p> <p>All-ETF Equity (domestic, international)</p> <p>ESG Integration</p>

SERVICE TEAM — Delivering the Right Combination of Talent and Technology

Sage has been serving the insurance industry for over two decades and appreciates the growing complexity of effectively managing insurance company relationships. To meet these demands, we have drawn upon the broad resources of Sage to bring together the best combination of talent and technology. The Insurance Solutions Group is a service team of insurance-dedicated professionals coordinating and operating in full support of all investment activities, reporting requirements, and enterprise-wide initiatives.



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