

INSURANCE ACCOUNTING SOLUTIONS

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Susan Swigor: In today's environment, keeping abreast of change is more difficult than ever. Low interest rates, aging technologies, new regulations and RoE pressures are only a handful of the challenges insurers face. Our insurance clients are looking for partners who can help them navigate through this maze of change. Wherever we can help - wherever we can add value - we rely on our experience, our talent and our commitment to offer solutions.

One area in which we can bring these attributes together is our offering of insurance accounting and regulatory reporting services.

Jill Tasz: BNY Mellon has been providing insurance accounting services for over two decades. Eagle for insurance can be combined with other services like custody; performance; risk analytics and data management. Our integrated solution maintains consistency of data and creates significant operating efficiencies.

Susan: Insurers are reaching into new territory, in search of investments with higher yields that balance well with capital at risk. Add to that the regulatory changes resulting from Dodd Frank in the US and a host of other regulations across the globe, one can understand why today's insurers require not just vendors but partners who enable an atmosphere of cooperation and innovation. We are hearing increasingly from clients about having to do more with less. In many cases, the changes happening around them are putting great strain on their operations. Timeliness is critical in the new world of investing in this new world of transparency. Meeting today's requirements also involves continuous investment in technology.

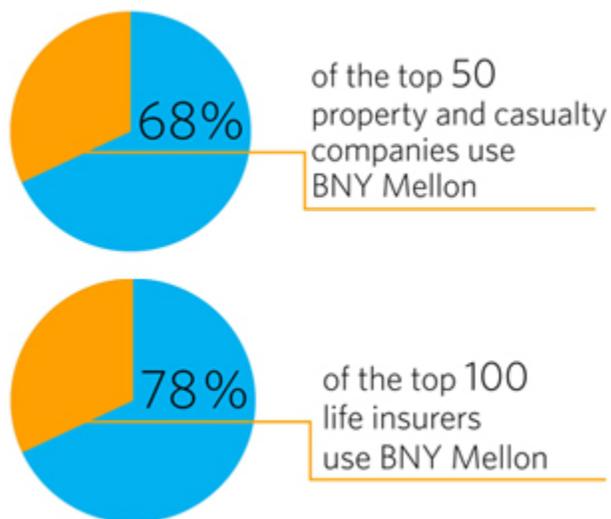
Jill: The functions within the Eagle Accounting System offer a broad range of capabilities. It is a web-based solution with a flexible rules-based structure. The application's a multi-bases multi-currency accounting system where the user can elect an unlimited number of bases. The application also leverages technology with a roll-back replay function that automatically updates historical records for as-of trades. It includes a real-time ledger and an integrated trial balance and accounting journal reporting. The system is fully secured and all accounting and reporting output is accessible through our Workbench online tool.

Susan: We are quite confident in our clients' solution set.



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Our dedicated insurance accounting team is exceptional. We are fortunate to have this team providing accounting and that, along with the expanded team, we are able to seamlessly connect clients' solutions together, with our strong commitment to service and advanced technology solutions being forefront to that solution. As a client noted recently, BNY Mellon is among the few who can actually offer an end-to-end solution for custody, accounting, performance, data management and reporting. It is not easy to keep up with change but we are always ready to help.



** The statements that "78% of top 100 life insurers use BNY Mellon" and "68% of top 50 property and casualty companies use BNY Mellon" are based on A.M. Best rankings [e.g. of insurance companies and of property and casualty companies], each as of December 2013, as compared to BNY Mellon internal data as of Jan 31, 2014.*

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