

TREASURY SOLUTIONS FOR INSURANCE COMPANIES

SERVICES TO ENHANCE YOUR EFFICIENCY AND PROFITABILITY

Your operating environment is continually evolving. And the competition is always a step closer to capturing the market. You can't compete effectively — let alone generate revenue — if you spend your time overseeing manual back office processes. But if yours is like most insurance companies today, you may find yourself consumed by administrative tasks.

For more than half of a century, we've dedicated specialized resources to the insurance industry. Today, more than two thirds of the nation's leading insurance companies rely on our global capabilities, premium services and advanced technology to meet their unique challenges.

From evolving legislation and regulations to the costs and issues inherent in processing claims and collecting premiums, we can help you pursue success.

Comprehensive Solutions for Insurance Companies



BNY Mellon insurance industry specialists have developed a suite of Treasury Services solutions that can complement your key working capital management processes: encompassing premium collections, claims payments and liquidity and information.



Our flexible, integrated, value-added solutions are designed to help you:

- Optimize the Treasury revenue cycle
- Increase efficiency and reduce costs
- Streamline data processing
- Retain and grow market share
- Focus on core competencies that can generate revenue and enhance your reputation.

Here's how we can help you get back to business.

Premium Collections

Your Challenge	Our Solution
Provide clients with customized billing statements	BNY Mellon's Print/Mail Solution is designed to generate customized statements (i.e. using your branding standards) and integrate with our Electronic Bill Presentment and Payment service for greater efficiency.
Provide clients with multiple payment options	Choose from: <ul style="list-style-type: none"> • Electronic Bill Presentment and Payment • Custom branded invoicing and payment portal • ACH, Credit Card, Debit Card options • Online and mobile payment options • Recurring consumer debits via ACH
Collect premiums quickly and efficiently	BNY Mellon Wholesale & Retail Lockbox processing is designed to allow you to standardize and centralize collections for peak efficiency.
Improve accuracy/efficiency of payments received via third party Consumer Service Providers	BNY Mellon Consumer Electronic Receivables is designed to provide validation at the point of payment to speed collection.
Integrate agency office receipts with your receivables process flow	BNY Mellon Remote Check Capture is designed to enable local offices to quickly scan and transmit check payments received on site to consolidate payments flow.
Issue and track/reconcile return payments to policy holders	Comprehensive premium refunds and adjustments can help to simplify your issuance and recordkeeping processes.
Annuity Products Mitigate risk, reduce internal processing costs associated with regulated collections for Annuity, 401K products	BNY Mellon's same day processing solution for annuity collections can help support processing requirements as well as recordkeeping for these types of collections.

Your Challenge	Our Solution
Identify cash equivalent payment instruments	BNY Mellon's specialized lockbox processes can help facilitate reporting requirements.
Non Standard Auto Authenticate collection dates	Our postmark capture service is designed to allow for quick verification of collection dates.

Claims & Payables Needs

Your Challenge	Our Solution
Deter the potential for fraud	Positive Pay/Positive Payee Services are designed to match check issue/payee information prior to issuing payments to help avoid losses.
Reduce costs/potential for fraud associated with in house check printing	BNY Mellon's Check Issuance service is designed to securely print/mail check disbursements drawn on any bank.
Life Company Beneficiary Claims Manage Retained Asset programs	BNY Mellon's retained asset capabilities include fully integrated, wholly owned recordkeeping and transaction processing combined with an onshore client service call center and the ability to create client-branded account holder Web sites.
Auto/Accident and Health Issue Medical Claim Payments to Healthcare Providers	BNY Mellon's Automated Medical Claims Solution matches insurer payment files to a database of more than 800,000 providers and sends ACH payments to enrolled providers, while providing them online access to remittance/EOB detail. Non-enrolled providers can receive a check/EOB payment. Multimedia marketing campaigns are also supported.
Convert inbound paper medical claims to data files to reduce costs and increase efficiency	BNY Mellon can convert paper claims to standard EDI 837 data file to help accelerate claim processing.

Your Challenge	Our Solution
<p>Non-medical Claims Convert inbound paper non-medical claims forms (in ACORD standard or proprietary format) to image or data file to reduce costs and increase efficiency</p>	<p>BNY Mellon can convert ACORD forms or other paper claims to images, ACORD standardized XML formats or flat files to help reduce manual effort and expedite claim processing.</p>
<p>Workers' Compensation Enable recipients to cash checks nationwide</p>	<p>BNY Mellon's nationwide check cashing solution, offered in conjunction with Certegy, which is designed to enable workers' compensation recipients to cash checks at thousands of retailers nationwide. <i>(BNY Mellon has an alliance with Certegy Check Services, Inc. Certegy is the nation's leading check authorization provider.)</i></p>
<p>Annuities Issue recurring payments</p>	<p>BNY Mellon can use ACH to originate credits to consumers via NACHA or EDI formatted files or by flat file to streamline your process.</p>
<p>Issue low value, cross border payments in a timely, cost effective and secure manner</p>	<p>BNY Mellon's Global Mass Payments solution for cross border payments is designed to securely effect electronic payments to beneficiaries worldwide via low cost, batch oriented payments.</p>

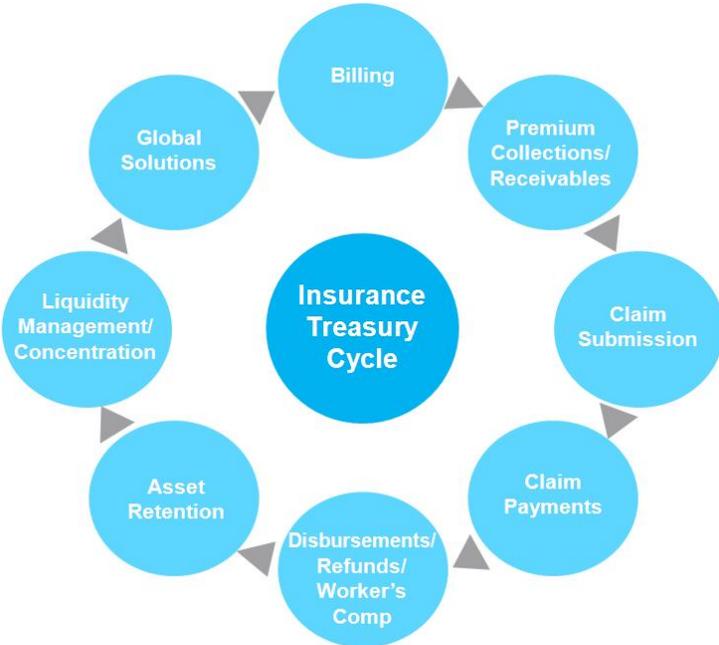
Liquidity Management

Your Challenge	Our Solution
<p>Streamline your investment process</p>	<p>BNY Mellon Liquidity DirectSM enables you to purchase certain money market funds and securities online while providing extensive investment and performance reporting capabilities.</p>
<p>Invest excess balances overnight so that money doesn't sit idle</p>	<p>Our Automatic Investment Service determines the available balance in an account and then automatically invests some or the entire amount in an investment instrument based on your standing instructions.</p>
<p>Real Estate Manage collections and payments for multiple properties</p>	<p>BNY Mellon's property management solution streamlines the collections and disbursements process.</p>

Information Management

Your Challenge	Our Solution
Initiate transactions and keep tabs on accounts 24/7/365	Our Treasury Edge [®] electronic banking service now offers a mobile app to permit ongoing access to same day reporting and funds transfer initiation. The service can send alerts about key transactions of your choice as soon as they occur.
Make informed payment decisions	BNY Mellon's image presentment service lets you view items which can help facilitate payment decisions quickly and reliably.
Access BAI reporting	BNY Mellon provides reporting via BAI standards.
Employ SWIFT standards	BNY Mellon transaction initiation can utilize SWIFT standards.

Through every step of the working capital management process, BNY Mellon can offer solutions to address some of your biggest challenges. Talk to one of our insurance industry treasury specialists and we'll help you uncover opportunities and eliminate obstacles in your current processes. Chances are, we've helped other insurers with similar issues. You won't find a more consultative partner willing to help you innovate.



INVESTED IN INVESTMENTS

Through our collaborative efforts with insurers, we understand the complexity of insurance industry challenges and your potential for growth. We will work with you on solutions that can help unlock that potential and power your performance.

INVESTMENT MANAGEMENT AND INVESTMENT SERVICES

BNY Mellon is a leader in both investment management and investment services. We offer investment strategies and vehicles that span the asset class spectrum, and we provide services that help insurance companies to conduct business, invest assets and engage in transactions all over the world.

INVESTMENT SERVICES

Investment Operations

- Back-office, middle-office and trade execution support
- Global custody
- Insurance accounting
- Derivatives servicing² and other specific asset class solutions
- Loan servicing (buy-side) and document custody
- Fund services
- Alternative investment services
- Prime broker administrative services

Information and Risk Management

- Information management, including data warehousing, performance reporting and analytics
- Collateral management services, including segregation, optimization and “transformation”
- Insurance trusts, tri-party custody and other collateral solutions
- Tools to monitor risk management
- Derivatives execution²
- End-to-end funds managed accounts platform (HedgeMark)⁶
- Administering risk transfer structures, like catastrophe bonds and other Insurance-Linked Securities (ILS)

Treasury and Liquidity

- Premium collections
- Claims and payables disbursement
- Liquidity management services
- Foreign exchange execution
- Securities lending and financing

Capital Funding Administration

- Administration for conventional and structured debt securities
- Restructuring services
- Escrow services supporting M&A and cash flow activities
- Support for equity capital with depositary receipts

Distribution Channels^{1,3}

- Global execution, clearing and custody for insurance broker-dealers
- Distribution management systems
- Registered Investment Advisor support
- Product visibility platforms
- Packaged products for mutual funds, annuities and insurance
- Integrated, front-end technology platform

INVESTMENT MANAGEMENT¹

Investment Strategies

- Specialized fixed income, cash and currency solutions
- Equity and asset allocation strategies
- Alternative and absolute return strategies
- Enhanced yield strategies

Investment Vehicles and Services

- Retail and institutional mutual funds^{1,4}
- Variable insurance trusts
- Collective funds^{1,5}
- Separate accounts
- Sub-advisory

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2 Derivative services are provided by The Bank of New York Mellon Global Markets with respect to the execution of derivatives and foreign exchange transactions. Execution and clearing of exchange-listed derivatives and clearing of over-the-counter derivatives are provided in the United States by BNY Mellon Clearing, LLC, a Commodity Futures Trading Commission-registered futures commission merchant and a member of the US National Futures Association. BNY Mellon Clearing LLC is a wholly-owned subsidiary of BNY Mellon. Prior to entering into any derivatives transaction, you should determine, in consultation with independent advisers, the economic risks and merits of such transactions as well as the legal, tax, financial and accounting characteristics and consequences of such transaction.

3 Services provided by Pershing, which is the umbrella name for Pershing LLC (member FINRA, SIPC and NYSE), PershingAdvisor Solutions (member FINRA and SIPC), Pershing Prime Services (a service of Pershing LLC), Pershing Limited (UK), Pershing Securities Limited, Pershing Securities International Limited (Ireland), Pershing (Channel Islands) Limited, Pershing Securities Canada Limited, Pershing Securities Singapore Private Limited and Pershing Securities Australia Pty. Ltd. Pershing is a wholly-owned subsidiary of BNY Mellon. SIPC protects securities in customer accounts of its members up to \$500,000 in securities (including \$250,000 for claims for cash). Explanatory brochure available upon request or at www.sipc.org. SIPC does not protect against loss due to market fluctuation. **SIPC protection is not the same as, and should not be confused with, FDIC insurance.**

4 Securities transactions (including transactions in mutual funds) are effected, where required, only through registered broker-dealers.

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6 BNY Mellon has a minority interest in HedgeMark.

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