



★ **Best Alternatives Manager**  
 ★ **Best Risk Management Firm**  
 ★ **Best Data and Research Provider**  
**Conning**

**“Conning’s insurance expertise and market-oriented perspective guides our development of customized solutions to our clients’ challenges.”**

### Best Alternatives Manager

Conning’s strategies are designed to address an insurance client’s unique objectives and tolerance for risk. They offer specialty asset classes designed to blend seamlessly within an insurer’s current portfolio.

With expertise across a wide variety of assets, Conning seeks to partner with insurers to develop customised investment solutions that will help them meet their obligations and objectives. They offer core, core-plus and total return fixed income strategies, including sectors like investment-grade corporate bonds, municipal bonds, and securitised products.

Actively managed investment strategies can be established via separately managed accounts and fund structures for insurers and institutional investors.

Conning’s actively managed strategies include high dividend equities, asset-backed securities and high-yield bonds. They also offer customised services for U.S. pensions and liability-driven investors, including liability-driven investment solutions, fixed income strategies, risk management and derivative solutions.

With an experienced management team in Asia, Conning is able to develop a strategy that suits each client’s specific needs, using a broad array of asset classes to customise portfolios.

By leveraging on our asset modelling knowledge and regulatory insights, coupled with our extensive international experience, insurers across the region can use Conning’s ESG scenarios and ALM modelling software for risk modelling and SAA purposes.

### Best Risk Management Firm

Conning’s Risk Solutions team specialises in applying a stochastic modelling framework that allows clients to analyse the relationship between asset classes and the risks they face from extreme market events. To achieve this, the risk modelling software decomposes the market into the key drivers of return and risk. The resulting strategies are focused on maximum diversification, in turn mitigating the tail risk.

The proprietary GEMS Economic Scenario Generator (ESG) provides advanced modeling, simulation, and calibration capabilities for the entire range of real-world and risk-neutral applications. GEMS has consistently delivered robust estimates of the future state of global financial markets through multiple economic crises.

As a multi-period, multi-currency stochastic simulation platform, the ESG generates probabilistic distributions of possible future states of the global economy and financial markets, including the unexpected – yet plausible – outcomes that are critical to assessing risk.

Insurers and pension plans are facing increased pressure to understand



the impact of climate risk on both sides of the balance sheet. While the concept is well developed on the liability side, chief risk officers and the actuarial function are now also seeking to assess the effects of both transition and physical climate risk on their asset allocations. Insurers and pension plans need to understand how different climate change scenarios might affect the financial markets and their holdings over a range of time horizons.

Conning’s distinctive advantage as an asset manager for insurers is our expertise in both investment management and the insurance industry. Its strategic asset allocation discipline is the foundation of this investment approach, leveraging financial risk models, comprehensive peer analysis and industry expertise.

### Best Data and Research Provider

Conning’s Insurance Research group has a 50-year pedigree of helping management teams understand and navigate a rapidly changing insurance landscape. Conning’s research and consulting services are based on a deep industry knowledge supported by ongoing surveys of industry executives and in-depth reviews of insurer performance.

Conning Library is a digital enterprise-wide subscription service that provides users with access to Conning’s rich archive of insurance research publications, presentations, webinars on-demand, and associated data series. Conning Library users are the first to get notified regarding new research and have access to exclusive content along with the ability to print and download reports.

Conning produces 100+ publications annually that are available to purchase as a single report or subscription. They include Strategic Studies; shorter, more graphical reports analysing targeted issues in the industry; Forecasts - comprehensive and up-to-date commentary analysing line of business and industry performance; Market Overviews, a periodic update on key developments for a segment of the industry; Insurance Trends, a quarterly publication of leading insurance and economic indicators; and Conning Commentary, a monthly newsletter focusing on trending topics.

Conning’s insurance expertise and market-oriented perspective guides development of its customised solutions. The Conning Insurance Research team provides a broad range of consulting services to the insurance industry from strategy & market analysis to transaction and rating support as well as customised solutions.

Conning also now has market sentiment indicators across ESG and business themes, which is expected to add value to the investment process and has the potential to add a new potentially alpha driving capability.