

The future of de-risking and journey planning

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30 May 2013



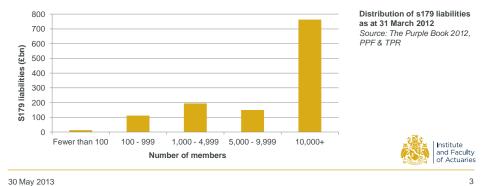
Agenda

- Where are we now?
- Current appetite for de-risking
- End-game planning how and when to get out
- Why do strategies fail?
- Future developments



Current DB universe

- Purple Book 2012:
 - Total assets: £1,026.8bn
 - Total s179 liabilities: £1,231.0bn
 - Total buyout liabilities: £1,702.6bn



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Where are we now?

Trigger type	Examples of variable(s) monitored	
Market-based / single-factor	Market indices, e.g. FSTE100, FTSE A 15-year Gilts	
Proxy funding level	Ratios of market indices, e.g. FTSE AW TR / [50% * FTSE A 15-yr Gilts + 50% * FTSE A >5-yr Gilts]	
Actual funding level	Daily funding level updates	
Internal rate of return / required return	Required return x% is yield such that scheme needs to generate Gilts + x% p.a. on invested assets to achieve, for example, self-sufficiency full funding by 30 June 2025	
Relative value	15-year Gilt spot rate vs. 15-year nominal swap rate	
Relative funding level	Buyout liability vs. technical provisions, e.g. for pensioner members	



Historical Gilt yields

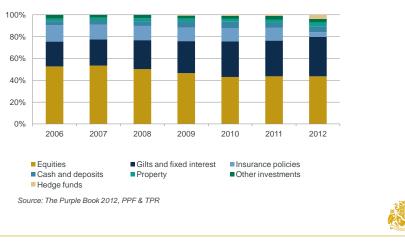


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Current appetite for liability hedging







Pension funds' changing asset allocations

Asset allocation: simple averages

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Pension funds' changing bond preferences

Year	Government fixed interest securities	Corporate fixed interest securities	Index-linked securities
2008	33.2%	32.6%	33.9%
2009	29.0%	38.3%	32.6%
2010	24.6%	42.2%	33.1%
2011	19.6%	44.3%	36.1%
2012	17.7%	44.8%	37.5%

Weighted average share; values may not add up due to rounding Source: The Purple Book 2012, PPF & TPR

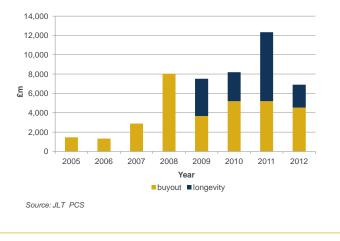


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Insurance market trends

Buyout and Longevity Swap Market since 2005

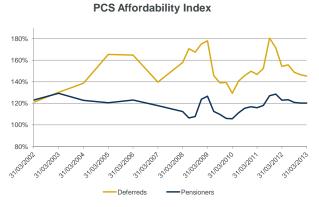




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Buyout affordability index

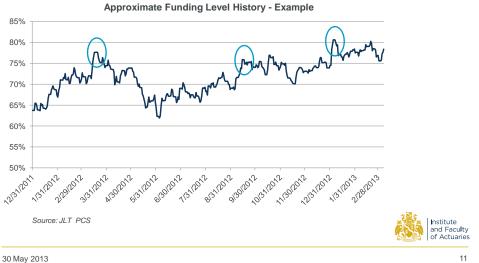


Historical relationship between buyout prices and accounting liabilities Source: JLT PCS



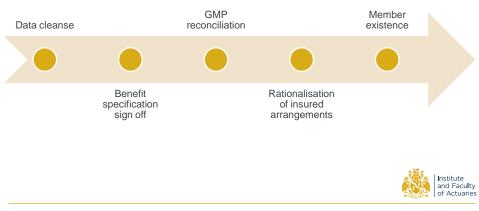
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Capturing opportunities

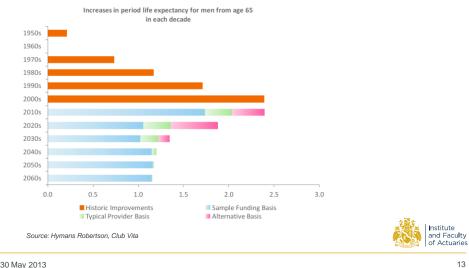


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Getting a scheme ready for transaction



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Future improvements in life expectancy

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The views expressed in this presentation are those of the presenter.



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