What independent trustees look for from an actuary

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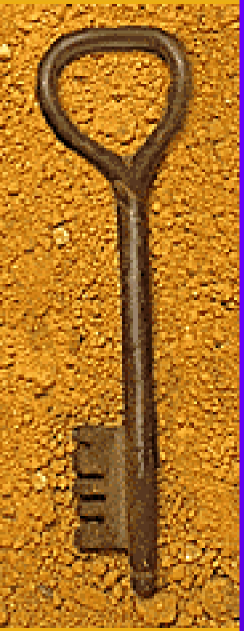
BESTrustees plc



My background

- Actuary
  - former Scheme Actuary
- 25 years advising trustees and corporate clients
- Professional independent trustee since 2005
- Now deal with:
  - 4 different actuarial firms
  - 6 different investment consulting firms

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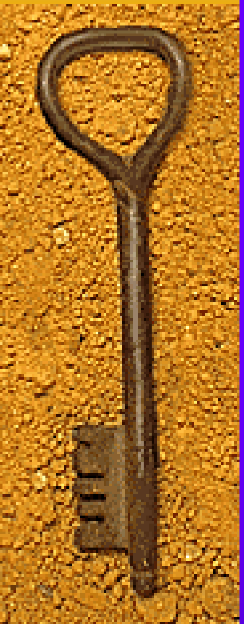

Experience in the last 2½ years

- Corporate activity
- Private equity secondary deals
- PA 2004 valuations
- Negotiations with employers
- Covenant assessments

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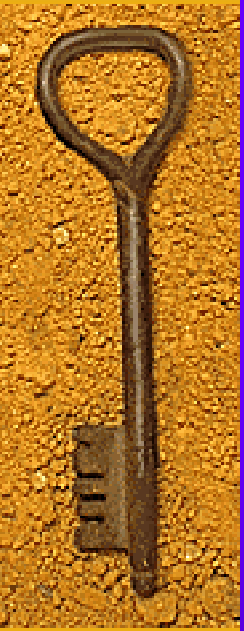

What do we look for?

- Clear advice
  - understandable to all trustees
- Straight answers to questions
- Challenge when appropriate
- Support when needed

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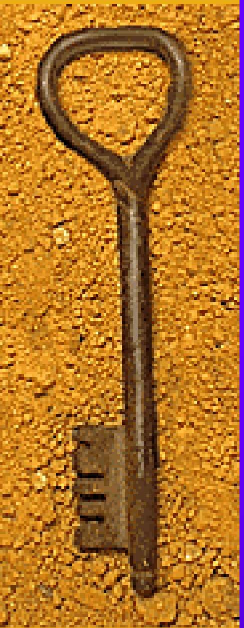


Do:

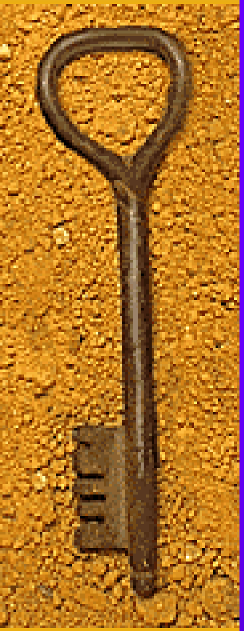
- Understand the likely needs of your client
- Agree scope and timing
- Deliver when you say you will
- Manage expectations
- Be properly prepared
- Answer questions clearly
- Be part of the team

Don't:

- Provide Rolls-Royce advice to a Mondeo client
- Deliver at the last minute
- Read the papers on the way to the meeting
- Waffle
- Double-head for no good reason

Fees!

- Bill promptly
- No surprises
  - Warn if estimates will be exceeded
  - Stick to fee agreements
- Don’t milk it (even on corporate activity)



The independent trustee is:

- Well-informed
  - through CPD
  - through contacts with other independent trustees
- Likely to ask penetrating questions
- Keen to ensure that his/her fellow trustees understand the issues

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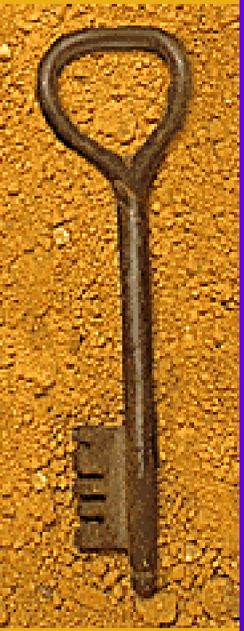

The independent trustee is not:

- There to interpret your advice
- There to help you out
- An adviser
- Your friend (at least not automatically)

Above all, the independent trustee is a trustee with the same duties and responsibilities as the other trustees.