FALL 2010

EXAM DP-RC

Design and Pricing Retirement Benefits Canada

CASE STUDY

DP-RC morning

Case Study - Course DP Retirement

National Oil Company - Background

National Oil Company (NOC) is a large well-established company that services oil wells all over Canada. Most of NOC's employees are employed in the province of Ontario. NOC has been in existence for over 30 years and has more than 10,000 full-time salaried and union hourly employees and over 6,000 part-time employees. The full-time workforce is reasonably stable, but turnover in the last 5 years has been greater than desired, due to competitors recruiting NOC's employees.

Normally, an undergraduate degree is a minimum requirement to obtain entry to the salaried workforce and many employees have graduate degrees. About half of NOC's salaried employees are recruited directly from university with the other half coming from competitors.

The company's financial position varies with the price of oil. As oil prices rise, oil companies become increasingly active and in turn require the services of NOC. Conversely, activity slows as oil prices drop. Despite this, the company is usually in a taxable position.

NOC has managed to be successful by staying on the cutting edge of technology. NOC prides itself in being state of the art in processes and software relevant to its industry. This has helped it to stave off competition from both inside and outside of Canada. Although NOC is the largest player in the industry within Canada, there are larger players from outside of the country, with which NOC has to compete. From time to time, there are rumors of a takeover of NOC.

Canadian legislation and social programs will apply to NOC in this case study.

Summary of National Oil's Retirement Benefits

NOC maintains five retirement programs:

- 1. a final-average pay defined benefit (DB) RPP for its full-time salaried employees;
- 2. a flat dollar DB RPP for its full-time hourly union staff;
- 3. a defined contribution (DC) RPP for its part-time workforce; and

4. a non-registered pension plan (referred to as the SERP) for its executives that is supplemental to the salaried RPP. This plan has no assets.

5. a retiree health and welfare plan for the full-time salaried and hourly union retirees. This plan has no assets.

Extracts of Retirement Benefits Provisions and Financial Information

National Oil Full-Time Salaried Pension Plan

Eligibility	Immediate
Vesting	100% after 2 years of plan membership
Normal Retirement Age	65
Early Retirement Age	55 with 2 years of plan membership
Best Average Earnings	Average annual earnings during 60 consecutive months in which earnings were highest
Earnings	Basic pay, excluding overtime and bonuses
Normal Retirement Benefit	2% of best average earnings times years of service, subject to tax system maximum
Accrued Benefit	Benefit calculated as under the normal retirement benefit formula using best average earnings and service as of date of calculation
Early Retirement Benefit	Accrued benefit reduced by 0.25% per month that early retirement precedes age 62 for actives and terminated vested members
Form of Benefit	If with spouse, 60% joint & survivor benefit, without reduction. If without spouse, single life annuity
Optional Forms of Benefit	None
Indexing	None
Termination Benefit	Lump sum equal to actuarial present value of accrued benefit or deferred pension
Pre-Retirement Death Benefit	Lump sum equal to actuarial present value of accrued benefit payable to named beneficiary
Disability Benefit	Accrual of service while on long term disability and immediate pension without a reduction upon permanent and total disability

National Oil Full-Time Salaried Pension Plan

Historical Going Concern Actuarial Valuation Results

	2008	2009	2010
Participant Summary - January 1			
Active Participants			
(a) count	4,293	4,305	426
(b) average age	45.6	45.0	45.3
(c) average service	14	13	12.
(d) average future working lifetime	11	11	1
e) average plan earnings (prior year)	65,000	65,000	66,300
Deferred Vested Participants			
(a) count	-	-	-
Pensioners (incl beneficiaries)			
(a) count	612	640	665
(b) average age	68.2	67.5	67.0
(c) average annual benefit	30,000	31,000	32,000
Plan Assets (numbers in \$000's) * 			
Market Value of Assets at January 1 of prior year	959,430	922,971	744,096
Employer Contributions during prior year		12,000	11,990
Benefit Payments during prior year	(27,000)	(26,000)	(28,000
Expenses during prior year	-	-	-
Investment return during prior year	(9,459)	(164,875)	(44,165
Market Value of Assets at January 1 of current year	922,971	744,096	683,921
Rate of return during prior year	-1%	-18%	-6.0%
Average Portfolio Mix During Prior Year:			
(a) Demonstration Com Envittee	200/	200%	300

* numbers may not add due to rounding

Asset Class Returns during Prior Year: (a) Domestic Large Cap Equities (b) Domestic Small Cap Equities

(a) Domestic Large Cap Equities
 (b) Domestic Small Cap Equities
 (c) Domestic Fixed Income

(d) International Equities

(c) Domestic Fixed Income
(d) International Equities
(e) Real Estate

(e) Real Estate (f) Cash (g) Total

(f) Cash

32%

25%

23%

15%

3%

<u>2%</u> 100%

-3%

-2%

4%

-5% 5%

3%

30%

10%

35%

20%

0%

<u>5%</u>

100%

-12%

-5%

1%

3%

1%

-10%

30%

10%

35%

20%

0%

<u>5%</u>

100%

-30%

-45%

8% -35%

5%

3%

National Oil Full-Time Salaried Pension Plan Historical Going Concern Actuarial Valuation Results

Going Concern Valuation - January 1 (numbers	2008 in \$000's) *	2009	2010
1. Actuarial Accrued Liability:	· · ·		
(a) Active participants	712,369	711,832	623,465
(b) Deferred vested participants	112,000	-	020,400
(c) Pensioners	144,051	208,320	234,080
(d) Total	856,419	920,152	857,545
2. Actuarial Value of Assets	922,971	744,096	683,921
	012,071	111,000	000,021
3. Unfunded Actuarial Accrued Liability: (1d)-(2)	(66,552)	176,056	173,624
4. Normal Cost (beg. Of year)	52,768	54,756	51,526
5. Change in Unfunded AAL during prior year:			
(a) Unfunded AAL at prior valuation date	(171,841)	(66,552)	176,056
(b) Adjustment for interest	(11,170)	(9,868)	12,324
(c) Normal Cost w/interest less contributions	44,516	44,042	45,936
(d) (Gain)/Loss on investment	9,459	228,993	92,011
(e) (Gain)/Loss on termination	(20,000)	(20,000)	(20,000
(f) (Gain)/Loss on salary increases less than expected	(1,000)	(25,000)	(90,000
(g) (Gain)/Loss on mortality	19,000	30,000	2,000
(h) (Gain)/Loss on retirement	63,000	50,000	45,000
(i) (Gain)/Loss on assumption changes	-	-	(37,000)
(i) (Gain)/Loss on expenses	-	-	
(k) (Gain)/Loss on all other factors	1,484	(55,559)	(52,703)
(I) Unfunded AAL at current valuation date	(66,552)	176,056	173,624
5. Actuarial Basis			
(a) Interest	6.50%	6.50%	6.50%
(b) Salary scale	4.50%	4,50%	4.00%
(c) Consumer Price Index	2.00%	2.00%	2,50%
	2.0070	2.0070	1994 Uninsured
			Pensioner
			Mortality
(d) Mortality	UP 1994 AA15	UP 1994 AA15	Generationa
(e) Turnover	Based on NO	C experience for 20	06 - 2008
(f) Retirement age	Age 62		
(g) Proportion married and age difference	80% with spouse,	Male spouses are	3 years older
(h) Expenses	Assume all e	expenses paid by c	ompany
(i) Asset Valuation Method	Mar	ket value of assets	
(j) Actuarial Cost Method		pjected unit credit	

National Oil Full-Time Salaried Pension Plan Solvency Valuation Results

2009

2010

Solvency Valuation - January 1 (numbers in \$000's) *

 Actuarial Accrued Liability: (a) Active participants (b) Deferred vested participants (c) Pensioners (d) Total 	589,265 - 253,158 842,423	648,413 - 269,192 917,605
2. Market Value of Assets	744,096	683,921
3. Solvency Deficiency: (1d)-(2)	98,327	233,684
 4. Actuarial Basis (a) Interest - Benefits paid by lump sum 	4% for 10 years 5% therefater	
(a) Interest - Benefits settled by annuity purchase	5%	5%
(b) Mortality	1994 UP AA 15	1994 UP AA 20
(c) Retirement age	The age that pro val 80% with spouse, I	
(d) Proportion married and age difference	years	older
(e) Asset Valuation Method	Market Value of Assets	Market Value of Assets
(f) Actuarial Cost Method	Unit Credit	Unit Credit

National Oil Full-Time Salaried Pension Plan Reconciliation of Plan Participants (2007 - 2010)

	Active	Pensioners/ Beneficiaries	Total
1. Participants as of January 1, 2007	4,243	590	4,833
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Retirement 	375 (120) (175) (28) (2)	- - - 28 2	375 (120) (175) -
 Death w/ Beneficiary Death w/o Beneficiary Net change 	(2) - 50	(8) 22	(8) 72
2. Participants as of January 1, 2008	4,293	612	4,905
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Death w/ Beneficiary Death w/o Beneficiary Net change 	400 (150) (200) (35) (3) - 12	- - 35 3 (10) 28	400 (150) (200) - - (10) 40
3. Participants as of January 1, 2009	4,305	640	4,945
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Death w/ Beneficiary Death w/o Beneficiary Net change 	250 (115) (140) (30) (2) - (37)	- - 30 2 (7) 25	250 (115) (140) - - (7) (12)
4. Participants as of January 1, 2010	4,268	665	4,933

		< 5	S e 5-10	Service (Years) 10-15	15-20	>20	Totals
< 25	# Participants Average Salary	180 35,900	120 46,100	1 1	1 1	11	300 40,000
25-35	# Participants Average Salary	235 47,100	143 58,000	90 62,000	55 65,100	1 1	523 54,500
35-45	# Participants	175	198	176	225	201	975
	Average Salary	59,400	66,300	70,200	76,300	77,800	70,400
45-55	# Participants	164	328	739	273	157	1,661
	Average Salary	62,600	65,200	72,000	75,600	77,800	70,900
55-65	# Participants	168	77	77	399	75	796
	Average Salary	61,200	64,100	68,100	73,900	74,200	69,700
> 65	# Participants	4	3	1	2	3	13
	Average Salary	47,000	52,100	47,000	57,600	53,900	51,400
Totals	# Participants	926	869	1,083	954	436	4,268
	Average Salary	52,600	61,500	70,600	74,400	77,000	66,300
	Avg Age Avg Svc Avg Salary	45.3 12.1 66,300					

National Oil Full-Time Salaried Supplemental Executive Retirement Plan (SERP)

Eligibility	Immediate
Normal Retirement Age	65
Early Retirement Age	55 with 2 years of plan membership
Accrued Benefit	Accrued Benefit calculated under the provisions of the Salaried Pension Plan without regard to tax system maximums <u>less</u> actual Accrued Benefit under the Salaried Pension Plan
Normal Retirement Benefit	Accrued Benefit
Early Retirement Benefit	Accrued Benefit reduced by 0.25% per month that early retirement precedes age 62 for active members
Commencement Date and Form of Benefit	Must be same as under Salaried Pension Plan
Indexing	None
Termination Benefit	None
Pre-Retirement Death Benefit	None
Disability Benefit	None

Supplemental Executive Retirement Plan <u>Historical Valuation Results - January 1</u>

	2008	2009	2010
Participant Summary			
1. Active Participants			
(a) count	49	52	60
(b) average age	53	53	52
(c) average service	18	18	19
(d) average future working lifetime	6.3	6.3	6
(e) average earnings (prior year)	325,000	325,000	350,000
2. Deferred Vested Participants			
(a) count	-	-	-
3. Pensioners (incl beneficiaries)			
(a) count	20	30	30
(b) average age	69	66	66
(c) average annual benefit	21,100	22,000	22,000

Valuation Results (numbers in \$000's) *

1. Reconciliation of funded status at valuation date			
(a) Accrued Benefit Obligation(b) Fair Value of Assets(c) Funded Status: (a) + (b)	(47,091) - (47,091)	(50,223) - (50,223)	(65,897) - (65,897)
2. Service Cost	1,211	1,236	1,509
3. Benefit Payments	224	660	660
4. Actuarial Basis			
(a) Discount rate (b) Salary scale (c) CPI	5.25% 3.50% 3.00%	7.50% 3.50% 3.00%	6.50% 3.50% 2.50%
(d) All other assumptions	Same as	the Salaried Pl	an

National Oil Full-Time Hourly Union Pension Plan

Eligibility	Immediate
Vesting	100% after 2 years of plan membership
Normal Retirement Age	65
Early Retirement Age	55 with 2 years of service
Normal Retirement Benefit	\$80 per month times years of service for terminations/ retirements during 2005 and beyond
Accrued Benefit	Benefit calculated as under the normal retirement benefit formula based on service and multiplier as of date of calculation.
Early Retirement Benefit	Unreduced benefit at 62 with 30 years of service, otherwise reduced by 0.25% per month that early retirement precedes Normal Retirement Age for actives and terminated vested members
Form of Benefit	With a spouse, 60% joint & survivor benefit without reduction
	Without a spouse, single life annuity.
Optional Forms of Benefit	None
Post-Retirement Indexing	Lesser of 1% or CPI each year after pension commencement
Termination Benefit	Lump sum equal to actuarial present value of accrued benefit assuming no indexingor deferred pension
Pre-Retirement Death Benefit	Lump sum equal to actuarial present value of accrued benefit assuming no indexing, payable to named beneficiary
Disability Benefit	None

.

National Oil Full-Time Hourly Union Pension Plan Historical Going Concern Actuarial Valuation Results

	2008	2009	201
Participant Summary - January 1			
Active Participants			
(a) count	6,321	6,395	6,225
(b) average age	46.3	46.0	46.1
(c) average service	17.2	17.0	17.3
(d) average future working lifetime	10.8	10.8	10.8
e) average plan earnings (prior year)	49,500	51,000	53,100
Deferred Vested Participants			
(a) count	*	-	-
Pensioners (incl beneficiaries)			
(a) count	1,081	1,120	1,13
(b) average age	71.8	70.0	68.0
(c) average annual benefit	11,200	12,200	13,400

Plan Assets (numbers in \$000's) *

Change in Plan Assets during Prior Year:			
Market Value of Assets at January 1 of prior year	504,928	528,299	428,314
Employer Contributions during prior year	42,000	47,462	65,752
Benefit Payments during prior year	(15,000)	(17,000)	(17,000
Expenses during prior year	-	-	-
Investment return during prior year	(3,629)	(130,447)	(27,161
Market Value of Assets at January 1 of current year	528,299	428,314	449,904
Rate of return during prior year	-1%	-24%	-69
Average Portfolio Mix During Prior Year:			
(a) Domestic Large Cap Equities	30%	32%	30%
(b) Domestic Small Cap Equities	27%	25%	109
(c) Domestic Fixed Income	27%	23%	359
(d) International Equities	11%	15%	209
(e) Real Estate	3%	3%	09
(f) Cash	2%	2%	50
(g) Total	100%	100%	1009
Asset Class Returns during Prior Year:			
(a) Domestic Large Cap Equities	-3%	-30%	-129
(b) Domestic Small Cap Equities	-2%	-45%	-59
(c) Domestic Fixed Income	4%	8%	19
(d) International Equities	-5%	-35%	-109
(e) Real Estate	5%	5%	39
(f) Cash	3%	3%	19

National Oil Full-Time Hourly Union Pension Plan Historical Going Concern Actuarial Valuation Results

2008 2009 2010 Going Concern Valuation - January 1 (numbers in \$000's) *

1. Actuarial Accrued Liability:				
Active Multiplier	\$	80 \$	80 \$	80
(a) Active participants	548,9	941 60)2,109	631,336
(b) Deferred vested participants		-	-	-
(c) Pensioners	124,7		13,472	167,299
(d) Total	673,6	645 74	15,581	798,635
2. Actuarial Value of Assets	528,2	299 42	28,314	449,904
3. Unfunded Actuarial Accrued Liability: (1d)-(2)	145,3	346 31	17,267	348,730
4. Normal Cost (beg. Of year)	31,9	915 3	35,418	36,493
5. Change in Unfunded AAL during prior year:			•	
(a) Unfunded AAL at prior valuation date	120,6		15,346	317,267
(b) Adjustment for Interest	7,8	343	9,448	20,622
(c) Normal Cost w/interest less contributions	(12,2	292) (1	15,015)	(30,168
(d) (Gain)/Loss on investment	37,3	327 16	65,777	56,586
(e) (Gain)/Loss on termination	(6,0	000)	(8,000)	(30,000
(f) (Gain)/Loss on salary increases less than expected		-	-	-
(g) (Gain)/Loss on mortality	(1,9	900)	(3,900)	(35,000
(h) (Gain)/Loss on retirement	(4	100)	(600)	(1,000
(i) (Gain)/Loss on assumption changes		-	-	50,000
(j) (Gain)/Loss on expenses		-	-	-
(k) (Gain)/Loss on all other factors		14 2	24,212	424
(I) Change in active benefit multiplier		-	-	-
(m) Unfunded AAL at current valuation date	145,3	346 31	17,267	348,730
6. Actuarial Basis				
(a) Interest		50%	6.50%	6.50%
(b) Salary scale		N/A	N/A	N/#
(c) Consumer Price Index	3.0	00%	3.00%	3.00%
				ninsured
	Pensioner Mortality			•
(d) Mortality	UP 1994 AA15	UP 1994 AA15	Genera	
(e) Turnover	Based on NOC experience for 1986-1988			
(f) Retirement age	Age 62, with the appropriate early retirement reduction, if any			
(g) Proportion married and age difference	80% ma	rried, husbands 3 yea	rs older than w	ives
(h) Expenses	Ass	sume all expenses pai	d by company	
(i) Post-retirement indexing		1%		
(j) Asset Valuation Method		Market value of a	assets	
(k) Actuarial Cost Method		Unit credit		

National Oil Full-Time Hourly Union Pension Plan

Solvency Valuation Results

2009

 Actuarial Accrued Liability: (a) Active participants (b) Deferred vested participants (c) Pensioners 	1,120,478 - 184,464	1,109,939 - 205,322	
(d) Total	1,304,942	1,315,261	
2. Market Value of Assets	428,314	449,904	
3. Solvency Deficiency: (1d)-(2)	876,628 865,3		
4. Actuarial Basis			
(a) Interest - Benefit paid by lump sum	4% for 10 years 5% therefater		
(a) Interest - Benefit settled by annuity purchase	5%		
(b) Mortality	1994 UP AA 15	1994 UP AA 20	
		duces the largest	
(c) Retirement age		lue Mala spausas ara 3	
(d) Proportion married and age difference	80% with spouse, Male spouses are years older		
	Market Value of		
(e) Asset Valuation Method	Assets	Assets	
(f) Actuarial Cost Method	Unit Credit	Unit Credit	

Solvency Valuation - January 1 (numbers in \$000's) *

National Oil Full-Time Hourly Union Pension Plan Reconciliation of Plan Participants (2007 - 2010)

	Active	Pensioners/ Beneficiaries	Total
1. Participants as of January 1, 2007	6,253	1,060	7,313
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Death w/ Beneficiary Death w/o Beneficiary Net change 	170 (30) (40) (30) (2) - 68	- - 30 2 (11) 21	170 (30) (40) - - (11) 89
2. Participants as of January 1, 2008	6,321	1,081	7,402
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Death w/ Beneficiary Death w/o Beneficiary Net change 	220 (50) (50) (40) (6) - 74	- - 40 6 (7) 39	220 (50) - - (7) 113
3. Participants as of January 1, 2009	6,395	1,120	7,515
 New Entrants/Rehires Terminated Nonvested Terminated Vested (Lump Sum Cashout) Retirement Death w/ Beneficiary Death w/o Beneficiary Net change 	50 (50) (120) (50) - - (170)	- - 50 (35) 15	50 (50) (120) - - (35) (155)
4. Participants as of January 1, 2010	6,225	1,135	7,360

			ې ۲	Se 5-10	Service (Years) 10-15	15-20	>20	Totals
Age (Years)	< 25	# Participants Average Salary	200 40,000	139 45,000	1 1	1 1	1 1	339 42,100
	25-35	# Participants Average Salary	256 44,000	105 46,000	91 50,000	62 53,000		514 46,600
	35-45	# Participants Average Salary	215 49,000	330 45,400	320 53,400	659 54,300	441 55,900	1,965 52,400
	45-55	# Participants Average Salary	120 50,000	160 47,000	315 55,800	688 55,100	895 56,800	2,178 55,000
	55-65	# Participants Average Salary	95 49,000	62 49,600	91 56,200	180 56,900	779 58,200	1,207 56,700
	> 65	# Participants Average Salary	7 51,000	6 50,000	5 57,800	3 55,000	1 60,000	22 53,200
	Totals	# Participants Average Salary	893 46,000	802 51,700	822 58,400	1,592 54,900	2,116 57,100	6,225 53,100
		Avg Age Avg Svc Avg Salary	46.1 17.3 53,100					

National Oil Part-Time DC Pension Plan

Eligibility	Immediate
Vesting	Immediate
Employer Contributions	50% match of employee contributions
Employee Contributions	3% of base pay
Plan Fund	The employer invests the contributions in a balanced fund. There are no employee investment choices.
Account Balance	Contributions are accumulated in member's individual account earning investment income at the rate of return earned by the Plan Fund.
Benefit on Termination or Retirement	Account balance is transferred to a LIRA/LIF for the member after one year from date of termination or retirement, unless employee has since returned to employment with NOC.
Benefit on Death	Account balance is payable to named beneficiary

National Oil Part-Time DC Pension Plan

Historical Results - January 1

	2008	2009	2010
Participant Summary			
 (a) number participating during prior year (b) average age (c) average base pay 	6,500 28.9 29,000.00	7,000 29.2 30,000.00	6,800 30.8 31,000.00

Plan Assets (numbers in \$000's) *

Change in Plan Assets during Prior Year:			
Market Value of Assets at January 1 of prior year	67,779	75,248	63,072
Employee Contributions during prior year	5,655	6,300	6,324
Company Contributions during prior year	2,828	3,150	3,162
Benefit Payments during prior year	(5,850)	(6,300)	(6,120)
Expenses during prior year	-	-	-
Investment return during prior year	4,837	(15,325)	7,124
Market Value of Assets at January 1 of current year	75,248	63,072	73,562
Rate of return during prior year	7%	-20%	11%

National Oil Full-Time Salaried and Union Retiree Health Benefit Program

Eligibility	Immediate
Earliest Retirement Age	55 and 10 years of service
Retiree Contributions	30% cost sharing
Retirement benefit	Retirees and their spouses may elect to participate in a self insured health plan
Death benefit	Coverage continues for the life of the spouse after death of an eligible employee
Benefits Covered - Pre 65	\$0 deductible; \$0 copay No lifetime maximum Office visits Hospital visits Surgery Prescription drugs
Benefits Covered - Post 65	\$0 deductible; \$0 copay No lifetime maximum Office visits Hospital visits Surgery Prescription drugs Government Benefits carve out

Retiree Health and Welfare Program <u>Historical Valuation Results</u>

2008

2010

2009

Valuation Results - January 1 (numbers in \$000's) *

1. Reconciliation of funded status at valuation date:			
 (a) Accrued Benefit Obligation (i) actives (ii) retirees (iii) total (b) Market Value of Assets 	(835,331) (538,528) (1,373,859) 0	(846,706) (591,077) (1,437,783) 0	(707,121)
	-	-	-
2. Service Cost (beg. of year)	52,208	52,919	84,103
3. Benefit Payments	27,000	30,000	32,000
4. Actuarial Basis			
(a) Discount rate	5.25%	7.50%	6.50%
(b) Return on assets (c) Medical trend	N/A	N/A	N/A
Initial rate	6.00%	7.00%	10.00%
Annual decrease	0.50%	0.50%	0.50%
Ultimate rate	4.50%	4.50%	5.00%
Year ultimate trend rate reached	2011	2014	2020
(d) CPI	3.00%	3.00%	2.50%
(e) Per capita claims cost - Pre 65	9,500	10,500	12,000
(e) Per capita claims cost - Post 65			
(f) Retirement assumption	Age 62 with 10) years of servio	ce
(g) All other demographic assumptions	Same as those	e used for pens	ion plans