



# Memorandum

To: Our Pension Clients  
From: Consulting Department  
Date: December 6, 2013

## Re: Investment Review

### Introduction

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Finally, some good news! We have seen positive results this year regarding investment returns to date; however, this is not necessarily an indication that the trend will continue for the foreseeable future (or even to the end of the year).

The purpose of this memo is to remind our clients with registered pension plans to review their investment policy and strategy, since ASI does not provide investment advice.

### De-Risking

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There has been a lot of talk in the pension industry over the past few years about de-risking. A number of our clients have undertaken a thorough review of their investment policy and some have implemented various strategies.

Strategies could include the purchase of annuities for certain groups such as retirees, increasing the asset allocation to bonds and/or long-duration bonds, dynamically changing the asset mix in response to updated calculations of the funded status of the plan (i.e. as the plan becomes better funded assets are moved from equities to bonds), etc.

### Our Recommendation

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Our recommendation is for clients to review their investment policy and strategy to ensure that it continues to be appropriate. We also are continuing to recommend that clients consider engaging the services of a qualified investment advisor when they do not have the internal expertise to set their investment policy.

As a reminder, Actuarial Solutions Inc. does not provide investment advice; however, we would be pleased to provide a list of firms, which we have worked with in the past, that do provide these services.

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Please contact your consultant (Jason, Dean or Joe) if you would like to discuss any of the above.