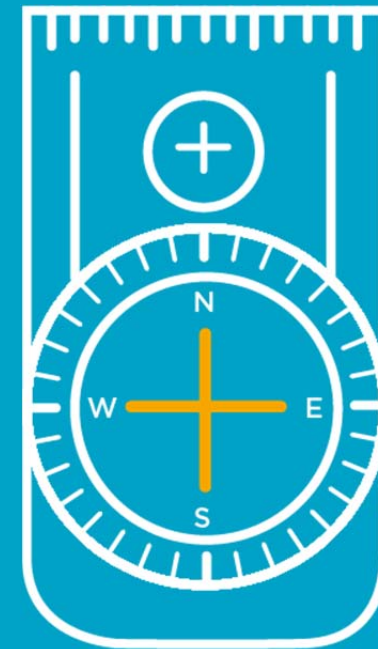


# *Report on actuarial valuation as at 31 December 2016*

**Lazard London Directors'  
Pension Scheme**



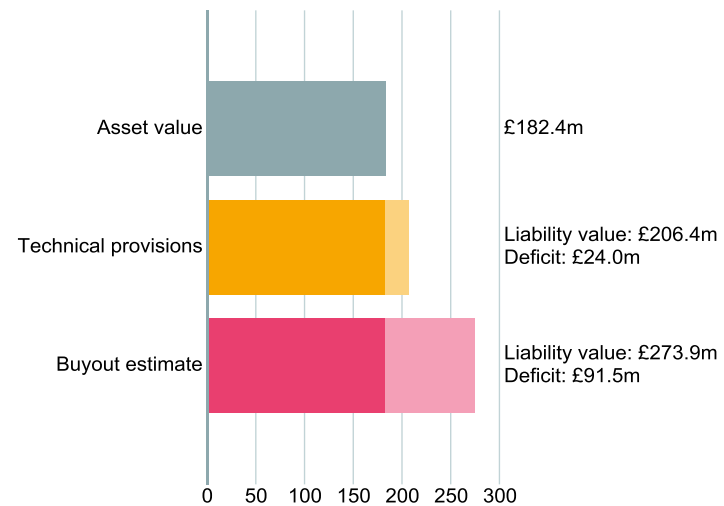
## *Lazard London Directors' Pension Scheme* *Report on actuarial valuation as at 31 December 2016*

As instructed, we have carried out an actuarial valuation of the Lazard London Directors' Pension Scheme ("the Scheme") as at 31 December 2016, and I now present my report which is addressed to the Trustees of the Scheme.

The main purpose of the report, required by the Pensions Act 2004, is to set out the results and outcomes from the valuation and it also summarises some of the key risks faced by the Scheme, as shown in Appendix 1. Scheme members will receive a summary funding statement relating to the valuation in due course.

The Trustees are responsible for the choice of assumptions for the valuation and agreeing an appropriate level of future contributions, with the agreement of Lazard & Co., Services Limited, the sponsoring employer (the "Employer"). The main results and agreed contributions are summarised in chart 1 and table 1, with further detail in the following sections, appendices and attached key documents.

Chart 1: Summary of main results as at 31 December 2016



3384895

Page 2 of 25

**Table 1: Summary of agreed employer contributions**

In respect of	
Deficit against technical provisions of £24m	£7m by 31 March 2018 £1.3m pa to be paid by 31 March each year, with the first payment in 2021 and the final payment in 2030
Expenses	Each year the Trustees and the Employer will agree an amount to be paid by the Employer towards the expenses of running the Scheme
Other	PPF levy payable by the Employer in full

3384895

Page 3 of 25

## Table of Contents

1.	Benefits, contributions, data and assets	4
2.	The 2005 Funding Agreement	5
3.	Funding objective and actuarial assumptions	6
4.	Technical provisions	8
5.	Discontinuance	9
6.	Contribution policy and implications for funding	11
7.	Experience since the valuation date	12
8.	Certification	13

## Appendices

Some risks faced by the Scheme	15
Benefits and contributions	16
Membership details	17
Consolidated revenue account	18
Investment strategy and composition of assets	19
Sensitivity to assumptions	20
Key assumptions used for assessing solvency	21
PPF section 179 valuation	22
Approximations in PPF section 179 valuation	24

## Key documents

Certification of the calculation of technical provisions  
Statement of funding principles  
Recovery plan  
Schedule of contributions  
Copy of valuation submission to the pensions regulator  
Section 179 valuation certificate

3384895

Page 4 of 25

## 1. Benefits, contributions, data and assets

For the valuation we have relied on various sources of information, as shown in table 2.

We have valued the benefits as summarised in Appendix 2. We are not aware of any changes to benefits since the previous valuation. In certain circumstances there is insufficient information to accurately assess the benefits payable to members.

Therefore, for the purpose of placing a value on the technical provisions the following assumptions have been adopted:

- When valuing the spouse's benefits upon the death of a pensioner we have assumed that retired members commuted on average 25% of their pension at retirement (so that the spouse's pension is equal to 89% of the member pension in payment).
- Where insufficient data is held regarding members' pension splits, we have estimated the required pension splits based on service history.

The Trustees hold a small number of annuities with an insurance Company in respect of certain pensions in payment. The value of these annuities has been assessed using the assumptions underlying the calculation of technical provisions and is included in both asset and technical provisions figures.

The Trust also holds assets relating to members' money purchase AVCs. These have been excluded from the assets and technical provisions.

**Table 2: Sources of information**

Item	Source	Summarised
Benefit and contribution structure	Third Supplemental Definitive Deed and Rules dated 25 November 1985, as subsequently amended.	Appendix 2
Membership data	Scheme administrators, Capita	Appendix 3
Audited accounts for the three years to the valuation date	Trustees	Revenue account: Appendix 4 Assets: Appendix 5

3384895

Page 5 of 25

## 2. The 2005 Funding Agreement

The Trustees' ultimate funding objective is to be able to buy out the Scheme's liabilities with an insurance company.

The Funding Agreement, signed on 30 August 2005 between the Trustees and the Employer refers to this and two interim objectives. It specifies funding targets that the Scheme should be fully funded:

- On the basis of the accounting standard FRS17 by 31 May 2010;
- on the basis of valuing the liabilities by reference to gilt yields by 31 May 2020 (the "2020 Gilts Basis" objective); and
- on a buyout basis by 31 May 2030 (the "2030 Buyout Basis" objective).

The first of these targets was successfully achieved prior to 31 May 2010.

As part of the discussions with the Employer, regarding the 2013 valuation, the Trustees agreed to waive the 2020 Gilts Basis objective which requires the Scheme to be fully funded on a gilts basis by 1 June 2020, in return for additional security. This additional security agreed at the time was in the form of an uncapped guarantee from Lazard Group LLC conditional on the Trustees continuing to follow an investment strategy agreed with the Employer, as well as significant upfront cash contributions from the Employer. The agreement to waive the 2020 Gilts Basis objective was documented in the amendment dated 31 March 2015.

The Trustees and Employer are also required by the Funding Agreement to agree from time to time how to meet the 2030 Buyout Basis objective.

It has been agreed that the technical provisions will be based on the cost of providing benefits on an ongoing basis until 2030 with the remaining benefits being assumed to be bought out with an insurer in 2030. For practical reasons it has been agreed that a proxy to the cost of buying out the Scheme benefits in 2030 will be used, as described in Section 3. The proxy described will be reviewed and agreed between the Trustees and Employer as part of each future valuation.

Adopting a technical provisions measure as described above ensures that for future valuations, the deficit contributions under any resultant recovery plan will be set at a level that seeks to explicitly target the 2030 Buyout Basis objective.

The Trustees consider that the measures agreed with the Employer in respect of the statutory funding objective are sufficient to meet the Trustees' obligations with regard to the 2030 Buyout Basis objective for the purposes of this valuation. The Trustees and Employer will consider whether this remains the case as part of future valuations, and will review the statement of funding principles if required to ensure that the 2030 Buyout Basis objective continues to be on track.

3384895

Page 6 of 25

### 3. Funding objective and actuarial assumptions

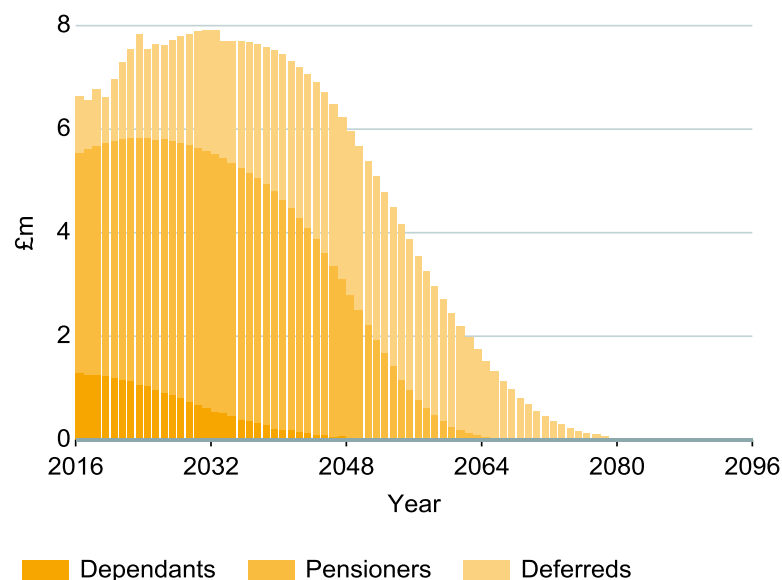
The Scheme's statutory funding objective is to hold sufficient and appropriate assets to cover its technical provisions.

The Trustees took advice from me and have determined the method and assumptions to use for this valuation with the agreement of the Employer.

The valuation adopted the "projected unit method", under which the technical provisions are calculated as the amount of assets required as at the valuation date to meet the projected benefit cashflows, based on benefits accrued to the valuation date and the various assumptions made.

The benefit cashflows, which are primarily linked to price inflation, projected from the valuation date are shown in chart 2.

Chart 2: Projected benefit cashflows



The Trustees and the Employer agreed that for the 2013 valuation the technical provisions will be based on the cost of providing benefits on an ongoing basis until 2030 with the remaining benefits being assumed to be bought out with an insurer in 2030. This approach has also been adopted for the 2016 valuation. For practical reasons it has been agreed that a proxy to the cost of buying out the Scheme benefits in 2030 will be used. This proxy is equal to the value of the remaining scheme benefit payments discounted at a gilt rate plus an additional sum of £23m in 2030. This compares to an additional sum of £15m in 2030 used in the 2013 valuation.

3384895

Page 7 of 25

The calculation of the technical provisions also includes an assumption about the investment strategy prior to 1 June 2030. In particular, the calculation takes advance credit for some of the additional investment returns, over and above the returns from gilts, expected from investing in “riskier” assets, such as equities, under the assumed investment strategy. The assumed investment strategy underlying the calculation of technical provisions, prior to 2030, is consistent with the previous valuation and is described in the Appendix to the Statement of Funding Principles.

All other assumptions are set out in the Trustees’ Statement of Funding Principles, which is attached to this report.

The key differences in the assumptions compared with the previous valuation, aside from those described above, are as follows:

- The rate of return anticipated from gilts (on average) has reduced from 3.6% pa to 1.7% pa as a result of the fall in the yields on fixed interest gilts.
- The mortality assumption used for this valuation, as described in the attached Statement of Funding Principles, generally results in shorter assumed life expectancy than the assumption adopted at the previous valuation. These assumptions reflect the latest industry standard tables and the results of Scheme specific postcode profiling carried out as part of the valuation.

The Scheme faces a number of risks, as described in Appendix 1. In particular, the actual returns on the Scheme’s assets may prove to be lower than the advance credit taken in the calculation of the technical provisions for returns above the return on gilts. The greater the advance credit taken, the greater is the chance that actual returns will be lower than the advanced credit taken, leading to a need for additional employer contributions in the future.

Similarly, there is the risk that the other assumptions adopted are not borne out by future experience.

Therefore, in determining the assumptions, the Trustees took account of their assessment of the strength of the Employer’s covenant, and in particular its likely ability to pay additional contributions in the future if future experience proves to be less favourable than assumed. They also took into account the additional support provided by the parent company guarantees provided by other entities in the Lazard group, including that provided by Lazard Group LLC.



3384895

Page 8 of 25

#### 4. Technical provisions

As at the valuation date the calculated technical provisions were £206.4m and resulting deficit was £24.0m, as shown in chart 3.

The deficit as at the previous valuation was £9.5m. The projected position at this valuation, had experience been in line with the assumptions made and allowing for contributions paid over the period, would have been a surplus of £3.2m. The actual position at the current valuation is therefore £27.2m worse than projected, and the main reasons for this are shown in chart 4.

“Changes in market conditions” refers to the change in the yields on fixed interest and index-linked gilts over the period.

Appendix 6 shows the effect on the valuation of changing some of the key assumptions.

Chart 3: Assets and technical provisions

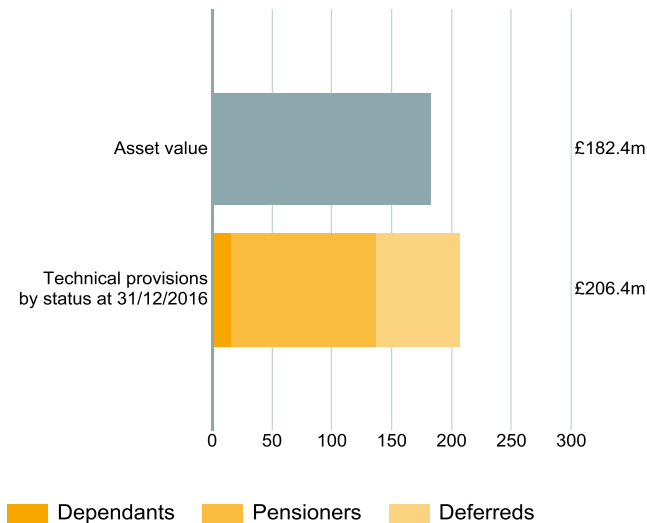
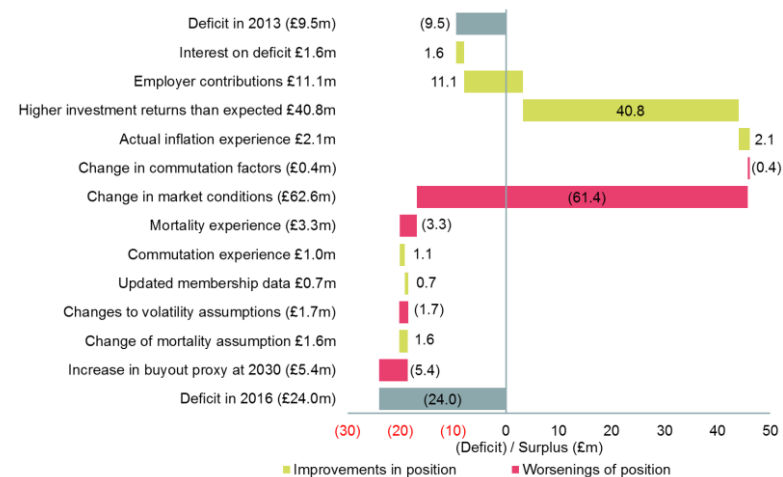


Chart 4: Experience over the three years



3384895

Page 9 of 25

## 5. Discontinuance

This section considers the position were the Employer to have ceased sponsoring the Scheme on the valuation date. The results are shown in chart 5.

We have considered the solvency of the Scheme by estimating the “buy out” cost as at the valuation date, ie the cost of securing the benefits for all members by the purchase of annuity policies from an insurance company and winding up the Scheme.

We have not obtained actual quotations, but have produced our estimate using the assumptions described in Appendix 7. These assumptions differ from those set out in the statement of funding principles and they result in an estimated buy-out cost that is higher than the technical provisions.

Chart 5: Discontinuance measures



In practice, the actual buy-out cost can be determined only by running a selection process and completing a buy-out with an insurer. The ultimate deficit on buy-out could be very different from our estimate for various reasons, including:

- additional funding may be available from the Employer;
- market conditions will be different from those applying at the valuation date;
- the insurers will set their terms taking into account their view of the life expectancy of the Scheme’s members;
- there may have been changes in the level of competition in the insurance market; and
- the actual expenses of winding-up are likely to be different from the allowance made.

**3384895**

Page 10 of 25

The deficit on buy-out of £91.5m compares with £64.0m as at the previous valuation. This movement is the result of similar factors to those described in section 3, together with changes in the insurance market.

Where a scheme is discontinued because of the insolvency of the employer, the Pension Protection Fund ("PPF") is required to assess whether the scheme is eligible to enter the PPF. This includes assessing whether the scheme is insufficiently funded.

In broad terms, if the PPF is satisfied that the scheme's assets are insufficient to buy-out benefits equal to PPF compensation with an insurance company then the assets would be transferred to the PPF which would then pay members PPF compensation in place of scheme benefits.

If the assets are deemed sufficient, the scheme can be wound up outside the PPF with the assets first used to secure benefits equal in value to PPF compensation, with the balance being applied to secure benefits above that level in accordance with the scheme's rules.

As a proxy for the financial assessment that would be required by the PPF in these circumstances, we have taken the results of the separate statutory "section 179" valuation of the Scheme as at the valuation date, as shown in chart 5.

On this basis, it seems likely that, had the Scheme discontinued at the valuation date, the Scheme would not have entered the PPF and instead the Scheme's assets would have been sufficient to secure benefits equal in value to PPF compensation and, in addition, some benefits above that level.

3384895

Page 11 of 25

## 6. Contribution policy and implications for funding

The Trustees have determined with the agreement of the Employer that the Employer will pay contributions as shown in the recovery plan and schedule of contributions (attached as Appendices 12 and 13) and summarised in table 1 above.

The projected funding levels three years after the valuation date are shown in table 4. These projections are on the basis that:

- contributions are paid as set out in the schedule of contributions;
- future experience is in line with the assumptions set out in the statement of funding principles, but with an allowance for the returns from return seeking assets to be 3.5% pa above those of gilts and the return from the defensive portfolio to be 0.5% pa during the period of the recovery plan; and
- there is no change in the annuity market.

Experience from the valuation date is likely to be different from the assumptions made. In particular the funding level could be volatile over time, for example as a result of movements in investment markets and especially changes in gilt yields. This could also mean that the time taken to pay off the deficit is likely to be shorter or longer than projected.

**Table 4: Approximation projected funding levels**

Measure	31 December 2016	31 December 2019
Technical provisions	88%	92%
Solvency	67%	69%

3384895

Page 12 of 25

## 7. Experience since the valuation date

The valuation considers the financial position of the Scheme as at the valuation date. Since that time there have been significant fluctuations in investment markets which have affected the value of the assets and the technical provisions.

Chart 6 shows an approximate projection of how the deficit against the technical provisions has varied since the valuation date.

**Chart 6: Estimated deficit**



3384895

Page 13 of 25

## 8. Certification

Under the Pensions Act 2004, I am required to certify that the technical provisions have been calculated in accordance with the legislation, and my certificate is attached as Appendix 10.

I am also required to certify that the schedule of contributions is consistent with the statement of funding principles and that payment of contributions at the agreed rates can be expected to lead to the Scheme having sufficient assets to cover its technical provisions by the end of the recovery period.

My certificate forms part of the schedule of contributions attached as Appendix 13.

For completeness, I also attach as Appendix 14 a copy of the required submission of the valuation outcome to the Pensions Regulator.



*Jeremy Dell FIA*

Partner

Appointed Scheme Actuary

20 March 2018

Direct tel: +44 (0)20 7432 6744

Email: [jeremy.dell@lcp.uk.com](mailto:jeremy.dell@lcp.uk.com)

95 Wigmore Street

London W1U 1DQ

[www.lcp.uk.com](http://www.lcp.uk.com)

## The use of our work

This work has been produced by Lane Clark & Peacock LLP under the terms of our written agreement with the Trustees of the Lazard London Directors' Pension Scheme ("Our Client").

This work is only appropriate for the purposes described and should not be used for anything else. It is subject to any stated limitations (eg regarding accuracy or completeness). Unless otherwise stated, it is confidential and is for your sole use. You may not provide this work, in whole or in part, to anyone else without first obtaining our permission in writing. We accept no liability to anyone who is not Our Client although we acknowledge that you are required to pass it to the employer sponsoring the scheme.

If the purpose of this work is to assist you in supplying information to someone else and you acknowledge our assistance in your communication to that person, please make it clear that we accept no liability towards them.

## Professional Standards

This report is part of the work in connection with the valuation of the Scheme. The report has been produced for the information of interested readers and not with the intention that it should support any decision that they may make. Our work in preparing this document complies with Technical Actuarial Standard 100: Principles for Technical Actuarial Work, together with Technical Actuarial Standard 300: Pensions.

## *Appendices*

## *Some risks faced by the Scheme*

Risk	Comments
<b>Employer and guarantors</b>	The Employer and guarantors are not able to make the required contributions, and in particular is not able to pay increased contributions if experience is unfavourable. If this happened, then it is unlikely that the Scheme would be able to pay the benefits in full.
<b>Investment strategy</b>	Changes in asset values are not matched by changes in the technical provisions. The technical provisions are linked to gilt yields, but the Scheme assets include a substantial holding in return-seeking assets, so the two may move out of line as investment conditions change. For example, if equity values fall with no changes in gilt yields, the deficit would increase.
<b>Investment returns</b>	Future investment returns are lower than anticipated. The greater the allowance made in the technical provisions for returns on assets other than gilts, the greater the risk that those returns are not achieved.
<b>Gilt yields</b>	Asset values and the technical provisions do not move in line as a result of changes in the yields available on fixed interest and index-linked gilts. This may arise because of a mismatch between the Scheme's holding in gilts and its technical provisions in terms of their nature (ie fixed or inflation-linked) and/or their duration.
<b>Inflation</b>	Actual inflation is higher, and so benefit payments are higher, than anticipated.
<b>Mortality</b>	Scheme members live longer, and so benefits are paid longer, than anticipated.
<b>Regulatory</b>	In future the Scheme may have backdated claims or liabilities arising from equalisation or discrimination issues or from future legislation or court judgments.



## Benefits and contributions

The following brief summary is based on our understanding of the benefits provided to members of the Scheme as at 31 December 2016 and should not be relied upon as a definitive summary. Full details can be found in the trust deed and rules.

Benefit or defined term	Description
<b>Normal Retirement Age (NRA)</b>	60
<b>Early retirement pension</b>	Accrued pension at early retirement date, reduced for early payment
<b>Benefits on death after retirement</b>	
Spouse's pension	2/3 of the member's pension at death, ignoring any pension commuted for a lump sum at retirement
Children's pensions	Children's pensions may be payable
Lump sum	On death within 5 years of retirement, balance of pension payments which would otherwise have been received had the member survived until the fifth anniversary of retirement
<b>Benefits on death in deferment</b>	
Spouse pension	2/3 of the revalued deferred pension
Lump sum	5x the revalued deferred pension
<b>Pension increases</b>	
In payment	Pension in excess of guarantee minimum pension increases each year in line with the increase in the Consumer Prices Index (CPI), subject to a minimum of 3% pa and a maximum of 5% pa.
In deferment	Statutory increases

## Membership details

The following table shows the membership details as at 31 December 2016. Figures as at 31 December 2013 are shown in brackets.

	Numbers		Average age		Total pension at date of leaving / date of valuation £m pa	
Deferred pensioners	40	(54)	53	(52)	1.3	(1.7)
Pensioners and dependants	<u>79</u>	<u>(72)</u>	73	(72)	5.6	(4.9)
Total	<u>119</u>	<u>(126)</u>				

**Note:** The pension figures for deferred members have been obtained by totalling members' deferred pensions as at the date of leaving service.

**Note:** The pension figures for pensioners and dependants have been obtained by totalling members' pensions in payment at the valuation date. Pensions in payment were increased, as required under the Rules, by 3.0%, 3.0%, 3.0% on 1 January 2014, 2015 and 2016 respectively. The pension amounts shown at 31 December 2016 also include the 1 January 2017 increase of 3.0%.

**Note:** There have been no discretionary benefits granted or discretionary increases made to benefits since the previous valuation.

## *Consolidated revenue account*

	£m	£m
<b>Opening fund as 31 December 2013</b>		141.0
<b>Income</b>		
Employer's contributions	11.9	
<b>Total income</b>		11.9
<b>Expenditure</b>		
Pensions	15.5	
Lump sum commutations	3.5	
Transfer values paid	4.6	
Other expenses	2.2	
<b>Total expenditure</b>		25.8
<b>Change in value of investments</b>		55.3
<b>Closing fund at 31 March 2017</b>		182.4

**Note:** Assets in respect of members' AVCs have been excluded from the above figures.

## Investment strategy and composition of assets

The table below sets out the benchmark asset allocations under the Trustees' current investment strategy and the actual holdings as at the valuation date.

Asset type	Benchmark holding	Market value at 31 December 2016	
		£m	%
<b>Equities</b>	24.0		
Baillie Gifford		20.7	11.3
Lazard Asset Management		26.6	14.6
<b>Absolute Return Funds</b>	11.0		
Ruffer Absolute Return		18.6	10.2
<b>Private Credit</b>	7.5		
Longbow Private Credit		7.1	3.9
Cash to be invested in Longbow		4.9	2.7
<b>Other</b>	57.5		
Henderson Loans		11.8	6.5
Insight Bonds Plus 400		6.7	3.7
Insight Bonds Plus		30.0	16.4
Insight LIBOR Plus		20.8	11.4
Insight LDI portfolio		24.2	13.3
Insight Liquidity		1.0	0.5
Insured annuities		7.7	4.2
Cash and net current assets		2.3	1.3
<b>Total assets</b>		182.4	100.0

**Note:** Assets in respect of members' AVCs have been excluded from the above figures.

**Note:** Over the period since the previous valuation, the average rate of return earned on the assets was approximately 12.5% pa by reference to market values.

## *Sensitivity to assumptions*

The valuation results are sensitive to the assumptions chosen and we illustrate here effects of changes to some of the key assumptions.

The results are particularly sensitive to the advance credit for future investment returns. By way of illustration, the effect of changing this assumption is shown in the table opposite.

The results are also sensitive to the pensioner mortality assumption in terms of both life expectancy at the valuation date and how life expectancy may change in the future. To the extent that the mortality assumption under-estimates life expectancies, the technical provisions will be too low, all other things being equal.

As an illustration, if it were assumed that life expectancies were one year longer than implied by the mortality assumption adopted, the technical provisions would be broadly 2-3% higher.

## Appendix 6

Advance credit for returns above gilts on the overall investment portfolio	% pa	Deficit £m
Actual rate used		24.0
- 2010 to 2020	1.4	
- 2020 to 2030	1.1	
- From 2030	0.0	
Lower rate		35.0
- 2010 to 2020	0.9	
- 2020 to 2030	0.6	
- From 2030	0.0	
No credit (ie a gilts only basis)		51.5
- 2010 to 2020	0.0	
- 2020 to 2030	0.0	
- From 2030	0.0	

## Key assumptions used for assessing solvency

We have based our estimate of the Scheme's solvency on our in house insurer buy-out pricing model. The model is based on similar but simplified principles to those adopted by insurance companies to set their prices. It is calibrated against actual quotations and final transaction prices for other pension schemes.

The main financial assumptions for our buy-out estimate as at the valuation date are shown in the table opposite. For the purposes of illustration the rates shown are the single equivalent average rates (weighted by the projected future benefit cashflows).

The demographic assumptions are the same as those adopted for the calculation of the technical provisions, except that there is no allowance for commutation and it is assumed that 85% of all members have dependants.

We have included an allowance for the insurance company's costs in administering the benefits of £0.1m, and separately we have included a provision of £4.1m for expenses that would be incurred by the Trustees in winding up the Scheme.

This basis has no relevance beyond establishing an estimate of the hypothetical buy-out cost and my statutory estimate of solvency as at the valuation date.

### Main financial assumptions

Assumption	% pa
<b>Non-pensioners</b>	
Discount rate	1.75
Rate of RPI inflation	3.53
Rate of CPI inflation	3.03
Revaluation in deferment	CPI
Pension increases in payment	Set by consideration of derivative market policy

### Pensioners

Discount rate	1.75
Pension increases in payment	Set by consideration of derivative market policy

### Main demographic assumptions

Assumption	
Post-retirement mortality	65% of S2NA; CMI 2014 core projection from 2003 with long-term annual rate of improvement of 1.5% pa for males and females
% with dependants	85%
Commutation	None

## *PPF section 179 valuation*

### Scope

A “section 179 valuation” is carried out in accordance with section 179 of the Pensions Act 2004. The sole purpose of a section 179 valuation is to enable the Trustees to fulfil their statutory duty to provide the required information to the Pensions Regulator.

Once submitted, the Board of the PPF will use the valuation results to calculate the Scheme’s future Pension Protection Levy until a new section 179 valuation is provided.

Additionally, were the Scheme to enter a Pension Protection Fund (“PPF”) assessment period, the results of a section 179 valuation might be used in assessing whether the Scheme’s funding position was such that it was eligible to enter the PPF.

### Valuation of section 179 liabilities

The benefits to be valued are the Scheme’s benefits adjusted to reflect, broadly, the compensation that members would currently receive if the Scheme were to enter the PPF.

I have placed a value on the projected adjusted benefits, using the PPF’s prescribed assumptions as at the effective date (version A8). I have taken into account the PPF’s valuation guidance (version G6) and responses to Frequently Asked Questions (FAQs) relating

## Appendix 8

to section 179 valuations published on the PPF website up to the close of business yesterday.

In certain respects the membership data provided for the valuation was not sufficiently complete to enable us to value PPF compensation precisely without incurring disproportionate costs. As permitted by the PPF, I have made approximations where appropriate, as set out in Appendix 9.

Owing to these approximations, the Scheme’s Pension Protection Levy is likely to be higher than if no approximations had been made. However, there will be savings due to the reduced costs incurred through not having to undertake the full data audit/analysis that would be required to make these figures accurate.

### Reconciliation

The previous section 179 valuation, carried out with an effective date of 31 December 2013, showed a surplus of £39.2m. The current valuation shows an improvement. This is due to similar factors to those described in section 3 of this report, together with:

- changes in the prescribed assumptions; offset by

**3384895**

Page 23 of 25

- pension increases provided by the Scheme since the last valuation having been higher than those that would be provided by the PPF; and
- an increase in the level of PPF compensation that would now be payable due to the ageing of the Scheme's membership.

**Appendix 8 (cont)**



## Approximations in PPF section 179 valuation

This appendix sets out the approximations I have made for the purposes of my calculations where the relevant data to enable me to value the prescribed benefits precisely was not available.

Benefit type	Approximations
Normal Pension Age ("NPA")	<p>Adjustment required for valuation: Non-pensioners are assumed to retire at NPA (unless they die beforehand). This is the earliest age at which a pension or lump sum becomes payable without reduction for early payment (ignoring any special provisions on the grounds of ill health). Members can have different parts of their benefits payable from different NPAs. Members of the Scheme have an NPA of 60 for Section 179 purposes.</p> <p>Approximation: I have assumed that the NPA for current pensioners is age 60 as any pensioner who historically may have had an NPA of 62 is now over that age. The data received show no pensioners below 60 who retired due to ill-health and I have assumed that data to be correct.</p>
Pension amount	<p>Adjustment required for valuation: A 10% reduction is applied to all benefits for members below NPA (including those in receipt of a pension, but excluding ill-health pensioners and dependants).</p> <p>Approximation: None</p>
Pension increases in payment	<p>Adjustment required for valuation: Pensions in respect of pre-6 April 1997 accrued benefits do not increase in payment. Pensions in respect of post-5 April 1997 accrued benefits increase in line with the CPI capped at 2.5% pa</p> <p>Approximation: For transferred-in benefits, I have treated the whole benefit as post-5 April 1997 service for pensioners and as service between 6 April 1997 and 5 April 2009 for non-pensioners, although I understand normal Scheme practice is to allocate the transfer-in between the different service periods. The split was also not provided for the insured pensions and we have assumed these relate to pre-6 April 1997 services as the majority of them were put in place prior to this date.</p>

## *Key documents*

3353824

Page 1 of 1

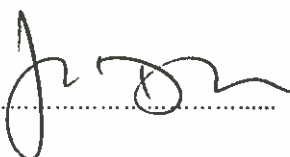
## *Actuary's certification of the calculation of technical provisions*

**This certificate is provided for the purpose of Section 225(1) of the Pensions Act 2004 and Regulation 7(4)(a) of the Occupational Pension Schemes (Scheme Funding) Regulations 2005**

Name of scheme: Lazard London Directors' Pension Scheme

### **Calculation of technical provisions**

I certify that, in my opinion, the calculation of the scheme's technical provisions as at 31 December 2016 is made in accordance with regulations under section 222 of the Pensions Act 2004. The calculation uses a method and assumptions determined by the trustees of the scheme and set out in the Statement of Funding Principles dated 21 December 2017.

Signature: 

Date: 21-12-2017

Name: Jeremy Dell

Qualification: Fellow of the Institute and  
Faculty of Actuaries

Address: Lane Clark & Peacock LLP  
95 Wigmore Street  
London  
W1U 1DQ

Name of employer: Lane Clark & Peacock LLP  
(if applicable)

# *Lazard London Directors' Pension Scheme*

## *("the Scheme")*

### *Statement of funding principles*

#### **Introduction**

This document ("the Statement") constitutes the Statement of Funding Principles applicable to the Lazard London Directors' Pension Scheme ("the Scheme"). The purpose of the Statement is to document the principles established for funding the Scheme in a manner conforming to the requirements of section 223 of the Pensions Act 2004 ("the Act") and to assist Scheme members in understanding the manner in which the Scheme is being funded.

The Statement was prepared by the Trustees for the purposes of the actuarial valuation of the Scheme as at 31 December 2016 after obtaining the advice of Jeremy Dell, the Scheme Actuary. It has been agreed by Lazard & Co., Services Limited ("the Employer"). The Statement will be reviewed within 15 months of the effective date of every valuation and revised if necessary.

#### **1. Characteristics of the Scheme's liabilities**

The main characteristics of the Scheme's liabilities that are relevant to the development of appropriate funding principles are as follows:

- the Scheme's pension liabilities are to make payments stretching many years into the future; the amount and timing of these payments can be predicted with some precision but not with absolute certainty;
- accrual of pension benefits under the Scheme ceased on 31 March 2006;
- the Scheme has a mature liability profile, with current pensioners accounting for around two thirds of the technical provisions,
- increases to pensions in payment are linked to consumer price inflation, but subject to a minimum of 3% and a maximum of 5% each year.

#### **2. Funding Objectives**

This Statement sets out:

- our policy for assessing the "technical provisions" – that is the amount of money the Scheme should aim to hold from time to time in order to make provision for the Scheme's liabilities and how we intend to achieve the objective of holding this amount of money in the Scheme (this is known as meeting the "statutory funding objective"); and

- our policy for achieving the level of funding at 1 June 2030 (the "2030 Buyout Basis objective") described in the deed agreed between the Trustees of the Scheme and the Employer (and related parties) dated 30 August 2005 (the "Funding Agreement").

These policies are used for setting the level of contributions to be paid to the Scheme.

We have decided that the technical provisions should be calculated using the method and assumptions set out in Appendix 1 to this document.

We chose these methods and these assumptions with the agreement of the Employer. We are required by law to agree the method and assumptions for the technical provisions with the Employer. In arriving at them, we took advice from the Scheme Actuary and took account of various relevant factors (in particular the ability of the Employer to support the Scheme).

### 3. Investment strategy

The funding level of the Scheme will depend on the returns achieved on its assets. The Trustees are responsible for the investment strategy in consultation with the Employer.

Under the terms of the Funding Agreement, the investment policy of the Scheme from 1 June 2010 onwards shall be agreed from time to time between the Trustees and Employer.

The Trustees and the Employer have agreed to maintain the existing investment strategy to 2020, which targets an investment split as follows.

- 27.5% in global equities;
- 15% in absolute return funds; and
- 57.5% in defensive assets.

Over the period to 2030, Lazard and the Trustees will regularly consider the opportunities for reducing risk in the Scheme beyond 2020, with a view to reducing the risk of failing to achieve the 2030 target, by potentially increasing the allocation to defensive assets and reducing the allocation to return-seeking assets. This analysis will take into account, amongst other things, the level of progress made towards the 2030 target.

#### 4. Technical Provisions

The calculation of the Technical Provisions involves estimating the present value of the benefits payable in future to members and their dependants under the rules of the Scheme. Benefits are payable on retirement or death.

Assumptions are made about the likelihood of a benefit becoming payable at any future date and the period for which it will be payable, as well as about financial matters such as future increases in members' pensions and investment returns. The assumptions for determining the Technical Provisions are chosen prudently, as required by the Act, and take account of the Scheme's commitments which arise out of members' accrued pension rights. The assumptions are designed to provide an appropriate margin for adverse future experience, taking into account relevant risks, including the following:

- that the Employer will not be able to continue to pay contributions or make good funding deficits in the future;
- that the future investment returns on assets will not be sufficient to meet the funding objectives;
- that falls in asset values will not be matched by similar falls in the value of the liabilities; and
- that anticipated future changes in the expectation of how long the Scheme's pensioners will live will increase the cost of providing benefits.

The discount rates used in the valuation of the liabilities represent the returns which it is anticipated will be achieved on the Scheme's assets and are chosen having regard to the Scheme's future investment strategy, including an allowance for a reduction in the allocation to the return-seeking portfolio beyond 2020, and with a margin incorporated for prudence

##### 4.1. Method and assumptions underlying the calculation of the technical provisions

We have decided that the technical provisions should be calculated using the method and assumptions set out in Appendix 1 to this document.

We chose these methods and these assumptions with the agreement of the Employer, as required by law.

##### 4.2. Rectification of a failure to meet the Statutory Funding Objective

The Trustees and the Employer have agreed that, if the assets are less than the Technical Provisions, then the deficit shall be eliminated over a fixed period by cash contributions from the Employer. In determining the recovery period, the Trustees will take into account the following factors:

- the size of the deficit;
- the Trustees' assessment of the financial covenant provided by the Employer to the Scheme; and
- any contingent security offered by the Employer.

The Trustees and the Employer have agreed that any deficit disclosed by the valuation as at 31 December 2016 will be made good by contributions payable by the Employer by 31 March 2018 (£7m) and annual contributions of £1.3m from 2021 to 2030.

In calculating the amount of these contributions, account may be taken of the expected return of the Scheme's assets without necessarily having to incorporate the degree of prudence included in the discount rates used to calculate the Technical Provisions.

If deficits are disclosed at future valuations, the period within which, and the manner in which, they will be removed will be agreed by the Trustees and the Employer at the time, having regard to the funding objectives established in the Funding Agreement and to the Statutory Funding Objective. The details will be set out in future Statements of Funding Principles.

#### 5. Plan to meet the funding objectives described in the Funding Agreement

In addition to the statutory funding objective, the Funding Agreement describes levels of funding to be achieved by 1 June 2020 and by 1 June 2030.

As part of the discussions with the Employer, regarding the 2013 valuation, the Trustees agreed to waive the 2020 Gilts Basis objective which requires the Scheme to be fully funded on a gilts basis by 1 June 2020, in return for additional security. This additional security agreed at the time was in the form of an uncapped guarantee from Lazard Group LLC conditional on the Trustees continuing to follow the investment strategy agreed with the Employers, as well as significant upfront cash contributions. The agreement to waive the 2020 Gilts Basis objective was documented in the amendment dated 31 March 2015.

The Trustees and Employer are also required by the Funding Agreement to agree from time to time how to meet the 2030 Buyout Basis objective.

It has been agreed that the technical provisions will be based on the cost of providing benefits on an ongoing basis until 2030 with the remaining benefits being assumed to be bought out with an insurer in 2030. For practical reasons it has been agreed that a proxy to the cost of buying out the Scheme benefits in 2030 will be used, as described in Appendix 1. The proxy described will be reviewed and agreed between the Trustees and Employer as part of each future valuation.

The Trustees consider that the measures agreed with the Employer in respect of the statutory funding objective are sufficient to meet the Trustees' obligations with regard to the 2030 Buyout Basis objective for the purposes of this valuation. The Trustees and Employer will consider whether this remains the case as part of future valuations, and will review the statement of funding principles if required to ensure that the 2030 Buyout Basis objective continues to be met.

#### **6. Discretionary benefits**

Under Rule 17 of the Scheme's rules the Employer can require the Trustees to provide discretionary benefits and, with the Employer's agreement, the Trustees can decide to provide discretionary benefits, in each case subject to the Employer meeting the associated funding requirements. However, there is no current expectation that discretionary benefits will be provided and no allowance is made for them in the funding of the Scheme.

#### **7. Cash equivalent transfer values**

At each valuation, the Trustees will ask the Scheme Actuary to advise them of the extent to which the Scheme's assets are sufficient to provide cash equivalent transfer values ("CETVs") for all non-pensioners without adversely affecting the security of the benefits of other members and beneficiaries. If coverage is less than 100% of benefits in excess of those in the highest priority category, ie broadly those benefits which would be provided were the Scheme to be admitted to the Pension Protection Fund, the Trustees will consider whether to reduce CETVs as permitted under legislation, after obtaining actuarial advice as to the appropriate extent. As at 31 December 2016, the assets were sufficient for CETVs to be paid without prejudicing the security of benefits in the Scheme.

If at any other time, after obtaining advice from the Scheme Actuary, the Trustees are of the opinion that the payment of CETVs at a previously agreed level may adversely affect the security of the benefits of other members and beneficiaries, the Trustees may commission an appropriate report from the Scheme Actuary. They will use the above criterion to decide whether, and to what extent, CETVs should be reduced.

#### **8. Payments to the Employer**

There are no provisions for payments to be made from the Scheme to the Employer.

#### **9. Contributions made to the Scheme by parties other than the Employer**

There are no arrangements with any party other than the Employer and the guarantor to make payments to the Scheme.



3353804      **10. Reviewing the valuation position and this statement**

Page 6 of 12

This Statement relates to the Scheme's fourth actuarial valuation under Part 3 of the Act, the effective date of which is 31 December 2016. Subsequent valuations will, in normal circumstances, be carried out every three years thereafter. However, the Trustees may bring forward the effective date of any formal valuation, and all future contributions will be decided by reference to the results of the most recent valuation.

An actuarial report on developments affecting the Scheme's funding level will be obtained as at each intermediate anniversary of the most recent valuation date. The Trustees may call for a full actuarial valuation instead of an actuarial report at any other time when, after considering the Scheme Actuary's advice, they are of the opinion that events have made it unsafe to continue to rely on the results of the previous valuation as the basis for future contributions.

This statement was prepared on 21 December 2017 and replaces the previous statement of funding principles, which was signed on 31 March 2016.

We will review and, if necessary, revise this statement as part of each valuation. We may review it at other times.

3353804

Signed for and on behalf of the Trustees

Page 7 of 12

Signature

DJLF An

Name:

DJLF ANDERSON

Position:

CHAIRMAN

Date: 21 December 2017

Agreed for and on behalf of Lazard & Co., Services Limited

Signature

R. L. L. L.

Name:

F. L. L. L.

Position:

Director

Date: 21 December 2017

*Statement of Funding Principles**Actuarial method and assumptions for calculating the technical provisions*

The method and assumptions for calculating the technical provisions are set out below. The assumptions are based on market conditions as at 31 December 2016.

**Actuarial method**

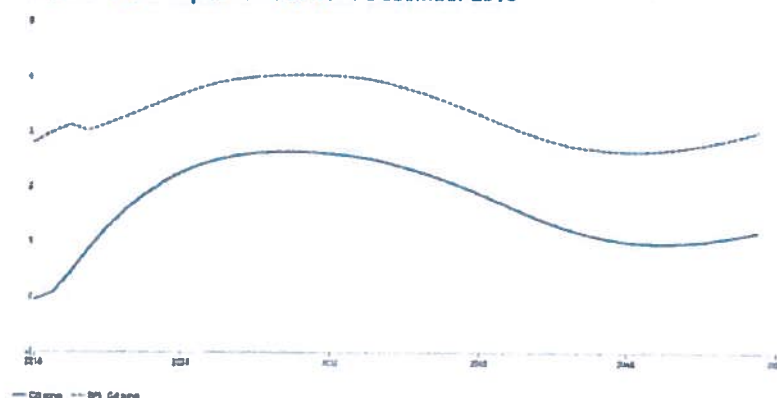
Projected Unit method.

**Gift return and price inflation assumptions**

The assumptions for the future return on gilts and price inflation are derived consistently as described below:

- The return from gilts over each future year is taken from the latest available yield curve as at the valuation date for fixed interest gilts as published by the Bank of England (adjusted for changes in market conditions between the effective date of the curve and the valuation date) and extrapolated for later durations.
- Price inflation as measured by the Retail Prices Index ("RPI") over each future year is as implied by the latest available yield curves as at the valuation date for fixed interest and index-linked gilts as published by the Bank of England (adjusted for changes in market conditions between the effective date of the curves to the valuation date) and extrapolated for later durations.
- Price inflation as measured by the Consumer Prices Index ("CPI") over each future year is calculated as the corresponding assumption for RPI less 1.0% pa.

#### Gilt returns and implied RPI as at 31 December 2016



For the purposes of illustration, as at the valuation date the single equivalent average rates (weighted by the projected future benefit cashflows) were:

	Rate
Gilt returns	1.7% pa
RPI	3.5% pa

#### Return on assets (discount rates)

The table below shows the assumed investment strategy for the purpose of calculating the discount rates, together with the Trustees' assumed returns, in excess of gilts, from each asset class as at 31 December 2016.

	Return-seeking portfolio		Defensive portfolio		(cont)
	Equities	Alternatives / absolute return funds	Bond type investments	Liability driven investment / gilts	Total
Assumed return above gilts	3.75% pa	3.10% pa	1.00% pa	0.0% pa	
31/12/2016 – 31/05/2020	27.5%	15.0%	28.7%	28.8%	100.0%
01/06/2020 – 31/05/2030	21.0%	11.5%	33.7%	33.8%	100.0%
From 01/06/2030	0.0%	0.0%	0.0%	100.0%	100.0%

The discount rates are determined by taking appropriately weighted averages of the returns assumed for each asset class and then deducting a margin for prudence. The following table summarises the margins for prudence and the resultant overall returns in excess of gilt yields:

Period	Margin for prudence	Overall return in excess of gilts
31/12/2016 – 31/05/2020	0.35% pa	1.4% pa
01/06/2020 – 31/05/2030	0.35% pa	1.1% pa
From 01/06/2030	0.0% pa	0.0% pa

The assumed investment returns for calculating the contributions required to repair the deficit under the Recovery Plan are described at the end of this Appendix.

#### Additional costs of buying out the Scheme's benefits in 2030

There is an allowance, within the calculation of the Technical Provisions, for the broad anticipated cost of buying out the remaining benefits in 2030, in excess of the pricing assumed using the other assumptions set out in this Appendix (ie in excess of valuing the benefits on a gilts basis).

For the purpose of this valuation that additional cost is recognised as £23m in 2030. This figure has been agreed by the Trustees and the Employer, for the purpose of this valuation, and is based on broad insurer pricing as at 31 December 2016 along with the expected nature of the Scheme in 2030. This anticipated additional cost is sensitive to market conditions and changes to insurer pricing and as such will be reviewed and agreed by the Trustees and Employer as part of any future valuations.

In line with statutory requirements assuming revaluation from 2011 in line with CPI over the period to retirement subject to a cap of 5% pa over the period since date of leaving. The assumption for future revaluation will be consistent with the inflation based assumptions described above.

#### Pension Increases in payment

It is assumed that CPI volatility is 1.5% pa around the central CPI rate derived above. Pensions are increased in line with CPI but subject to a minimum of 3% and a maximum of 5% each year.

The assumed annual rate of pension increase is calculated based on the assumed rate of CPI, the assumed volatility and the minima and maxima stated above.

#### Mortality

The mortality assumptions will be based on tables published recently by the actuarial profession which are considered suitable for the Scheme. These may be adjusted to take account of any relevant known information about the Scheme. There will be a prudent allowance for future improvements in longevity.

For the valuation as at 31 December 2016, for post-retirement mortality, the base mortality rates are 75% of the S2NA tables and projected from 2007 in line with the CMI 2016 core projections with a long-term annual rate of improvement of 1.5% (males) /1.25% (females).

For pre-retirement mortality the AC00 tables will be used.

#### Retirement Age

It is assumed that all non-pensioners will retire at their Normal Retirement Age in normal health, but that any already above their Normal Retirement Age at 31 December 2016 will retire immediately.

#### Marital status

It is assumed that 86% of male Scheme members and 70% of female Scheme members will be married or have a civil partner at 31 December 2016 who would qualify to receive a pension on the death of the member.

It is assumed that men will be three years older than their spouses/civil partners.

It has been assumed that retired members commuted on average 25% of their pension at retirement. Therefore, the spouses' benefit is assumed to be 80% of the member pension in payment at the valuation date.

The electronic data in respect of current pensioners provides evidence that this assumption is reasonable.

#### Commutation

It is assumed that non-pensioners will exchange pension for cash at retirement and that the amount commuted will be 75% of the maximum permissible. The maximum permissible amount is assumed to be 25% of the members' pension at retirement.

It is assumed that the existing commutation factors (adopted in September 2015) remain in force.

#### Expenses

The Employer will make additional payments to the Scheme as an allowance to meet the expenses of administering the Scheme, the Pension Protection Fund levy and the cost of other fees for professional advisers to the Scheme. These payments will not exceed an amount agreed in writing each year in advance between the Trustees and the Employer plus the amount of the Pension Protection Fund levy and are intended to include (but are not limited to) reasonable actuarial fees, investment advisor fees, auditor fees and legal fees. As a result, no explicit allowance for expenses is included within the calculation of the technical provisions.

#### Recovery plan

The allowance for the return on existing assets and new contributions during the period covered by the recovery plan are based on best-estimate assumptions as summarised in the table below:

#### Assumed returns above gilts allowed for in the Recovery Plan

	Return above gilts
Return-seeking assets (Equities / alternatives / absolute return funds):	3.5% pa
Defensive portfolio (Bond type investments / LDI / gilts):	0.5% pa

## *Lazard London Directors' Pension Scheme Recovery Plan*

Name of Employer: Lazard & Co., Services Limited ("the Employer")

Name of the Scheme: Lazard London Directors' Pension Scheme (the "Scheme")

The actuarial valuation of the Scheme as at 31 December 2016 revealed a deficit of £24m, measured against technical provisions.

In accordance with Section 226 of the Pensions Act 2004, the trustees of the Scheme have prepared this recovery plan, after obtaining the advice of Jeremy Dell, the scheme actuary.

### 1. Steps to be taken to ensure that the statutory funding objective is met

The Trustees and the Employer who sponsors the Scheme have agreed to eliminate the funding shortfall by the payment of the following contributions.

#### Contributions to be made to the Scheme

Amount £m	Dates
£7m	To be paid by the Employer by 31 March 2018.
£1.3m pa	10 annual payments of £1.3m, each payable by 31 March each year. The first payment must be paid by 31 March 2021 and the final payment must be made by 31 March 2030.

### 2. Period in which the statutory funding objective should be met

The deficit is expected to be eliminated by 31 March 2030. This is based on the following assumptions:

- Technical provisions are calculated according to the method and assumptions set out in the Scheme's Statement of Funding Principles dated 21 December 2017.
- The return above gilts on existing assets and new contributions during the period are as set out in the table below:
-



3353828

**Assumed returns above gilts allowed for in the Recovery Plan**

Page 2 of 2

	Return above gilts
Return-seeking assets:	3.5% pa
Defensive portfolio:	0.5% pa

**3. Agreement by the Trustees and the Employer**

This recovery plan was prepared on 21 December 2017 and has been agreed by the Trustees and the Employer.

Signed on behalf of the Trustees

Signature: D J F Anderson

Name: D J F ANDERSON

Position: CHAIRMAN

Date: 21 December 2017

Agreed on behalf of Lazard & Co., Services Limited

Signature: R Lawrie

Name: R Lawrie

Position: Director

Date: 21 December 2017

21 December 2017

## *Lazard London Directors' Pension Scheme*

### *Schedule of Contributions*

Name of Employer: Lazard & Co., Services Limited ("The Employer")

This Schedule of Contributions has been prepared in accordance with Part 3 of the Pensions Act 2004 and the Occupational Pension Schemes (Scheme Funding) Regulations (SI 2005/3377). It sets out the contributions payable to the Lazard London Directors' Pension Scheme ("the Scheme") over the period from the date that the Actuary certifies the Schedule to 31 March 2030.

It also shows the contributions that are payable to the Scheme between the effective date of the valuation and the date that the Actuary certifies the Schedule.

The Trustees of the Scheme and the Employer have agreed this Schedule, as indicated below by authorised signatories.

The following contributions are payable to the Scheme:

#### **Contributions from Employers**

Contributions from Employer in respect of the shortfall in funding in accordance with the recovery plan dated 21 December 2017	£7m payable by 31 March 2018. 10 annual payments of £1.3m, each payable by 31 March each year. The first payment must be paid by 31 March 2021 and the final payment must be made by 31 March 2030.
--	--

The Employer will in addition make payments to the Scheme as an allowance to meet the expenses of administering the Scheme, the Pension Protection Fund levy and the cost of other fees for professional advisers to the Scheme. These payments will not exceed an amount agreed in writing each year in advance between the Trustees and the Employer plus the amount of the Pension Protection Fund levy and are intended to include (but not limited to) reasonable actuarial fees, investment adviser fees, auditor fees and legal fees. These payments will be made within 30 days of the due date notified by the Trustees.

The Employer will also pay any additional contributions as decided by the Trustees, on the advice of the Actuary, and in accordance with the Scheme Rules, to meet benefit augmentations. Such contributions will be paid within 30 days of the due date notified by the Trustees.

3353818

This Schedule of Contributions replaces the Schedule of Contributions dated  
31 March 2016 with effect from the date of certification.

Page 2 of 2

**This Schedule of Contributions is agreed:**

on behalf of the Trustees of the Scheme

Signature: DJL Anderson authorised signatory

Name: DJL ANDERSON

Position: CHAIRMAN Date: 21 December 2017

on behalf of Lazard & Co. Services Limited

Signature: R Lountree authorised signatory

Name: R LOUNTREE

Position: Director Date: 21 December 2017

21 December 2017

3361945

## *Actuary's certification of schedule of contributions*

Page 1 of 2

**This certificate is provided for the purpose of Section 227(5) of the Pensions Act 2004 and Regulation 10(6) of the Occupational Pension Schemes (Scheme Funding) Regulations 2005**

Name of scheme                      Lazard London Directors' Pension Scheme

### **Adequacy of rates of contributions**

1. I certify that, in my opinion, the rates of contributions shown in this schedule of contributions are such that the statutory funding objective can be expected to be met by the end of the period specified in the recovery plan dated 21 December 2017.

### **Adherence to statement of funding principles**

2. I hereby certify that, in my opinion, this schedule of contributions is consistent with the Statement of Funding Principles dated 21 December 2017.

The certification of the adequacy of the rates of contributions for the purpose of securing that the statutory funding objective can be expected to be met is not a certification of their adequacy for the purpose of securing the scheme's liabilities by the purchase of annuities, if the scheme were to be wound up.

Signature:  Date: 21-12-2017

Name:     Jeremy Dell

Qualification: Fellow of the Institute and  
Faculty of Actuaries

Address: Lane Clark & Peacock LLP  
95 Wigmore Street  
London  
W1U 1DQ

Name of employer: Lane Clark & Peacock LLP  
(if applicable)

**3361945**      **Notes not forming part of the certification**

Page 2 of 2

In giving the above opinion I have interpreted the phrase "can be expected to be met" as being satisfied by consideration of the proposed contributions under the economic and demographic scenario implied by the trustees' funding assumptions as set out in their statement of funding principles dated 21 December 2017 and their Recovery Plan dated 21 December 2017 and without any further allowance for adverse contingencies. My opinion does not necessarily hold in any other scenarios.

**Your scheme details:**

**Lazard London Directors' Pension Scheme**

Date submitted: **03/01/2018**

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

## 1. Introduction

The following are the details that were on the recovery plan return submitted on 03/01/2018.

The recovery plan return details were confirmed by Ian Farrand.

PSR number: 10137270  
Recovery plan return number: 18068

---

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

Valuation results summary				
	Part 3 valuation	s179 valuation	Accounting valuation	Buyout valuation
Effective date	31 Dec 2016	31 Dec 2013	31 Dec 2016	31 Dec 2016
Market value of scheme assets	£182,400,000.00	£140,800,000.00	£182,500,000.00	£182,400,000.00
Liabilities for active members	£0.00	£0.00	£0.00	£0.00
Liabilities for deferred members	£69,400,000.00	£34,200,000.00	£0.00	£112,000,000.00
Liabilities for pensioner members	£137,000,000.00	£64,900,000.00	£0.00	£157,700,000.00
Expense reserves – all types	£0.00	£2,500,000.00	£0.00	£4,200,000.00
Total liabilities	£206,400,000.00	£101,600,000.00	£187,700,000.00	£273,900,000.00
Please tell us whether any insured benefits have been excluded from liabilities and scheme assets	Insured benefits have been included in assets and liabilities			
Has independent advice on the employer covenant been obtained in relation to the part 3 valuation and recovery plan being submitted	Yes			
For accounting valuation please state what standard was adopted				

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)



Financial assumptions	
Actuarial method to calculate technical provisions	Projected unit method
Projection period (only if partly projected unit method selected)	
Discount rate structure	(D) Other
If the above answer is 'other' please provide a brief description	Stepped discount rate; 3.1% until 2020, 2.8% until 2030, and 1.7% thereafter
Time to "horizon" in years (only if discount rate structure (C) is selected)	
Discount rate pre-retirement/long term post-horizon	3.10%
Discount rate post-retirement/short-term pre horizon (non-pensioners)	3.10%
Discount rate pensioners (leave blank if discount rate structure (C) is selected)	3.10%
Pay increases - active members (ex promotional scale)	0.00%
RPI assumption	3.50%
CPI assumption	2.50%

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

Demographic assumptions	
Male cohort expected age of death, for current pensioners aged 65 at valuation date	89.6
Male period expected age of death, for current pensioners aged 65 at valuation date	87.9
Male cohort expected age of death, for future pensioners aged 65 at a date 20 years after valuation date	91.3
Female cohort expected age of death, for current pensioners aged 65 at valuation date	91.3
Female period expected age of death, for current pensioners aged 65 at valuation date	89.8
Female cohort expected age of death, for future pensioners aged 65 at a date 20 years after valuation date	92.8
Male mortality assumption (current pensioners)	75% of the S2NA tables and projected from 2007 in line with the CMI 2016 core projections with a long-term annual rate of improvement of 1.5%
Male mortality assumption (after retirement for future pensioners)	75% of the S2NA tables and projected from 2007 in line with the CMI 2016 core projections with a long-term annual rate of improvement of 1.5%
Female mortality assumption (current pensioners)	75% of the S2NA tables and projected from 2007 in line with the CMI 2016 core projections with a long-term annual rate of improvement of 1.25%
Female mortality assumption (after retirement for future pensioners)	75% of the S2NA tables and projected from 2007 in line with the CMI 2016 core projections with a long-term annual rate of improvement of 1.25%

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

Recovery plan summary	
Date plan commenced	21 Dec 2017
Date plan ends	31 Mar 2030
Structure of the recovery plan payments to the scheme	Some other pattern
Are any of the recovery plan payments contingent on future events or circumstances?	No
How were recovery plan contributions calculated?	The assets were projected forwards using the interest rate in the 'average interest rate' question below (and the liabilities in line with an appropriate average discount rate) to the end of the recovery period
If the above answer is 'other', please provide a brief description	
Average investment return assumed over recovery plan	3.25%

Contribution pattern	
Deficit payments scheduled in first year after valuation date	£.00
Deficit payments scheduled in second year after valuation date	£7,000,000.00
Deficit payments scheduled in third year after valuation date	£.00
Deficit payments scheduled in fourth year after valuation date	£.00
Deficit payments scheduled in fifth year after valuation date	£1,300,000.00
Deficit payments scheduled in sixth year after valuation date	£1,300,000.00
Deficit payments scheduled in seventh year after valuation date	£1,300,000.00
Deficit payments scheduled in eighth year after valuation date	£1,300,000.00
Deficit payments scheduled in ninth year after valuation date	£1,300,000.00
Deficit payments scheduled in tenth year after valuation date	£1,300,000.00
Deficit payments scheduled in eleventh year after valuation date	£1,300,000.00
Deficit payments scheduled in twelfth year after valuation date	£1,300,000.00
Deficit payments scheduled in thirteenth year after valuation date	£1,300,000.00
Deficit payments scheduled in fourteenth year after valuation date	£1,300,000.00

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

Contingent assets	
Are there contingent assets in place to support the scheme funding?	Other
If there is a different type of contingent asset or there are multiple contingent assets in place, please provide further details	Guarantees are in place from Lazard Group LLC, Lazard & Co., Limited and Lazard & Co., Holdings Limited.

PSR number: 10137270  
Recovery plan return number: 18068

Supporting documentation			
Filename	Document type	Date/time uploaded	Email address
LLDPS Recovery Plan.pdf	Recovery Plan	02 Jan 2018 at 2:48 pm	ian.farrand@lcp.uk.com
LLDPS Schedule of Contributions.pdf	Schedule Of Contributions	02 Jan 2018 at 2:48 pm	ian.farrand@lcp.uk.com
LLDPS Statement of Funding Principles.pdf	Statement of Funding Principles (SFP)	02 Jan 2018 at 2:49 pm	ian.farrand@lcp.uk.com

PSR number: 10137270  
Recovery plan return number: 18068

Please note that this valuation summary document is provided for illustrative purposes only and that submissions (including the summary valuation, recovery plan and schedule of contributions) should be made online via Exchange. If you are unable to do so online you should contact us by phone on 0345 600 0707 (Mon - Fri 9am - 5.30pm). Alternatively you can email us at [exchange@thepensionsregulator.gov.uk](mailto:exchange@thepensionsregulator.gov.uk)

3367434

## Section 179 Valuation Certificate

Page 1 of 3

### Scheme /Section details:

Full name of scheme: Lazard London Directors' Pension Scheme

Name of section, if applicable: N/A

Pension Scheme Registration Number: 10137270

Address of scheme (or section, where appropriate)

Lazard & Co., Services Limited  
50 Stratton Street  
London  
W1J 8LL  
United Kingdom

s179 valuation	
Effective date of this valuation	31/12/2016
Guidance and assumptions:	
s179 guidance used for this valuation	G6
s179 assumptions used for this valuation	A8

Assets	
Total assets	£180,813,111
Date of relevant accounts	31/12/2016
Percentage of the assets shown above held in the form of a contract of insurance where this is <u>not</u> included in the asset value recorded in the relevant scheme accounts	0.00%

3367434

Page 2 of 3

Liabilities	
Please show liabilities for:	
Active members (excluding expenses)	£nil
Deferred members (excluding expenses)	£39,818,078
Pensioner and Dependant members (excluding expenses)	£83,462,025
Estimated expenses of winding up	£2,732,801
Estimated expenses of benefit installation/payment	£92,700
External liabilities	£nil
Total protected liabilities	£126,105,604
Please provide the percentage of the liabilities shown above that are fully matched by insured annuity contracts for:	
Active members	0%
Deferred members	0%
Pensioner members	6.13%

Proportion of liabilities			
Please show the percentage of liabilities which relate to each period of service for:			
	Before 6 April 1997	6 April 1997 to 5 April 2009 (inclusive)	After 5 April 2009
Active members	0%	0%	0%
Deferred members	35%	65%	0%
	Before 6 April 1997	After 5 April 1997	
Pensioner and Dependant members	72%	28%	

Number of members and average ages		
For each member type, please show the number of members and the average age (weighted by protected liabilities) as at the effective date of this valuation. Average ages should be rounded to the nearest whole year.		
	Number	Average age
Active members	0	n/a
Deferred members	40	53
Pensioner and Dependant members	79	71

3367434

Page 3 of 3

I certify that this valuation has been carried out in accordance with the Pension Protection Fund (Valuation) Regulations 2005 and with the appropriate section 179 guidance and assumptions issued by the Board of the Pension Protection Fund. I also certify that the calculated value of the protected liabilities is, in my opinion, unlikely to have been understated.

Signature  Date 27-2-2018

Name: Jeremy Dell

Qualification: FIA

Employer: Lane Clark & Peacock LLP

As required, under Part 6 of the Guidance on undertaking an s179 valuation, the s179 certificate should form part of the scheme actuary's s179 valuation report. The details contained in this certificate should be separately submitted to the PPF as part of the annual scheme return via the Pension Regulator's system "Exchange".

**This certificate should not be sent directly to the Pension Protection Fund.**