



# BMO Insurance – Group Retirement Solutions

Discover how we reduce  
your pension risk and provide  
security for your plan members.

# Defined Benefit De-Risking Solutions

More companies are seeking to relieve their balance sheets of volatility due to defined benefit pension liability. As a leader in the pension industry and an innovator in de-risking solutions, BMO Insurance – Group Retirement Solutions can help.

## We can support your company's de-risking strategy by:



### **Taking on your pension risk**

We will remove pension risk from your balance sheet and guarantee the future security of your members.



### **Reducing your administration efforts**

Our team will manage pension and benefit administration on your behalf, reducing your need to train and retain pension experts, and freeing up your existing resources to focus on other areas of your business.



### **Offering 24/7 access for members**




Through our group annuity online portal, we will provide your pensioners with pertinent information that can help keep them informed of their benefit status at all times.



### **Creating tailored options**

We recognize that there's no one-size-fits-all solution when it comes to de-risking your company's pension plan. We'll customize solutions for you so you can best meet the needs of your members and your company.

# Our De-Risking Solutions

Solution	What We'll Do	Choose this if you want to...
 <p><b>Annuity Buy-Out</b> BMO Insurance will assume all your pension liabilities in exchange for a lump-sum premium.</p>	<ul style="list-style-type: none"> <li>• Take on all pension liabilities and associated longevity and investment risks</li> <li>• Pay benefits directly to your pensioners</li> <li>• Manage all benefit administration</li> <li>• Provide 24/7 online member support</li> </ul>	<ul style="list-style-type: none"> <li>• Eliminate longevity and market risk from your balance sheet</li> <li>• Reduce administration efforts</li> <li>• Guarantee benefits for members into the future</li> </ul>
 <p><b>Annuity Buy-In</b> BMO Insurance will make monthly annuity payments to your plan in exchange for a single premium.</p>	<ul style="list-style-type: none"> <li>• Make annuity payments to your pension plan</li> <li>• Provide an option to convert to a buy-out policy at any time</li> <li>• Offer the flexibility to purchase and lock in a price during wind-up</li> </ul>	<ul style="list-style-type: none"> <li>• Eliminate longevity and market risk from your balance sheet</li> <li>• Continue to pay members directly</li> <li>• Support an underfunded plan – no top-up contribution required</li> </ul>
 <p><b>Longevity Insurance</b> BMO Insurance will protect your plan specifically against longevity risk for a locked-in premium.</p>	<ul style="list-style-type: none"> <li>• Make monthly pension payments into the plan</li> <li>• Continue payments for the lifetime of your pensioners – even if they live longer than expected</li> <li>• Remain invisible to pensioners, as your plan will continue to pay members directly</li> </ul>	<ul style="list-style-type: none"> <li>• Protect your plan specifically against increases in life expectancy</li> <li>• Continue direct contact with your members</li> <li>• Retain control of your investments, administration and member communication</li> </ul>

# About BMO Insurance

As a member of BMO Financial Group, BMO Insurance is founded on a legacy that extends back to 1817. Our proven history of financial strength lets us stand behind our insurance products by offering flexible coverage options, comprehensive benefits and competitive prices.

BMO Insurance provides life insurance and annuity expertise to companies looking to reduce balance sheet volatility due to their pension liability. Backed by the strength of BMO Financial Group and the investment management expertise of BMO Global Asset Management, BMO Insurance:

- Demonstrates commitment to being one of the top providers of group annuities (13% average annual market share)<sup>1</sup>
- Processes approximately 33,920 group annuity payments every month, for a total of \$28.1M (as of July 31, 2022)
- Holds double Assuris coverage through two legal entities (BMO Life Assurance Company & BMO Life Insurance Company)
- Retains strong liquidity and capital ratios: 113% LICAT Ratio (October 31, 2021); Rated "A (Excellent)" by A.M. Best Rating Services
- Offers highly competitive pricing
- Provides specialized risk mitigation strategies, as well as actuarial, life insurance and annuity expertise

<sup>1</sup> Average annual market share in the last 3 years, ending 2019.

Source: Life Insurance Marketing Research Association, 2017 to 2019 Canadian Pension Market Survey data

# BMO Insurance – Group Retirement Solutions Team



**Jerome Lamontagne, FSA, FCIA, CERA**  
AVP, Client Relations, GRS

Jerome is responsible for supporting all our clients' de-risking needs.



**Sohaib Razvi, PPAC, BBA**

Head, Client Relations & Operations, GRS

Sohaib is responsible for supporting all our clients' de-risking needs, and ensuring a smooth transaction from start to finish.



**Talk with us**

**Contact Sohaib Razvi at 647-920-4926 or  
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**Learn more**

**[bmo.com/insurance/grs](https://bmo.com/insurance/grs)**

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