

A Brief Complementary Pension Description

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Complementary Retirement Benefit Definition

- *“All forms of consideration given by an entity in exchange for service rendered by employees” IAS19*
- All benefits that are not settled within 12 months
- Classic: Annuities, Lump sums, Death and Survival
- Less Common: Jubilees
- Exautic

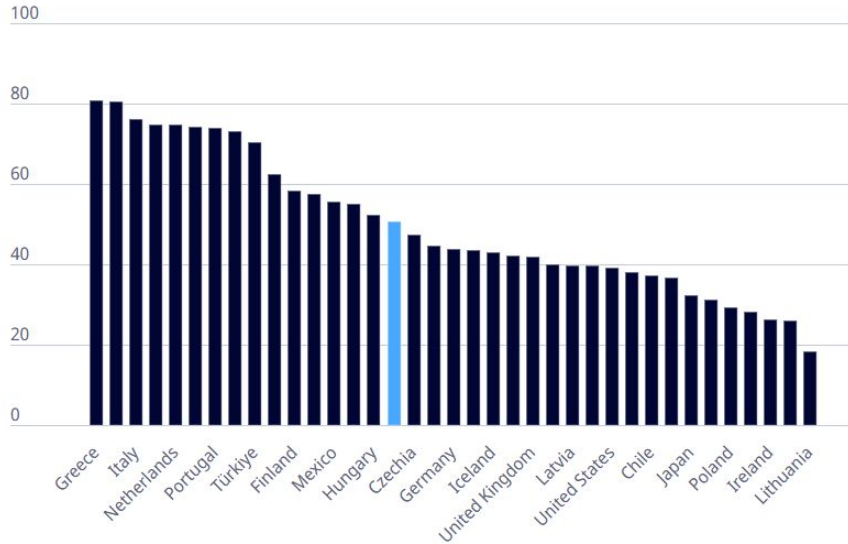
Exautic Retirement Benefits



- Elderly housing
- Tech Support
- Tuition reimbursement for learning and hobbies
- Everything that might be necessary or might make the retiree life more comfortable

Importance of Complementary Plans- Replacement Ratio

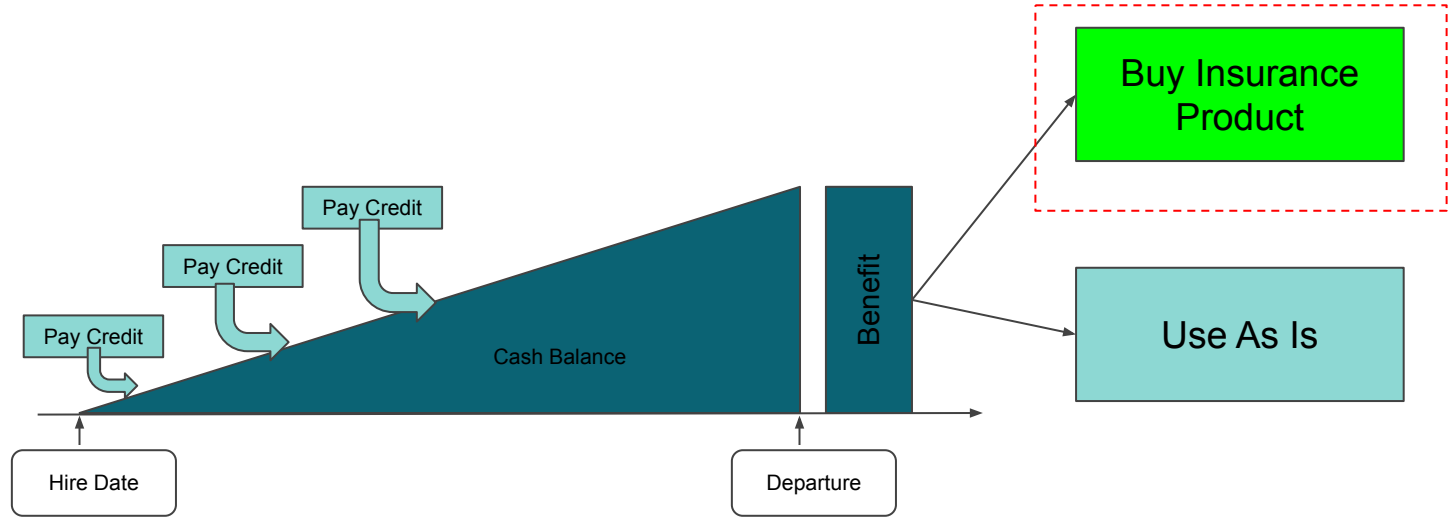
Gross pension replacement rates
Men, % of pre-retirement earnings, 2022



Source: OECD Data

- The replacement ratio measures how post retirement income compares to the pre-retirement's
- Most countries do not rely solely on public pension
- Incorporating a inflation indexation is challenging for public pensions
- Demographic indicators such as fertility rate, median age life expectancy along with the employment rate are adding pressure on the public pension to fulfill its purpose

Proposal for the Algerian/Arabic Market



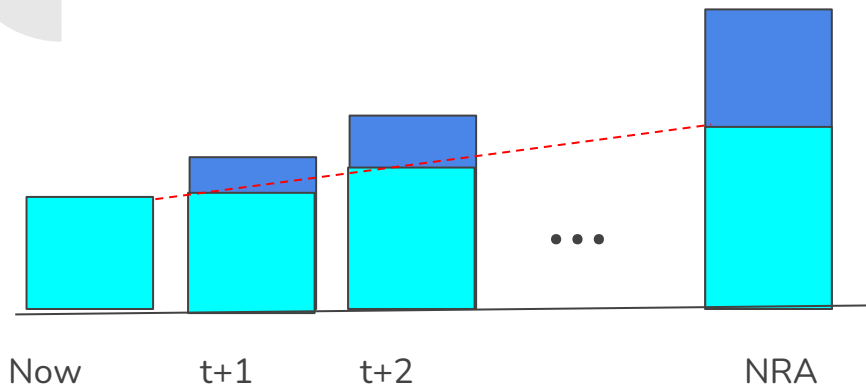
- To secure companies liquidity and working capital, a lump sum unfunded defined benefit (pay as you go) is suggested
- This scheme helps retaining talents
- Pay credit can be set as a function of the monthly base salary. An indexation can be added to hedge for inflation
- Paying lump sum avoids companies taking longevity risk
- Incentivising the purchase of insurance product will help insurance companies while securing ees income
- This model allows pivoting to other plans



Set Up

- Start with an inventory of the needs
- Work on a taxation that insures CNR's revenue while inciting companies to implement complementary plans
- Adopt an accounting standard for the retirement liabilities (pro IFRS/ FAS88/ASC 960)
- **Communication is key**
- Impel workers to participate in their retirement
- Create satellite plans where workers decide at their discretion investing in their retirement with incentives

Annex - PUC Method



Formulae

$$PBO = \sum_{i=0}^{NRA-t} PB_i(S_i, Dx_i, Wx_i) \times v^i$$

- PB: **Prorated** Benefit
 - S: Salary
 - Dx: Mortality Rate
 - Wx: Withdrawal rate
 - v: discount rate
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- Accounting committee needs to agree on the discount rate reference
 - Most standards use high quality bond yields. If not available government bond