



Worshipful Company of Actuaries

Nick Salter – Master 2018/19

Nick is a founding partner of Barnett Waddingham, the UK's largest independent provider of actuarial, administration and pensions consultancy services, joining in 1989. Prior to this, Nick spent the first 10 years of his career at Duncan C Fraser, which then became Mercer Fraser based in their London office and completing the exams in 1984. Throughout his actuarial career, Nick has specialised in advising companies or trustees operating occupational pension schemes; most generally final salary schemes but also some money purchase schemes.

Nick has extensive experience in pension scheme matters and has responsibility for a portfolio of large and medium sized domestic and multinational companies and trustees. He is a scheme actuary and general consultant to schemes with over £4bn in assets, some of which have been clients since the firm was started.

Nick's consultancy on M&A work has in recent years included negotiating appropriate financial backing for a sponsoring employer at a time of their sale to an overseas business. His corporate adviser work has included negotiation of scheme funding, assisting in a Chapter 11 bankruptcy order and the merger of two professional services firms.

He also acts as an expert in litigation cases and has been an expert witness in a number of cases mainly concerning malpractice. Most of these cases have been settled out of court.

He is Senior Partner of the firm and sits on the firm's Management Board. He is also responsible for the North American liaison through NORACS.

Nick is Fellow of the Institute and Faculty of Actuaries and served as President for 2014-15 and as a member of its Council, or the council of one of its predecessors, the Institute of Actuaries, almost continuously from 2004 till 2016. The theme for his

presidential year was diversity and he saw this as being split into diversity of people, of opportunities and of skillset within the actuarial profession.

Nick speaks regularly at professional meetings in the UK and the USA as well as trustee training courses both internal and external.

Nick graduated from Cambridge University with an Economics degree in 1978. A degree in Economics is unusual for an actuary and perhaps gives Nick a wider perspective than many actuaries.

Away from work, Nick is married (to Susie) with two grown up children. He tries to keep fit through his cycling, skiing and tennis and, although he would prefer to play, he enjoys watching most sports but especially cricket and rugby. This aim to keep fit is (un)healthily balanced with a love of good food and wine.