

LGIM surpasses £100bn in DC assets

DC business recorded +18% CAGR, more than doubling its total AUM since 2015

LGIM now has £102bn DC AUM across 3.9m members

Legal & General Investment Management ('LGIM') celebrates the achievement of an important milestone for its Defined Contribution ('DC') business, having passed £100bn in DC assets under management (AUM).

The business has gone from strength to strength since its foundation in 2003, adapting its operations, products and services to meet the challenges and seismic shifts in market dynamics brought about by the introduction of auto enrolment (2012) and pension freedoms (2015).

LGIM's close collaboration with schemes and members has been a big driver of its success.

Emma Douglas, Head of Defined Contribution says:

"Supporting our members through their retirement journeys and giving them the tools they need to help them feel better about their finances has been central to LGIM's strategy. Investment in technology has played a key role here. Over the past years, LGIM has rolled out a number of initiatives which include video benefit statements, a financial wellbeing hub and an app which gives savers real-time access to employee benefits information including their pension as well as other applications through a single login."

"A theme that has continued to come through member feedback, is that savers are interested in building as much as possible in their pots as well as finding out how their investments can make a difference. Our research has shown that 68% of savers would engage in their pensions if they knew it was invested in environmental initiatives. Most recently, LGIM rolled out a pilot with Tumelo, a fintech platform that allows savers to indicate how they would vote on the key issues at the companies they hold in their funds."**

LGIM's DC division has recorded an 18% [as at September 2020] compound annual growth rate over the last seven years, more than doubling its AUM, which stood at a total £46.3bn in 2015.

In particular, total DC AUM increased by more than a third since 2018, driven by strong inflows from bundled and investment-only clients, member contributions from existing and new schemes as well as large asset transitions from other providers.

LGIM now counts £102bn of AUM across 3.9 million DC members which makes LGIM the market leader in the defined contribution space with a 22% market share*.

Douglas, added:

"This important milestone has been reached through the hard work of our 600-plus team and close collaboration with our clients and members. We are in a strong position as we look ahead to the next phase of growth. We have already invested in excess of £40m in our DC business over the last three

years and are committed to maintaining investment in the years ahead, as we respond to savers needs by building member feedback into our product development as well as improving the way in which we communicate with savers to ensure they have the support they need during their savings journey up to and through retirement.”

Notes to editors

About Legal & General Investment Management

Legal & General Investment Management is one of Europe's largest asset managers and a major global investor, with total assets under management of £1.2 trillion (€1.4 trillion, CHF 1.5 trillion, JPY 166 trillion, \$1.5 trillion)^[1]. We work with a wide range of global clients, including pension schemes, sovereign wealth funds, fund distributors and retail investors.

Throughout the past 40 years we have built our business through understanding what matters most to our clients and transforming this insight into valuable, accessible investment products and solutions. We provide investment expertise across the full spectrum of asset classes including fixed income, equities, commercial property and cash. Our capabilities range from index-tracking and active strategies to liquidity management and liability-based risk management solutions.

¹LGIM internal data as at 30 June 2020. These figures include assets managed by LGIMA, an SEC Registered Investment Advisor. Data includes derivative positions.

Further information

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