

Jeff Davies: Full Year Results 2017 transcript

Hi, Jeff Davies, Group CFO.

Another fantastic set of numbers from Legal and General as announced this morning. We'll now go through those in more detail.

32% - That's the increase in our operating profit, up to £2.1bn. EPS up 50% to 31.9p and an ROE of 25.6%.

These great results reflect a mortality release of £332m, and a one off tax benefit. Without these number EPS increased 9% at 23.1p.

189% - That's the solvency II ratio at the year-end – this reflected an increase in surplus generation, with net surplus generation of £1.2bn, with a very low capital strain of less than £100m to write our new business.

£1.6bn - That's the cash remitted to group in respect to the 2017 results.

7% - That's the increase in the dividend, making a full year dividend of 15.35p.

Those are the key group numbers and now to look at the really strong performance across our divisions.

LGR

Firstly LGR.

54% - or £1.2bn, that is the record operating profit for this division, and even without the mortality release it was up 13% and a 7% increase in total assets to £58bn.

LGRI

For LGR Institutional, total sales of £3.9bn of PRT business.

LGR Retail

And for LGR Retail, almost £0.7bn of sales and just over a billion of lifetime mortgages.

LGIM

And now onto LGIM

9% - That's the increase in operating profit, up to £400m, whilst maintaining the market leading cost income ratio of 50% £983bn for total assets under management. External net flows were £43.5bn of which £33bn was international flows, giving a total of £228bn of international assets under management.

We continue to be the largest DB manager in the UK and also in DC, and we're expanding in the US around LDI, DC and DB. We continue to invest across international, in a range of geographies and a range of products, as well as continuing this strong growth in the UK.

LGC

6% - That's the growth in operating profit up to £272m. This is driven by good investment returns on the traded portfolio and realisations of disposals in the direct investment portfolio, which now stands at £1.5bn - the disposals all reaching our target IRR.

LGI

£2.5bn - that's the total premium up 5% on the previous year. Driven by good sales in the U.S. Operating profit was flat year on year at £303m. The adverse experience in group protection in the first half, has now been turned around this business returning to profitability in the second half

GI

And now GI.

13% - That's the increase in premium year on year. Whilst maintaining pricing discipline in the market. Operating profit is down 29% to £37m. As we talked about at the half year, this is mostly driven by escape of water claims that we experienced in Q1. We took actions and these have now been turned around as demonstrated by the 92% combined ratio in the second half.

Digital

And finally Digital.

90 seconds - That's how long it takes to get a quote for your home and contents insurance using SmartQuote, for answering just 5 questions. It's an illustration of how we're investing in Fintech and Insuretech across our insurance business and investing alongside digital innovation such as salary finance.

So those are the numbers for the group - another fantastic financial performance by L&G. Our businesses are in excellent position for growth and this is backed by a very strong balance sheet, strong cash position, whilst delivering fantastic ROE.

We look forward to continuing growth in 2018 with excellent execution of our strategy.

