

Nigel Wilson: Full Year Results 2017 transcript

Hi, I'm Nigel Wilson, Group Chief Executive of Legal and General.

Once again we have delivered an outstanding set of financial result – excellent execution in all aspects of our business. In the one area that was under performing, Group Protection, we've had a great turn around in H2.

Overall operating profits are up 32% to £2.1Bn. Our return on equity up 25.6% and our EPS grew by 50% to 32p per share.

For those shareholders who are particularly interested, the dividend grew by 7% to 15.35%.

We're developing three parts of our business. Investing and Annuities, Investment Management and Insurance.

Investing and Annuities

First of all Investing and Annuities. Three key facts, first of all the annuity book grew to £58Bn, that's up 7% - we became the first company to deliver £1bn of lifetime mortgages in a year, and finally, our direct investments grew by 44% to £14.4bn last year.

Investment Management

Investment management had a fantastic year. Assets under management now are very close to £1tn. We saw [external] net inflows of £44bn and we grew everywhere. In the US \$17bn, and we also grew very strongly in Europe, the Asia and the Gulf.

Insurance

We are very pleased with the performance of insurance as well with GWP rising by 6% in the US and the UK. We've also made huge progress in digital – leading the UK with innovations such as SmartQuote and SmartClaims and now have over one million customers on MyAccount.

What has allowed us to deliver this outstanding financial performance is our positive supportive culture that we have across the group. Collaboration exists everywhere, between all divisions, LGI, LGIM, LGC and LGR and that leads to really, really outstanding customer service.

What we're seeing from my prospective across the world is L&G becoming not just an authentic brand but a trusted brand everywhere.

