

# Legal and General Investment Management Corporate Profile

## Our business in profile

### Overview

Legal & General Investment Management (LGIM) is one of the largest global asset managers with total assets under management of US\$ 1,235.5 billion\*. LGIM is part of Legal & General, established in 1836 and one of the world's largest and oldest insurance companies.

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, multi-asset, commercial property and cash. Our capabilities range from index-tracking and active strategies to liquidity management and liability-based risk management solutions.

Growth is important for any business, but it should never be at the expense of client service. Industry-leading client service means being accessible and delivering investment expertise consistently. Our clients continue to back us as we deliver to the highest standards. Whether that is consistently providing a market return through index strategies or an actively managed solution to meet client needs, we focus on delivering what clients tell us they need most.

### Key investment capabilities

#### Index Fund Management

LGIM is one of the world's leading providers of index fund management. It offers solutions to institutional clients around the world, providing large scale customisation against traditional market capitalisation weighted and alternative indices. We aim to provide investors with

what they are entitled to as passive holders of securities rather than just index returns, and its approach has the twin objectives of close tracking and maximisation of potential returns.

#### Global Fixed Income

Over 80 investment professionals feed into LGIM's active fixed income investment process and bring a blend of expertise and experience to the management of regional and global fixed income portfolios. The team's investment process integrates top-down fundamental macro analysis with bottom-up stock selection and is specifically designed to perform under all market conditions, with no in-built style biases.

#### Liability-Driven Investment

Our liability-driven investment (LDI) solution enables you to retain your allocation to growth, while reducing risk. With unrivalled scale and experience in the UK pension market, Legal & General Investment Management offers pooled and segregated investment solutions that are specifically designed to hedge interest rate and inflation risk.

We were one of the first managers to offer LDI strategies and in 2013, 2014, 2015 and 2016 we have been independently accredited as being the largest LDI manager in the UK, across both pooled and segregated mandates.\*\*

We work with some of the largest and most complex pension schemes in the market and use our experience to design pooled LDI solutions that are both easily accessible and flexible enough to help meet trustees' investment objectives.

\*as at 30 June 2017, including derivative positions. These figures include assets managed by LGIM Ltd, an entity authorized and regulated by FCA and LGIMA, an SEC Registered Investment Advisor.

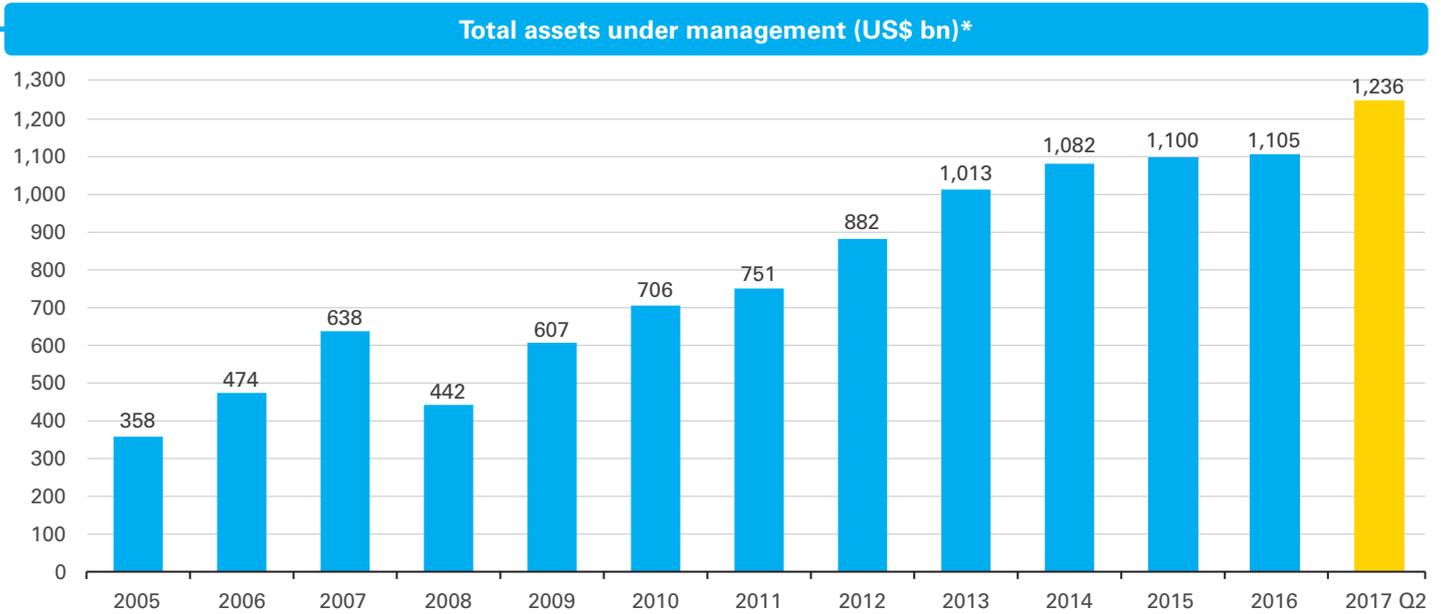
\*\*Source: KPMG LDI surveys 2013, 2014, 2015 and 2016, Financial Times research 2016.

**Multi-Asset**

LGIM continues to evolve our multi-asset solutions, and are one of the only asset managers to develop targeted solutions for specific client needs, such as the long-term requirements of defined contribution pension schemes. We provide global, transparent and diversified exposure to a wide range of asset classes in a cost-efficient manner.

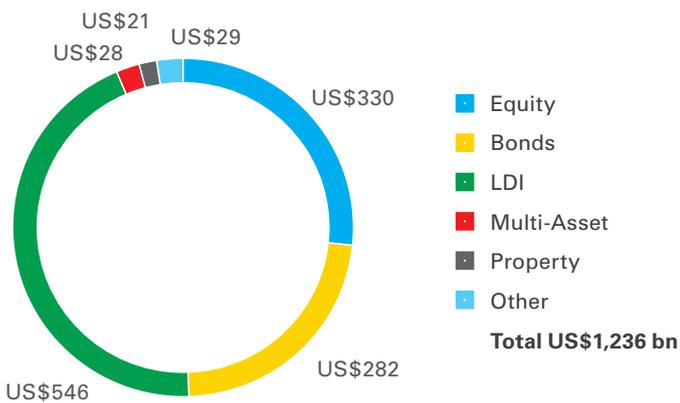
**Property**

LGIM is one of the largest property managers in the UK. We combine our knowledge and skills with a significant market presence to provide clients with unique access to opportunities. Fund managers in the Property team are expert in a range of real estate assets. The business is based around in-house sector specialists with a dedicated research team.

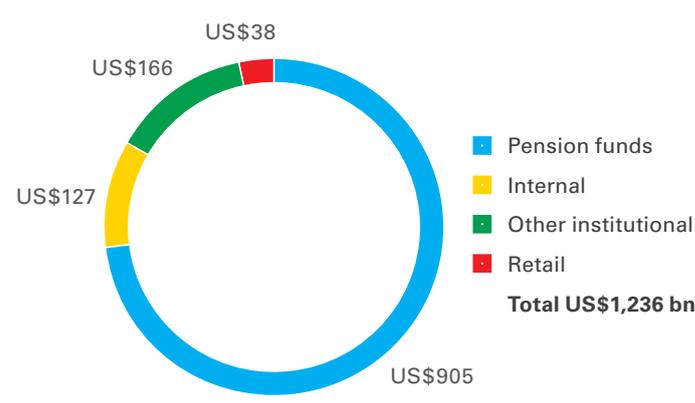


\*as at 30 June 2017, including derivative positions. These figures include assets managed by LGIM Ltd, an entity authorized and regulated by FCA and LGIMA, an SEC Registered Investment Advisor.

**By asset class (US\$ bn)**



**By client type (US\$ bn)**



Source: LGIM internal data as at 30 June 2017. These figures include assets managed by LGIM Ltd, an entity authorized and regulated by FCA, and LGIMA, an SEC Registered Investment Advisor. Data includes derivative positions. "Other" includes: cash equivalents, commodities and private equity.

**For further information, please contact:****Alan Flynn**

Head of Asia Pacific

alan.flynn@lgim.com

+852 3523 0828

**Janice Wu**

Head of Sales &amp; Distribution Asia Pacific

janice.wu@lgim.com

+852 3523 0888

**Important notice**

The term "Legal & General Investment Management", "LGIM" or "we" in this document refers to Legal & General Investment Management (Holdings) Limited and its subsidiaries.

Legal & General Investment Management Asia Limited ("LGIM Asia Ltd") is a subsidiary of Legal & General Investment Management (Holdings) Limited. This material has not been reviewed by the SFC and is provided to you on the basis that you are a Professional Investor as defined in the Securities and Futures Ordinance (Cap.571) (the "Ordinance") and subsidiary legislation. By accepting this material you acknowledge and agree that this material is provided for your use only and that you will not distribute or otherwise make this material available to a person who is not a Professional Investor as defined in the Ordinance.

This material is issued by LGIM Asia Ltd, a Licensed Corporation (CE Number: BBB488) regulated by the Hong Kong Securities and Futures Commission ("SFC") to conduct Type 1 (Dealing in Securities) and Type 9 (Asset Management) regulated activities in Hong Kong. The registered address of LGIM Asia Ltd is Unit 5111-12, Level 51, The Center, 99 Queen's Road Central, Hong Kong.

The contents of this document may not be reproduced or further distributed to any person or entity, whether in whole or in part, for any purpose. All non-authorized reproduction or use of this document will be the responsibility of the user and may lead to legal proceedings.

The material contained in this document is for general Information purposes only and does not constitute advice or a recommendation to buy or sell investments. Some of the statements contained in this document may be considered forward looking statements which provide current expectations or forecasts of future events. Such forward looking statements are not guarantees of future performance or events and involve risks and uncertainties. Actual results may differ materially from those described in such forward-looking statements as a result of various factors. We do not undertake any obligation to update the forward-looking statements contained herein, or to update the reasons why actual results could differ from those projected in the forward-looking statements. This document has no contractual value and is not by any means intended as a solicitation, nor a recommendation for the purchase or sale of any financial instrument in any jurisdiction in which such an offer is not lawful. The views expressed in this document by any contributor are not necessarily those of the LGIM Asia Ltd affiliates and LGIM Asia Ltd affiliates may or may not have acted upon them.

The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested. Past performance contained in this document is not a reliable indicator of future performance whilst any forecast, projections and simulations contained herein should not be relied upon as an indication of future results. Where overseas investments are held the rate of currency exchange may cause the value of such investments to go down as well as up.

We accept no responsibility for the accuracy and/or completeness of any third party information obtained from sources we believe to be reliable but which have not been independently verified.

Legal & General Investment Management Asia Limited, Unit 5111-12, Level 51, The Center, 99 Queen's Road Central, Central, Hong Kong.

www.lgim.com.

M0874\_Asia