

Defined Benefit Pension Solutions

Liability aware solutions offering growth, cashflow and risk management



Welcome

The defined benefit pensions landscape is changing. Most schemes are now closed to new entrants and many to future accrual. Longer term, scheme trustees are looking to close deficits – while juggling the short-term need to pay pensions.

At LGIM, our role is to support schemes along the journey towards their endgame. As a payer of pensions, we understand how important it is to get the balance right between short and long-term objectives. With our partnership approach, we carefully manage the different risks trustees need to take in order to meet their ultimate goal of paying members' pensions in full.

Here you will discover how we can partner with and support you – and learn more about the investment services we've developed to meet the evolving needs of your scheme.

Sarah Aitken

Head of Distribution, EMEA



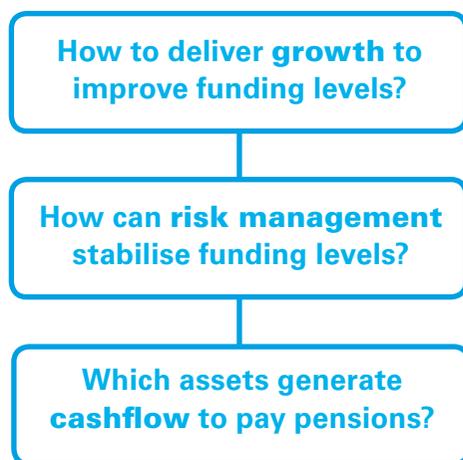
Meeting your needs amid a changing landscape

We're here to help trustees find solutions to their Defined Benefit (DB) schemes' evolving challenges. We partner with our clients and support their schemes' journey towards the desired endgame objective, whether that is self-sufficiency or buy-out.

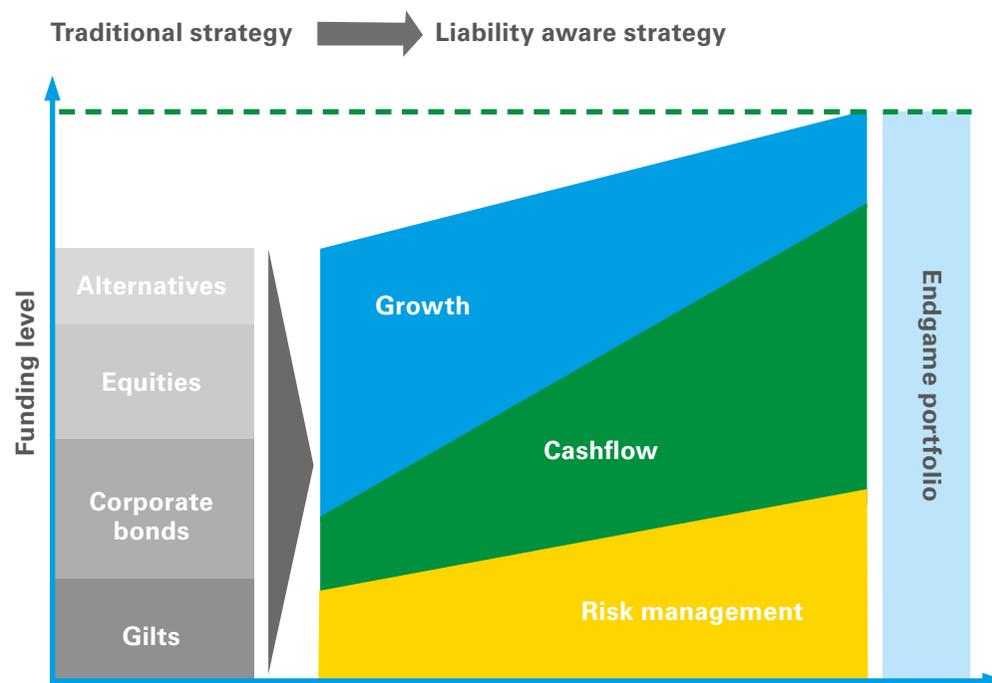
We are always focused on meeting schemes' key objective:

"What should I do to pay pensions today, but also ensure sufficient assets to reach my endgame?"

Most DB schemes in the UK are affected by the same three challenges:

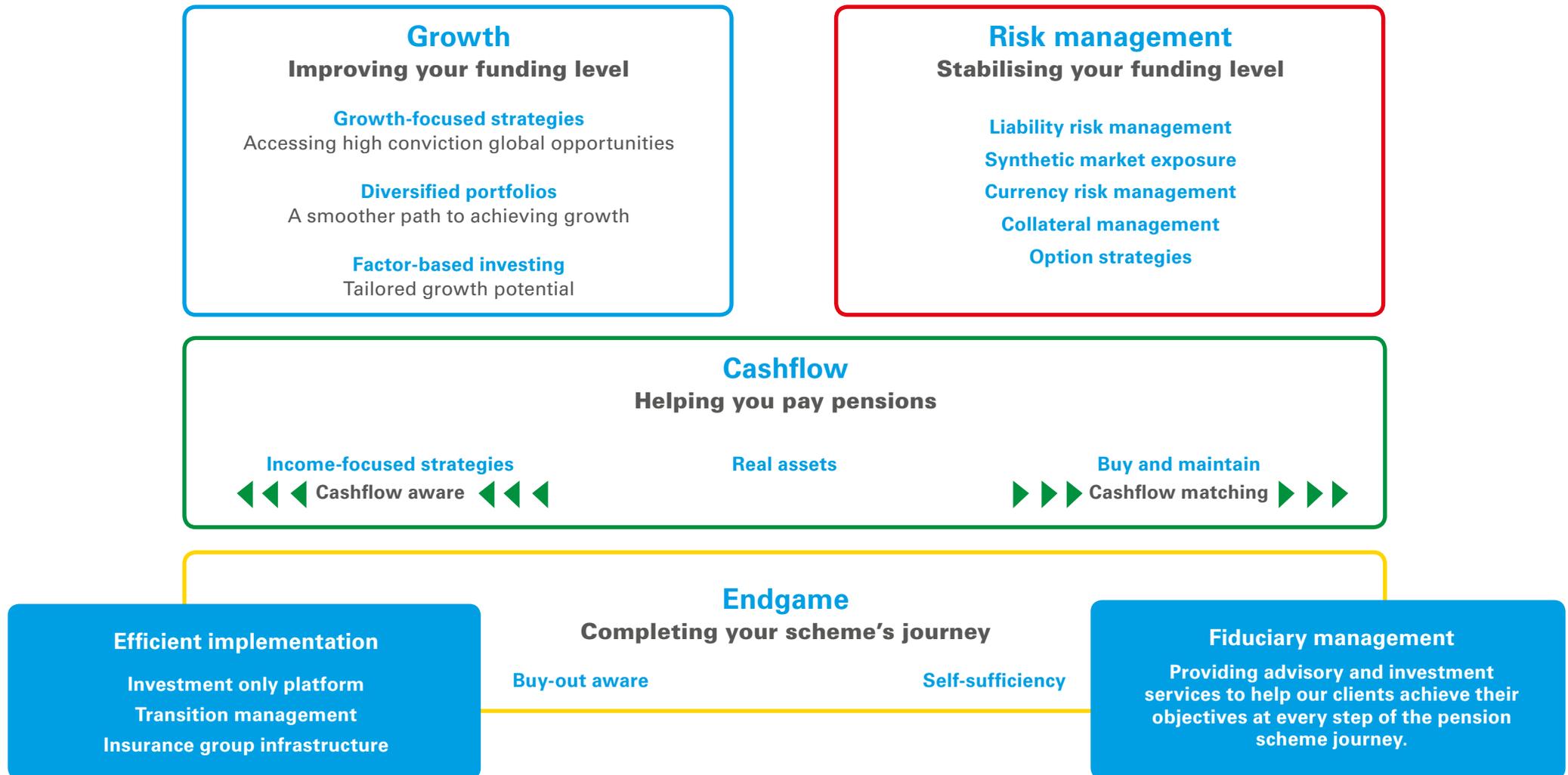


We recognise that every decision trustees make is with reference to their scheme's liabilities. Following a **Liability Aware Investment (LAI)** approach can help trustees understand how best to use their scheme assets to strike the right balance between long and short-term risks.

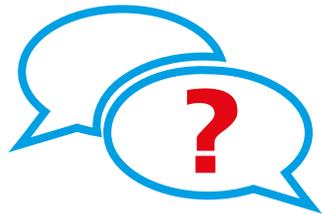




Our DB offering at a glance



Our partnership with you



UNDERSTANDING YOUR NEEDS

We listen to your:

- Objectives
- Timeframe
- Beliefs and concerns

HEALTHCHECK YOUR SCHEME

We understand your situation:

- Covenant
- Risk analysis
- Liquidity breakdown

IDENTIFYING SOLUTIONS

Tailored to your needs:

- Growth
- Risk management
- Cashflow

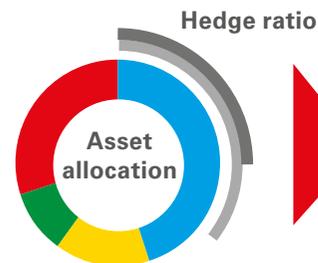
EFFICIENT IMPLEMENTATION

Reducing the hassle factor:

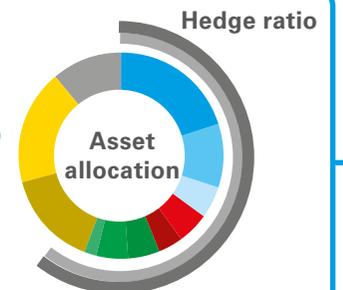
- Vehicle choice
- Transition process
- Cost awareness

We help our clients with a very broad range of different investment needs, whether that's adjusting their hedge ratios, offering more diversified routes to growth or looking for opportunities to boost short-term cashflow.

TRADITIONAL PORTFOLIO



RISK-MANAGED PORTFOLIO





Sarah Aitken
Head of Distribution, EMEA

DEDICATION TO CLIENT SERVICE

Our quality of client service enables us to build strong partnerships with you and your consultants. Our dedicated specialists work closely with you to understand your scheme's objectives and provide a cost-effective, low governance solution for your scheme. We also provide you with direct access to our investment professionals.

SOLUTIONS-BASED APPROACH

Over the past 15 years we have become the UK's largest liability risk manager, with an estimated 42% share of the UK LDI market.¹ Our experienced Solutions team is at the core of our success, forming an integral part of LGIM's overall business strategy and product offering to pension schemes.



Anton Eser
Chief Investment Officer

LONG-TERM THINKING

The world is changing and how it looks in five years' time will be very different to today. We have always believed in extending investment time horizons, focusing on structural changes and their significant market impact. Now, more than ever, we think that investors should adopt such a philosophy, and we offer our insights into themes such as demographics, technology and energy.

REAL ASSETS

We believe in putting pension fund money to good use, and that our products, services and investments should drive both economic and social value for the future. Our investment in long-term UK infrastructure projects like renewable energy, hospitals and transport generates reliable returns and improves communities.



Active and influential

Focusing on our responsibility to enhance long-term value

“LGIM exists to help clients achieve their long-term financial goals. We aim to make a real difference to their lives, as well as to our industry and the wider community. It is a testament to this approach that a significant proportion of our new business comes from existing clients”.

Mark Zinkula
CEO, LGIM

ACTIVE ENGAGEMENT

Millions of people trust us to manage, safeguard and help grow the value of their assets. We use our scale and influence to ensure that companies integrate material environmental, social and governance factors into their everyday thinking. We are committed to holding boards to account, creating sustainable value and promoting market resilience on behalf of our clients.

SUSTAINABILITY

We work together with our stakeholders to deliver sustainable long-term returns for clients. Through real assets we have a clear connection to our communities and the real economy. Investments in infrastructure and real estate provide reliable returns, improve communities and stimulate economic growth.

Effective industry engagement

We are a voice of influence across the pensions landscape. As well as engaging with companies, we are key industry influencers on our clients’ behalf. Our investment specialists meet with regulators, policy makers and central bank officials on a regular basis.



Drawing on our scale and heritage...

to influence the present...

and shape the future

LGIM at a glance

We're a major global investor, leading the market in UK defined benefit pensions

£985bn^A

Assets under management

1836

Legal & General Group founded

350+

Investment professionals

17%^D

Ownership of UK corporate bond market

275

Client servicing support staff

2.6%^B

Ownership of the FTSE All-Share Index

3000^E

Clients across the globe

#1^C

UK LDI manager

A. Source: LGIM internal data as at 30 June 2018. These figures include assets managed by LGIMA, an SEC Registered Investment Advisor. Data includes derivative positions.

B. Source: LGIM internal data and Bloomberg LP, as at 31 December 2017

C. Source: KPMG LDI Survey 2017

D. Source: LGIM internal data as at 30 September 2017

E. Institutional approximate clients. Source: LGIM internal data 31 December 2017

An award-winning investment manager

GLOBAL INVESTOR GROUP

AWARDS 2018

Asset Manager of the Year

Legal & General Investment Management



PROFESSIONAL PENSIONS INVESTMENT AWARDS 2017

WINNER
Index Manager of the Year
Legal & General Investment Management

PROFESSIONAL PENSIONS UK PENSIONS AWARDS 2017

WINNER
20 Years of Excellence in Investment Management

PROFESSIONAL PENSIONS UK PENSIONS AWARDS 2017

WINNER
Fiduciary Manager of the Year

GLOBAL INVESTOR GROUP

2017 AWARDS

ESG Manager of the Year

LGIM



WINNER
Innovation Award



WINNER
Investment Manager of the Year



CONTACT US

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