# LEGAL & GENERAL GROUP PLC

# NEW BUSINESS RESULTS FOR THE NINE MONTHS TO 30 SEPTEMBER 2005

# HIGHLIGHTS

- 36% growth in UK new business in the third quarter
- UK individual business market share over 11% at the half year
- Legal & General Investment Management funds up 15% to £187bn, with over £10bn of new business

New business APE <sup>(1)</sup> (£m)	Nine months to 30/09/05	% change on 2004	Three months to 30/09/05	% change on 2004
UK individual business				
- life and pensions	529	19	180	8
- retail investments	248	71	78	160
UK individual business total	777	32	258	31
UK group life and pensions	118	39	42	75
UK total	895	33	300	36
International	84	(1)	27	(4)
Worldwide total	979	29	327	31
Institutional fund management	£10.2bn		£3.3bn	

Group Chief Executive, Sir David Prosser, said:

"Legal & General has once again demonstrated its strength in the UK and continues to outperform.

Total UK individual business has grown by 31% on the same quarter last year, with particularly strong pensions, unit-linked bonds and unit trust sales. We increased our market share to 11.3% in the first half, up almost two percentage points from 9.4% in the first half of 2004 and Legal & General Investment Management has continued its outstanding record of delivering an average of £1 billion of new business per month.

The strength and flexibility of our distribution network, underpinned by market leading technologies, remains a key differentiator. We are particularly pleased both with the progress of our many long-standing bank and building society partnerships and our growing position in the IFA market. Chelsea Building Society's announcement today further illustrates the former, with the extension of its existing general insurance relationship with Legal & General to include the sale of our life assurance products – all through our on-line protection technology.

Our focus on customers and value for money products, our powerful distribution network and well-recognised brand will enable Legal & General to benefit from further opportunities in the UK market."

Notes

<sup>&</sup>lt;sup>1</sup> Annual Premium Equivalent (APE) is total new annual premiums + 10% of single premiums, including ISAs and unit trusts.

# UK

## Individual life protection business - Q3 down 14% to £36m APE

Sales of annual premium mortgage related protection business have increased quarter by quarter in the year-to-date to £24m APE in the third quarter. Compared to the third quarter last year (Q3 2004: £29m APE), however, sales were 17% lower, reflecting a slower housing market and a higher level of competitive activity over the first half of 2005. Other protection business was broadly unchanged at £12m APE (Q3 2004: £13m APE). We continue to invest in e-technology and on-line protection processes and expect to maintain our market-leading position in the life protection segment.

### Individual life savings business - Q3 up 29% to £58m APE

The strong growth in our sales of unit-linked bond products, already highlighted in the first half results, continued in the third quarter. Volumes rose 51% on the corresponding quarter last year, driving year-to-date sales to £1,483m (2004: £956m), an increase of 55%. We are particularly pleased with initial sales of Legal & General's flexible multi-fund bond distributed to Bradford & Bingley customers using Cofunds technology. Volumes of with-profits bond sales continued to decline in the third quarter to £35m (Q3 2004: £86m).

### Individual pensions - Q3 up 38% to £72m APE

Individual pensions business continued to grow apace. Annual premiums increased by 34% to £43m APE (Q3 2004: £32m APE) and single premium new business grew by 43% to £285m (Q3 2004: £200m), as we continue to benefit from strong growth in the pensions transfer market ahead of Pensions A-day in April next year. Our new Self Invested Pension Plan product was launched in August, giving customers the flexibility to invest initially in unit-linked funds and subsequently in assets of their choice.

### Individual annuities - Q3 down 46% to £15m APE

Increased competition in this area and a tough prior year comparator has led to a decrease in volumes in the third quarter of this year. Our requirement to maintain suitable levels of profitability by keeping to strict return on capital targets means that volume flow in this area is more volatile. Over the year-to-date, however, volumes remain broadly similar at £630m (2004: £647m).

### ISAs and Unit trusts - Q3 up 160% to £78m APE

Single premium unit trusts sales more than trebled to £697m (Q3 2004: £212m) and sales of single premium ISAs increased by 40% to £67m (Q3 2004: £48m). Strong institutional sales were the main driver behind the increase in volumes, accounting for £36m APE of the £78m APE of new business.

### Group business – Q3 up 75% to £42m APE

Single premiums for bulk purchase annuity business nearly doubled to £220m (Q3 2004: £120m). Group risk new annual premiums showed an increase of over 60% to £18m APE (Q3 2004: £11m APE), as we continue to benefit from the withdrawal in 2004 of a major competitor.

### International

Total international new business remained broadly unchanged at £27m APE (Q3 2004: £28m APE). In local terms, new business volumes in the Netherlands of €11m APE (Q3 2004: €9m APE) and in France of €12m APE (Q3 2004: €10m APE) are up 22% and 20% respectively, driven by improved single premium sales. In the USA, difficult trading conditions in the brokerage market have resulted in a 27% reduction in new business to \$19m APE (Q3 2004: \$26m APE), however management is working to broaden distribution within the existing business model.

#### Legal & General Investment Management

Legal & General Investment Management has maintained its remarkable record of averaging £1bn of new business per month. Total funds under management now stand at £187bn (31 Dec 2004: £162bn). We have continued to expand our business sourced overseas, where funds under management now exceed £2bn (31 Dec 2004: £1bn).

#### New draft tax legislation

We continue to seek clarification of the impact of the draft tax legislation announced by the Economic Secretary to the Treasury on 29 September but, as of 19 October, we are unable to provide any update on our earlier announcement, issued on 4 October. HM Treasury has commented that "Any suggestion that the industry will be hit with a bill of £500m is wide of the mark by a factor of 10".

## OUTLOOK

We expect our brand, product and distribution strengths will continue to enable us to expand our position in the UK market. We are pleased with the progress of our bancassurance partnerships and, at the same time, we are continuing to grow our share of the IFA market. The distribution of our products using the Cofunds platform continues. Using this platform, we will be conducting a pilot programme among selected IFAs of Legal & General's single premium bond. We expect to roll the programme out to the whole of the IFA channel in the New Year.

Recent trends, as evidenced through our Mortgage Club, indicate that the period of declining activity in housing transactions may be coming to an end and therefore we expect mortgage protection volumes to begin to show signs of improvement.

In pensions, we expect market activity to continue to be stimulated by the approach of A-Day. We also believe the forthcoming second report of the Pensions Commission will heavily influence the pensions landscape for the next decade and beyond. In this and our other product areas, we expect the natural beneficiaries of efforts to stimulate savings to be those institutions, such as Legal & General, with strong brands, efficient investment and transaction capabilities, and good value products.

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#### Notes:

A copy of this announcement can be found in the News and Results section of our Shareholder site at <a href="http://investor.legalandgeneral.com/releases.cfm">http://investor.legalandgeneral.com/releases.cfm</a>

#### **Financial Calendar:**

26 January 2006	2005 Full year new business results
17 March 2006	2005 Preliminary results
26 April 2006	First quarter new business results
18 May 2006	Annual General Meeting
27 July 2006	Interim results
18 October 2006	Third quarter new business results

#### LEGAL & GENERAL GROUP PLC UNAUDITED NEW BUSINESS PREMIUMS NINE MONTHS TO 30 SEPTEMBER 2005

<u>NEW UK BUSINESS</u>	Nine mont 30 Septe 2005		increase/ (decrease)	Three months to 30 September 2005 2004		increase/ (decrease)	
	£m	£m	8	£m	£m	8	
INDIVIDUAL LIFE AND PENSIONS BUSINESS							
New annual premiums Life:							
- Mortgage related	67	82		24	29		
- Protection	36	38		12	13		
Pensions: - Individual pensions	126	93		43	32		
individual pensions							
Total new annual premiums	229	213	8	79	74	7	
Single premiums Life:							
- With-profits	137	310		35	86		
- Unit-linked	1,483	956		543	359		
Pensions: - Individual pensions	707	302		247	124		
- Annuities - individual	630	647		149	280		
- DWP rebates	45	93		38	76		
Total single premiums	3,002	2,308	30	1,012	925		
Individual life							
and pensions APE	529	444	19	180	167	-	
	======		======	=====	======	=====	
ISAS, PEPS AND UNIT TRUSTS							
New annual premiums - ISAs/PEPs							
(excluding cash ISAs)	11	17		2	4		
- Unit trusts	1	1		0	0		
Total new annual premiums	12	18	(33)	2	4		
Single premiums - ISAs/PEPs							
(excluding cash ISAs)	356	437		67	48		
- Unit trusts	2,001	833		697	212		
Total single premiums	2,357	1,270	86	764	260		
ISAs, PEPs and							
unit trusts APE	248	145	71	78	30		
			======	=====		=====	
Total individual business APE	777	589	32	258	197		
	=====	======	======	=====	======	=====	

#### GROUP LIFE AND PENSIONS BUSINESS

New annual premiums						
- Group risk	59	47		18	11	
- Group pensions	4	3		2	1	
Total new annual premiums	63	50	26	20	12	67
Single premiums						
- Annuities - bulk purchase	549	350		220	120	
- Other group business	5	4		1	2	
Total single premiums	554	354	56	221	122	81
Group life						
and pensions APE	118	85	39	42	24	75
Total UK APE	895	674	33	300	221	36
	======	=====	=====			=====
INSTITUTIONAL FUND MANAGEMENT						
UK Managed Funds						
- Pooled funds	9,649	9,699		2,939	2,089	
- Segregated funds	146	1,143		41	80	
	9,795	10,842	(10)	2,980	2,169	37
UK Other	411	301		351	231	
	10,206	11,143 ======	(8)	3,331	2,400	 39 =====

#### LEGAL & GENERAL GROUP PLC UNAUDITED NEW BUSINESS PREMIUMS NINE MONTHS TO 30 SEPTEMBER 2005

WORLDWIDE NEW BUSINESS

WORLDWIDE NEW BUSINESS				<b>m</b> l		
		Nine months to		Three months to		. ,
	30 Sept		increase/	30 Sept		increase/
	2005	2004	(decrease)	2005	2004	(decrease)
	£m	£m	8	£m	£m	00
Annual premiums						
Life and pensions:						
- Life	162	167		54	53	
- Pensions	130	96		45	33	
UK	292	263	11	99	86	15
- USA	30	41		11	14	
- Netherlands	10	10		4	4	
- France	16	13		2	3	
Total life and pensions	348	327	6	116	107	8
roodi iiro ana ponorono	510	52,	Ũ	110	207	0
Retail investment business:						
	10	1.0		2	1	
- UK	12	18		2	4	
Total new annual premiums	360	345	4	118	111	6
Single premiums						
Life and pensions:						
- Life	1,620	1,266		578	445	
- Pensions	1,936	1,396		655	602	
UK	3,556	2,662	34	1,233	1,047	18
	-,	_,		_,	_,	
- USA	0	1		0	1	
- Netherlands	117	90		39	26	
- France	140	105		49	37	
- Flance	140			49		
matal life and manaisma						
Total life and pensions	3,813	2,858	33	1,321	1,111	. 19
Retail investment business:						
- UK	2,357	1,270		764	260	
- France	19	14		9	6	
Total single premiums	6,189	4,142	49	2,094	1,377	52
Annual premium equivalent (APE)						
- UK life and pensions business	647	529		222	191	
- Overseas life and pensions business	82	84		26	27	
overbeab file and pensions basiness						
Total life and nongiong buginess	729	(1)	19	24.0	210	14
Total life and pensions business	129	613	19	248	218	14
- UK retail investment business	248	145		78	30	
- Overseas retail investment business	2	1		1	1	
Total retail investment business	250	146	71	79	31	155
Worldwide APE	979	759	29	327	249	31
	======	======	======	======	======	
	_		-	-		-

#### LEGAL & GENERAL GROUP PLC UNAUDITED NEW BUSINESS PREMIUMS NINE MONTHS TO 30 SEPTEMBER 2005

OVERSEAS OPERATIONS IN LOCAL CURRENCY

IN LOCAL CURRENCY						
	Nine mon			Three mon		
	30 Sept 2005	tember 2004	increase/ (decrease)	30 Sept 2005	ember 2004	increase/ (decrease)
USA (\$m):	2000	2001	(00010000)	2000	2001	(40010420)
New annual premiums	55	74		19	26	
Single premiums	0	1		0	0	
APE	55	74	(26)	19	26	(27)
Netherlands (€m):						
New annual premiums	15	14		5	5	
Single premiums	171	132		57	37	
APE	32	27	19	11	9	22
France (€m):						
New annual premiums	23	18		4	4	
Single premiums	205	155		71	54	
Unit trusts	28	21		13	8	
APE	46	36	28	12	10	20
<u>UK INDIVIDUAL APE BY CHANNEL</u>						
	Nine	months to	30 September	2005		
	Annual	Single	Total 2			
	£m	£m	£m	00		
Independent financial advisers	155	347	502	65		
Single tie	74	176	250	32		
Direct	12	13	25	3		
	241	536	777	100		
			======			
	Nine	months to	30 September	2004		
	Annual	Single	Total 2	APE		
	£m	£m	£m	olo		
Independent financial advisers	126	242	368	62		
Single tie	91	101	192	33		
Direct	14	15	29	5		
	231	358	589	100		
	Three	months to	30 September	2005		
	Annual	Single	Total 2			
	£m	£m	£m	olo		
Independent financial advisers	52	133	185	72		
Single tie	27	42		27		
Direct	2	2	4	1		
	81	177	258	100		
	======	=====	======			
			30 September			
	Annual	Single	Total 2			
	£m	£m	£m	olo		
Independent financial advisers	46	88	134	73		
Single tie	29	15	44	24		
Direct	4	2	6	3		
		105				
	79 =====	105	184	100		
	=	=				