



## Legal & General Home Finance announces new Distribution Director

Legal & General Retail has announced the appointment of David Jones as Distribution Director of its Home Finance business, ahead of current director Dave Stratton's retirement at the end of this year.

David will be responsible for developing sales and business strategies to support business growth and provide market-leading services.

David joins from Legal & General's Retail Protection business, where he spent seven years as Sales Director, looking after the protection sales delivery for intermediaries, through its Regional Business Development teams, and playing an integral role in transforming the intermediary distribution team.

With more than 40 years of experience in financial services, David joined Legal & General in 1987 as a Life Inspector in Guildford. Over the years he has worked in sales management roles across the UK, moving to East Anglia and then Bristol. Having managed all sectors of Legal & General's intermediary business, both at a regional and national level, including appointed representatives, direct sales and advisers across the mortgage, wealth and traditional IFA markets, he is well-suited to realising opportunities to drive growth of later life lending solutions.

**Craig Brown, CEO of Legal & General Home Finance, said: "David brings a huge amount of industry and company experience, which will help us build our market-leading distribution strategy. His vast sales and business development experience will provide a laser view as we look to evolve our sales and service proposition to support our broker partners."**

**David Jones, incoming Distribution Director at Legal & General Home Finance, said: "I am thrilled to have the opportunity to join Legal & General's Home Finance business. We want to work even more closely to support our partners to enable them to offer outstanding advice, service and products to their clients, really embedding lifetime mortgages and retirement interest only mortgages as core elements of later life financial planning."**

**-ENDS-**

**The information contained in this press release is intended solely for journalists and should not be relied upon by private investors or any other persons to make financial decisions.**

### Notes to editors

#### About Legal & General

Established in 1836, Legal & General is one of the UK's leading financial services groups and a major global investor, with over £1.4 trillion in total assets under management\* of which a third is international. We also provide powerful asset origination capabilities. Together, these underpin our leading retirement and protection solutions: we are a leading international player in pension risk transfer, in UK and US life insurance, and in UK workplace pensions and retirement income. Through inclusive capitalism, we aim to build a better society by investing in long-term assets that benefit everyone.

\* at 31 December 2021

#### About Legal & General Retail

As of 1st January 2022, Legal & General Retail Retirement and Legal & General Insurance (our two retail businesses) have been combined into one division, Legal & General Retail, to enable us to better serve the needs of our retail customers.

Legal & General Retail helps protect the lives and futures of our customers; the division covers the savings, protection and retirement needs of our c12 million retail policyholders and workplace members. In 2021, we wrote £957 million of annuity premiums, and issued £848 million of Lifetime Mortgages and Retirement Interest Only Mortgages. Our Workplace pension platform served 4.4 million members, while in the UK we paid out a total of £1,133.8 million in insurance claims.

#### **Further information**

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