



# L&G appoints Jane Simpson as Head of Strategic Accounts for broker partners at Mortgage Services

L&G's Mortgage Services business has appointed Jane Simpson as Head of Strategic Accounts, where she will oversee the business's daily relations with its broker partners.

Jane will move from her role as Strategic Relationship Manager for Mortgage Services to lead the Key Relationship Team, driving growth across the broker side of L&G's Mortgage Club business.

By working closely with L&G's broker partners, Jane will retain existing relationships and identify new distribution opportunities. Against an ever-changing macro backdrop, her aim is to understand the current challenges affecting the broker community and enhance the broker proposition to deliver tangible solutions for customers.

With over 20 years of experience in the mortgage industry – including seven years as a Managing Director at TBMC Cardiff, a buy-to-let specialist packager – Jane brings a wealth of expertise to her new position.

**Clare Beardmore, Director of Distribution and Mortgage Club, Mortgage Services, L&G:** “Jane has been a brilliant addition to the team since her arrival last year, and we're thrilled to see her step into this new role. Providing the best possible service to our partners starts with having the right people in place, and Jane is a perfect fit. I'm confident that her experience, expertise and knowledge of our businesses will help deliver fantastic results for the broker side of L&G's Mortgage Services business.”

**Jane Simpson, Head of Strategic Accounts (Broker), Mortgage Services, L&G:** “I'm delighted to continue my journey with L&G's Mortgage Services business with this exciting new role. It's fantastic to work alongside such a brilliant leadership team who support openness and innovative ideas. I look forward to building and strengthening relationships with our key broker partners and exploring new ways to grow together.”

**-ENDS-**



## Notes to editors

### About L&G

Established in 1836, L&G is one of the UK's leading financial services groups and a major global investor, with £1.1 trillion in total assets under management (as at FY24) of which c. 44% (c. £0.5 trillion) is international.

We have a highly synergistic business model, which continues to drive strong returns. We are a leading player in Institutional Retirement, in Retail Savings and Protection, and in Asset Management through both public and private markets. Across the Group, we are committed to responsible investing and dedicated to serving the long-term savings and investment needs of customers and society.

As at 12 March 2025, L&G has a market capitalisation of £14.1 billion.

### About our Retail business

L&G's Retail business helps create brighter financial futures for all our customers. The division covers the savings, protection and retirement needs of our c.14 million retail policyholders and workplace members.

In 2023, we had total individual annuity sales of £1,431 million, and issued £299 million of Lifetime Mortgages and Retirement Interest Only Mortgages. Our Workplace pension platform served 5.2 million members, while our Protection businesses gave peace of mind to several million direct, group and US customers, taking in £1,991 million of UK and \$1,584 million of US gross written premiums.

## Further information

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