



## Legal & General evolves mortgage business

- Newly launched Legal & General Mortgage Services encompasses three different business areas: Surveying Services, Mortgage Club, and L&G Technology
  - Kevin Roberts to lead Legal & General Mortgage Services in new role as Managing Director
    - Clare Beardmore appointed as Director of Legal & General Mortgage Club
  - Jodie White, Head of Product and Transformation, to head up Legal & General Technology

Legal & General has today announced the formation of Legal & General Mortgage Services, set up to align its established Legal & General Mortgage Club and Legal & General Surveying Services, alongside a newly created business strand: Legal & General Technology.

Kevin Roberts will lead the team in his new role as Managing Director of Legal & General Mortgage Services and this new business area will operate as a key part of Legal & General's wider Retail division.

In light of Kevin Robert's new overarching responsibilities, Clare Beardmore has been appointed Director of Legal & General Mortgage Club, the UK's largest mortgage club. In her new role, Clare will be responsible for the growth of the Mortgage Club and will continue to support the broker community in line with her previous remit.

Legal & General has established itself as a core provider of mortgage research technology through its SmartrFit, technology which is used by advisers both within and external to its Mortgage Club. Technology will be a core strand of the Mortgage Services business and will be headed up by Jodie White, who retains her title as Head of Product and Transformation, as the business separates its tech offering from Mortgage Club and widens its scope. Jodie will be responsible for building on the success of Legal & General's SmartrFit tool and leading the next stage in the company's journey in the mortgage research market. The new business area will focus on digital tools that directly support intermediaries and lenders across the market.

Bringing the three business areas together under Legal & General Mortgage Services will provide new opportunities for these teams to work creatively and collaboratively to support the UK's housing market.

### Kevin Roberts, Managing Director, Legal & General Mortgage Services:

**"The market continues to move at a rapid pace, and it's important that we update our internal structures to meet these challenges and provide the best support we can to consumers, advisers, and lenders alike. Creating this new team allows us to draw on the wide range of experience and assets we have at Legal & General. I am proud to be leading this new business, combining our joint expertise and bringing together these three key focus areas, each of which plays a vital role in the mortgage journey.**

**"I'd like to congratulate Clare Beardmore on her new role and I'm excited to work with Jodie and the broader LGSS management team to deliver on our ambitious plans. I have no doubt that the team will rise to the challenge and I'm looking forward to working with them to develop something truly new and exciting for the business, our customers, and partners."**

-ENDS-

## 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. L&G also provides 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 9 March 2022*

## **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 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.

<https://www.legalandgeneral.com/adviser/mortgage-club/>

## **Further information [journalists only]**

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