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LEGAL & GENERAL MAKES KEY HIRES FOR NEW AFFORDABLE HOUSING BUSINESS

Legal & General is pleased to announce the appointment of Ben Denton as Managing Director of Legal & General Affordable Homes, expanding its key leadership team to meet its ambition of becoming the leading private affordable housing provider in the UK.

Ben Denton has joined Legal & General from Sovereign Housing Association, the 6th largest housing association in the UK. As Executive Director of Property and Development, he delivered a development programme of 1,300 homes a year, managing an annual budget of c£250 million. Prior to this, Denton held the position of Group Director of Strategy and Business Development at house builder Keepmoat and Executive Director of Growth, Planning and Housing at Westminster City Council.

With over 1.3 million households¹ on waiting lists for affordable homes in the UK, Denton's appointment supports Legal & General's commitment to accelerate and grow the provision of affordable housing. Legal & General Affordable Homes aims to deliver 3,000 homes per annum within the next four years, as part of its wider commitment to tackle the UK's chronic shortage of housing through its unique multi-tenure approach. Legal & General Affordable Homes will adopt a collaborative approach to housing delivery, working closely with housing associations to target all areas of the market, including new build Section 106 and grant-funded affordable rent, social rent and shared ownership units.

As part of its commitment to lead the evolution of the affordable housing sector, Legal & General Affordable Homes has also appointed two highly experienced Non-Executive Directors to the board.

Ian Graham joins the board of Legal & General Affordable Homes as Chairman with over 30 years of specialist experience as Head of Trowers & Hamlin's Housing and Regeneration division. With clients across Local Authorities and Housing Associations, investors and developers, Ian is a recognised leader in the field, being featured in both the Chambers and Legal 500 directories for his work in the sector.

Former CEO of Origin Housing, Karen Wilson, has also been appointed as a non-executive director of Legal & General Affordable Homes. Wilson has extensive experience in the development of affordable housing, asset and tenancy management, the provision of care for vulnerable people and in governance and risk management. Prior to her role at Origin Housing Ltd, Wilson held senior management positions in a number of housing providers, including English Churches Housing Group where she was Operations Director.

¹ https://www.gov.uk/government/uploads/system/uploads/attachment_data/file/71600/LT_600.xlsx
<http://www.gov.scot/Topics/Statistics/Browse/Housing-Regeneration/HSfS/HousingLists>

Simon Century, Head of Affordable Housing, says: “Legal & General is bringing institutional money to a significantly underfunded sector, as part of our commitment to tackle the UK’s chronic housing crisis. With only 30,000 affordable homes delivered in the UK each year, and a waiting list of 1.3m, there is an urgent need to close this gap. Our new affordable housing business is based on a financially sustainable model, putting together a capable and experienced team to support our ambitions to affect real change in this sector. Ben, Ian and Karen are outstanding additions to the business, who will be instrumental as we drive forward our plans of deploying institutional capital at scale to develop and manage the affordable homes that the country needs.”

Ben Denton, Managing Director of Affordable Housing, says: “I am delighted to be joining Legal & General’s affordable housing division to lead the way in modernising this sector and drive forward the company’s growth strategy at this exciting stage in its development. With its long term, patient capital, Legal & General can pioneer a new way forward for affordable housing, bringing much needed social and economic change, together with the housing volume that society demands.”

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Notes to editors -

Legal & General in Housing

A natural evolution and fit for its multi-tenure housing investment strategy, Legal & General has been involved in supply side housing activities for nearly 20 years. These include:

- Bringing housing back to the centre of the UK’s cities through large scale regeneration, such as Salford, Plymouth, Liverpool, Bracknell, Newcastle and Canning Town

- Ownership of house builder CALA Homes, which is on track to deliver an annual capacity of 2,500 units and revenue of around £1bn in 2020, and believes it has the capability to build in excess of 3,000 units per annum thereafter. CALA has seen revenues grow from £241m in 2013 to £748m in 2017
- Legal & General's total investment capability for the Build to Rent (BTR) sector currently stands at circa £1.5bn. It has secured around 2,000 homes under construction or in planning, with sites in Bristol, Edinburgh, Salford, Bath, Brighton, Leeds and Walthamstow, with the aim to have 6,000 in planning, development or operation by the end of 2019
- Delivering its first three new housing communities, Legal & General's housebuilding arm, Legal & General Homes, is bringing forward a housing pipeline of over 3,000 new homes. These include a 78-acre site in Shrivenham, Oxfordshire with outline planning for 515 new homes, building 1,000 new homes on its 250 acre site in Crowthorne, Berkshire, called Buckler's Park, and 1,500 new homes at its 272 acre site in Finchampstead, also in Berkshire
- Revolutionising the construction industry through its modular housing factory in Leeds, it will deliver highly-sustainable precision-engineered homes. The homes are built using modern manufacturing techniques, in a precision engineering manufacturing environment, on a moving assembly line, which will be constructed and fitted out in the factory before delivery to site
- Providing later living accommodation through Inspired Villages Group, a best in class operator and developer of later living accommodation, established by Legal and General in 2017. Inspired Villages Group's development portfolio currently has around 1,000 homes

It is also a significant investor in student accommodation, having invested £1.5bn to date in this sector. This holistic approach provides Legal & General with the mechanisms to deliver high quality returns throughout market cycles by pivoting investment to where the need is greatest. A further example would be Legal & General's £40million investment in Thames Valley Housing Association which focused on providing high quality key worker accommodation for Imperial College NHS Trust and St George's Healthcare NHS Trust.

Legal & General Capital

Legal & General Capital (LGC) is the principal investment arm of Legal & General Group. Investing from Legal & General's £7.3bn shareholder balance sheet, LGC's purpose is to generate long-term shareholder value by injecting new capital into key sectors where there has been a shortage of investment and innovation. Focused on Housing, Urban Regeneration, Clean Energy and SME Finance, these sectors reflect our aim to invest for the long term in economically and socially useful assets, to secure competitive returns and to create new asset classes for Legal & General's varied investment requirements, for our partners and for the wider marketplace.

Legal & General Group

Established in 1836, Legal & General is one of the UK's leading financial services groups and a major global investor, with a number of growing businesses in the US. Over fifteen million people worldwide rely on us to help them save for the future and to protect their families and their homes.

We operate in three principal areas:

- Investing & Annuities, where we manage £58bn of retirement annuities for policyholders and invest for their long term return within Legal & General Retirement (LGR and LGRI), as well as investing our own balance sheet within Legal & General Capital (LGC);
- Investment Management, where we have £983bn in total assets under management from clients in the UK, US, Asia and EMEA and a leading UK workplace savings and retail investments business within LGIM; and
- Insurance, where we provide protection against life events for more than 4 million customers, with £2.9bn of gross written premiums principally in life insurance in the UK and US within Legal & General insurance and household insurance in the UK within our General insurance division.