



Legal & General Affordable Homes

**Working  
with us**





TRENT PARK, ENFIELD

# Get to know us

## Our Vision and Mission

At Legal and General Affordable Homes, our vision is for everyone to have a great quality, environmentally sustainable and affordable home from which they can build better futures.

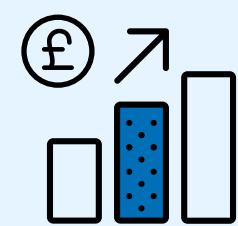
Our mission is to become the leading developer and operator of affordable homes in the UK by investing long-term capital at scale and significantly increasing the supply, design quality and choice of affordable homes.

Our goal is to become the partner of choice in the delivery of affordable housing. We aim to lead the evolution of the sector for the benefit of the customer and society.

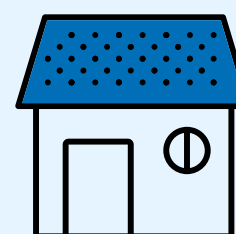




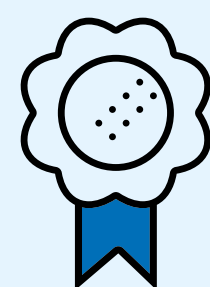
## Delivering sustainable growth



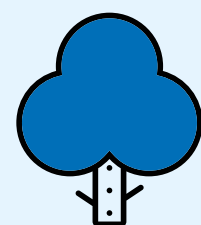
Since our inception in 2019, we have **invested over £1.8bn** in affordable homes.



We have **5,000 homes under management**, with a further 3,000 homes in our pipeline. We have a target to deliver up-to 3,000 homes per annum.



We have a **G1/V1 status** from the Regulator of Social Housing, the highest possible award for governance and financial viability.



Our aim is for all new homes delivered by us to be enabled to operate at **Net Zero Carbon from 2030**.



We are a **Strategic Partner** to Homes England.

## We're part of Legal & General

We are a leading direct investor, developer, and operator in residential property. We have one of the largest and most diverse residential platforms in the UK and have successfully scaled up multiple operating businesses across a range of tenures, building houses to sell and rent, providing lively retirement communities and finding new ways to deliver affordable housing.



We take a socially orientated investment approach, with a commitment to delivering the housing that our society needs to address structural shortages across every dimension of the market. As a result, we have delivered 15,000 homes in the last three years. As a sustainable and responsible investor, we have made a commitment to enable all our new homes to operate at Net Zero Carbon emissions from 2030.



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# Routes to Market

We are actively searching for partners who share our ambitions to bring forward more affordable housing, combining resources to accelerate delivery.

We can consider a range of approaches:

- S.106
- Package Deals
- Land-led
- Partnerships
- Stock Acquisitions

We also welcome bespoke, creative partnerships and innovative funding initiatives.



Homes  
England

GREATER  
**LONDON**  
AUTHORITY

We have strong relationships across over 100 local authorities, regional bodies and central government. As an example, in 2022 L&G became an Investment Partner of the West Midlands Combined Authority, with a commitment to invest £4bn in the region, including 2,500 affordable homes.

We are a partner of Greater Manchester and have programmatic relationships with the GLA.



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THE ACER APARTMENTS AT WHITE CITY

## We've created a network of experienced Management Providers

This nationwide panel brings local expertise and established infrastructure needed to support the delivery of exceptional services to our customers.

These include:



## Message from CEO, Ben Denton



*Over the last 5 years, we have grown to be one of the largest developers of affordable housing in the country, despite the difficult market conditions.*

*We are keen to partner with like minded organisations that share our ambitions – ambitious growth, great customer service and delivering sustainable, affordable homes.*

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# Case Studies



## 1 The Junction, Oldbury

**HOMES**  
114

**LOCAL AUTHORITY**  
Sandwell

**DEAL TYPE**  
Land-led

**PARTNER**  
Lovell

**TENURE**  
Shared Ownership/  
Affordable Rent

In 2022, LGAH and Lovell formed a partnership to deliver a target of 3,000 multi-tenure properties over a five-year period across the country, with the aim of new homes delivered through this partnership being enabled to be NZC in operation from 2030.

The Junction, a brownfield site which has lain empty for over 20 years, has been bought back to into use by LGAH and Lovell, representing the first site in this partnership. The project is also supported by funding from the West Midlands Combined Authority Brownfield Land Fund and Homes England.



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## 2 Rondo, Stratford

**HOMES**  
79

**LOCAL AUTHORITY**  
Newham

**DEAL TYPE**  
S.106

**PARTNER**  
LGIM/Telford

**TENURE**  
London Affordable Rent

Utilising the strengths of L&G’s multi-tenure residential platform, Legal and General Investment Management have partnered with Telford Homes to deliver 247 BTR homes, 54 discounted market rent homes and high-quality retail and commercial space. LGAH have acquired and will manage 79 London Affordable Rent homes on site, to create an inclusive, multi-tenure offering.



## 3 Hart Road, Thundersley

**HOMES**  
44

**LOCAL AUTHORITY**  
Castle Point

**DEAL TYPE**  
Land-led

**PARTNER**  
Rose Builders

**TENURE**  
Shared Ownership/  
Affordable Rent

The 100% affordable scheme is being delivered by LGAH in partnership with Rose builders, helping to tackle the acute shortage of affordable housing locally. All homes will be EPC A, designed to meet Future Home Standard and 90% will achieve Net Zero regulated carbon. All homes will feature air source heat pumps, solar panels and EV charging.



## 4 Cavalier Court, Chatham

**HOMES**  
237

**LOCAL AUTHORITY**  
Medway

**DEAL TYPE**  
S.106

**PARTNER**  
Peel Waters

**TENURE**  
Shared Ownership/  
Affordable Rent

In collaboration with Peel Waters, LGAH has invested significantly in the regeneration of Chatham Dockyards, delivering 139 homes for Shared Ownership and 98 for Affordable Rent to create a vibrant new waterfront community.



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## 5 Lucas Place, Birmingham

**HOMES**  
121

**LOCAL AUTHORITY**  
Birmingham  
City Council

**DEAL TYPE**  
S.106 + additionality

**PARTNER**  
Barratt David Wilson

**TENURE**  
Shared Ownership/  
Affordable Rent

Located within easy reach of Birmingham city centre, this project with Barratt David Wilson utilises timber frame construction to deliver much needed housing on a Homes England owned site.



## 6 Mosley Common, Tyldesley

**HOMES**  
57

**LOCAL AUTHORITY**  
Wigan

**DEAL TYPE**  
S.106

**PARTNER**  
Redrow

**TENURE**  
Shared Ownership/  
Affordable Rent

LGAH, in partnership with Redrow, delivered 57 homes in a popular suburban area of Wigan, within commuting distance of Manchester city centre.



## 7 Little Cotton Farm, Dartmouth

**HOMES**  
65

**LOCAL AUTHORITY**  
Wigan

**DEAL TYPE**  
S.106

**PARTNER**  
Redrow

**TENURE**  
Shared Ownership/  
Affordable Rent

Located on the southwest coast of Devon, the project has helped address the significant need for affordable housing in the local area, delivering 65 homes across a range of unit sizes.

## Smart Own (Nationwide)

**DEAL TYPE**  
Shared Ownership  
Funding Initiative

**PARTNER**  
Crest Nicholson

**TENURE**  
Shared Ownership

In partnership with Crest Nicholson, Smart Own has provided a new option to customers on Crest sites, offering Shared Ownership to those unable to get onto the property ladder.

## Kick Start (Nationwide)

**DEAL TYPE**  
Shared Ownership  
Funding Initiative

**PARTNER**  
Barratt David Wilson

**TENURE**  
Shared Ownership

Launched in 2024, the initiative with Barratt delivers additional affordable housing on Barratt sites across the country, paring the resources and capabilities of both organisations.



Key  
Contacts

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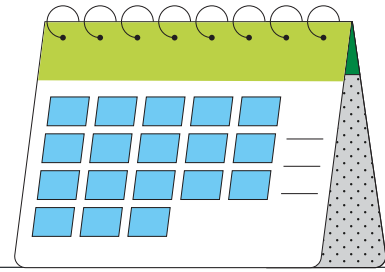
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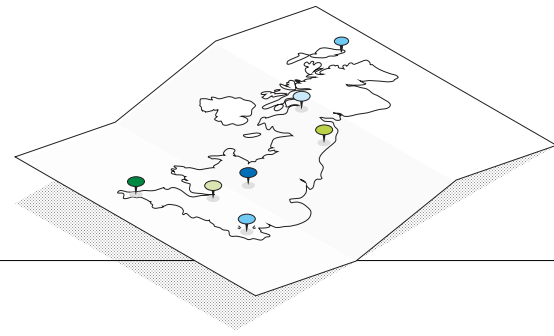


# Investment Priorities



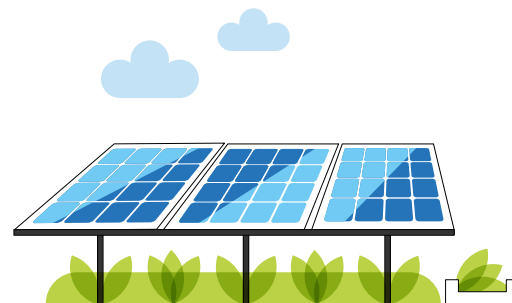
## Pace of Delivery

We aim to invest c.£500m in affordable housing each year (c.2,000-3,000 homes). We are currently prioritising schemes delivering completions within 2 years.



## Location and Tenure

We are seeking both urban and rural opportunities in England, with an immediate priority for homes in the northwest. We have a target affordable tenure split of 80% rented, 20% shared ownership.



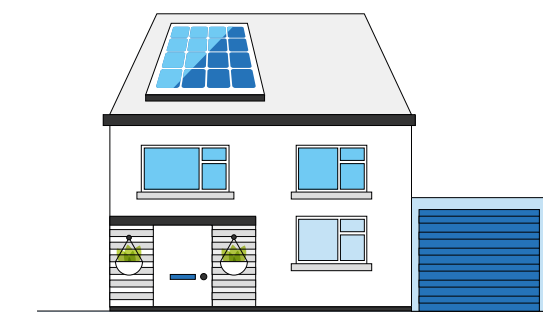
## Environmental, Social and Governance (ESG)

We prioritise opportunities with strong ESG credentials. All new homes must be EPC B or above and we have a commitment to being operationally net zero carbon from 2030



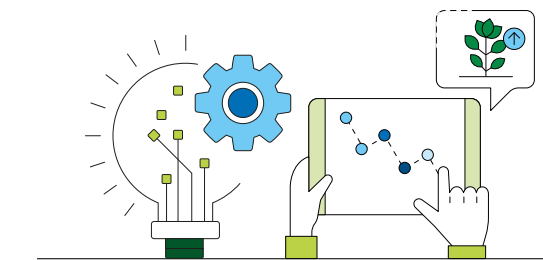
## Quantum

We are seeking to invest in a mixture of opportunity sizes, with a priority for portfolio opportunities that deliver at scale.



## Quality

We focus on partners who share our commitment to quality and customer. We have a market leading Net Promoter Score (NPS), achieving +57 and +67 in 2023 for shared owners and renters at move in.



## Deal Type

We are actively pursuing S.106, package, land-led, stock plots and tenanted stock acquisitions. Please see page 11 for key contacts.



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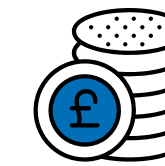


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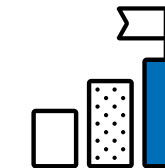




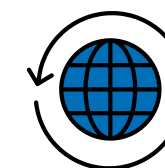
# Why Partner with us



Strong **financial strength** and **governance**



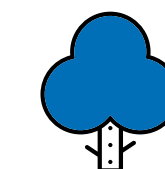
**Proven track record** of deploying capital at scale



**Part of L&G**, a major global investor with £1.4 trillion in assets under management and a multi-tenure residential platform



Open to **innovative partnership opportunities**, combining strengths and resources



Commitment to **quality** and **sustainability**



A strong appetite to **grow in collaboration** with ambitious, like-minded partners



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# Key Contacts



## Anette Simpson

Director of Development and Partnerships

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## S.106, Package Deals and Stock Plots:



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## Chantelle Hart

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## Land-led, Partnerships and Joint Ventures:



## Jon Perrett

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## Jake Lock

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## Tenanted Stock Acquisitions:



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