



23 May 2013

### **Cofunds acquisition by Legal & General completed**

Cofunds Holdings Ltd (“Cofunds”) and Legal & General Group Plc (“Legal & General”) have today announced that the acquisition of Cofunds by Legal & General has been completed successfully.

The transition to the new ownership was quick and smooth thanks to Cofunds Business Unit CEO, Chris Last, working closely with the Cofunds management team and outgoing Cofunds CEO Martin Davis.

As the acquisition is now complete, Cofunds Chairman, Charlie Eppinger, will step down with immediate effect. Charlie Eppinger, who was the driving force in negotiating the sale and has been with Cofunds for over 10 years, is retiring from the Cofunds Board.

Mark Gregory, CEO Savings, Legal & General said: “We’re thrilled that everyone involved has worked so hard to ensure a smooth transition. As ownership changes to Legal & General, I’d like to publicly thank Charlie Eppinger for his 10 years of association with Cofunds. He’s guided the platform from its early days to the highly successful, market leading business it is today. He’ll be missed but he can retire from the Cofunds Board safe in the knowledge that Chris Last and the team at Cofunds will take the platform on to even bigger and better things. We thank Charlie and wish him all the best.”

Chris Last, CEO Cofunds Business Unit, added: “We’ve a strong and experienced Executive Team in place which is single minded in its focus on the job in hand, namely supporting the RDR and platform needs of Cofunds’ clients. I’m particularly pleased to be taking the helm of a company with such an abundance of talent and expertise as it means we can harness that talent for the benefit of all our clients. We’ve ambitious plans for the platform and this is an exciting time to be putting those plans in place.”



Legal & General Group Plc has acquired the 75% share capital of Cofunds Holdings Ltd, which it did not already own, for a cash consideration of £131m. The transaction was announced on the 26 March 2013, and was financed out of Legal & General's existing cash resources. The acquisition valued Cofunds at £175m.

The purchase of Cofunds builds on Legal & General's presence in the intermediary market complementing its position as a leading savings provider for UK banks and building societies, where Legal & General's IPS platform uses Cofunds' proven technology.

- Ends -

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**Notes to editors:**

**1. Cofunds**

Cofunds is the leading investment platform for advisers and other financial institutions, with assets under administration over £50bn (as at 14.03.13). It provides flexible administration and management services for advisers and their clients as well as dealing and custody services for financial institutions. It does not offer investment management or advice, nor does it compete with advisers by offering its services direct to the end client. Cofunds exists to serve the needs of institutions, advisers, their clients, and fund managers. Cofunds is authorised and regulated by the Financial Conduct Authority.



2. Chris Last biography - Chris's former roles include directorships of a number of Legal & General's customer-facing businesses. Most recently he was Managing

Director of Legal & General's Banks and Building Society Distribution, a division that he set up in 2001 and which is now a leading provider of life, pensions and investments to customers through Bank and Building Society partnerships.

3. Investment platforms support advisers and clients by providing services to help administer investments and provide tools to help them deliver portfolio advice services. These services usually include a consolidated view of clients' investments, a portal through which to invest in funds and facilities to arrange custody of some or all of their investments.

4. Prior to the acquisition Legal & General was the largest shareholder in Cofunds with a holding of 25%. Other shareholders included International Financial Data Services Limited with 24%, Threadneedle Asset Management Holdings Limited with 20%, Newhouse Capital Partners with 18%, Jupiter Investment Management Group Limited with 10%, and Prudential UK Services Limited with a holding of 3%.

5. The Legal & General Savings division has a proforma AUA of £110bn (based on AUA at 31 March 2013).

6. At 31 December 2012 Cofunds had an audited net asset value of £48.2m.

#### **7. Legal & General Group Plc**

Established in 1836, Legal & General is a leading provider of protection, annuities, savings and investment management products in the UK, with a market capitalisation of £10bn (as at 22 March 2013). In its recent 2012 preliminary results earnings per share were up 12% to 13.90p and dividends per share up 20% to 7.65p for the period. Legal & General's return on equity for 2012 was 15.5%.

The Group has 7 million retail customers in the UK for life assurance, pensions, investments and general insurance plans.



- Our investment management business, Legal & General Investment Management (LGIM), is responsible for investing £441bn\* worldwide on behalf of investors, policyholders and shareholders. LGIM is one of the largest investors in the UK stock market, managing around 4% of all London listed equities. LGIM has leading capability in index, active fixed income and liability driven investments and manages £52bn\* of assets for international clients.
- Our UK Protection and Annuities businesses insure customers' potential financial exposure from death, illness, injury or household damage, and provide retirement annuities for individuals and pension schemes. In 2012 UK protection and general insurance gross premiums reached £1.6bn, and the annuity portfolio was £33bn\*.
- Our UK Savings business has £74bn\* of assets under administration and provides a range of retail savings funds and savings structures to individuals and workplace clients.
- Legal & General America (LGA) writes protection products in the US market, focusing on higher sum assured policies and in 2012 gross premiums increased to US\$922m.

All numbers are as at 31 December 2012 unless otherwise with an \* - then at 31 March 2013.