

# Intermediary Terms of Commission

Commission Schedule May 2023

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## Part A: Introduction.

Legal & General's Commission for Intermediaries on life related protection products, pensions and investment products is calculated by reference to the product/Commission tables and the Commission bases as outlined in this Schedule.

This Schedule sets out the terms upon which Commission is payable to the Intermediary by Legal & General for the sale of certain Products (being pure protection products and pension products) where such Commission is payable subject to compliance with Regulatory Requirements.

## Part B: General Provisions.

### 1. TERMS OF BUSINESS

This Commission Schedule is incorporated by reference into the Intermediary's Terms of Business with Legal & General and is subject to the General Terms set out in Part A of the Terms of Business. Should any term of this Commission Schedule be inconsistent with, or in any way contradict, any term contained in the General Terms, the term in the General Terms shall apply.

Unless otherwise stated the words, definitions and expressions used in this document, including definitions, shall have the same meaning and effect as those set out in such Terms of Business.

This Schedule reflects the terms upon which Commission is generated at January 2023, being the date on which it was published on the Adviser Centre by Legal & General. Legal & General will, upon request, make available the current terms by means of a telephone helpline or by publishing on-line or through any other media.

### 2. REMUNERATION BASIS

Subject to the provisions of the General Terms and any applicable Regulatory Requirements, the Intermediary can opt to receive commission on indemnity terms or a non-indemnity basis, in accordance with Part C clause 2 of the Terms of Business.

If the Intermediary receives Commission on Indemnity Terms, it can opt to submit business on either an indemnity or non-indemnity basis. If the Intermediary does not receive Commission on Indemnity Terms, it can only submit business on a non-indemnity basis.

### 3. SPLITTING COMMISSION BETWEEN INTERMEDIARIES AND THIRD PARTIES

The Intermediary can split Commission up to six ways depending on product type. Commission on protection products can only be split between a maximum of two advisers.

The same Commission style and sacrifice terms will apply to all advisers, including the Intermediary.

Commission is determined based on product type and product system.

Commission on Indemnity Terms may be paid to the Intermediary where it is a non-indemnity Intermediary because the lead Agent is paid on Indemnity Terms, in which case Part C clause 2 of the Terms of Business will apply to the Intermediary.

### 4. COMMISSION SACRIFICE

The Intermediary can sacrifice Commission on most products on

a case-by-case basis. If Commission is split in accordance with Part A clause 3, the sacrifice percentage chosen by the first adviser will apply to every additional adviser also recorded against that case.

### 5. REDRAWN POLICIES (ALTERATIONS/SUBSTITUTIONS/AMENDMENTS)

Where a Product is altered, substituted, or amended by agreement with the customer, Legal & General may vary the amount of Commission paid or payable by virtue of that alteration, substitution or amendment at its sole discretion.

### 6. INCREASING & DECREASING PREMIUMS

The following events can increase or decrease premiums:

#### 6.1 Indexation

Level Term Assurance (with or without Critical Illness Cover), Family and Personal Income Plans (with or without Critical Illness Cover), Income Protection Benefit and Whole of Life products (excluding Over 50's Whole of Life) which are sold with the Indexation option, attract an uplift to the Initial Commission payable of 10% Lauto Initial Commission. For these or any other protection products, Initial and Renewal Commission will not change following an increase (or decrease) in premium as a result of an indexation review.

#### 6.2 Guaranteed Insurability Option (GIO)

When this option is exercised a new policy is written and the premiums increase. The Intermediary receives both Initial and Renewal Commission based on the additional premium payable on the second policy.

#### 6.3 Further Mortgage Option (FMO)

When this option is exercised a new policy is written and the premiums increase. The Intermediary receives both Initial and Renewal Commission based on the additional premium payable on the second policy.

#### 6.4 Reviewable Critical Illness Cover (CIC)

If premiums increase or decrease as a result of the 5-year review, Initial and Renewal Commission will remain the same.

#### 6.5 Change Your Cover Option

When a change your cover option is exercised by a client (as set out in the terms of the relevant Product), a new policy (with an increase or decrease in premium) is written to replace the original plan, which is lapsed (generating a partial clawback based on remaining unearned commission). Initially a full commission payment will be issued on the replacement policy based on the new premium, before a calculation is performed to establish the correct amount of commission due. This will take into account the number of premiums paid at the original level and the number of premiums payable at the new level for the remainder of the initial period that was applicable to the original policy. An adjustment will then be added to the commission statement to debit commission accordingly.

#### 6.6 Life Alteration

When the Life Alteration option (as set out in the terms of the relevant Product) is exercised by a client, a new policy (with an increase or decrease in premium) is written to replace the original plan, which will be lapsed (generating a partial clawback based on remaining unearned commission). The replacement policy will not generate a commission payment therefore a calculation is performed to multiply the clawback

amount by the percentage increase or decrease to the premium, and this amount is applied as an adjustment to the commission statement.

#### 6.7 Rated Premium Period Ends

Initial Commission payable on Indemnity Terms is calculated, quoted and paid based on the premium level at outset. Should the period for which a rated premium is payable end during the Initial Commission period, a re-calculation of the Initial Commission amount will take place which may result in a partial reclaim of the Initial Commission already paid.

#### 6.8 Fracture Cover and Private Diagnostics Renewable Benefits

Initial Commission is calculated and payable on the same terms as the underlying Life policy. Initial commission is calculated based on the premium value when quoted and will not vary if the renewal premiums during the Initial Commission period for these benefits change, either increase or decreasing. Should the benefit be cancelled by the customer at a renewal point resulting in the premium for the benefit ending during the Initial Commission period, a re-calculation of the Initial Commission amount will take place which may result in a partial reclaim of the Initial Commission already paid.

If the benefit is cancelled by the customer outside of the renewal process, a re-calculation of the Initial Commission amount will take place, which may result in a partial reclaim of the Initial Commission already paid on the original policy and/or a new policy may be issued with adjusted commission.

Following the Initial Commission Period, Renewal Commission will be paid in the same way as the underlying Life Policy, if applicable. The Renewal Commission for the benefit will be based off the current premium paid. Should the benefit be cancelled during the renewal commission period then renewal commission will be calculated as before less the value of the current premium of the benefit being cancelled.

### 7. PREMIUM REFUNDS

If for any reason Legal & General refunds a premium to a customer in respect of a policy, any Commission paid or credited in respect of that premium will be repayable to Legal & General.

### 8. INITIAL COMMISSION

The generation and subsequent payment of Initial Commission paid on Indemnity Terms for protection products (including any Commission owed in respect of pipeline business) will take place either on receipt of the first premium paid by the customer or on the inception date of the policy. If paid on the inception date of the policy, commission will generate once the policy start date is within 90 days of the date of inception. For Initial Commission paid on a non-indemnity basis for protection products, commission will be paid on receipt of each premium being received during the Initial Commission Period.

### 9. RENEWAL COMMISSION

The payment of Renewal Commission will be subject to the General Terms, any provisions to the contrary in this Commission Schedule and any applicable Regulatory Requirements, become payable after the Initial Commission Period ends or otherwise. Renewal Commission is calculated as a fixed percentage of the premium or a percentage of the fund ("Fund-based") dependent on product type.

## 10. PENSION RENEWALS

Where the selected retirement date is after 65 years of age, Commission on further recurrent premiums will be treated as single premium business.

## 11. COMMISSION AND FEE STATEMENTS

No Commission and Fee Statements will be issued on the 2nd working day of each month. Any Commission and Fee Statements that would normally be due on this date will be issued on the next available working day.

## 12. DEATH CLAIMS

No clawback will be issued as a result of a policy ending earlier than planned, following a successful death claim. However, where the end date of the policy is backdated to the date of death, any Commission paid that was due after this date (renewal or trail) will be subject to a clawback.

## 13. TRAIL COMMISSION AND LEGACY COMMISSION

In order to comply with Regulatory Requirements, from the RDR Implementation Date, Legal & General is obliged to pay Trail Commission and Legacy Commission on the terms set out below.

With effect from the RDR Implementation Date, Legal & General will continue to pay Trail Commission. However, if a new or increased payment is made by a Client to Legal & General in relation to Legal & General's Retail Investment Products effected prior to the RDR Implementation Date where the investment is made as the result of a Personal Recommendation having been given by the Intermediary, Legal & General will where possible continue the payment of Trail Commission on existing premium/fund levels.

Legal & General may, subject to complying with Regulatory Requirements, continue to pay Legacy Commission where:

- New and/or increased payments are made in relation to Legal & General's Retail Investment Products without any advice having been given

## 14. WORKPLACE PENSION SCHEME ARRANGEMENTS

Legal & General may, subject to complying with Regulatory Requirements, continue to pay Commission, in accordance with an agreement established prior to the RDR Implementation Date between the Intermediary and Employer/Trustee, where:

- The Commission payable relates to any employees joining a Group Personal Pension Scheme, Group Stakeholder Pension Scheme or an Occupational Pension Scheme established prior to the RDR Implementation Date; or
- The Commission payable relates to increased contributions from existing employees of a Group Personal Pension Scheme, Group Stakeholder Pension Scheme or an Occupational Pension Scheme established prior to the RDR Implementation Date.

Should the Intermediary make a Personal Recommendation to an employee of a Group Personal Pension Scheme or Group Stakeholder Pension Scheme; and:

- The Intermediary is not the Intermediary retained by the scheme; or,

- The Intermediary is the Intermediary retained by the scheme, but such activity is outside of the scope of the advice and services covered by the agreement between the Intermediary and Employer/Trustee which was established prior to the RDR Implementation Date.

they would not be entitled to receive Legacy Commission for the Personal Recommendation and would instead have to be remunerated by way of an Adviser Charge for this activity (Legal & General may be able to facilitate the payment of such an Adviser Charge).

## 15. PRODUCTS AVAILABLE FOR NON-ADVISED SALES

Pursuant to Part F clause 2 of the Terms of Business, the following products may be sold on or after the RDR Implementation Date on a non-advised basis:

- Non-Profit Annuities
- Fixed Term Annuities

## Part C: Product Specific Commission Details.

### 1. LIFE RELATED PROTECTION PRODUCTS

#### Guide to calculating Commission (Indemnity)

Monthly Premium: Premium x 12 x Factor x Override

Annual Premium: Premium x Factor x Override

#### Guide to calculating Commission (Non-Indemnity) - Excluding Whole of Life Products

Monthly Premium: Premium x 12 x Factor x Override / Initial Period

Annual Premium: Premium x Factor x Override / Initial Period x 12

#### Guide to calculating Commission (Non-Indemnity) - Whole of Life Products Only

For Whole of Life Products, an extra 10% of the calculated commission is payable on non-indemnity cases and is included in the calculations below:

Monthly Premium: Premium x 12 x Factor x Override / Initial Period + 10%

Annual Premium: Premium x Factor x Override / Initial Period + 10% x 12

The factor is based on the term of the policy and can be obtained from the table titled 'Indemnity' under the section Protection Lautro and Initial Commission Period Tables. Please note that for Indemnity Commission only, Mortgage Payment Insurance and Income Protection Benefit use different factors depending on whether the premium is paid monthly or annually. For Whole of Life and Over 50's Whole of Life the term is calculated as 85 – age next birthday, with a minimum term of 1.

The factor used for non-indemnity commission can be obtained from the table titled 'Non-Indemnity' under the section Protection Lautro and Initial Commission Period Tables. Whole of Life and Over 50's Whole of Life use the same factors as those applicable to Indemnity Commission and these can be obtained from the table titled 'Indemnity' under the section Protection Lautro and Initial Commission Period Tables. For Whole of Life and Over 50's Whole of Life the term is calculated as 85 – age next birthday.

The initial period (in months) is based on the term of the policy and can be obtained from the table titled 'Indemnity' under the section Protection Lautro and Initial Commission Period Tables.

For annual premium paying policies placed on a Non-Indemnity business, as the initial commission period is quoted in months, the calculation would provide a monthly commission amount; therefore we multiply this by 12 for the equivalent annual commission amount that would be paid upon receipt of the annual premium. However, where the initial commission period does not equate to an exact number of full years (for example 43 months), the final initial commission payment will be based on the number of months remaining. In order to calculate the final commission payment, we multiply the monthly commission amount by the number of remaining months (seven in this example) instead of 12.

#### Renewal Commission

Where Renewal Commission is payable, the standard amount will be 2.5% of the premium received and can be paid until the end of the contract. If you are on a non-standard rate and unsure on the level of renewal commission, please contact your Network / Service provider if applicable or contact your Legal & General Account Manager.

Renewal Commission is only payable on premiums paid after all premiums due during the initial commission period have been received. For example, a policy with a 48-month initial commission period would pay Renewal Commission for premium 49 onwards.

The initial commission period (in months) is based on the term of the policy and can be obtained from the table titled 'Indemnity' under the section Protection Lautro and Initial Commission Period Tables found within this schedule.

#### Guide to calculating Commission Clawback

This applies to Initial Commission paid on Indemnity Terms.

Legal & General currently operate two commission clawback methodologies across the Intermediary market. Details of how much commission will be clawed back based on each methodology is described below. If you are unsure on which clawback methodology applies to you this can be identified by the commission style shown at the end of quotes produced.

Method 1 is relevant for commission styles; 50, 51, 52, 70, M3, M7, M8. With all other commission styles based on Method 2.

Commission Style Example at end of quote, where the figures at the end of the string below denote the commission style

ABC / 0000000 / 000 / 00

If you are still unsure on which clawback methodology is relevant to you, please contact your Network / Service provider if applicable or contact your Legal & General Account Manager.

**Method 1**

To calculate the clawback amount based on the Present Value of Commission for the remaining Indemnity Period the clawback amounts shown in table below are applied. Present Value of Commission Clawback %

Premiums received	Term of policy (years)											
	1	2	3	4	5	6	7	8	9	10	11	12+
0	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
1	75.37%	89.33%	92.76%	94.57%	95.91%	96.61%	97.13%	97.52%	97.89%	98.13%	98.32%	98.37%
2	50.50%	78.55%	85.44%	89.09%	91.79%	93.19%	94.22%	95.01%	95.76%	96.24%	96.63%	96.72%
3	25.37%	67.66%	78.06%	83.56%	87.62%	89.74%	91.29%	92.47%	93.61%	94.33%	94.92%	95.05%
4	0.00%	56.66%	70.60%	77.97%	83.41%	86.25%	88.33%	89.91%	91.44%	92.40%	93.19%	93.37%
5	0.00%	45.55%	63.06%	72.32%	79.16%	82.72%	85.34%	87.33%	89.24%	90.45%	91.45%	91.63%
6	0.00%	34.33%	55.45%	66.62%	74.86%	79.16%	82.31%	84.72%	87.02%	88.48%	89.68%	89.95%
7	0.00%	23.00%	47.76%	60.86%	70.52%	75.57%	79.26%	82.08%	84.79%	86.49%	87.90%	88.22%
8	0.00%	11.56%	40.00%	55.04%	66.14%	71.94%	76.18%	79.42%	82.52%	84.48%	86.10%	86.47%
9	0.00%	0.00%	32.16%	49.17%	61.72%	68.27%	73.07%	76.73%	80.24%	82.46%	84.29%	84.70%
10	0.00%	0.00%	24.24%	43.23%	57.25%	64.57%	69.92%	74.01%	77.93%	80.41%	82.45%	82.91%
11	0.00%	0.00%	16.24%	37.24%	52.73%	60.82%	66.75%	71.27%	75.60%	78.34%	80.60%	81.11%
12	0.00%	0.00%	8.16%	31.19%	48.17%	57.05%	63.54%	68.50%	73.25%	76.25%	78.73%	79.28%
13	0.00%	0.00%	0.00%	25.07%	43.57%	53.23%	60.30%	65.70%	70.87%	74.14%	76.84%	77.44%
14	0.00%	0.00%	0.00%	18.90%	38.92%	49.37%	57.03%	62.87%	68.47%	72.01%	74.93%	75.59%
15	0.00%	0.00%	0.00%	12.66%	34.22%	45.48%	53.72%	60.02%	66.05%	69.85%	73.00%	73.71%
16	0.00%	0.00%	0.00%	6.36%	29.48%	41.55%	50.39%	57.13%	63.60%	67.68%	71.06%	71.81%
17	0.00%	0.00%	0.00%	0.00%	24.69%	37.58%	47.02%	54.22%	61.13%	65.48%	69.09%	69.90%
18	0.00%	0.00%	0.00%	0.00%	19.85%	33.57%	43.61%	51.28%	58.63%	63.27%	67.10%	67.96%
19	0.00%	0.00%	0.00%	0.00%	14.96%	29.52%	40.17%	48.31%	56.11%	61.03%	65.10%	66.01%
20	0.00%	0.00%	0.00%	0.00%	10.02%	25.42%	36.70%	45.30%	53.56%	58.76%	63.07%	64.03%
21	0.00%	0.00%	0.00%	0.00%	5.04%	21.29%	33.19%	42.27%	50.98%	56.48%	61.03%	62.04%
22	0.00%	0.00%	0.00%	0.00%	0.00%	17.12%	29.65%	39.21%	48.39%	54.17%	58.96%	60.03%
23	0.00%	0.00%	0.00%	0.00%	0.00%	12.90%	26.07%	36.12%	45.76%	51.84%	56.87%	58.00%
24	0.00%	0.00%	0.00%	0.00%	0.00%	8.64%	22.46%	33.00%	43.11%	49.49%	54.76%	55.94%
25	0.00%	0.00%	0.00%	0.00%	0.00%	4.34%	18.81%	29.84%	40.43%	47.11%	52.63%	53.87%
26	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	15.12%	26.66%	37.73%	44.71%	50.48%	51.77%
27	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.40%	23.44%	34.99%	42.28%	48.31%	49.66%
28	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7.63%	20.19%	32.23%	39.83%	46.12%	47.52%
29	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.84%	16.91%	29.45%	37.36%	43.90%	45.36%
30	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	13.59%	26.63%	34.86%	41.66%	43.18%
31	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.25%	23.79%	32.33%	39.40%	40.98%
32	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.86%	20.92%	29.78%	37.12%	38.76%
33	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.45%	18.02%	27.21%	34.81%	36.51%
34	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	15.09%	24.61%	32.48%	34.24%
35	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	12.13%	21.98%	30.13%	31.95%
36	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	9.14%	19.33%	27.76%	29.64%
37	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	6.13%	16.65%	25.36%	27.30%
38	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.08%	13.94%	22.93%	24.94%
39	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	11.21%	20.48%	22.56%
40	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	8.45%	18.01%	20.15%
41	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.66%	15.52%	17.72%
42	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.84%	12.99%	15.26%
43	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.45%	12.78%
44	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	7.87%	10.28%
45	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	5.27%	7.74%
46	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.65%	5.19%
47	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.61%
48	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

## Method 2

To calculate the clawback amount on a straight-line basis, divide the initial commission paid by the number months applicable to the initial commission period, and then multiply by the number of premiums outstanding.

For example, a policy that paid £1,200 initial commission, has a 48-month initial commission period and where 30 premiums are outstanding, the calculation would be as follows:

$$£1,200 / 48 \times 30 = £750$$

The initial commission period (in months) is based on the term of the policy and can be obtained from the table titled 'Indemnity' under the section Protection Lautro and Initial Commission Period Tables found within this schedule.

## Protection Lautro and Initial Commission Period Tables

### Indemnity

Term in years	All life related protection products (excluding Whole of Life)			Whole of Life products		
	LTA / MDTA / FPIP / FLIP / SA CIC	MPI / IPB (Annual Premiums)	MPI / IPB (Monthly Premiums)	Initial Commission Period (Months)	Whole of Life	Initial Commission Period (Months)
1	0.1150			4	0.0414	2
2	0.2524			9	0.0618	3
3	0.3575			13	0.1020	5
4	0.4585			17	0.1218	6
5	0.5792	0.5218	0.4965	22	0.1608	8
6	0.6715	0.6056	0.5756	26	0.1990	10
7	0.7603	0.6843	0.6517	30	0.2179	11
8	0.8455	0.7631	0.7247	34	0.2551	13
9	0.9475	0.8549	0.8121	39	0.2734	14
10	1.0255	0.9249	0.8790	43	0.3094	16
11	1.1004	0.9947	0.9432	47	0.3448	18
12	1.1187	1.0122	0.9589	48	0.3622	19
13	1.1187	1.0122	0.9589	48	0.3965	21
14	1.1187	1.0122	0.9589	48	0.4134	22
15	1.1187	1.0122	0.9589	48	0.4467	24
16	1.1187	1.0122	0.9589	48	0.4631	25
17	1.1187	1.0122	0.9589	48	0.4954	27
18	1.1187	1.0122	0.9589	48	0.5113	28
19	1.1187	1.0122	0.9589	48	0.5427	30
20	1.1187	1.0122	0.9589	48	0.5582	31
21	1.1187	1.0122	0.9589	48	0.5735	32
22	1.1187	1.0122	0.9589	48	0.6037	34
23	1.1187	1.0122	0.9589	48	0.6186	35
24	1.1187	1.0122	0.9589	48	0.6479	37
25	1.1187	1.0122	0.9589	48	0.6623	38
26	1.1187	1.0122	0.9589	48	0.6766	39
27	1.1187	1.0122	0.9589	48	0.6766	39
28	1.1187	1.0122	0.9589	48	0.6907	40
29	1.1187	1.0122	0.9589	48	0.6907	40
30	1.1187	1.0122	0.9589	48	0.7047	41
31	1.1187			48	0.7047	41
32	1.1187			48	0.7186	42
33	1.1187			48	0.7186	42
34	1.1187			48	0.7323	43
35	1.1187			48	0.7323	43
36	1.1187			48	0.7459	44
37	1.1187			48	0.7459	44
38	1.1187			48	0.7593	45
39	1.1187			48	0.7593	45
40	1.1187			48	0.7726	46
41					0.7726	46
42					0.7858	47
43					0.7858	47
44					0.7989	48
45					0.7989	48

### Non-Indemnity

Legal & General currently operate three styles for Non-Indemnity lauro factors across the Intermediary market. The different styles are set out in the table below. If you are unsure on which style applies to you this can be identified by the commission style shown at the end of quotes produced.

Style 1 is relevant to commission styles; 50, 70, M3, M7

Style 2 is relevant for commission style 51

All other commission styles use style 3.

Commission Style Example at end of quote, where the figures at the end of the string below denote the commission style ABC / 0000000 / 000 / 00

If you are unsure on which style applies to you, please contact your Network / Service provider if applicable or contact your Legal & General Account Manager. The style you are on can also be identified by the commission style shown at the end of quotes produced.

Term in years	LTA / LTA + CIC / MDTA / MDTA + CIC / FPIP / FLIP			MPI / IPB			Initial Comission Period (Months)
	Style 1	Style 2	Style 3	Style 1	Style 2	Style 3	
1	0.1037	0.1024	0.1167	0.0889	0.0875	0.1000	4
2	0.2333	0.2303	0.2625	0.2000	0.1970	0.2250	9
3	0.3371	0.3327	0.3792	0.2889	0.2845	0.3250	13
4	0.4407	0.4350	0.4958	0.3778	0.3721	0.4250	17
5	0.5704	0.5630	0.6417	0.4889	0.4815	0.5500	22
6	0.6740	0.6654	0.7583	0.5778	0.5690	0.6500	26
7	0.7778	0.7678	0.8750	0.6667	0.6566	0.7500	30
8	0.8815	0.8702	0.9917	0.7556	0.7441	0.8500	34
9	1.0111	0.9981	1.1375	0.8667	0.8535	0.9750	39
10	1.1148	1.1005	1.2542	0.9556	0.9411	1.0750	43
11	1.2185	1.2028	1.3708	1.0444	1.0286	1.1750	47
12+	1.2444	1.2284	1.4000	1.0667	1.0505	1.2000	48



## 2. Retirement products

### Annuities

Legal & General currently offer three annuity products. These products and the standard commission rate payable for each are detailed below:

- Standard Non-Profit Annuity 1.0%
- Enhanced Non-Profit Annuity 1.7%
- Lifestyle Non-Profit Annuity 1.7%

Commission is based on the consideration value after tax-free cash is taken and before any additional fund is added by Legal & General under the Guaranteed Minimum Pension process.

### Fixed Term Annuities

Legal & General currently offer two Fixed Term Annuity products. These products and the standard commission rate payable for each are detailed below:

- Cash Out Retirement Plan 0.5%
- Fixed Term Retirement Plan 0.5%

Commission is based on the consideration value after tax-free cash is taken.

### Clawback for Fixed Term Annuities

The clawback rates applicable to Fixed Term Annuities are detailed in the table below.

Exit within	% Clawback of Commission Paid
1 year	100
2 years	57
3 years	33
4 years	0

## 3. UTM Commission terms

Please refer to your Distribution Relationship Manager for details of terms payable.

**Legal & General Assurance Society Limited**, Registered in England No. 00166055.

**Legal & General (Portfolio Management Services) Limited**, Registered in England No. 02457525.

**Legal & General (Unit Trust Managers) Limited**, Registered in England No. 01009418.

**Legal & General Partnership Services Limited**. Registered in England No 05045000.

Registered Office:

One Coleman Street, London EC2R 5AA.

Authorised and regulated by the Financial Conduct Authority

05/23

