Baroda Pioneer Brokerage Structure - Apr-Jun'17

| Premium - UP + Trail | | | T-15 | & B-15 | Total T-15 | B- 15 | Total B-15 |
|--|--|-----------------|---------|-------------------------|--|--|------------|
| Equity Funds | Exit Load | Per Application | Upfront | Trail - 1 YR Onwards | Payout | Additional Upfront | Payout |
| Baroda Pioneer Growth Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | Up to 2 crs | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% |
| Baroda Fioneer Growth Fund | 1.00% if redeemed on of before 303 days, for thereafter | Above 2 crs | 0.25% | 1.25% | 1.50% | Additional Upfront | 3.25% |
| Baroda Pioneer Large Cap Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | Up to 2 crs | 0.75% | 0.75% | 1.50% | 1.25% | 2.75% |
| Baroda Froncer Large Cap Fund | 1.00% if redeemed on of before 303 days, for thereafter | Above 2 crs | 0.25% | 1.25% | 1.50% | 0.50% | 2.00% |
| Danida Diaman Mid Can Frond | 1,000/ if and a made of a 265 days. Wildle and from | Up to 2 crs | 0.75% | 0.75% | 1.50% | 1.25% | 2.75% |
| Baroda Pioneer Mid Cap Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | Above 2 crs | 0.25% | 1.25% | 1.50% | Additional Upfront 1.50% 1.75% 3 1.50% 1.75% 3 1.50% 1.25% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 2 1.50% 0.50% 1 1.00% 0.25% 1 0.06% NA 0 0.25% NA 0 0.25% NA 0 0.70% NA 0 0.70% 0.25% 5 0 1.00% 0.25% 5 0 1.00% 0.50% 1 1.00% 0.25% 5 0 0.50% 1 1.00% 0.25% 5 0 0.50% 1 1.00% 0.25% 5 0 0.50% 1 1.00% 1.00% | 2.00% |
| | 1,000/ 'C 1 1 1 1 C 265 1 NULL C | Up to 2 crs | 0.75% | 0.75% | 1.50% | Additional Upfront 1.75% 1.75% 1.75% 1.25% | 2.00% |
| Baroda Pionner Banking & Fin Serv Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | Above 2 crs | 0.25% | 1.25% | 1 YR ards Payout Payout Additional Upfront Payout Payout % 1.50% 1.75% 3.25 % 1.50% 1.75% 3.25 % 1.50% 1.25% 2.75 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.25 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.50% 0.50% 2.00 % 1.00% 0.50% 1.25 % 1.00% 0.50% 1.25 | 2.00% | |
| Daniel Birman El CC OC Franci | NIII | Up to 25 lacs | 0.75% | 0.75% | 1.50% | 1.25% | 2.75% |
| Baroda Pioneer ELSS 96 Fund | NIL | Above 25 lacs | 0.50% | 1.25% | 1.75% | 0.50% | 2.25% |
| D 1 B D 1 E 1 | 1,000/ 'C 1 1 1 1 C 265 1 NULL C | Up to 2 crs | 0.75% | 0.75% | 1.50% | 0.50% | 2.00% |
| Baroda Pioneer Balance Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | Above 2 crs | 0.25% | 1.25% | 1.50% | 0.50% | 2.00% |
| Debt Funds | | | | | | | |
| Baroda Pioneer MIP Fund | NIL | For any Amount | 0.50% | 0.50% | 1.00% | 0.50% # | 1.50% |
| Baroda Pioneer Credit Opportunities Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | For any Amount | 0.50% | 0.50% | 1.00% | 0.25% | 1.25% |
| Baroda Pioneer Liquid Fund | NIL | For any Amount | NA | 0.06% | 0.06% | NA | 0.06% |
| Baroda Pioneer Treasury Advantage | NIL | For any Amount | NA | 0.25% | 0.25% | NA | 0.25% |
| Baroda Pioneer Short Term Bond | 0.25% if redeemed on or before 15 days; nil thereafter | Upto 5 Crs | 0.15% * | 0.40% | | | 0.55% |
| | • • | Above 5 Crs | NIL | 0.70% | | | 0.70% |
| Baroda Pioneer Dynamic Bond | 0.50% if redeemed on or before 3 months, Nil thereafter | For any Amount | NA | 0.70% | | | 0.95% |
| Baroda Pioneer Income Fund | 1.00% if redeemed on or before 365 days, Nil thereafter | For any Amount | 0.50% | 0.50% | 1.00% | 0.50% | 1.50% |
| Baroda Pioneer Gilt Fund | 0.25% if redeemed on or before one month (30 days) from the date of allotment. | For any Amount | NA | 0.60% | 0.60% | NA | 0.60% |

^{\$} In case the investment is redeemed within 6 months, the proportionate brokerage shall be recovered/clawed back/set off from future payments.

[#] In case the investment is redeemed within 12 months, the proportionate brokerage shall be recovered/clawed back/set off from future payments.

^{*} With effect from 17^{th} Feb'17, the claw back period for upfront brokerage will be 6 months from the date of allotment.

Terms & Conditions

- 1. The above structure is valid only for the period mentioned above to the distributors to whom it is specifically communicated
- 2. Only AMFI / NISM registered distributors, empanelled with Baroda Pioneer AMC Ltd, are eligible for the above incentive structure.
- 3. Only valid application forms, with complete ARN number mentioned in the broker code column, & EUIN no. will be considered for the above incentive structure.
- 4. The AMC reserves the right to change the above incentive structure without any prior intimation.
- 5. You are advised to abide by the code of conduct and rules/regulations laid down by SEBI and AMFI from time to time.
- 6. Top-15 Locations (T-15) are as provided by AMFI. Beyond-15 Locations (B-15) refers to all the Locations beyond the Top-15 Locations. The list of Top-15 locations are as follows:
 Ahmedabad, Bangalore, Baroda, Chandigarh, Chennai, Hyderabad, Jaipur, Kanpur, Kolkata, Lucknow, Mumbai (including Navi Mumbai & Thane), New Delhi (including NCR), Panjim, Pune & Surat.

Clawback Terms

- 7. In case the investment is redeemed/switched within the exit load period, as applicable under the fund, then the proportionate (i.e. for the remaining period of exit load period) of upfront commission & additional upfront incentive (if any) shall be recovered/clawed back/set off from future payments or recovered through a reverse payment from the ARN Holder as the case may be.
- 8. The claw back amount, if applicable, will be arrived at on the basis of following formula:
 - a. For full redemption before exit load period: Brokerage Amount paid (upfront)*{(365-No. of days stayed invested in the fund)/365}
 - b. For partial redemption before exit load period: Units Redeemed * Brokerage rate per unit * {(365-No. of days stayed invested in fund)/365} (Where Brokerage rate per unit = Gross brokerage paid/No. of units allotted)
- 9. New SIP Mandates registered will also be subject to claw back provisions as mentioned at Sr 7 & 8 above
- 10. The above brokerage structure is based on the present expense ratio allowed by SEBI. Any change by SEBI in the expense ratio will entail a change in the above brokerage structure, including the annualised and long term trail, and such revised structure will be applicable to all old and new transactions with the date as may be specified. The same will be binding on the distributors. Similarly, the current structure is based on AMFI's recent best practices guidelines with regard to commission payouts. Should there be any changes to the guidelines necessitating amendments to the extent desired by BPMF, the structure would undergo change and the same will be communicated accordingly.
- 11. In case the investment is through split transactions having same PAN, Distributor code and scheme name and on the same day, the applicable brokerage would be computed on a consolidated amount.
- 12. The commission / incentive structure communicated by the AMC from time to time is all inclusive i.e. inclusive of any cess, charges, taxes, etc. that may be applicable to the distributor. The distributor is responsible for discharge of his / her / its tax obligations.
- 13. As per the guidelines issued by SEBI (SEBI/IMD/CIR No.4/168230/09 dated June 30, 2009) the upfront commission will be paid by the investor directly to his distributor/advisor based on his assessment of various factors including the service rendered by the distributor/advisor. Further, the distributor/advisor is required to disclose to customers all the commissions (in the form of trail commission or any other mode) received by him for different competing schemes of various mutual funds from amongst which the scheme of Baroda Pioneer Mutual Fund (BPMF) is being recommended to them.
- 14. In terms of SEBI/AMFI circulars/guidelines, the Channel Partners shall submit to the Mutual Fund all account opening and transaction documentation including Know Your Client, Power of Attorney (PoA), Account Opening Form, etc. in respect of investors/transactions through Channel Partner. Further, the payment of commission shall be made depending on the documentation completion status.
- 15. AMFI has vide circular dated August 27, 2010 introduced Know Your Distributor (KYD) norms for Mutual Fund Distributors with effect from September 1, 2010, which is similar to Know Your Client (KYC) norms for investors, requiring the distributors to submit identity proof, address, PAN and bank account details with proof. KYD norms are applicable for fresh ARN registrations and ARN renewals effective September 1, 2010.
- 16. Distributors/advisors shall ensure that the Scheme Information Documents, addendums and Statement of Additional Information of the Mutual Fund are made available to their clients for making informed investment decisions. These documents can be downloaded from our website www.barodapioneer.in



| | | Mutual Fui | | | | | | | |
|------------------------|--|--|--------------------------|--------------------------|----------------|----------|-------------------|---|---|
| Structure e | ffective 1st June 2017- Till further notice of change | Total Brokerage (%) inclusive of all taxes | | | | | | | |
| Category | Scheme Name | Clawback Period | 3 yr Pricing (T15) | 3 yr Pricing (B15) | Adl Upfront | Upfront | Trail 1st Year | Trail 2nd onwards | B 15 Special Upfront Incentiv e # |
| | EQ | UITY | | | | | | | |
| | BSL Top 100, | | | | | | | | |
| | BSL Advantage Fund, | 12 Months | 3.30 | 4.80 | 0.20 | 0.40 | 0.90 | 0.00 | 1.50 |
| CORE FUNDS | BSL Equity, | 12 WOULTS | 3.30 | 4.00 | 0.20 | 0.40 | 0.50 | 0.50 | 1.30 |
| CORETONDS | BSL Midcap | | | | | | | | |
| | BSL Balanced '95 | 12 Months | 3.35 | 4.85 | 0.00 | 0.50 | 0.95 | 0.95 | 1.50 |
| | BSL Frontline Equity | 12 Months | 2.85 | 4.35 | 0.00 | 0.75 | 0.70 | 0.70 | 1.50 |
| ASSET ALLOCATION | BSL Balanced Advantage (BAF) | 12 Months | 3.60 | 5.10 | 0.25 | 0.50 | 0.95 | 0.95 | 1.50 |
| ASSET ALLOCATION | BSL Equity Savings Fund | 12 Months | 3.45 | 4.95 | 0.00 | 0.60 | 0.95 | 0.95 | 1.50 |
| | BSL Pure Value Fund, | | | | | | | | |
| TACTICAL FUNDS | BSL Banking and Financial Services Fund, | 12 Months | 3.45 | 4.95 | 0.25 | 0.50 | 0.90 | 0.90 | 1.50 |
| TACTICAL TONDS | BSL MNC, | 12 101011113 | 3.43 | 4.55 | 0.23 | 0.50 | 0.50 | 0.50 | 1.50 |
| | BSL Small & Midcap Fund | | | | | | | | |
| ELSS | BSL Tax Relief '96,BSL Tax Plan | NA | 3.50 | 5.00 | 0.00 | 0.50 | 1.00 | 1.00 | 1.50 |
| | | | | | | | 0.55 an | nualized | |
| Arbitrage | BSL Enhanced Arbitrage Fund | 3 Months | 1.71 | 1.71 | 0.00 | 0.20 | from 4t | 0.70 0.95 0.95 0.90 1.00 annualized 4th month nwards 0.90 0.20 0.10 0.55 0.90 0.55 1.05 0.60 0.60 annualized 4th month nwards | 0.00 |
| | | | | | | | onv | vards | |
| | DCI L II C N L F L | | | | | | | | |
| | BSL India Gen Next Fund, | | | | | | | | |
| | BSL Manufacturing Equity Fund, | | | | | | | | |
| Other Equity | BSL International Equity - Plan A & B, BSL India Reforms | 12 Months | 3.30 | 4.80 | 0.00 | 0.60 | 0.90 | 0.90 | 1.50 |
| | Fund , BSL India Opportunities Fund, BSL Infrastructure Fund, BSL New Millennium Fund, BSL Special Situations | | | | | | | | |
| | Fund, BSL New Millermann Fund, BSL Special Situations Fund, BSL Dividend Yield Plus, | | | | | | | | |
| | Fulla, BSL Dividena fiela Flus, | | | | | | | | |
| Index | BSL Index Fund | NA | 0.60 | 0.60 | 0.00 | 0.00 | 0.20 | 0.20 | 0.00 |
| | BSL Active Debt Multi Manager, | NA | 0.30 | 0.30 | 0.00 | 0.00 | 0.10 | 0.10 | 0.00 |
| FOF | BSL Asset Allocator Multi Manager | | 0.00 | 0.50 | 0.00 | 0.00 | 0.10 | | 0.00 |
| | Other FoF Schemes (Refer Scheme Names in T&C) | NA | 1.65 | 1.65 | 0.00 | 0.00 | 0.55 | 0.55 | 0.00 |
| | <u> </u> | brid | | | | | | | |
| Hybrid -Debt 1 | BSL MIP II - Wealth 25 Plan | 12 Months | 3.20 | 4.70 | 0.00 | 0.50 | 0.90 | | 1.50 |
| | BSL Low Duration Fund | 12 Months | 1.90 | 2.40 | 0.00 | 0.25 | 0.55 | 0.55 | 0.50 |
| Hybrid -Debt 2 | BSL Long Term Accrual Fund & BSL Credit Oppourtunites | 12 Months | 3.45 | 4.45 | 0.00 | 0.30 | 1.05 | 1.05 | 1.00 |
| | Fund | | | | | | | | |
| | | BT | 1 | | | ı | | • | ı |
| Debt 1 | BSL Cash Manager | NA | 2.00 | 2.00 | 0.00 | 0.00 | 0.80 | | 0.00 |
| Debt 2 | BSL Short Term Opportunities Fund | 6 Months | 2.10 | 2.60 | 0.00 | 0.30 | 0.60 | | 0.50 |
| | | | | | | | | | |
| Debt 3 | BSL Dynamic Bond Fund | 3 Months | 2.33 | 2.58 | 0.00 | 0.40 | | | 0.25 |
| Debt - 4A | DCI Madium town Dlan | 12 Months | 2.40 | 3.15 | 0.00 | 0.30 | 0.70 | | 0.75 |
| Debt - 4A Debt - 4B | BSL Medium term Plan BSL Corporate Bond Fund | 12 Months 12 Months | 3.00 | 4.00 | 0.00 | 0.30 | 0.70 | | 1.00 |
| DEDI - 4D | BSL Corporate Bond Fund BSL Cash Plus, BSL Floating Rate Fund - Short Term | 12 1010111115 | 3.00 | 4.00 | 0.00 | 0.30 | 0.50 | 0.50 | 1.00 |
| Debt - 4C | Plan, BSL Floating Rate Fund - Long Term Plan & BSL | No Claw-back | 0.15 | 0.15 | 0.00 | 0.00 | 0.05 | 0.05 | 0.00 |
| DCD1 - 40 | Savings Fund | ING Claw-Dack | 0.13 | 0.13 | 0.00 | 0.00 | 0.03 | 0.03 | 0.00 |
| | BSL Short Term Fund,BSL Government Securities Fund - | | | | | | | | |
| Debt - 5A | Long Term Plan | NA | 0.30 | 0.30 | 0.00 | 0.00 | 0.10 | 0.10 | 0.00 |
| | BSL Constant Maturity 10Yrs, | | | | | | | | |
| Debt - 5B | BSL Treasury Optimizer Plan | NA | 0.60 | 0.60 | 0.00 | 0.00 | 0.20 | 0.20 | 0.00 |
| Debt - 5C | BSL Gilt Plus - PF Plan, BSL Income Plus | NA | 1.95 | 1.95 | 0.00 | 0.00 | 0.65 | 0.65 | 0.00 |

Refer attached Notes and T&C for more details

| Notes | |
|--------------------------------------|--|
| FoF List | BSL Commodity Equities Fund - Global Agri Plan, BSL Financial Planning FoF – Aggressive, BSL Financial Planning FoF – Conservative, BSL Financial Planning FoF – Prudent, BSL Global Commodities Fund, BSL Global Real Estate Fund & BSL Gold Fund |
| Load Structure * | Please refer OD / SID / KIM / FactSheet / Addendums for updated details. |
| Claw back_ Upfront # | Subject to proportionate claw back in case investment is redeemed / Systematically Transferred /Switched out within the applicable claw back period of each scheme mentioned in the above table. The clawback clause can be changed /modified/discontinued/ withholding by the BSLMF at its sole discretion without any prior intimation or notification. |
| Claw back_B15 Special Incentive # | In case the investment is redeemed / Systematically Transferred /Switched out to another scheme / Switched out to the Direct Plan within 12 months of investment, B15 Incentive will be completely recovered / clawed back from the future brokerage payments |
| T15 & B15 Locations | As per AMFI guidelines |
| Adl Upfront | This benefit is payable on all transaction including Lumpsum/SIP/STP |
| Turi Gridini | Birla Sun Life Asset Management Company Ltd. reserves the right to change /modify/discontinue/ withhold the rates and slabs mentioned at its sole discretion without any prior intimation or notification or in case of Regulatory Changes / Change in Industry practices in respect to payment of Brokerages. The AMC, its employees or Trustees shall not be responsible for any losses incurred by anyone due to change or errors in the brokerage structure. |
| | The rate defined in the structure would be applicable for lump sum as well as SIP, STP & CSIP investments. |
| | Total Distributor Commission/ Brokerage /Incentive shall be the aggregate of Upfront Commission, Trail Commission and Marketing Support Expenses as expressed in basis points at transaction level.All these shall be inclusive of all statutory levies including service tax. Marketing Support Expenses are any expenses reimbursed to the distributor or incurred for on behalf of the distributor including gift vouchers, debit notes, event sponsorships, per application incentives, overseas & outstation trips (excluding for training programs) and benefits under reward and recognition/loyalty program like Privilege Club |
| Terms and conditions | All Brokerages/Incentives are gross & inclusive of all statutory levies including service tax & other cess. The brokerage strucure mentioned herein is solely payable to AMFI certified & KYD complied distributors. This brokerage structure is applicable only to distributors of Birla Sun Life Asset Management Co Ltd and can be changed / withholding by the AMC as its sole discretion without any prior intimation or notification. All distributors should abide by the code of conduct and rules/regulations laid down by SEBI & AMFI. The AMC will take disciplinary action against any distrubutor who is found violating these regulations / code of conduct. Distributors shall comply with SEBI circular dated June 26, 2002 on code of conduct & SEBI regulations from time to time, including SEBI circular, dated June 30, 2009 with respect to disclosures to be made by distributors to investors. |
| | For switch-out(s) made from any open ended Equity or Balanced scheme to any another Open ended Equity or Balanced Scheme:Exit load as applicable to the respective scheme will be charged and brokerage to be paid as applicable . For Investments and Switches into Direct Plan, Brokerage would not be paid |
| | Mutual Fund Investments are subject to market risks. Please read offer document / SID carefully before investing. For scheme specific risk factors please refer to the respective offer documents. Please refer OD / SID / KIM / FactSheet / Addendums for updated details. |



LOAD & DISTRIBUTOR REMUNERATION STRUCTURE

1st April 2017 - 30th June 2017

| | | | Brokerage | | | | |
|--|-----------------|---------------------|---------------------|---------------------|--|--------------------|---|
| Scheme Name Plan (For All Application Sizes) | | Applicable t | to T15 & B15 Cities | | Applicable Only to B15 Cities | Clawback Period in | Exit Load |
| ocheme Name Flam (For All Application Oizes) | Sales Incentive | Trail - First Year | Trail - Second Year | Trail - Third Year | Special Sales Incentive(Refer to terms & | Months*** | LAIT LOGU |
| | Sales incentive | Annual Paid Monthly | Annual Paid Monthly | Annual Paid Monthly | conditions for details) | | |
| BNP Paribas Equity Fund | 0.65% | 1.10% p.a. | 1.10% p.a. | 1.10% p.a. | Nil | 12 | |
| BNP Paribas Mid Cap Fund | 0.65% | 1.10% p.a. | 1.10% p.a. | 1.10% p.a. | Nil | 12 | 1% if redeemed/ switched out within 1 year from the date of subscription/ switch in, Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in |
| BNP Paribas Dividend Yield Fund | 0.65% | 1.10% p.a. | 1.10% p.a. | 1.10% p.a. | Nil | 12 | |
| BNP Paribas Long Term Equity Fund | 0.65% | 1.10% p.a. | 1.10% p.a. | 1.10% p.a. | Nil | 36 | 3 year lock in |
| BNP Paribas Enhanced Arbitrage Fund | Nil | 0.50% p.a. | 0.50% p.a. | 0.50% p.a. | Nil | Nil | 0.25% if redeemed/ switched out upto 3 months from the date of subscription /switch in , Nil if redeemed/ switched out after 3 months from the date of subscription/ switch in. |
| BNP Paribas Balanced Fund | 0.65% | 1.10% p.a. | 1.10% p.a. | 1.10% p.a. | Nil | 12 | 1% if redeemed/ switched out within 1 year from the date of subscription/ switch in, Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in |
| BNP Paribas Monthly Income Plan | Nil | 1.00% p.a. | 1.00% p.a. | 1.00% p.a. | Nil | Nil | 1% if redeemed or switched-out within 6 months from the date of subscription/switch-in. Nil if redeemed or switch-in. No entry/ exit load will be charged on Dividend Reinvestment units. |
| BNP Paribas Flexi Debt Fund | 0.25% | 1.00% p.a. | 1.00% p.a. | 1.00% p.a. | Nil | 6 | 0.75% if redeemed/ switched out within 6 months from the date of subscription/ switch in, Nil if redeemed/ switched out after 6 months from the date of subscription/ switch in |
| BNP Paribas Corporate Bond Fund | Nil | 0.70% p.a. | 0.70% p.a. | 0.70% p.a. | Nil | 6 | 0.25% if redeemed/ switched out upto 15 days from the date of subscription /switch in , Nil if redeemed/ switched out after 15 days from the date of subscription/ switch in. |
| BNP Paribas Short Term Income Fund | 0.20% | 0.70% p.a.^ | 0.70% p.a. | 0.70% p.a. | Nil | 6 | Nil |
| BNP Medium Term Income Fund Fund | Nil | 0.85% p.a. | 0.85% p.a. | 0.85% p.a. | Nil | 12 | 1% if redeemed/ switched out upto 1 year from the date of subscription /swtich in , Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in. |
| BNP Paribas Government Securities Fund | Nil | 0.55% p.a. | 0.55% p.a. | 0.55% p.a. | Nil | Nil | Nil |
| BNP Paribas Money Plus Fund | Nil | 0.50% p.a. | 0.50% p.a. | 0.50% p.a. | Nil | Nil | Nil |
| BNP Paribas Overnight Fund | Nil | 0.00% p.a. | 0.00% p.a. | 0.00% p.a. | Nil | Nil | Nil |

Terms & Conditions as attached shall also be applicable. Brokerage rates are inclusive of all taxes. ^ 4th month onwards. # Upfront sales incentive is applicable upto single application of Rs 50,00,000, for any amount above that only trail commission of the same value will be paid.

The above mentioned brokerage will be payable only to distributors empanellend with us and applications logged under their registered ARN's with us

No Sales Incentive will be paid for intra-scheme switches. In all other switch transactions, the sales incentive will be paid as per above subject to applicable exit loads

^{***}In case where there is no sales incentive the claw back shall not be applicable

ARN-0009 Way2Wealth Securities Private Limited

ARN-77558 Way2wealth Brokers Pyt Ltd

| ARN-77558 Way2wealt | th Brokers Pvt Ltd | | | | |
|---|---|-----------------------|-------------------------|---------------------------------|--|
| LOAD AND | BROKERAGE STRUCTURE FOR (1st APRIL 2017 – 30 | | SIP/STP INVEST | MENTS | |
| Α | В | С | D | E | F |
| Product | Exit Load Structure | | | | |
| | NIL load after the stated load period against each product | Total Upfront Fees | Trail Year 1 onwards | Total Payout for 1st Year | Additional Upfront for B-15 ONLY |
| | EQUITY FU | NDS | | | |
| Canara Robeco Equity Diversified | 1.00% if redeemed within 1 year | 1.00% | 0.60% | 1.60% | 2.00% |
| Canara Robeco Large Cap+ | 1.00% if redeemed within 1 year | 1.00% | 0.75% | 1.75% | 2.00% |
| Canara Robeco Infrastructure | 1.00% if redeemed within 1 year | 1.00% | 0.75% | 1.75% | 2.00% |
| Canara Robeco Emerging Equities | 1.00% if redeemed within 1 year | 1.00% | 0.60% | 1.60% | 2.00% |
| Canara Robeco Balance | 1.00% if redeemed within 1 year | 1.00% | 0.60% | 1.60% | 2.00% |
| Canara Robeco FORCE | 1.00% if redeemed within 1 year | 1.00% | 0.75% | 1.75% | 2.00% |
| Canara Robeco Equity Tax Saver | 3 year lock in | 1.00% | 0.60% | 1.60% | 2.00% |
| | DEBT FUN | | | | |
| Canara Robeco Income | 1.00% if redeemed within 1 year | 1.00% | 0.40% | 1.40% | 0.00% |
| Canara Robeco Monthly Income Plan | 1.00% if redeemed within 1 year | 1.00% | 0.60% | 1.60% | 1.00% |
| Canara Robeco Indigo Fund | 1.00% if redeemed within 1 year | 1.00% | 0.60% | 1.60% | 0.00% |
| Canara Robeco Yield Advantage Fund | Nil | 0.00% | 0.80% | 0.80% | 0.00% |
| Canara Robeco Dynamic Bond Fund (L1) | 0.50% if redeemed within 6 months | 0.70% | 0.50% (L1) | 0.95% | 0.00% |
| Canara Robeco Short Term Fund (L2) | 0.25% if redeemed/switched out within 60 days from the date of allotment. | 0.10% | 0.50% (L2) | 0.52% | 0.00% |
| Canara Robeco Medium Term Opportunities Fund | 1.00% if redeemed within 1 year | 0.40% | 0.40% | 0.80% | 0.00% |
| Canara Robeco Gold Savings Fund | 2.00% if redeemed within 1 year | 0.05% | 0.10% | 0.15% | 0.00% |
| Canara Robeco Gilt PGS | Nil | 0.00% | 0.80% | 0.80% | 0.00% |
| Canara Robeco Savings Plus Fund | NIL | 0.00% | 0.35% | 0.35% | 0.00% |

Subject to changes in exit load to be effective prospectively

UPFRONT BROKERAGE & B-15 INCENTIVE CLAWBACK CLAUSE:

1) For Upfront in column C: (Clawback on PROPORTIONATE BASIS is applicable) In case the investment is redeemed/Switched out/STP Out within the exit load period, as applicable, the proportionate (i.e. for the remaining period of exit load period) of upfront including an additional upfront/incentive, if any, shall be recovered/clawed back/ set off from future payments, at AMC's sole discretion.

MONEY MARKET FUNDS

0.00%

0.00%

0.55%

0.02%

0.55%

0.02%

0.00%

0.00%

PLEASE REFER TO TERMS & CONDITIONS FOR DETAILS ON THE CLAWBACK CLAUSES 1 & 2 STATED ABOVE

Nil

Nil

Brokerage Structure is inclusive of all Taxes.

Brokerage payable on Switches:

Canara Robeco Treasury Advantage-

Canara Robeco Liquid-Regular Plan

Regular Plan

"For switch out from one Equity / Balance/Debt Schemes to another Equity / Balance/Debt Schemes, applicable exit load shall be charged and hence the applicable brokerage rates including Transaction fees are payable in switch in schemes."

• SIP/STP Brokerage: Effective May 1, 2015, The brokerage structure given for SIP/STP transaction is as per SIP/STP Trade Date

L1 Please note that Trail in CR Dynamic Fund starts after 180 days from date of Investment

L2 Please note that Trail in CR Short Term Fund starts after 60 days from date of Investment

²⁾ For Additional Upfront / Incentive payable for B-15 locations in Column F: (Subject to FULL clawback) In case the investment is redeemed/Switched out/STP Out within ONE YEAR OR within the exit load period whichever is later, additional upfront/incentive, if any, shall be recovered/clawed back/ set off from future payments, at AMC's sole discretion.

Terms and Conditions – Brokerage Structure 1st April 2017 to 30th June 2017

1. General:

- Brokerage payment will be made through DC/NEFT only. For distributors whose complete bank mandates are <u>NOT</u> available, please furnish the bank mandate along with a cancelled cheque or a copy of cheque at the earliest for Direct Credit / NEFT transfer of brokerages. We encourage you to opt for the Direct Credit/NEFT mode of payment so that you receive your brokerage faster & more efficiently. If correct or complete bank details are not furnished, in such a scenario brokerage payout will be released annually in the month of March every year and the threshold limit will be Rs. 50/- for payment in Physical Mode (Pay order/DD) annually. Brokerage Statement shall also be sent by email only.
- The brokerage structure mentioned herein is solely payable to AMFI certified distributors. This brokerage structure applicable only to Empanelled distributors of Canara Robeco Mutual Fund.
- **Upfront:** This is paid in arrears at the end of each month and is computed on the investment value.
- The annualized (trail) brokerage will be computed on the outstanding Average AUM and paid monthly.
- Canara Robeco Mutual Fund reserves the right to change, withdraw and / or amend, the above mentioned terms and conditions without any prior notice.
- Canara Robeco Mutual Fund reserves the right not to pay upfront/trail or whatsoever commission on any transaction / application, at its sole discretion.
- Canara Robeco Mutual Fund reserves the right to change the brokerage structure at any time. This modified structure will be applicable for future mobilizations from the effective date, which will be intimated to you.
- The commission structure mentioned above is subject to prevailing regulations and guidelines.
- Please refer to the latest applicable Exit load and Scheme related documents of the respective schemes.
- For switch out from one Equity / Balance/Debt Schemes to another Equity / Balance/Debt Schemes, applicable exit load shall be charged and hence the applicable brokerage rates including Transaction fees are payable in switch in schemes.
- For payment of special/additional/campaign/annual tie up incentives, if any, the inflows in New Fund Offers during the year or financial year shall not be considered.
- Brokerage Structure is inclusive of all Taxes.
- SIP/STP Brokerage: Effective May 1, 2015, The brokerage structure given for SIP/STP transaction is as per SIP/STP Trade
 Date
- "Central Distributor Services" became operational w.e.f Jan 15, 2013. Static distributor details like: Change of Address/Self Declaration/Renewal/Contact details must be submitted to AMFI Unit of CAMS or CAMS Service Centre and not to individual AMCs/R&TAs.

2. T-15-& B-15 Locations: (You may also refer AMFI Website for updated T-15 Cities)

a) The Table 1 below references the List of the Top 15 cities (T-15) for which the Distribution Incentive as in Columns C & D ONLY will be payable as outlined in the Load and Brokerage Structure page attached with this document. In addition to investments from investors in these cities, all Non-Resident Indian (NRI) and other eligible Foreign Investor Investments will also be included for the aforesaid distribution incentive applicable for T-15 locations

| City (part of Top 15 Cities) | Investor Address Pin Code Ranges Applicable for Top 15 Cities | | | | | |
|-----------------------------------|--|--|--|--|--|--|
| Jaipur | 3020xx; 3030xx - 3031xx; 3033xx; 3035xx - 3039xx | | | | | |
| New Delhi (includes NCR Region) | 1100xx; 1210xx - 1211xx; 1220xx - 1221xx; 1230xx - 1231xx; 1233xx - 1235xx; 2010xx - 2013xx; 2032xx; 2451xx - 2453xx | | | | | |
| Chandigarh | 1600xx - 1601xx | | | | | |
| Kanpur | 2080xx; 2091xx - 2094xx; 2097xx - 2098xx; 2298xx | | | | | |
| Lucknow | 2260xx; 2271xx – 2273xx | | | | | |
| Hyderabad (includes Secunderabad) | 5000xx; 5011xx - 5015xx | | | | | |
| Bangalore | 5600xx - 5601xx; 5603xx | | | | | |
| Chennai | 6000xx - 6001xx | | | | | |
| Kolkata | 7000xx - 7001xx | | | | | |
| Ahmedabad | 3800xx; 3823xx - 3824xx | | | | | |
| Surat | 3941xx - 3942xx; 3944xx - 3945xx; 3950xx | | | | | |
| Vadodara | 3900xx; 3911xx - 3915xx; 3917xx; 3923xx | | | | | |
| Panjim (Goa) | 403001 – 403006 | | | | | |
| Pune | 4103xx - 4105xx; 4110xx; 4121xx - 4124xx; 4131xx; 4138xx | | | | | |
| Mumbai (includes Thane and Navi | 4000xx - 4001xx; 4006xx - 4007xx; 4011xx - 4017xx; 4101xx - 4102xx; | | | | | |
| Mumbai) | 4210xx - 4216xx | | | | | |

Table 1: List of Top 15 Cities and their applicable Pin Codes:

The Table 1 outlines the List of Top 15 cities released by AMFI as per the criteria outlined in the SEBI circular no. CIR/IMD/DF/21/2012 dated September 13, 2012

CANARA ROBECO

b) Investments sourced from Investors residing in all locations NOT covered under the Pin code Ranges outlined in above Table 1 will be categorized under B-15 locations (EXCEPT investments made by NRIs and other eligible Foreign Investors). The brokerage structure applicable for investments from B-15 locations will include the distribution incentives under Columns C, D, and an additional upfront payout under Column F (titled Additional Upfront for B-15 only) as per the attached Load & Brokerage Structure Sheet.

3. Recovery/Clawback on Brokerage Paid:

- For Upfront Brokerage Structure common for T-15 & B-15 (as payable in Column C): The Upfront Brokerage paid to a Distributor will be recovered from the distributor on a pro-rata basis (depending on the number of days for which the investment has stayed), if the money for which such upfront brokerage was paid is redeemed/ switched out to any other scheme or the Direct Plans before the completion of the Exit Load period of the respective scheme (viz scheme for which the upfront brokerage was originally paid). The rates for the Upfront Brokerage payable are stated in Column (C).
- For Additional Brokerage Structure paid in B-15 Only (as payable in Column F): The Additional Upfront for B-15, that is applicable for investments Beyond T-15 Cities ONLY is subject to Full Recovery of the additional brokerage and it will be done in case the investor redeems, switches out to any other schemes or the Direct Plan, before the completion of ONE YEAR or the EXIT LOAD period whichever is later from the date of investment. The rates for the Additional B-15 Upfront are stated in Column (F).
- In case the Brokerage payable to the Distributor is insufficient to cover the Recovery amount, an intimation will be sent to the Distributor asking him to refund the money to the AMC. In case the Distributor does not pay the money within 1 month from the date of the receipt of the notice, the AMC will approach AMFI for the resolution of the same.

4. KYC Norms:

- With effect from 1st January 2012, KYC is mandatory for ALL_investors (including existing investors/joint holders and MICRO SIP investors) who wish to make fresh / additional investments in Mutual Funds, irrespective of the amount of investment.
- As per new KYC norms applicable from 1st January, 2012, the distributors (ARN holder) who are KYD compliant are authorised to conduct KYC (In-Person Verification on new KYC Form) only of their "own clients".
- The distributors, who are KYD compliant, would be responsible for any acts and omissions, by their KYD compliant sub-distributors, in conducting KYC of their clients (i.e. the clients of the sub-distributors).
- With effect from 1st April, 2011, Investors / Guardian investing on behalf of minor has to provide additional documents.

5. Suspension of Payment of Commission:

- Please note: As per AMFI Circular No. 35P/ MEM-COR/ 13/ 10-11 August 27, 2010 on Know Your Distributor (KYD) norms, existing distributors are required to comply with the KYD requirement by March 31, 2011. The payment of commission/incentive payable in respect of business canvassed from April 1, 2011, by the distributors who have not complied with KYD will be withheld. The commission shall be released only after confirming the compliance of KYD requirements by such distributors
 - As per AMFI guidelines, we are required to suspend the payment of commission to the ARN holders whose validity is expired and not renewed as per AMFI stipulated timelines. Effective O1st January, 2012 on non-renewal of ARN, it would attract the following:
- Upfront / trail commission accrued till the date of expiry of ARN will be released in the next payment cycle.
- The payment of all upfront / trail commission accrued after the date of expiry of ARN, will be suspended from the date of expiry of the ARN.
- Any business done after the expiry of ARN and before renewal of ARN will be treated as invalid business and no upfront / trail is payable on such business.
- If the ARN is renewed within six months from the date of expiry of ARN, then the suspended upfront / trail commission will be released.
- If the ARN is renewed after six months from the date of expiry of ARN, then suspended upfront / trail commission, as mentioned above, will not be paid and the same will be forfeited/ written off.
- Upfront and trail commission on business done after the renewal of the ARN can be released.
- The above new norms are applicable for the ARNs which are renewed after 1st January, 2012.

Please note as per SEBI/AMFI guidelines all the empanelled ARN holders have to submit a 'Declaration of Self Certification' (DSC) within three months of the end of the Financial Year i.e. by June 30. (DSC should be dated any day after the financial year end). Therefore by regulation, we will be forced to keep the brokerage payment on hold with respect to the distributors who have not submitted 'Self Declaration'. Kindly comply at the earliest if you haven't done so already.



6. Guidelines on Implementation of Employee Unique Identification Number (EUIN):

Employee Unique Identification Number (EUIN) is being allotted and maintained by AMFI unit of CAMS. Necessary communication has been sent by AMFI to all the distributors.

• <u>Clarification AMFI Best Practice Guidelines Circular No. 46/2014-15 – Deferment of forfeiture of brokerage due to EUIN non-compliance</u>

- I. <u>Forfeiture of brokerage due to EUIN non-compliance</u>: Provisions of forfeiture of brokerage will be applicable to transactions on or after April 1, 2014.
- For transactions upto March 31, 2014, AMCs may release brokerage to distributors who <u>fulfill the EUIN compliance</u> <u>requirements</u>, albeit after the remediation period applicable to the transactions. II. <u>Remediation period for EUIN</u>: The remediation period of 30 days from the date of transaction will be applicable for transactions after June 30, 2014 as well.
- Requirement of EUIN or declaration is implemented from 1st June, 2013, if any application is submitted without mentioning EUIN or declaration till 31/03/2014, brokerage on such applications is to be kept on hold and the same can be released immediately after completion of EUIN remediation. However, for the transactions done on or after 01st April, 2014, if the applications are submitted without mentioning EUIN or declaration, in such cases, EUIN remediation is to be completed within 30days period, failing which the withheld brkg shall be reversed and brkg payable on such cases shall be forfeited.
- EUIN is applicable to Sales Persons of Corporate Distributors (Non-Individual ARN Holders) only. EUIN is also applicable for IFAs and Special Cadre Distributors.
- Individual or Sole Proprietorship ARN Holders are required to intimate AMFI-unit of CAMS in case they employ any Sales Person for selling mutual fund products so that EUIN could be allotted to them.
- EUIN is a unique number allotted to each Sales Person holding a valid NISM certificate and associated with an ARN holder.
- Distributors need to inform AMFI-unit of CAMS in case of any changes in the Sales Persons from time to time.
- Provision made in the application/Transaction Forms for affixing EUIN and the same is uploaded on Canara Robeco website.
- EUIN capturing is implemented effective 07 Jan, 2013.
- All the distributors are advised to use new application/transaction forms.
- EUIN is required to be mentioned in respect of Purchases, Switches, SIP / STP Registrations.

 The implementation of mentioning the EUIN on each transaction/application and withholding commission for non compliance of EUIN is to be strictly implemented from 01-06.2013.

The commission would continue to be withheld for distributors who are yet to submit their list of sales persons to AMFI unit of CAMS for registration and obtaining EUIN.

1. Implementation of Know Your Customer ("KYC") requirements from effective date.

(A) Non-individual Investors shall mandatorily provide Ultimate Beneficial Ownership ("UBO")* details at the time of creation of new folio/account.

*Pursuant to SEBI Circular No. CIR/ISD/AML/3/2010 dated December 31, 2010 UBO means the natural person or persons who ultimately own, control or influence a client and/or persons on whose behalf a transaction is being conducted, and includes those persons who exercise ultimate effective control over a legal person or arrangement.

(B) Investors should mandatorily provide additional KYC information such as Income details, occupation, Net worth etc. as mentioned in the "Application Form" at the time of creation of new folio/account. The Application Form(s) are available at the Investor Service Centres and on the website of the Canara Robeco Mutual Fund (www.canararobeco.com).

(C) For "KYC- on Hold" cases, investors need to submit missing information or update pending KYC related information with the Fund/Registrar and Transfer Agent/KYC Registration Agency to enable the Fund/AMC to process valid purchase/additional purchase/switch transactions request in the Schemes of the Fund received on or after the Effective Date. However, the investors enrolled under Systematic Investment Plan ("SIP"), Systematic Transfer Plan ("STP"), Dividend Transfer Plan Facility ("DTP") etc. registered till Oct 31,15 will be continued to be processed. The said clause is applicable for both new as well as existing investors.

EFFECTIVE FROM 1st JANUARY 2016:

(A) For existing non-individual investors it shall be mandatory to update the beneficiary ownership details in order to continue to make additional subscriptions (including switches) in their existing folios/accounts. (B) For existing investors it shall be mandatory to provide/update additional KYC details (not furnished

to KRAs) as prescribed in "Application Form". (C) For existing investors it shall be mandatory to provide the missing information, and complete IPV in order to continue to make additional subscriptions (including switches) in their existing folios.

2. Implementation of Foreign Account Tax Compliance Act ("FATCA") and Common Reporting Standards

("CRS") requirements: Pursuant to applicable provisions of Income Tax Act read with the Rules made there under, SEBI circular dated August 25, 2015 and the Best practice circular issued by AMFI, all investors are required to ensure that: (A) Effective from November 01, 2015, Investors shall be required to mandatorily furnish the details

and declarations as per the FATCA/CRS provisions for all new folios/account. (B) For all new folios/accounts opened from July 01, 14 to 31Oct,2015 and certain pre existing folios/accounts satisfying the criteria specified in the applicable regulations/guidelines, the investors need to submit the details and declarations as per the FATCA/CRS provisions on or before Dec 31, 15.

The AMC reserves the right to reject the application in case the applicant/investor fails to submit information and/or documentation as mentioned above.



April 06, 2017

Commission Structure for Period April 01,2017 to June 30, 2017

| DHFL Prai | merica Asset Mar | nagers Priva | ate Limite | d | | |
|--|---------------------|----------------|-------------------------------------|-------|--------------------------|---------------------------|
| II - Brokerage St | ructure (With effec | t from April 2 | 017 to June | 2017) | | |
| | | Upfr | | • | Trail | |
| Scheme Name | Exit | Total Upfront | Extra Incentives only for B15 | Trail | Trail Applicable From | Trail 2nd Year Onwards |
| | Equity Fun | ds | | | | |
| DHFL Pramerica Large Cap Fund. | 1% - < 12 Months | 0.50% | 1.50% | 1.50% | Day 1 | 1.50% |
| DHFL Pramerica Diversified Equity Fund | 1% - < 12 Months | 0.50% | 1.50% | 1.50% | Day 1 | 1.50% |
| DHFL Pramerica Midcap Opp Fund | 1% - < 12 Months | 0.50% | 1.50% | 1.50% | Day 1 | 1.50% |
| | ELSS Fund | is | | | | |
| DHFL Pramerica Tax Savings Fund - App Amt upto Rs 1.50 Lacs | NIL | 3.00% | 1.50% | 0.75% | 4th year | - |
| DHFL Pramerica Tax Savings Fund - App Amt above Rs 1.50 Lacs | NIL | 0.75% | 1.50% | 1.50% | Day 1 | 1.50% |
| | Arbitrage Fu | ınds | | | | |
| DHFL Pramerica Arbitrage Fund | 0.5% - < 1 Month | 0.00% | - | 0.50% | Day 1 | 0.50% |
| | Overseas Fund o | of Funds | | | | |
| DHFL Pramerica Top Euroland Offshore Fund | 1% - < 12 Months | 1.00% | 1.50% | 0.75% | Day 1 | 0.75% |
| DHFL Pramerica Global Agribusiness Offshore Fund | 1% - < 12 Months | 1.00% | 1.50% | 0.75% | Day 1 | 0.75% |
| | Hybrid Fur | nds | • | | • | |
| DHFL Pramerica Balanced Advantage Fund | 1% - < 12 Months | 0.50% | 1.50% | 1.50% | Day 1 | 1.50% |
| DHFL Pramerica Income Advantage Fund | 1.5% - < 12 Months* | 0.50% | 1.50% | 1.00% | 7th Month | 1.00% |
| DHFL Pramerica Equity Income Fund | 1% - < 12 Months | 0.75% | - | 0.75% | 7th Month | 0.75% |
| | Debt Fund | ds | • | | • | • |
| DHFL Pramerica Dynamic Bond | 1% - < 1 Month | 0.00% | - | 1.00% | Day 1 | 1.00% |
| DHFL Pramerica Credit Opportunities Fund | 1% - < 12 Months* | 0.40% | - | 0.80% | 7th Month | 0.80% |
| DHFL Pramerica Premier Bond Fund | 1% - < 1 Month | 0.00% | - | 0.80% | Day 1 | 0.80% |
| DHFL Pramerica Medium Term Income Fund | 1% - < 1 Months | 0.00% | - | 0.40% | Day 1 | 0.40% |
| DHFL Pramerica Short Maturity Fund | 0.75% - < 6 Months* | 0.50% | - | 0.50% | 7th Month | 0.50% |
| DHFL Pramerica Banking & PSU Fund | NIL | 0.00% | - | 0.40% | Day 1 | 0.40% |
| DHFL Pramerica Inflation Indexed Bond Fund | NIL | 0.00% | - | 0.50% | Day 1 | 0.50% |
| DHFL Pramerica Gilt Fund | NIL | 0.00% | - | 0.40% | Day 1 | 0.40% |
| DHFL Pramerica Short Term Floating Rate Fund | NIL | 0.00% | - | 0.20% | Day 1 | 0.20% |
| | Liquid Plus F | unds | | | | |
| DHFL Pramerica Low Duration Fund | NIL | 0.00% | - | 0.70% | Day 1 | 0.70% |
| DHFL Pramerica Ultra Short-Term Fund | NIL | 0.00% | - | 0.15% | Day 1 | 0.15% |
| | Liquid Fun | ds | | | | |
| DHFL Pramerica Insta Cash Plus Fund | NIL | 0.00% | - | 0.05% | Day 1 | 0.05% |
| | | | 0 11 | | | |

^{* 10%} of the units allotted may be redeemed without any exit load with in 1 year from the date of allotment.



Note:- The Table below references the List of the Top 15 cities for which the Structure outlined above will be applicable

| City (part of Top 15 Cities) |
|---|
| Jaipur |
| |
| |
| New Delhi (includes NCR Region) |
| Chandigarh |
| Kanpur |
| Lucknow |
| Hyderabad (includes Secunderabad) |
| Bangalore |
| Chennai |
| Kolkata |
| Ahmedabad |
| Surat |
| Vadodara |
| Panjim (Goa) |
| Pune |
| Mumbai (includes Thane and Navi Mumbai) |

Table 1: List of Top 15 Cities

The above Table outlines the List of Top 15 cities released by AMFI as per the criteria outlines in the SEBI circular no. CIR/IMD/DF/21/2012 dated September 13, 2012, which shall be amended from time to time.

The *Brokerage Structure (Total Upfront) outlined above will be applicable for all investments sourced from Investors including Non-Resident Indians (NRIs) and other eligible Foreign Investors, Additionally Extra Incentives applicable only for B 15 for all investments sourced from Investors residing in all locations not covered in the cities outlined in the Table 1 and will not be applicable to investments made by NRIs and other eligible foreign investors.

Terms and Conditions:

- The Brokerage structure mentioned above is applicable for the period <u>April 01, 2017 to June 30, 2017</u>
 however; DHFL Pramerica Asset Managers Private Limited (AMC) reserves the right to change the
 brokerage/commission rates without any prior intimation. The above brokerage structure is based on the
 present expense ratio charged to the schemes and any change in the expense ratio will also entail a change in
 the above brokerage structure.
- 2. Frequency of Payment of Upfront Brokerage: The upfront brokerage payable, if any, as per the above structure will be paid on a monthly basis as per the existing process.
 - 3. Recovery of Upfront Brokerage Paid: The recovery of Upfront Brokerage paid to the Distributor will be made in the following circumstances:



- a. The Upfront Brokerage paid to a Distributor will be recovered from the Distributor, if the investment for which such upfront brokerage was paid is redeemed/switched out to any other scheme or to the Direct Plans before the completion of the clawback period. The basis for the same will be as outlined in points (b) and (d) below.
- b. For **Brokerage Structure** outlined above **(Total Upfront)**, the recovery will be made on **pro-rata basis**, depending upon the number of days for which the investment has stayed invested in the fund before being redeemed / switched out to any other scheme or to the Direct Plan before the completion of exit load period for the specified fund from the date of allotment.

For redemptions before the clawback period, the recovery of brokerage will be equal to (upfront brokerage paid x (no of days for the clawback period-no of days the monies have stayed in the funds)/(no of days for the clawback period).

c. The following example explains the same:

An upfront brokerage of 1.00% is paid on an Equity Fund, where the Exit Load period is 1 Year. For and investment of Rs. 1, 00,000/-, a distributor would be paid a sum of Rs. 1000/- as the upfront brokerage. The investor redeems this money exactly after completion of 180 days. In this case, the recovery will be of Rs. 506.85, computed as ((1000*(365-180))/365 as per the above formula.

d. For **Brokerage Structure outlined above (Extra Incentives only for B 15), <u>FULL RECOVERY</u> of the additional brokerage paid will be done in case the Investor redeems/switches out to any other scheme or to the Direct Plan the amount before the completion of **ONE YEAR** from the date of allotment, irrespective of the Exit Load period applicable to the Fund.

The following example explains the same

An upfront brokerage of 2.50% (1.00% upfront & 1.50% additional upfront) is paid on an Equity Fund, where the Exit Load period is 1 Year. For and investment of Rs. 1, 00,000/-, a distributor would be paid a sum of Rs. 2500/- as the upfront brokerage. The investor redeems this money exactly after completion of 180 days. In this case, the recovery will be of Rs. 2006.85/- ((1000*(365-180))/365+1500).

- e. The Recovery will be made from the Brokerage payable to the Distributor for the month in which redemption has been made. E.g. If the redemption has been made in the month of March'16, the recovery will be made from the brokerage payable for the month of March'16 in April'16.
- f. In case the Brokerage payable to the Distributor is insufficient to cover the Recovery amount, the Recovery will be tried for three consecutive months, including the first month when the recovery was tried to be affected. In case the Recovery is still not possible, a demand notice through Registered Post A.D. will be sent to the Distributor asking him to refund the money to the AMC. In case the distributor does not pay the money within 1 month from the date of receipt of the notice, the AMC will initiate appropriate legal proceeding including approaching AMFI for the resolution of the same.
- 4. Please refer to the Scheme Information document (SID) of the scheme of DHFL Pramerica Mutual Fund, Statement of Additional Information (SAI) together with the addendum issued from time to time, for the minimum amounts for investments, exit loads and other statutory/scheme related information.



- 5. The computation done by KARVY, Registrar & Transfer Agent of DHFL Pramerica Mutual Fund will be considered to be final for the purpose of the brokerage computation.
- 6. The above brokerage structure and the payout thereof are applicable only till the time the Distributor is empanelled with the AMC.
- 7. Brokerage will be paid out only for transactions received after the distributor is empanelled with the AMC.
- 8. Brokerage Payable on Switches-Inter Scheme switches will be treated as a normal purchase. Upfront brokerage will be paid on switches made between schemes (and not plans within the same scheme), which will be treated like a normal purchase as mentioned above.
- The regulations/guidelines issued by SEBI or any other statutory authorities and guidance/ circulars issued by AMFI pertaining to brokerage payment to distributors will also be applicable for payment of the above mentioned brokerage structure.
- 10. Any transfer of assets from one distributor to another distributor shall be subject to the provisions of the Best Practices Guidelines on Transfer of AUM from one ARN to another ARN stipulated by AMFI, as amended from time to time.
- 11. As per guidelines issued by SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which scheme of DHFL Pramerica Mutual Fund (PMF) is being recommended to the investor. Please ensure compliance.
- 12. The brokerage structure communicated from time to time is all inclusive of any cess, charges, taxes, levy's etc. that may be applicable to the distributor.
- 13. The distributors shall adhere to all applicable SEBI Regulations in force from time to time and more particularly to SEBI circular dated June 26, 2002 and August 27, 2009 on the code of conduct and other guidelines issued by AMFI from time to time for distributors and ensure that (i) no splitting of applications for any benefit is done and (ii) no rebate is given to investors in any form.
- 14. Distributors will not be entitled on any brokerage on their own investments.
- 15. Provisions of forfeiture of brokerage will be applicable to transactions on or after April 1, 2014. For transactions upto march 31, 2014, AMC will release brokerage to distributors who fulfill the EUIN compliance requirements, albeit after the remediation period applicable to the transactions. The remediation period of 30 days from the date of transaction will be applicable for transactions after June 30, 2014 as well.

DSP BlackRock Mutual Fund 2017 To 3 Brokerage Period: Distributor: Transaction Types:

From 1st Apr 2017 To 30th Jun 2017
ARN-77558 Way 2 Wealth Brokers Pvt. Ltd., ARN-0009 Way 2 Wealth Securities Pvt. Ltd.
Lump Sum Purchases; Switch Ins, SIP/STP

DSP BLACKROCK

| Type of Brokerage | Clawback | Upfront (Trial Paid in advance) | Trail Year 1 | Total Payout Year 1 | Additional B15 | Total Payout | Trail Brokera : T15 & B | | | |
|---|-----------|---------------------------------------|--------------|------------------------|-------------------|-----------------|----------------------------|--------|---------------------|--|
| Location | | T15 & B15 | T15 & B15 | T15 | Incentive | Year 1 - | | | V 4 | |
| Transaction Limit (Rs) | | All Amt | All Amt | All Amt | | B15 | Year 2 | Year 3 | Year 4 & Onwards | |
| Schemes: | | | | | | | | | | |
| Equity | | | | | | | | | | |
| DSPBR Top 100 Equity Fund | 12 Months | 1.00% | 0.85% | 1.85% | 2.00% | 3.85% | 0.85% | 0.85% | 0.85% | |
| DSPBR Equity Fund | 12 Months | 1.00% | 0.85% | 1.85% | 1.75% | 3.60% | 0.85% | 0.85% | 0.85% | |
| DSPBR Small and Midcap Fund | 12 Months | 1.00% | 0.85% | 1.85% | 1.75% | 3.60% | 0.85% | 0.85% | 0.85% | |
| DSPBR India TIGER Fund | 12 Months | 1.00% | 0.85% | 1.85% | 1.75% | 3.60% | 0.85% | 0.85% | 0.85% | |
| DSPBR Micro Cap Fund | 12 Months | 1.00% | 0.75% | 1.75% | 1.75% | 3.50% | 0.75% | 0.75% | 0.75% | |
| DSPBR Focus 25 Fund | 12 Months | 1.00% | 0.90% | 1.90% | 1.75% | 3.65% | 0.90% | 0.90% | 0.90% | |
| DSPBR Opportunities Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.50% | 3.50% | 1.00% | 1.00% | 1.00% | |
| DSPBR NRNE Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.00% | 3.00% | 1.00% | 1.00% | 1.00% | |
| DSPBR Technology.com Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.50% | 3.50% | 1.00% | 1.00% | 1.00% | |
| ELSS | | | | | | | | | | |
| DSPBR Tax Saver Fund (Upto Rs.1.50 Lakhs) | Nil | 0.00% | 1.50% | 1.50% | 2.00% | 3.50% | 1.50% | 1.50% | 1.00% | |
| DSPBR Tax Saver Fund (> Rs.1.50 Lakhs) | Nil | 0.00% | 1.50% | 1.50% | 2.00% | 3.50% | 1.50% | 1.50% | 1.00% | |
| Hybrid | | | | | | | | | | |
| DSPBR Balanced Fund | 12 Months | 1.00% | 0.90% | 1.90% | 1.50% | 3.40% | 0.90% | 0.90% | 0.90% | |
| DSPBR Equity Savings Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.00% | 3.00% | 1.00% | 1.00% | 1.00% | |
| DSPBR MIP Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.75% | 3.75% | 1.00% | 1.00% | 1.00% | |
| International FOF | | | | | | | | | | |
| DSPBR Global Allocation Fund | 12 Months | 1.00% | 0.50% | 1.50% | 1.50% | 3.00% | 0.50% | 0.50% | 0.50% | |
| DSPBR US Flexible Equity Fund | 12 Months | 1.00% | 0.50% | 1.50% | 1.50% | 3.00% | 0.50% | 0.50% | 0.50% | |
| DSPBR World Agriculture Fund | 12 Months | 0.80% | 0.50% | 1.30% | 1.50% | 2.80% | 0.50% | 0.50% | 0.50% | |
| DSPBR World Gold Fund | 12 Months | 0.80% | 0.50% | 1.30% | 1.50% | 2.80% | 0.50% | 0.50% | 0.50% | |
| DSPBR World Mining Fund | 12 Months | 0.80% | 0.50% | 1.30% | 1.50% | 2.80% | 0.50% | 0.50% | 0.50% | |
| DSPBR World Energy Fund | 12 Months | 0.80% | 0.50% | 1.30% | 1.50% | 2.80% | 0.50% | 0.50% | 0.50% | |
| Domestic FOF | | | | | | | | | | |
| DSPBR Dynamic Asset Allocation Fund | 12 Months | 1.00% | 1.00% | 2.00% | 1.75% | 3.75% | 1.00% | 1.00% | 1.00% | |

| Type of Brokerage | Clawback | Upfront (Trial Paid in advance) | Trail Year 1 | Total Payout Year 1 | Additional B15 | Total Payout Year 1 - | | kerage for & B 15 |
|-------------------------------------|-----------|---------------------------------------|--------------|------------------------|-------------------|-----------------------------|--------|----------------------|
| Location | | T15 & B15 | T15 & B15 | T15 | Incentive | B15 | Year 2 | Year 3 |
| Transaction Limit (Rs) | | All Amt | All Amt | All Amt | | ыз | | & Onwards |
| Fixed Income | | | | | | | | |
| DSPBR Bond Fund | 12 Months | 0.75% | 0.75% | 1.50% | 0.75% | 2.25% | 0.75% | 0.75% |
| DSPBR Income Opportunities Fund | 12 Months | 0.50% | 0.75% | 1.25% | 1.00% | 2.25% | 0.75% | 0.75% |
| DSPBR Short Term Fund | Nil | 0.00% | 0.85% | 0.85% | 0.00% | 0.85% | 0.85% | 0.85% |
| DSPBR Strategic Bond Fund | Nil | 0.00% | 0.75% | 0.75% | 0.00% | 0.75% | 0.75% | 0.75% |
| DSPBR Banking and PSU Debt Fund | Nil | 0.00% | 0.25% | 0.25% | 0.00% | 0.25% | 0.25% | 0.25% |
| DSPBR Government Securities Fund | Nil | 0.00% | 0.75% | 0.75% | 0.00% | 0.75% | 0.75% | 0.75% |
| Constant Maturity 10 Year GSEC fund | Nil | 0.00% | 0.20% | 0.20% | 0.00% | 0.20% | 0.20% | 0.20% |
| DSPBR Money Manager Fund | Nil | 0.00% | 0.80% | 0.80% | 0.00% | 0.80% | 0.75% | 0.75% |
| DSPBR Liquidity Fund | Nil | 0.00% | 0.05% | 0.05% | 0.00% | 0.05% | 0.05% | 0.05% |
| DSPBR Ultra Short Term Fund | Nil | 0.00% | 0.30% | 0.30% | 0.00% | 0.30% | 0.30% | 0.30% |
| DSPBR Treasury Bill Fund | Nil | 0.00% | 0.20% | 0.20% | 0.00% | 0.20% | 0.20% | 0.20% |

| Schemes | Exit Load |
|-------------------------------------|---|
| All Equity & DSPBR FOF's (Overseas) | Holding period from date of allotment: <12 months - 1%; >=12 months - Nil |
| All Hybrid & DSPBR DAAF Fund | Nil If the units redeemed or switched-out are upto 10% of the units purchased or switched-in within 12 months from the date of allotment Nil If units are redeemed or switched out on or after 12 months from the date of allotment 1% If units are redeemed or switched-out are in excess of 10% of the units purchased or switched-in within 12 months from the date of allotment |
| DSPBR Tax Saver Fund | Investments in DSPBR Tax Saver Fund are subject to lock-in period of 36 months from the allotment. |
| DSPBR Income Opportunities Fund | Nil If the units redeemed or switched-out are upto 10% of the units purchased or switched-in within 12 months from the date of allotment Nil If units are redeemed or switched out on or after 12 months from the date of allotment 1% If units are redeemed or switched-out are in excess of 10% of the units purchased or switched-in within 12 months from the date of allotment |
| DSPBR Bond Fund | Holding period from date of allotment: <=12 months - 1%; >12 months - Nil |
| All other Fixed Income Funds | Nil |

The Commission rates mentioned below are for the business to be mobilized during the period April 1, 2017 to June 30, 2017.

| Fund Type, Fund Name, Plan | Exit Load | Applicable | e for T-15 & B-15 | Total T-15 payout for Year 1 | Additional Upfront for B- | | |
|---|--|------------|----------------------------------|---------------------------------|---------------------------|----------|--|
| | | Upfront | Trail p.a. from day 1 onwards | Year 1 | 15 | Year 1 | |
| "A' | "B' | "C' | "D' | "E"(C+D) | "F" | "G"(E+F) | |
| A- Equity Funds | | | | | | | |
| 1) Franklin India Bluechip Fund (FIBCF) | | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% | |
| 2) Franklin India Prima Plus (FIPP) | | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% | |
| 3) Franklin India Prima Fund (FIPF) | | 0.90% | 0.75% | 1.65% | 1.75% | 3.40% | |
| 4) Franklin India Smaller Companies Fund (FISCF) | 1.00% for 1 year | 0.90% | 0.75% | 1.65% | 1.75% | 3.40% | |
| 5) Franklin India Flexi Cap Fund (FIFCF) | | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% | |
| 6) Templeton India Equity Income Fund (TIEIF) | | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% | |
| 7) Templeton India Growth Fund (TIGF) | | 0.75% | 0.85% | 1.60% | 1.75% | 3.35% | |
| 8) Franklin India Opportunities Fund (FIOF) | | 0.75% | 0.85% | 1.60% | 1.75% | 3.35% | |
| 10) Franklin Infotech Fund (FIF) | 1.00% for 2 years | 0.75% | 0.85% | 1.60% | 1.75% | 3.35% | |
| 11) Franklin Build India Fund (FBIF) | 1.00% for 2 years | 0.75% | 0.85% | 1.60% | 1.75% | 3.35% | |
| 12) Franklin India High Growth Companies Fund (FIHGCF) | 1.00% for 2 years | 0.75% | 0.75% | 1.50% | 1.75% | 3.25% | |
| 9) Franklin India Index Fund (FIIF) – NSE Nifty Plan | 1.00% for 30 days | 0.00% | 0.45% | 0.45% | 0.00% | 0.45% | |
| B-Section 80C Funds | | | | | | | |
| 1) Franklin India Taxshield (FIT) | Nil | 0.00% | 1.20% | 1.20% | 1.75% | 2.95% | |
| 2) Franklin India Pension Plan (FIPEP) | 3.00% if redeemed before age of 58 years,(subject to lock in period & target amount) Nil after age of 58 years | 0.25% | 0.90% | 1.15% | 0.00% | 1.15% | |
| C-Hybrid Funds | | | | | | | |
| 1) Franklin India Balanced Fund (FIBF) | 1.00% for 1 year | 0.75% | 0.85% | 1.60% | 1.75% | 3.35% | |
| 2) Franklin India Monthly Income Plan (FIMIP) – Plan A | 1.00% for 1 year | 1.00% | 0.60% | 1.60% | 0.00% | 1.60% | |
| D-Income Funds - Long Term | | | | | | | |
| 1) Franklin India Short Term Income Plan (FISTIP) – Retail Plan | 0.50% for 1 year | 0.45% | 0.65% | 1.10% | 0.00% | 1.10% | |
| 2) Franklin India Income Opportunities Fund (FIIOF) | 3% within 12 months, 2.00% for > 12 months & within 18 months, 1.00% > 18 months but within 24 months. | 0.40% | 0.70% | 1.10% | 0.00% | 1.10% | |
| 3) Franklin India Corporate Bond Opportunities Fund (FICBOF) | 3% within 12 months, 2.00% for > 12 months & within 24 months, 1.00% > 24 months & within 36 months. | 0.50% | 0.70% | 1.20% | 0.00% | 1.20% | |
| 4) Franklin India Dynamic Accrual Fund (FIDA) | 3% within 12 months, 2.00% for > 12 months & within 24 months, 1.00% > 24 months & within 36 months ,0.50% for >36 months & within 48 months | 0.60% | 0.70% | 1.30% | 0.00% | 1.30% | |
| 5) Franklin India Income Builder Account (FIIBA) – Plan A | 0.50% for 1 year | 0.40% | 0.70% | 1.10% | 0.00% | 1.10% | |
| 6) Franklin India Government Securities Fund (FIGSF) – Composite/PF/LT Plans | 0.50% for 3 months for Composite / PF Plans, Nil for LT Plan. | 0.25% | 0.70% | 0.95% | 0.00% | 0.95% | |
| E- Income Funds - Short Term | | | | | | | |
| 1) Franklin India Low Duration Fund (FILDF) | 0.50% for 3 months | 0.00% | 0.35% | 0.35% | 0.00% | 0.35% | |
| 2) Franklin India Savings Plus Fund (FISPF) | Nil | 0.00% | 0.05% | 0.05% | 0.00% | 0.05% | |
| 3) Franklin India Banking & PSU Debt Fund (FIBPDF) | Nil | 0.00% | 0.20% | 0.20% | 0.00% | 0.20% | |
| F-Liquid / Liquid + Funds | | | | | | | |
| 1)Franklin India Treasury Management Account (FITMA) – Super Institutional Plan | | 0.00% | 0.05% | 0.05% | 0.00% | 0.05% | |
| 2) Franklin India Ultra-short Bond Fund (FIUBF) – Super Institutional Plan | Nil | 0.00% | 0.05% | 0.05% | 0.00% | 0.05% | |
| 3)Franklin India Cash Management Account -(FICMA) | | 0.00% | 0.45% | 0.45% | 0.00% | 0.45% | |
| G-Fund of Funds | | | | | | | |
| 1) (a) Franklin India Life Stage Fund of Funds (FILSF) – 20s Plan | 1.00% for 1 year | 0.75% | 0.90% | 1.65% | 0.00% | 1.65% | |
| 1) (b) Franklin India Life Stage Fund of Funds (FILSF) – 30s Plan | 0.75% for 1 year | 0.75% | 0.90% | 1.65% | 0.00% | 1.65% | |
| 1) (c) Franklin India Life Stage Fund of Funds (FILSF) – 40s Plan | 0.75% for 1 year | 0.75% | 0.90% | 1.65% | 0.00% | 1.65% | |
| 1) (d) Franklin India Life Stage Fund of Funds (FILSF) – 50s Plan | 1.00% for 1 year | 0.75% | 0.90% | 1.65% | 0.00% | 1.65% | |
| 1) (e) Franklin India Life Stage Fund of Funds (FILSF) –50s Plus Floating Rate Plan | 1.00% for 1 year | 0.00% | 0.30% | 0.30% | 0.00% | 0.30% | |
| 2) Franklin India Dynamic PE Ratio Fund of Funds (FIDPEF) | 1.00% for 1 year | 0.50% | 1.05% | 1.55% | 1.25% | 2.80% | |
| 3) Franklin India Multi Asset Solution Fund (FIMAS) | 1.00% for 3 years | 0.50% | 1.05% | 1.55% | 1.25% | 2.80% | |
| H- International Funds | | | | | , | | |
| Franklin US Opportunities Fund (FUSOF) | | 0.25% | 0.90% | 1.15% | 1.75% | 2.90% | |
| 2) Franklin European Growth Fund (FEGF) | 1% for 3 years | 0.25% | 0.90% | 1.15% | 1.75% | 2.90% | |
| 3) Franklin Asian Equity Fund (FAEF) | | 0.25% | 0.85% | 1.60% | 1.75% | 3.35% | |
| Special-Way2Wealth Securities | ARN-0009,ARN-77558 | 0.13/0 | 0.05% | 1.00 /0 | 1.13/0 | 3.33 /0 | |

Note :-

- 1. Any distribution of Mutual Fund units of Franklin Templeton Mutual Fund (FTMF) by distributors empanelled with Franklin Templeton Mutual Fund/Franklin Templeton Asset Management (India) Pvt. Ltd (FTAMIL)("Distributor/s") is on voluntary basis and by distributing the units, the distributors records its informed consent to comply with all the terms and conditions mentioned in this document as well as such other documents including empanelment form executed by them in connection with the distribution services provided to FTMF/FTAMIL.
- 2. This Distribution Remuneration Structure is applicable only to Distributors empanelled with FTAMIL.
- 3. FTAMIL reserves absolute right and authority to change the Distribution Remuneration Structure applicable to existing as well as future assets contributed by the Distributor under their respective ARN, at its sole discretion. Any change in the Distribution Remuneration Structure shall be intimated to the Distributors by telephone/email/post/courier /text messages or such other medium of communication as may be preferred by FTAMIL and the same will be effective from the date of dispatch of such communication.
- 4. The MIS based computation of commission by FTMF's Registrar and Transfer Agent will be considered to be final.

Terms & Conditions : -

A. Applicability of T-15 and B-15 Cities for payment of Commission:

- 1. AMFI has identified the top 15 (T-15) cities as major investments hubs. The List of T-15 cities as on December 31, 2015 are Mumbai (including Thane and Navi Mumbai), Delhi, Bangalore, Chennai, Kolkata, Ahmedabad, Pune, Hyderabad, Jaipur, Vadodara, Chandigarh, Surat, Kanpur, Gurgaon and Lucknow. The T-15 list is subject to periodic announcements made by AMFI in this regard. The Cities beyond T-15 are classified as "Beyond Top 15 (B-15) cities".
- 2. NRI & other eligible Foreign Investor Investments business shall also be considered as T-15 business. Additional upfront / trail commission offered on investments from B15 cities will not be applicable to investments from T15 cities, NRIs and Foreign Institutional Investors.

3. Recovery of Upfront Commission Paid:

1. The upfront commission paid to a Distributor will be recovered from the Distributor, if the investment for which such upfront commission was paid is redeemed /switched out to any other scheme or the Direct Plan before the completion of the Exit Load period.

In the case of Franklin India Government Securities Fund – Composite / PF / LT Plans the recovery period will be one year.

- 2.(i) The recovery will be made on a pro-rata basis, depending upon the number of days for which the investment has stayed invested in the fund before being redeemed / switched out.
- (ii) In case exit load is mentioned in months 1 month will be considered as 30 days, 3 months as 90 days, 6 months as 180 days, 9 months as 270 days and 1 year as 365 days respectively
- (iii) Recovery of the upfront commission ("Recovery Amount") will be equal to upfront commission paid x (No. of days for the Exit Load period No. of days the monies have stayed in the funds) / (No. of days for the Exit Load period).

An upfront commission of 0.75% is paid on an Equity Fund, where the Exit Load period is 1 year. For an investment of Rs. 100,000/-, a distributor would be paid a sum of Rs. 750/- as the upfront commission. If the investor redeems this money exactly after completion of 180 days the Recovery Amount will be Rs. 380.14. computed as ((750 * (365 – 180))/365 as per the above formula.

For Additional Brokerage Structure applicable for investments Beyond Top 15 Cities, full recovery of the additional Commission paid will be done in case the Investor redeems / switches out to any other Scheme or the Direct Plan before the completion of ONE YEAR from the date of investment, irrespective of the Exit Load period applicable to the Fund.

3. The recovery of the Recovery Amount will be made from the Commission payable to the Distributor for the month in which redemption has been made. In case the Commission payable to the Distributor is insufficient to cover the Recovery Amount, we will continue to recover from the Commission payable in subsequent months. In case the recovery is not completed in 3 months, a demand notice will be sent to the Distributor asking him to refund the money to the AMC. In case the Distributor does not pay the money within 1 month from the date of the receipt of the notice, the AMC will approach AMFI and / or may initiate legal action for resolution of the same.

C. Commission payable on Switches:

- . Upfront commission will be paid on switches done from one Equity/Balanced Fund to another Equity/Balanced Fund only on completion of three years from the date of initial investment.
- 2. In case an investor switches out money from FTMF before the exit load Period, it will be considered as redemption and the upfront commission so paid will be recovered in lines of Para B above. Further a switch-in will be considered as a fresh purchase, and the upfront commission payable on the switch-in fund will be paid in entirety to the Distributor.

D. Statutory / AMFI Driven Regulations:

- 1. The rate of Commission mentioned in this document is inclusive of service tax if any. As per the notification no. 19/2016 dated 1st March 2016 issued by the Ministry of Finance, effective April 1, 2016, the distributors, whose service tax liability exceeds the threshold limit, shall be liable to register themselves and pay service tax under forward charge mechanism. Every Distributor providing taxable service must issue an invoice to the Asset Management Company (FTAMIL) signed by Distributor or a person authorized by the Distributor. For further clarification on applicability of service tax. please consult your tax advisor.
- 2. In case any assets under your ARN Code are transferred to another Distributor at the request of the Investor, you shall not be entitled to receive any trail commission on such assets. Further, the payments of trail commission on assets that are transferred from another Distributor to your ARN Code shall be subject to us receiving a "Clearance Certificate" from the previous Distributor. Please contact your Franklin Templeton Relationship Manager for further details.
- 3. The upfront commission that is payable by the investor (if any) as per the SEBI (SEBI/IMD/CIR No.4/168230/09 dated June 30, 2009) will be paid directly to the Distributor / Advisor by the investor based on his assessment of various factors including the service rendered by the Distributor / Advisor. Further, the Distributor / Advisor is required to disclose to customers all the commissions (in the form of trail commission or any other mode) received by him for different competing schemes of various mutual funds from amongst which the Scheme of Franklin Templeton Mutual Fund (FTMF) is being recommended to them.
- 4. The Distributor shall adhere to all applicable SEBI Regulations and more particularly SEBI circulars dated June 26, 2002 and August 27, 2009 on the Code of Conduct and other guidelines issued by AMFI from time to time for mutual fund distributors and ensure that (i) no rebate is given to investors in any form and (ii) splitting of applications for any benefit.
- 5. The payment of Commission shall depend on the documentation completion status as per the empanelment form.
- In terms of a SEBI directive, the Distributor / Advisor shall not take any Irrevocable Power of Attorney from its clients in connection with investments in the schemes of FTMF and that the liability of Distributor / Advisor shall not be limited and depend upon his failure to discharge his obligations.
- 7. All ARN holder are required to comply with the norms related to Know Your Distributior (KYD) as per AMFI circular dated August 27, 2010. The payment of Commission shall be suspended till the Distributor complies with this requirement.

E. This Distribution Remuneration Structure is applicable for SIP, STP and lump sum investments.

F. Important Definitions :

"Commission" shall mean any payment due from Fund/FTAMIL as distribution fees or other fees to the Distributor for valid transactions executed through the Distributor under the Distributor's ARN code and in respect of which final allotment of units has been made to the Customer. Commission includes upfront and trail commission as explained in the AMFI Best Practice Circular and the modification thereto from time to time.

"Distribution Remuneration Structure" shall mean the applicable fee/charges structure along with provisions for Commission, claw back and applicable taxes and deductions which shall from time to time be communicated to the Distributor through email/letters.

Please refer to the Fund's Scheme Information Document (SID) / Prospectus / Fund Factsheet for the minimum amounts for investments, exit loads and other statutory and fund related information

Statement of Commissions Payable to Distributors - Apr'17-Jun'17

Name of AMC: HDFC Asset Management Company Limited

Name of Mutual Fund: HDFC Mutual Fund



B - 15 Cities: Other than Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad, Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur

and Chandigarh

ARN Codes ARN-0009 Way2Wealth Securities Pvt. Limited

ARN-77558 Way2wealth Brokers Pvt Ltd

| | ble for Lumpsum & SIP Investments | | | | | 5 & B15 | | | | B15 | |
|------------------------|--|-----------|-----------|---------------|-------------|-------------|--|---------|-------------|----------|--|
| Category | Scheme Name | Exit Load | Clawback | Trail paid in | Trail Yr1 - | Total (A+B) | Trail Yr 2 | Trail | Additional | Total B1 | |
| | | Period | Period | Advance (@) | APM | for T15 & | & 3 (p.a) | 4th yr | Payout – B- | Payout i | |
| | | | | 1 yr (A) | (p.a) (B) | B15 | | onwards | 15 Cities # | 1st Year | |
| | HDFC Equity Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| | HDFC Top 200 Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| | HDFC Mid Cap Opportunities Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| | HDFC Growth Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| Equity Oriented | HDFC Infrastructure Fund | 12 Months | 12 Months | 1.00% | 0.85% | 1.85% | 0.75% | 0.75% | 1.50% | 3.35% | |
| Schemes | HDFC Large Cap Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| Schemes | HDFC Premier Multi Cap Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| | HDFC Small & Midcap Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| | HDFC Capital Builder Fund | 12 Months | 12 Months | 1.00% | 1.00% | 2.00% | 0.75% | 0.75% | 1.50% | 3.50% | |
| | HDFC Core & Satellite Fund | 12 Months | 12 Months | 1.00% | 1.00% | 2.00% | 0.75% | 0.75% | 1.50% | 3.50% | |
| | HDFC Equity Savings Fund | 12 Months | 12 Months | 1.00% | 1.00% | 2.00% | 0.75% | 0.75% | 1.50% | 3.50% | |
| | HDFC Index Fund – Nifty Plan | 3 Months | N.A | - | 0.15% | 0.15% | 0.15% | 0.15% | - | 0.15% | |
| Index | HDFC Index Fund – Sensex Plan | 1 Month | N.A | - | 0.15% | 0.15% | 0.15% | 0.15% | - | 0.15% | |
| | HDFC Index Fund – Sensex Plus Plan | 1 Month | N.A | - | 0.75% | 0.75% | 0.20% | 0.20% | - | 0.75% | |
| | HDFC Prudence Fund | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| Balanced Equity | HDFC Balanced Fund | 12 Months | 12 Months | 0.85% | 0.75% | 1.60% | 0.75% | 0.75% | 1.50% | 3.10% | |
| Oriented Schemes | HDFC Childrens Gift Fund – Investment Plan (Equity) | 3 Years | 12 Months | 0.75% | 1.00% | 1.75% | 1.00% | 1.00% | 1.50% | 3.25% | |
| | HDFC Childrens Gift Fund – Investment Plan (Equity) Lock In \$ | Refer SID | 12 Months | 0.75% | 1.00% | 1.75% | 1.00% | 1.00% | 1.50% | 3.25% | |
| Balanced Debt | HDFC Childrens Gift Fund- Savings Plan | 3 Years | 12 Months | 1.00% | 1.00% | 2.00% | 1.00% | 1.00% | 1.50% | 3.50% | |
| Oriented Schemes | HDFC Childrens Gift Fund -Savings Plan - Lock In \$ | Refer SID | 12 Months | 1.00% | 1.00% | 2.00% | 1.00% | 1.00% | 1.50% | 3.50% | |
| Arbitrage | HDFC Arbitrage Fund | 1 Month | N.A | - | 0.50% | 0.50% | 0.40% | 0.40% | - | 0.50% | |
| | HDFC Tax Saver Fund (Lock In) | 3 Years | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| ELSS | HDFC Long Term Advantage Fund (Lock In) | 3 Years | 12 Months | 1.00% | 0.75% | 1.75% | | 0.75% | 1.50% | 3.25% | |
| Retirement Planning | HDFC Retirement Savings Fund (All Plans) | 5 Years | 12 Months | 0.75% | 1.00% | 1.75% | 1.00% | 1.00% | 1.50% | 3.25% | |
| | HDFC Monthly Income Plan – Short Term Plan | 12 Months | 12 Months | 1.00% | 0.75% | 1.75% | 0.75% | 0.75% | 1.50% | 3.25% | |
| Hvbrid - Debt Oriented | HDFC Monthly Income Plan – Long Term Plan | 12 Months | 12 Months | 0.75% | 0.75% | 1.50% | | 0.75% | 1.50% | 3.00% | |
| • | HDFC Multiple Yield Fund - Plan 2005 | 15 Months | 12 Months | 0.75% | 0.75% | 1.50% | | 0.75% | 1.50% | 3.00% | |
| _ | HDFC Income Fund | NII | N.A | - | 1.25% | 1.25% | | 0.75% | 0.50% | 1.75% | |
| Income | HDFC High Interest Fund – Dynamic Plan | 6 Months | 6 Months | 0.25% | 0.75% | 1.00% | 0.75% | 0.75% | 0.50% | 1.50% | |
| | HDFC Short Term Plan | 12 Months | 12 Months | 0.15% | 0.75% | 0.90% | 0.75% | 0.75% | 0.50% | 1.40% | |
| | HDFC High Interest Fund – STP | NIL | N.A | - | 0.75% | 0.75% | | 0.60% | - | 0.75% | |
| | HDFC Short Term Opportunities Fund | NIL | N.A | | 0.15% | 0.15% | | 0.10% | - | 0.15% | |
| Short Term | HDFC Medium Term Opportunities Fund | NIL | N.A | - | 0.10% | 0.10% | | 0.10% | - | 0.10% | |
| | HDFC Floating Rate Income Fund – Long Term Plan | 3 Months | N.A | - | 0.05% | 0.05% | | 0.05% | - | 0.05% | |
| | HDFC Corporate Debt Opportunities Fund | 36 Months | 12 Months | 0.75% | 0.75% | 1.50% | 0.75% | 0.75% | 0.50% | 2.00% | |
| | HDFC Gilt Fund – Short Term Plan | NIL | N.A | - | 0.20% | 0.20% | | 0.15% | - | 0.20% | |
| O:14 | HDFC Gilt Fund – Long Term Plan | NIL | N.A | - | 0.60% | 0.60% | | 0.50% | - | 0.60% | |
| | HDFC Liquid Fund | NIL | N.A | - | 0.10% | 0.10% | | 0.10% | - | 0.10% | |
| Liquid | HDFC Cash Management Fund – Savings Plan | NIL | N.A | - | 0.15% | 0.15% | 0.15% | 0.15% | - | 0.15% | |
| | HDFC Cash Management Fund – Call Plan | NIL | N.A | - | 0.05% | 0.05% | 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.15% 0.15% 0.15% 0.15% 0.20% 0.20% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.00% 1.00% 1.00% 1.00% 1.00% 1.00% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% 0.75% <td>0.05%</td> <td>-</td> <td>0.05%</td> | 0.05% | - | 0.05% | |
| | HDFC Floating Rate Income Fund – Short Term Plan | NIL | N.A | - | 0.15% | 0.15% | | 0.15% | - | 0.15% | |
| Ultra Short Term | HDFC Cash Management Fund – Treasury Advantage Plan | NIL | N.A | - | 0.75% | 0.75% | | 0.60% | - | 0.75% | |
| | HDFC Banking and PSU Debt Fund | NIL | N.A | - | 0.40% | 0.40% | | 0.30% | - | 0.40% | |
| Multi Asset FOF | HDFC Dynamic PE Ratio Fund of Funds | 12 Months | 12 Months | 0.25% | 0.75% | 1.00% | | 0.50% | _ | 1.00% | |
| Gold FOF | HDFC Gold Fund | 12 Months | N.A | - | 0.75% | 0.75% | | | - | 0.75% | |

APM - Annualised payable monthly - Subject to revision prospectively



General Terms:

Brokerage Structures are subject to the terms of empanelment and applicable laws and regulations, including SEBI (Mutual Fund) Regulations, AMFI Regulations, laws relating to Service Tax, Income Tax, etc. AMC reserves the right to change the brokerage/incentive without any prior intimation or notification at its sole discretion, and the Distributors shall not dispute the same. AMC shall not be responsible for any losses incurred due to changes in the brokerage/incentive structure. Any recovery/claw back/proportionate set off etc., of brokerage shall be at the sole discretion of the AMC, and the Distributors shall not dispute the same

Notes

Refer KIM for minimum application amount

In case of change in Broker/Distributor Code, Trail paid in advance shall be recovered/clawed back/set off proportionately from the future brokerage payments

T-15 means Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad, Vadodara, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh @In case the investment is redeemed within the exit load period, as applicable, the proportionate (i.e for the remaining period of exit load) of trail paid in advance/incentive, (if any) paid shall be recovered/clawed back/set off from the payments, at AMC's sole discretion

#In case the investment is redeemed within 12 months, the upfront (including additional upfront/trail payable in advance/incentive, if any) brokerage paid shall be recovered/clawed back/set off fully from the future brokerage payments,

In respect of all purchases (including switch ins) w.e.f 1st January 2013 from Regular Plan (Distributor Plan) to Direct Plan in any scheme, all upfront commissions (including additional upfront/trail payable in advance/incentive, if any) paid recovered/clawed back/set off fully/proportionately from future brokerage payments.

The classification of cities for T-15 as mentioned above is advised by AMFI and is subject to revision, if any.

The commission rates mentioned above shall be inclusive of Service Tax and other relevant statutory/regulatory levies as applicable.

You are advised to abide by the code of conduct and/or rules/regulations laid down by SEBI and AMFI.

Please refrain from offering brokerage to your sub-brokers, if any, at a rate higher than the brokerage as aforementioned.

The AMC reserves the right to suspend the brokerage payable to you, if brought to our notice that higher brokerage is offered to sub-brokers or you have violated the code of conduct conduct and/or rules/regulations laid down by SEBI

In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure compliance of



| IDFC MUTUAL FUND | | | T15 0 D15 | | | Calama Milaa | |
|---|---------------------------------|----------------------|---------------------------|---|---|--|---|
| Scheme Detail | Amount / Time Slab / Trxn. Type | Upfront Brokerage | T15 & B15 1st Year Trail | 2nd Year Onwards Trail | Additional Market Expansion (B15) | Scheme Wise Clawback if Redeemed / Switched | Exit Load |
| | | | Equity Fund | | | | |
| IDFC Classic Equity Fund | Any Amount - SIP/STP | 0.85% | 1.00% | 1.00% | Upfront: 1.50% Trail: 1st year - NIL | 12 Months | Upto 9th May 16, 2% if redeemed within 18 months, WEF 10th May 16, 1% if redeemed within 365 days |
| IDFC Classic Equity Fund | Any Amount - Normal | 0.65% | 1.00% | 1.00% | Upfront: 1.50% Trail: 1st year - NIL | 12 Months | Upto 9th May 16, 2% if redeemed within 18 months, WEF 10th May 16, 1% if redeemed within 365 days |
| IDFC Dynamic Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront : 2.00% Trail : 1st year - NIL | Upfront : 18 months Market Expansion Upfront : 12 Months | Wef 04-Aug-15 for 10% of inv=0,bal at 1.5% for 18 Mts |
| IDFC Infrastructure Fund IDFC Imperial Equity Fund IDFC Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront : 1.50% Trail : 1st year - NIL | 12 months | 1% for 365 days |
| IDFC Sterling Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront: 2.00% Trail: 1st year - NIL | 12 Months | 1% for 365 days wef 07Sep2015 |
| IDFC- Premier Equity Fund | Any Amount - SIP/STP | 0.70% | 0.90% | 0.90% | Upfront : 1.50% Trail : 1st year - NIL | 12 Months | 1% for 365 days |
| IDFC- Premier Equity Fund | Any Amount - Normal | 0.50% | 0.90% | 0.90% | Upfront : 1.50% Trail : 1st year - NIL | 12 Months | 1% for 365 days |
| | | | ELSS | | | | |
| IDFC Tax Advantage (ELSS) Fund | Any Amount - SIP/STP | 0.45% | 1.25% | 2nd year - 1.25% , 3rd year - 1.25% , 4th year onwards - 1.00% | Upfront: 1.50% Trail: 1st year - NIL | | NIL |
| IDFC Tax Advantage (ELSS) Fund | Any Amount - Normal | 1.00% | 1.00% | 1.00% | Upfront: 1.50% Trail: 1st year - NIL | | NIL |
| | | | Balance Fund | | | | |
| IDFC Balanced Fund | Any Amount | 0.50% | 1.30% | 2nd year - 1.30% , 3rd year - 1.30% , 4th year onwards - 1.25% | Upfront: NIL Trail: 1st year - 1.00% | Upfront : 12 Months Market Expansion Trail : 12 Months | For 10% of invt -Nil, For bal. invt -1% if red/swt out in 12 mnts |
| | | | Hybrid fund | | | ITAII: 12 MOIIUIS | |
| IDFC Asset Allocation Fund - FOF -Moderate Plan | Any Amount | 0.65% | 0.65% | 0.65% | Upfront: 1.50% Trail: 1st year - NIL | Upfront : 18 Months Market Expansion Upfront : 12 Months | 1.5% for 18 months |
| IDFC Asset Allocation Fund -FOF- Aggressive Plan | Any Amount | 0.75% | 0.75% | 0.75% | Upfront: 1.50% Trail: 1st year - NIL | Upfront : 18 Months Market Expansion Upfront : 12 | 1.5% for 18 months |
| IDFC Asset Allocation Fund -FOF- Conservative Plan | Any Amount | 0.40% | 0.60% | 0.60% | Upfront : 1.50% Trail : 1st year - NIL | Months Upfront: 18 Months Market Expansion Upfront: 12 | 1.5% for 18 months |
| IDFC Monthly Income Plan | Any Amount | 0.50% | 0.80% | 0.80% | Upfront: 1.25% Trail: 1st year - NIL | Months 12 Months | 1% for 365 days |
| | | | Index fund | | | | |
| IDFC Nifty Fund | Any Amount | NIL | 0.10% | 0.10% | NIL | | 1% for 7 days |
| | | | Money Market fun | d | | | |
| IDFC Banking Debt Fund | Any Amount | NIL | 0.10% | 0.10% | NIL | | 0.15% for 7 days |
| IDFC Cash fund | Any Amount | NIL | 0.05% | 0.05% | NIL | | NIL |

ARN-0009 - Brokerage Structure for April,17

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| IDFC Money Manager Fund-Treasury Plan | Any Amount | NIL | 0.50% | 0.40% | NIL | | NIL |
|---|------------|-------|--|-------|-----|------------------------|---|
| IDFC Ultra Short Term Fund | Any Amount | NIL | 0.15% | 0.15% | NIL | | NIL |
| | | | Short term Debt fun | d | | | |
| IDFC All Seasons Bond Fund | Any Amount | 0.10% | 0 to 3 Months - 0.40%, 4 to 12 Months - 0.40% | 0.40% | NIL | Upfront: 3 Months | 0.50% for 3months |
| IDFC Corporate Bond Fund | Any Amount | NIL | 0.30% | 0.30% | NIL | | Nil W.e.f. 12th Aug, 2016 |
| IDFC Credit Opportunities Fund | Any Amount | NIL | 0.90% | 0.90% | NIL | | 1% if redeem/switch out within 365 days |
| IDFC Money Manager Fund -Investment Plan | Any Amount | NIL | 0.10% | 0.10% | NIL | | 0.25% for 1 Month |
| IDFC Super Saver Income Fund - Short Term Plan | Any Amount | NIL | 0.50% | 0.40% | NIL | | Nil, W.E.F 23rd May 2016 |
| IDFC Super Saver Income Fund- Medium Term Plan | Any Amount | 0.40% | 0.60% | 0.60% | NIL | Upfront : 12 Months | Nil |
| | | | Long term debt fund | i | | | |
| IDFC Dynamic Bond Fund | Any Amount | NIL | 0.85% | 0.85% | NIL | | Nil W.E.F 17-Oct-2016 |
| IDFC Super Saver Income Fund - Investment Plan | Any Amount | 0.65% | 0.70% | 0.70% | NIL | Upfront : 12 Months | Wef 04-08-2015 for 10% of inv 0%, Bal at 1% upto 365 Days |
| | | | Gilt Fund | | | | 1 |
| IDFC Government Securities Fund - Investment Plan | Any Amount | NIL | 0.75% | 0.50% | NIL | | NIL |
| IDFC Government Securities Fund - Short Term Plan | Any Amount | NIL | 0.10% | 0.10% | NIL | | NIL |
| IDFC Government Securities Fund-Provident FundPlan | Any Amount | NIL | 0.50% | 0.50% | NIL | | NIL WEF 11 Dec 2014 |
| | | | Arbitrage Fund | | | | |
| IDFC Arbitrage Fund | Any Amount | NIL | 0 to 3 Months - 0.65%, 4 to 12 Months - 0.65% | 0.65% | NIL | | 0.25% if redeemed/switch out in 1 Month |
| IDFC Arbitrage Plus Fund | Any Amount | NIL | 0 to 3 Months - 0.65%, 4 to 12 Months - 0.65% | 0.65% | NIL | | 0.25% for 1 months WEF 12 Aug 2016 |

Terms & Conditions:

i) T-15 refers to Top 15 Cities pin codes as classified by AMFI & B-15 refers to those pin codes which are not classified under Top15 cities.

Scheme-wise Claw Back provision if redeemed/switched within claw back period:

- The Upfront in T15 & B15 will be proportionately recovered/clawed back from the future Brokerage payments of the Distributor.
- The Market Expansion incentive (Upfront or Trail) is applicable only for 1st year & for B-15 Cities. The same will be completely (100%) recovered/clawed back from the future Brokerage payments of the distributor.
- ii) The changes effected in the current month's brokerage rates are highlighted in "green" for your attention.
- iii) Upfront & Trail will be paid as per the brokerage structure on switches within equity schemes (i.e. (CEF/SEF/DEF/INFRA/IEF/EQTY FUND/PEF) with effect from 1st April'15.
 - However in case of IDFC Balanced Fund, Upfront brokerage will not be paid on switches from Equity scheme (except switches from IDFC Dynamic Equity Fund / IDFC Arbitrage Fund / IDFC Arbitrage Plus Fund where brokerage will be paid as per the applicable brokerage structure)
- iv) In Asset Allocation Funds, there is no exit load on switches within the asset allocation funds and there is no limit to the number of switches between Asset Allocation Funds. **Upfront brokerage is not eligible for such switches**.
- v) No upfront brokerage will be paid in case of switches within sub plans of any schemes for e.g. Dividend to Growth or vice versa.
- vi) In case EUIN or the investor declaration is not provided within the timelines as prescribed by AMFI from time to time, brokerage on the concerned transaction shall be forfeited permanently.
- vii) The brokerage/incentives would be inclusive of Service Tax/Education Cess and any other applicable tax, if any; as per the current regulations.
- viii) Any brokerage payout related discrepancies have to be intimated to us within 45 days from the date of release of brokerage.
- ix) AMC reserves the right to change the structure without any prior intimation.

ARN-0009 - Brokerage Structure for April,17



| IDFC MUTUAL FUND | | | | | | <u> </u> | |
|---|---------------------------------|----------------------|---------------------------|---|---|--|--|
| Scheme Detail | Amount / Time Slab / Trxn. Type | Upfront Brokerage | T15 & B15 1st Year Trail | 2nd Year Onwards Trail | Additional Market Expansion (B15) | Scheme Wise Clawback if Redeemed / Switched | Exit Load |
| | 11Am Type | | Equity Fund | | | Switched | |
| IDFC Classic Equity Fund | Any Amount - SIP/STP | 0.85% | 1.00% | 1.00% | Upfront: 1.50% Trail: 1st year - NIL | 12 Months | Wef 10th May 16, 1% if redeemed within 365 days |
| IDFC Classic Equity Fund | Any Amount - Normal | 0.65% | 1.00% | 1.00% | Upfront: 1.50% Trail: 1st year - NIL | 12 Months | Wef 10th May 16, 1% if redeemed within 365 days |
| IDFC Dynamic Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront : 2.00% Trail : 1st year - NIL | Upfront : 18 months Market Expansion Upfront : 12 | Wef 04-Aug-15 for 10% of inv=0,bal at 1.5% for 18 Mts |
| IDFC Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront: 1.50% | Months 12 months | 1% for 365 Days |
| IDFC Focus Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Trail: 1st year - NIL Upfront: 1.50% | 12 months | 1% for 365 dAys |
| IDFC Infrastructure Fund | Any Amount | 0.50% | 1.00% | 1.00% | Trail : 1st year - NIL Upfront : 1.50% Trail : 1st year - NIL | 12 months | 1% for 365 daYs |
| IDFC Sterling Equity Fund | Any Amount | 0.50% | 1.00% | 1.00% | Upfront: 2.00% Trail: 1st year - NIL | 12 Months | 1% for 365 days wef 07Sep2015 |
| IDFC- Premier Equity Fund | Any Amount - SIP/STP | 0.70% | 0.90% | 0.90% | Upfront : 1.50% Trail : 1st year - NIL | 12 Months | 1% for 365 dayS |
| IDFC- Premier Equity Fund | Any Amount - Normal | 0.50% | 0.90% | 0.90% | Upfront : 1.50% Trail : 1st year - NIL | 12 Months | 1% for 365 dayS |
| | | | ELSS | | | | |
| IDFC Tax Advantage (ELSS) Fund | Any Amount - SIP/STP | 0.45% | 1.25% | 2nd year - 1.25% , 3rd year - 1.25% , 4th year onwards - 1.00% | Upfront: 1.50% Trail: 1st year - NIL | | NIL |
| IDFC Tax Advantage (ELSS) Fund | Any Amount - Normal | 1.00% | 1.00% | 1.00% | Upfront : 1.50% Trail : 1st year - NIL | | NIL |
| | | | Balance Fund | | | | |
| IDFC Balanced Fund | Any Amount | 0.50% | 1.30% | 2nd year - 1.30% , 3rd year - 1.30% , 4th year onwards - 1.25% | Upfront: NIL Trail: 1st year - 1.00% | Upfront : 12 Months Market Expansion | For 10% of invt -Nil, For bal. invt -1% if red/swt out in 12 mnts |
| | | | | | | Trail : 12 Months | |
| | | | Hybrid fund | | | | |
| IDFC Asset Allocation Fund - FOF -Moderate Plan | Any Amount | 0.65% | 0.65% | 0.65% | Upfront: 1.50% Trail: 1st year - NIL | Upfront : 18 Months Market Expansion Upfront : 12 | 1.5% For 18 months |
| IDFC Asset Allocation Fund -FOF- Aggressive Plan | Any Amount | 0.75% | 0.75% | 0.75% | Upfront : 1.50% Trail : 1st year - NIL | Months Upfront: 18 Months Market Expansion Upfront: 12 | 1.5% foR 18 months |
| IDFC Asset Allocation Fund -FOF- Conservative Plan | Any Amount | 0.40% | 0.60% | 0.60% | Upfront: 1.50% Trail: 1st year - NIL | Months Upfront: 18 Months Market Expansion | 1.5% fOr 18 months |
| IDFC Monthly Income Plan | Any Amount | 0.50% | 0.80% | 0.80% | Upfront: 1.25% Trail: 1st year - NIL | Upfront : 12 Months 12 Months | 1% for 365 days |
| VDDQ V/G = - | | | Index fund | | | | |
| IDFC Nifty Fund | Any Amount | NIL | 0.10% | 0.10% | NIL | | 1% for 7 days |
| | | | Money Market fur | nd | | | |
| IDFC Banking Debt Fund | Any Amount | NIL | 0.10% | 0.10% | NIL | | 0.15% for 7 days |
| IDFC Cash fund | Any Amount | NIL | 0.05% | 0.05% | NIL | | NIL |
| IDFC Money Manager Fund-Treasury Plan | Any Amount | NIL | 0.50% | 0.40% | NIL | | NIL |
| IDFC Ultra Short Term Fund | Any Amount | NIL | 0.15% | 0.15% | NIL | | NIL |

ARN-0009 - Brokerage Structure for June,17

| | | | Short term Debt fund | | | | |
|---|------------|-------|--|-------|-----|------------------------|---|
| IDFC All Seasons Bond Fund | Any Amount | 0.10% | 0 to 3 Months - 0.40%, 4 to 12 Months - 0.40% | 0.40% | NIL | Upfront: 3 Months | 0.50% for 3months |
| IDFC Corporate Bond Fund | Any Amount | NIL | 0.30% | 0.30% | NIL | | Nil W.e.f. 12th Aug, 2016 |
| IDFC Credit Opportunities Fund | Any Amount | NIL | 0.90% | 0.90% | NIL | | For 10% of invt -Nil, For bal. invt -1% if red/swt out in 12 mnts |
| IDFC Money Manager Fund -Investment Plan | Any Amount | NIL | 0.10% | 0.10% | NIL | | 0.25% for 1 Month |
| IDFC Super Saver Income Fund - Short Term Plan | Any Amount | NIL | 0.50% | 0.40% | NIL | | Nil, W.E.F 23rd May 2016 |
| IDFC Super Saver Income Fund- Medium Term Plan | Any Amount | 0.40% | 0.60% | 0.60% | NIL | Upfront : 12 Months | Wef 11th May 17, 0.50% if redeemed within 6th month |
| | | | Long term debt fund | | | | |
| IDFC Dynamic Bond Fund | Any Amount | NIL | 0.85% | 0.85% | NIL | | Nil W.E.F 17-Oct-2016 |
| IDFC Super Saver Income Fund - Investment Plan | Any Amount | 0.65% | 0.70% | 0.70% | NIL | Upfront : 12 Months | Wef 04-08-2015 for 10% of inv 0%, Bal at 1% upto 365 Days |
| | | | Gilt Fund | | | | |
| IDFC Government Securities Fund - Investment Plan | Any Amount | NIL | 0.75% | 0.50% | NIL | | NIL |
| IDFC Government Securities Fund - Short Term Plan | Any Amount | NIL | 0.10% | 0.10% | NIL | | NIL |
| IDFC Government Securities Fund-Provident FundPlan | Any Amount | NIL | 0.50% | 0.50% | NIL | | NIL WEF 11 Dec 2014 |
| | | | Arbitrage Fund | | | | |
| IDFC Arbitrage Fund | Any Amount | NIL | 0 to 3 Months - 0.65%, 4 to 12 Months - 0.65% | 0.65% | NIL | | 0.25% if redeemed/switch out in 1 Month |
| IDFC Arbitrage Plus Fund | Any Amount | NIL | 0 to 3 Months - 0.65%, 4 to 12 Months - 0.65% | 0.65% | NIL | | 0.25% for 1 months WEF 12 Aug 2016 |

Terms & Conditions:

i) T-15 refers to Top 15 Cities pin codes as classified by AMFI & B-15 refers to those pin codes which are not classified under Top15 cities.

$Scheme-wise\ Claw\ Back\ provision\ if\ redeemed/switched\ within\ claw\ back\ period:$

- The Upfront in T15 & B15 will be proportionately recovered/clawed back from the future Brokerage payments of the Distributor.
- The Market Expansion incentive (Upfront or Trail) is applicable only for 1st year & for B-15 Cities. The same will be completely (100%) recovered/clawed back from the future Brokerage payments of the distributor.
- $ii) \ The \ changes \ effected \ in \ the \ current \ month's \ brokerage \ rates \ are \ highlighted \ in \ \textbf{``green''} \ for \ your \ attention.$
- iii) Upfront & Trail will be paid as per the brokerage structure **on switches within equity schemes** (i.e. (CEF/SEF/DEF/INFRA/IEF/EQTY FUND/PEF) with effect from 1st April'15.

However in case of IDFC Balanced Fund, Upfront brokerage will not be paid on switches from Equity scheme (except switches from IDFC Dynamic Equity Fund / IDFC Arbitrage Fund / IDFC Arbitrage Plus Fund where brokerage will be paid as per the applicable brokerage structure)

- iv) In Asset Allocation Funds, there is no exit load on switches within the asset allocation funds and there is no limit to the number of switches between Asset Allocation Funds. **Upfront brokerage is not eligible for such switches**.
- v) No upfront brokerage will be paid in case of switches within sub plans of any schemes for e.g. Dividend to Growth or vice versa.
- vi) In case EUIN or the investor declaration is not provided within the timelines as prescribed by AMFI from time to time, brokerage on the concerned transaction shall be forfeited permanently.
- vii) The brokerage/incentives would be inclusive of Service Tax/Education Cess and any other applicable tax, if any; as per the current regulations.
- viii) Any brokerage payout related discrepancies have to be intimated to us within 45 days from the date of release of brokerage.
- ix) AMC reserves the right to change the structure without any prior intimation.

ARN-0009 - Brokerage Structure for June,17



Large Cap Diversified Category:

Invesco India Business Leaders Fund

ELSS/ Tax Saver Category:

Invesco India Tax Plan

Arbitrage Category:

Invesco India Arbitrage Fund

Multi Cap Diversified Category:

Invesco India Growth Fund Invesco India Contra Fund

Thematic Category:

Invesco India PSU Equity Fund Invesco India Banking Fund

Fixed Income - Accrual Category:

Invesco India Corporate Bond Opportunities Fund Invesco India Medium Term Bond Fund

Mid Cap Diversified Category:

Invesco India Mid Cap Fund Invesco India Mid N Small Cap Fund

International FoF Category:

Invesco India Pan European Equity Fund Invesco India Global Equity Income Fund

Fixed Income - Duration Category:

Invesco India Active Income Fund Invesco India Gilt Fund

| Name | | | | ARN | | | |
|-------------------|---|-------------------------------|------------------------|---|---|----------------------------|------------------------------------|
| | | | | | | | |
| Category | Name of the Fund | Application Size | Base Incentive (%)# | Special Incentive (for T-15 Cities only) | Retention Incentive (for B-15 Cities only) | Trail (% p.a.) 1st year | Trail (% p.a.) 2nd year onwards |
| | Invesco India Mid N Small Cap Fund | for applications <= Rs 2crs | 0.75 | NIL | 1.50 | 1.10 | 1.10 |
| Equity | invesco india wid N Sinan Cap Fund | for applications > Rs 2crs | NIL | NIL | 1.50* | 1.10 | 1.10 |
| Equity | Other Equity Schemes^^ | for applications <= Rs 2crs | 0.75 | NIL | 1.50 | 0.75 | 0.75 |
| | Other Equity Schemes | for applications > Rs 2crs | NIL | NIL | 1.50* | 0.75 | 0.75 |
| ELSS | Invesco India Tax Plan | for applications <= Rs. 2crs | 0.85 | NIL | 1.50 | 1.10 | 1.10^ |
| ELSS | invesco india Tax Pian | for applications > Rs. 2crs | NIL | NIL | 1.50* | 1.10 | 1.10^ |
| International FoF | Invesco India Pan European Equity Fund | for applications <= Rs. 2crs | 0.65 | NIL | NIL | 0.50 | 0.50 |
| international For | Invesco India Global Equity Income Fund | for applications > Rs. 2crs | NIL | NIL | NIL | 0.50 | 0.50 |
| Hybrid | Invesco India MIP Plus | for applications <= Rs. 2crs | 0.75 | NIL | 1.50 | 0.75 | 0.75 |
| нувна | nivesco nicila Wife Flus | for applications > Rs. 2crs | NIL | NIL | 1.50* | 0.75 | 0.75 |
| Gold | Invesco India Gold Fund | Any amount | NIL | NIL | NIL | 0.25 | 0.25 |
| Equity oriented | Invesco India Arbitrage Fund | Any amount | NIL | NIL | NIL | 0.60 | 0.50 |
| Liquid | Invesco India Liquid Fund | Any amount | NIL | NIL | NIL | 0.04 | 0.04 |
| | Invesco India Ultra Short Term Fund | for applications <= Rs. 2crs | NIL | NIL | NIL | 0.50 | 0.50 |
| | invesco india Ottra Snort Term Fund | for applications > Rs. 2crs | NIL | NIL | NIL | 0.25 | 0.25 |
| | Invesco India Short Term Fund | Any amount | NIL | NIL | NIL | 0.70 | 0.50 |
| | Invesco India Credit Opportunities Fund | Any amount | NIL | NIL | NIL | 0.25 | 0.25 |
| Debt | Invesco India Medium Term Bond Fund | Any amount | NIL | NIL | NIL | 0.25 | 0.25 |
| | Invesco India Active Income Fund | Any amount | NIL | NIL | NIL | 1.00 | 0.75 |
| 1 | Invesco India Corporate Bond Opportunities Fund | for applications <= Rs. 10crs | 0.75 | NIL | NIL | 0.50 | 0.50 |
| 1 | | for applications > Rs. 10crs | NIL | NIL | NIL | 0.50 | 0.50 |
| | Invesco India Bank Debt Fund | Any amount | NIL | NIL | NIL | 0.25 | 0.25 |
| Gilt | Invesco India Gilt Fund | Any amount | NIL | NIL | NIL | 1.00 | 0.75 |

Note:

Terms & Conditions

I. General

- Fund, Invesco India Harking Fund, Invesco India Business Leaders Fund, Invesco India Contra Fund, Invesco India Mid Cap Fund, Invesco India Growth Fund, Invesco India Dynamic Equity Fund, Invesco India Infrastructure Fund & Invesco India PSU Equity Fund.
- 2) Upfront payments are computed on the investment value.
- 3) In case the investment is redeemed/ switched out for any reason whatsoever, within 1 year from Equity Schemes, MIP Plus, Corporate Bond Opportunities Fund, Pan European Equity Fund & Global Equity Income Fund, the proportionate amount of Base Incentive and full amount of Retention Incentive paid shall be recovered/ clawed back/ set off from the future brokerage payments, at AMC's sole discretion.
- 4) In case the brokerage payable to the distributor is insufficient to cover the clawback amount, the clawback will be tried for three consicutive months post which a demand notice will be sent to the distributor asking him to refund the money to the AMC. In case the distributor does not pay the money within one month from the date of the receipt of the notice, the AMC will approach AMFI for the resolution of the same or initiate the required corrective action including legal proceedings as it may deem fit.
- 5) Brokerage rates are inclusive of all taxes, cost charges, expenses, service tax & other Government levies by whatever name called. If any Tax is required to be deducted at source the same will be deducted from the payment of the distributor.
- $6) Brokerage \ will be payable \ only \ to \ distributors \ empanelled \ with \ us \ and \ for \ applications \ logged \ under \ their \ respective \ ARN.$
- 7) This structure will supersede any existing brokerage structure for the quarter ending 30th June 2017.

II. T-15 & B-15

- 1) "T15" cities currently include Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad, Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh. "B15" cities are locations beyond T15 cities as identified from time to time by the regulators.
- 2) Tagging of a transaction as B15 transaction solely rests with the AMC, including any guidelines issued by AMFI.

III Switches

1) No upfront incentive shall be payable for switches within and between Equity including ELSS, FoF International (Pan European Equity Fund & Global Equity Income Fund) & Hybrid (MIP Plus) categories

IV Regulatory

- The above mentioned brokerage is applicable subject to provisions of SEBI/AMFI Circulars as ammended from time to time.
- 2) Above data / information / brokerage structure is as on this date and is subject to ammendments persuant to any regulatory/ load structure/ expense ratio changes. Such changes would be applicable for remaining SIP/STP instalments also.
- 3) The AMC reserves the right to ammend/withdraw the above brokerage structure without assigning any reasons.
- 4) In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure compliance of the same.
- 5) Vide SEBI circular dated November 28th, 2002 and AMFI's subsequent circulars, intermediaries are not entitled to commission/incentive on their own investment. Commission/ incentive is not payable for investment made by sponsor(s) of Invesco Asset Management (India) Pvt. Ltd..

Date: 1st Apr 2017

^{*} For application > 2 cr B-15 Retention incentive will be paid as 1/12th portion each month for a total of 12 months period

[^] In Invesco India Tax Plan, Trail from 4th Year 0.75%



BROKERAGE STRUCTURE FOR APR-JUNE, 2017

ARN-0009

Advisor Name - Way2Wealth Securities Private Limited

| | | <u>ANN-0003</u> | | | <u> </u> | VISUI INAIIIE - V | vay2 vv Caitii | Jecui ities i | IIVate Lillin | <u>.cu</u> |
|--|--------------|------------------|--------------------|------------------------|-------------|---------------------------|---------------------|----------------|----------------------|---------------------------|
| SCHEME NAME | ASSET CLASS | EXIT PERIOD | CLAWBACK PERIOD | Slabs | Upfront T15 | Special incentive for B15 | Total B15 incentive | Trail 1st year | Trail 2nd / 3rd year | Trail 4th year onwards |
| Kotak 50 | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Opportunities | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Select Focus | Equity | 12 Months | 12 Months | Any Amount | 0.85 | 1.50 | 2.35 | 0.90 | 0.90 | 0.90 |
| Kotak Classic Equity | Equity | NIL | 12 Months | Any Amount | 0.00 | 1.50 | 1.50 | 1.15 | 1.15 | 1.15 |
| Kotak Balance | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Emerging Equity | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Mid-Cap | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Infrastructure & Economic Reform Fund | Equity | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Tax Saver Fund | | | | <=1.5 lakhs | 0.75 | 1.50 | 2.25 | 1.15 | 1.15 | 1.15 |
| Kotak Tax Saver Fund | Equity | NIL | N/A | >1.5 lakhs | 0.75 | 1.50 | 2.25 | 1.15 | 1.15 | 1.15 |
| Kotak Global Emerging Fund | Equity | 12 Months | 12 Months | Any Amount | 0.50 | 1.50 | 2.00 | 0.50 | 0.50 | 0.50 |
| Kotak World Gold Fund | Equity | 12 Months | 12 Months | Any Amount | 0.75 | 0.25 | 1.00 | 0.70 | 0.70 | 0.70 |
| Kotak US Equity Fund | Equity | 12 Months | 12 Months | Any Amount | 0.50 | 1.50 | 2.00 | 0.50 | 0.50 | 0.50 |
| Kotak Asset Allocator Fund | Equity | 12 Months | 12 Months | Any Amount | 0.75 | 1.50 | 2.25 | 0.50 | 0.50 | 0.50 |
| Kotak Equity Savings Scheme | Equity | 12 Months | 12 Months | Any Amount | 0.65 | 0.00 | 0.65 | 0.50 | 0.50 | 0.50 |
| Kotak Arbitrage Fund | | | | | | | | | | |
| | Equity | 30 days | N/A | Any Amount | 0.00 | 0.00 | 0.00 | 0.40 | 0.40 | 0.40 |
| Kotak Monthly Income Plan | Debt | 12 Months | 12 Months | Any Amount | 0.70 | 1.50 | 2.20 | 1.00 | 1.00 | 1.00 |
| Kotak Multi Asset Allocation Fund | Debt | 12 Months | 12 Months | Any Amount | 0.75 | 1.50 | 2.25 | 0.50 | 0.50 | 0.50 |
| Kotak Income Opportunities Fund | Debt | 12 Months | 12 Months | Any Amount | 0.60 | 1.00 | 1.60 | 0.65 | 0.65 | 0.65 |
| Kotak Medium Term Fund | Debt | 18 Months | 12 Months | Any Amount | 0.70 | 0.80 | 1.50 | 0.65 | 0.65 | 0.65 |
| Kotak Bond Fund | Debt | NIL | 12 Months | Any Amount | 0.00 | 1.00 | 1.00 | 0.90 | 0.90 | 0.90 |
| Kotak Bond Short Term Fund | | | | | | | | | | |
| Kotak Gilt Investments Fund | Debt | NIL | N/A | Any Amount | 0.00 | | | 0.70 | 0.70 | 0.70 |
| Kotak Banking and PSU Debt Fund | Debt | NIL | 12 Months | Any Amount | 0.00 | | | 1.00 | 1.00 | |
| Kotak Low Duration Fund | Debt | NIL | N/A | Any Amount | 0.00 | | | 0.25 | 0.25 | |
| Kotak Gold Fund | Debt | NIL | N/A | Any Amount | 0.00 | | | 0.75 | 0.75 | 0.75 |
| Kotak Flexi Debt Fund | Debt | 12 Months NIL | 12 Months N/A | Any Amount | 0.30 | 0.00 | | 0.50 | 0.50 | 0.50 |
| Kotak Treasury Advantage Fund | Debt Debt | NIL NIL | N/A N/A | Any Amount Any Amount | 0.00 | | | 0.60 | 0.60 | 0.60 |
| Kotak Treasury Advantage Fund Kotak Corporate Bond Fund | Debt | NIL | N/A | Any Amount | 0.00 | | | 0.35 | 0.35 | |
| Kotak Liquid Fund | | | | | | | | | | |
| Kotak Floater Short Term | Debt Debt | NIL NIL | N/A N/A | Any Amount Any Amount | 0.00 | 0.00 | 0.00 | 0.03 | 0.03 | |
| | Don | IVIL | IN/A | Any Amount | 0.00 | 0.00 | 0.00 | 0.03 | 0.03 | 0.03 |

ERMS AND CONDITIONS:

I. GENERAL

- Brokerage Structures are subject to the terms of empanelment and applicable laws and regulations, including SEBI (Mutual Fund) Regulations, AMFI Regulations, laws relating to Service Tax, Income Tax, etc.
- ii. All Upfront/Trail Brokerages will be calculated for every calendar month and will be paid out in the following month.
- iii. This brokerage structure is applicable till further notice and is subject to changes at the discretion of AMC/ Trustee.
- v. In case of any regulatory changes with respect to expense ratio, the past / present brokerage structure may be reviewed by the AMC.
- v. The AMC reserves the right not to pay upfront brokerage on assets mobilised through multiple / split applications from the same investor, where such arrangement is made with an intention to avail upfront brokerage otherwise not available of the investment.
- in. The load structures may change at the discretion of AMC / Trustee. Please refer to the latest applicable load structure in the Offer Document(s) / Addenda to the Offer Document(s).
- ii. Switches will be eligible for brokerage (upfront/trail) as per the distributor's applicable brokerage in the scheme but subject to applicable clawback of the switch out scheme. Option changes within the same scheme are not treated as switches
- viiii. In accordance with the clause 9(2) of SEBI Circular No. CIR/IMD/21/2012 dated Sept 13, 2012, the brokerage paid on B15 cities shall be subject to full clawback if redeemed within one year from the date of investment. The brokerage paid for T15 cities will be subject to proportionate clawback as per the clawback period mentioned in the structure.
- x. In the eventuality of the clawback brokerage being higher than that month's upfront & trail brokerage payable, the broker shall refund the same forth.
- x. The AMC at its discretion, if it believes that the upfront payable to a distributor is in excess of the trail being currently payable to him, may pay the upfront in staggered installments over one year.
- xi. The AMC reserves the right to suspend the brokerage payable, if brought to our notice that higher brokerage is offered to sub-brokers or you have violated the code of conduct and/or rules/regulations laid down by SEBI and AMFI

Commission Structure for L&T Mutual Fund

(1st April 2017 to 30th June 2017) ARN-0009 & ARN-77558

| Name of the Fund | Prepaid Commission | Trail(apm)-From Day 1 | Total Earnings for T ₁₅ Cities In first 3 Years | B ₁₅ Incentive | Total Earnings for B ₁₅ Cities In first 3 Years |
|--|--------------------|-----------------------|---|---------------------------|---|
| | <u> </u> | guity, Balanced and H | /brid Funds | | |
| L&T India Special Situations Fund L&T Equity Fund | 1.00%* | 0.75% | 3.25% | 1.50% | 4.75% |
| L&T India Large Cap Fund L&T Infrastructure Fund L&T India Value Fund L&T Mid Cap Fund L&T Emerging Businesses Fund L&T India Prudence Fund L&T Business Cycles Fund L&T Equity Savings Fund L&T Monthly Income Plan L&T Dynamic Equity Fund | 0.75%* | 0.75% | 3.00% | 1.50% | 4.50% |
| L&T Tax Advantage Fund | 3.00%* | 0.50%\$ | 3.00% | 1.50% | 4.50% |
| | | Arbitrage Fun | d | | |
| L&T Arbitrage Opportunities Fund | Nil | 0.50% | 1.50% | Nil | 1.50% |
| | | Debt Funds | | | |
| L&T Resurgent India Corporate Bond Fund | 0.75%** | 0.50% | 2.25% | 0.50% | 2.75% |
| L&T Income Opportunities Fund | 0.50%** | 0.50% | 2.00% | 0.50% | 2.50% |
| L&T Triple Ace Bond Fund | 0.50%** | 0.50% | 2.00% | Nil | 2.00% |
| L&T Short Term Income Fund | Nil | 0.50% | 1.50% | Nil | 1.50% |
| L&T Flexi Bond Fund | Nil | 0.70% | 2.10% | Nil | 2.10% |
| L&T Gilt Fund L&T Short Term Opportunities Fund | Nil | 0.50% | 1.50% | Nil | 1.50% |
| L&T Banking and PSU Debt Fund L&T Floating Rate Fund | Nil | 0.40% | 1.20% | Nil | 1.20% |
| L&T Ultra Short Term Fund | Nil | 0.20% | 0.60% | Nil | 0.60% |
| | | <u>Liquid Funds</u> | | | |
| L&T Cash Fund | Nil | 0.65% | 1.95% | Nil | 1.95% |
| L&T Liquid Fund | Nil | 0.05% | 0.15% | Nil | 0.15% |

^{*} For investments > Rs.3 Crore, no prepaid commission will be paid. The prepaid commission indicated above would be paid out in 12 equal instalments.

^{**} For investments > Rs.5 Crore, no prepaid commission will be paid. The prepaid commission indicated above would be paid out in 12 equal instalments.

^{\$} From 4th year onwards

Commission Structure for L&T Mutual Fund – Terms and Conditions

(1st April 2017 to 30th June 2017) ARN-0009 & ARN-77558

General

- a) This is further to your empanelment with L&T Investment Management Limited on behalf of L&T Mutual Fund.
- b) The aforesaid structure is effective from 1st April 2017 to 30th June 2017 and will remain effective till further notice and may change at the discretion of AMC as a result of any changes in the law.
- Prepaid Commission: L&T IM wishes to enhance the quality of service provided to its investors to improve retention of investments in its schemes. For this purpose, the AMC intends to fund the distributors through a prepayment of commission to enable them to service their clients. The prepayment will be based on the amount invested by the customer at the rates specified in the table above to the extent it is payable to the distributor. The distributor is entitled to keep the commission paid if the investor stays through the exit period. In the event the investment is withdrawn before completion of this period, the proportionate commission paid which corresponds to the balance exit load period would be recovered or adjusted against other amounts payable to such distributors on account of deficiency of service.

 Prepaid Commission will be calculated on a monthly basis on the amount invested by the investor. The amount payable to the distributor shall be paid in the following month.
- d) Trail Commission: The Trail Commission is calculated on the basis of 'Daily Average Assets'. The amount payable to the distributor shall be paid in the following month.
- e) Commission/Incentive will be paid on switches/systematic transfer from one scheme to another scheme. However, no commission will be paid in case of change of option in the same scheme except for L&T tax Advantage Fund.
- f) If the total commission payout to the distributor for a month (including prepaid commission/Incentive) is less than Rs. 250/-, the same would be accrued and carried forward to subsequent months for payouts,
- AMC reserves the right to change the commission structure at its sole discretion, without giving any notice.
- h) The AMC reserves the right not to pay Commission/Incentive on assets mobilized through multiple / split applications from the same investor where such arrangement is made with an intention to earn Commission/Incentive otherwise not available on the investment.
- i) In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure compliance of the same.
- j) The rules and regulations of SEBI/AMFI pertaining to commission/incentive payment to distributors will also be applicable for payment of the commission/incentive as per the structure stated above.
- k) The aforesaid commission/incentive structure is based on the present expense ratio allowed by SEBI. Any change by SEBI in the expense ratio will entail a change in the aforesaid commission structure. AMC reserves the right to change, withdraw and / or amend, the above mentioned terms and conditions without any prior notice.
- l) For change of broker code cases, payment of commission will be governed by the requirements of SEBI and / or AMFI.
- m) The discharge of liability towards service tax will be sole responsibility of the distributor and L&T Investment Management Limited shall have no obligation in this behalf. However, the AMC reserves the right to deduct any other applicable statutory dues.

B-15 Incentive

- a) B-15 incentive is over and above the existing commission and incentives.
- b) B-15 incentive will be payable on the applications procured from residents of all the cities beyond the following 15 cities(as per Pincode Master circulated by AMFI from time to time):

 Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad, Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh
- c) Applications procured from Non-resident Indians will not be eligible for B-15 incentive.
- d) In case the investment is redeemed (lump sum & SIP/STP) within 12 months, the entire B15 incentive paid as above shall be recovered or adjusted against other amounts payable in accordance with requirements of SEBI and/or AMFI.
- e) Identification or tagging of a transaction as B15 transaction will be at the sole discretion of AMC and as per the guidelines and list of Pin codes issued by SEBI and/or AMFI from time to time.
- f) Any claims by distributors to change the tagging will not be entertained.
- g) B15 Incentive on application amounts > Rs. 25, 00,000 will be paid in 12 monthly equated instalments. However, this cap will not be applicable to L&T Tax Advantage Fund.
- h) The AMC reserves the right not to pay Commission/Incentive on assets mobilized through multiple / split applications from the same investor where such arrangement is made with an intention to earn Commission/Incentive otherwise not available on the investment.

THE DISTRIBUTOR AGREES THAT SOURCING OF FUNDS FOR L&T MUTUAL FUND SCHEME(S) AFTER RECEIPT OF THIS BROKERAGE STRUCTURE INCLUDING ABOVE REFERRED TERMS AND CONDITIONS SHALL BE CONSTRUED AS AN AGREEMENT OF HIS/HER/ITS ACCEPTANCE TO THE TERMS AND CONDITIONS.

Mahindra Asset Management Company Pvt. Ltd Ongoing Brokerage Structure for period 1st June, 2017 onwards

| Scheme Name | Upfront | Trail (% p.a.) 1st year | Trail (% p.a.) 2nd year onwards | Market Expansion (B15)* |
|--|---------|----------------------------|------------------------------------|----------------------------|
| Mahindra Mutual Fund Kar Bachat Yojana | 0.00% | 1.60% | 1.60% | 1.50% |
| Mahindra Mutual Fund Dhan Sanchay Yojana | 0.60% | 1.00% | 1.00% | 1.50% |
| Mahindra Mutual Fund Badhat Yojana | 0.00% | 1.00% | 1.00% | 1.30% |
| | | | | |
| Mahindra Liquid Fund | 0.00% | 0.05% | 0.05% | 0.00% |
| Mahindra Mutual Fund Alp-Samay Bachat Yojana | 0.00% | 0.70% | 0.60% | 0.00% |

| | SIP/ STP Special Incentive –(Upfront + Trail categories) | | | | | | | | |
|---|--|------------------------------------|------------------------------------|----------------------------|--|--|--|--|--|
| Mahindra Mutual Fund Kar Bachat Yojana, Mahindra Mutual Fund Badhat Yojana & Mahindra Mutual Fund Dhan Sanchay Yojana | | | | | | | | | |
| SIP / STP Installment Amt (`) | 1st 36 Insta | liments (`)* | 37th Installment Onwards (`)* | Market Expansion (B15)* | | | | | |
| | Upfront | Trail (% p.a.) 1st year onwards | Trail (% p.a.) 1st year onwards | | | | | | |
| `500 to `10,000 | Advance Incentive for 36 Months = 0.60% | 1.00% | 1.00% | 1.50% | | | | | |
| `10001 & above | As per above ongoing rate | As per above ongoing rate | As per above ongoing rate | As per above ongoing rate | | | | | |

Terms & Conditions

- 1. The liability of paying the Service tax is on the Distributor. The reimbursement of the service tax on commission paid for upfront & trail only can be claimed by the distributor by submitting a valid invoice to the AMC. The service tax registration number should be mandatorily mentioned on the Invoice.
- *It is further clarified that for B15, Market Expansion are inclusive of Service tax & all Government levies.
- 2. Brokerage will be payable only to distributors empanelled with us and for applications logged under their respective ARN.
- 3. "T15" cities currently include Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad, Baroda, Ludhiana, Jaipur, Lucknow, Surat, Kanpur and Chandigarh. "B15" cities are locations beyond T15 cities as identified from time to time by the regulators.
- 4. The above mentioned brokerage structure is subject to applicable provisions of SEBI/AMFI Circulars/communication from other regulatory authorities, as amended from time to time.
- 5. Above data / information / brokerage structure is valid as on this date of communication and is subject to amendments pursuant to any regulatory changes.
- 6. Above data / information / brokerage structure is subject to amendments pursuant to any load structure / expense ratio changes. It is being clarified that in case of amendments in the applicable total expense ratio of the scheme as a result of any regulatory changes, the above referred brokerage structure (including trail) may also amend.
- 7. In case the investment is redeemed/ switched out for any reason whatsoever, within 1 year from Mahindra Mutual Fund Dhan Sanchay Yojana & Mahindra Mutual Fund Badhat Yojana the proportionate amount of Upfront / Additional Incentive and full amount of B15 Market Expansion paid shall be recovered/ clawed back/set off from the future brokerage payments, at AMC's sole discretion.
- 8. The AMC reserves the right to amend/withdraw the above brokerage structure on a prospective basis without assigning any reasons.
- 9. SIP Advance Incentive is only by invitation from Mahindra AMC team and applicable only for select empanelled distributors.
- 10. Advance Incentive shall be delivered subject to and after clearance of first 3 subsequent SIP/STP installments.
- 11. No upfront incentive shall be payable (except the Advance Incentive) for first 36 installments. From 37thinstallment onwards, brokerage is payable as per structure.
- 12. Advance Incentive is applicable only for SIPs / STPs with minimum monthly installment amount of `500 to `10000 & with tenure of minimum 3 years and above.
- 13. Multiple SIPs/STPs from the same investor in the same scheme shall not be considered for calculation of incentive. SIPs/ STPs procured under the distributor's ARN registered with the AMC shall only be considered for the contest.
- 14. SIPs of 36 or more installments will only be eligible for the Advance Incentive.
- 15. For SIPs with per installment amount up to Rs. 10000/-proportionate amount of Advance Incentive and Full amount of Retention Incentive shall be recovered, from future brokerage payable, at the AMC's sole discretion, in the event of discontinuation/ regular redemptions & transfers/ default of installments/ change in broker code including that to direct or any suspicious alterations with the SIP/STP if the same is done on or before completion of 36 months from the date of first installment.
- 16. No claw-back of Advance Incentive shall be done, for SIPs continuing for more than 36 months provided there are no events of discontinuation/ regular redemptions & transfers/ default of installments/ change in broker code including that to direct or any suspicious alterations with the SIP/STP during the first 36 months period.
- 17. For SIPs of per installment amount greater than `10000 claw-back clause as per the normal brokerage structure shall be applicable
- 18. All calculations in the charts/ tables are for illustration purpose only. Applicable rate to an advisor may be different
- 19. In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure compliance of the same.
- 20. All the disputes are subject to Mumbai jurisdiction.
- 21. Mutual Fund investments are subject to market risks. Read all scheme related documents carefully before investing.



Brokerage Structure for Schemes of Mirae Asset Mutual Fund for Way2Wealth Securities Private Limited (ARN-0009) Period: 01-APR-2017 To 30-JUN-2017

(For Load Structure please refer to the latest SID/SAI on our website www.miraeassetmf.co.in)

| Asset Class | Scheme name | Distribution Incentive # | | Trailer Fees (Per Annum) Paid on Average Month* | | | |
|----------------|--|--------------------------|--------------------------|---|----------|----------|-----------------------|
| | | Upfront Fee | B15 Special Incentive | 1st year | 2nd year | 3rd year | 4th year & Onwards |
| Debt | Mirae Asset Dynamic Bond Fund | 1.00% | 0.00% | 0.50% | 0.50% | 0.50% | 0.50% |
| Debt | Mirae Asset Savings Fund | 0.00% | 0.00% | 0.50% | 0.50% | 0.50% | 0.50% |
| ELSS | Mirae Asset Tax Saver Fund (<=150,000 INR) | 1.00% | 0.00% | 0.90% | 0.90% | 0.90% | 0.90% |
| ELSS | Mirae Asset Tax Saver Fund (>150,000 INR) | 1.00% | 0.00% | 0.90% | 0.90% | 0.90% | 0.90% |
| Equity | Mirae Asset China Advantage Fund | 0.00% | 0.00% | 0.50% | 0.50% | 0.50% | 0.50% |
| Equity | Mirae Asset Emerging Bluechip Fund | 1.00% | 0.00% | 0.75% | 0.75% | 0.75% | 0.75% |
| Equity | Mirae Asset Great Consumer Fund | 1.00% | 0.00% | 0.90% | 0.90% | 0.90% | 0.90% |
| Equity | Mirae Asset India Opportunities Fund | 1.00% | 0.00% | 0.75% | 0.75% | 0.75% | 0.75% |
| Hybrid | Mirae Asset Prudence Fund | 1.00% | 0.00% | 0.75% | 0.75% | 0.75% | 0.75% |
| Liquid | Mirae Asset Cash Management Fund | 0.00% | 0.00% | 0.03% | 0.03% | 0.03% | 0.03% |

not applicable on switches made between Direct Plan to any other Plan within the same scheme or asset class

Terms and Conditions:

- I. In case the investment is redeemed within one year from the date of investment or exit load period, whichever is higher or unless specified, the proportionate (i.e. for the remaining period) of upfront (including additional upfront/ incentive, if any) and the entire B15 Special Incentive paid shall be recovered/clawed back/ set off from the future brokerage payments.
- II. Annualized commission including Trail Commission will be computed on monthly average AUM and paid monthly.
- III. All commissions/incentives are Gross and inclusive of all statutory levies including service tax and cess (as amended from time to time) payable by the distributor as service provider or by the AMC/ Fund as service recipient. Net amount after deducting/ excluding the statutory levies, if any will be paid to the distributor.
- IV. Switch from Regular/Savings Plan to Direct Plan and vice versa shall be subject to exit load, if any.
- V. Switches within Equity or Equity to Debt/Liquid schemes only trail is payable
- VI. * The AMC reserves the right to change the brokerage structure at any time, without prior notice. The above commission structure supersedes all the previous commission structure(s) which were communicated prior to this date for this period if any. For latest brokerage structures, load structure and Scheme Information Document(s) of respective schemes, Statement of Additional Information and Addendum's issued from time to time, please refer to our website www.miraeassetmf.co.in
- VII. In accordance with the clause 4(d) of SEBI Circular No. SEBI/ IMD/ CIR No. 4/168230/09 dated June 30, 2009, the distributors shall disclose all commissions (in the form of trail commission or any other mode) payable to them for the different competing Schemes of various Mutual Funds from amongst which the Scheme is being recommended to the investor. Distributors are advised to ensure compliance of the same.

THE DISTRIBUTOR AGREES THAT SOURCING OF FUNDS FOR MIRAE ASSET MUTUAL FUND SCHEME(S) AFTER RECEIPT OF THIS BROKERAGE STRUCTURE INCLUDING THE ABOVE REFERRED TERMS AND CONDITIONS SHALL BE CONSTRUED AS AN AGREEMENT OF HIS/HER/ITS ACCEPTANCE TO THE TERMS AND CONDITIONS.

Mutual Fund investments are subject to market risks, read all scheme related documents carefully.



APRIL 1, 2017 TO SEPTEMBER 30, 2017



COMMISSION STRUCTURE FOR DISTRIBUTION OF PRINCIPAL MUTUAL FUND SCHEMES FOR THE PERIOD : APRIL 01, 2017 TO SEPTEMBER 30, 2017 \$ APPLICABLE FOR MOBILIZATION DONE IN ALL CITIES

EQUITY, ELSS AND BALANCED SCHEMES

| SCHEME NAME | UPFRONT COMMISSSION | YEAR 1 TRAIL COMMISSSION (p.a.) | YEAR 2 ONWARDS TRAIL COMMISSSION (p.a.) |
|-------------------------------------|------------------------|---------------------------------------|---|
| Principal Tax Savings Fund | 0.00% | 1.60% | 1.60% |
| Principal Large Cap Fund | 0.00% | 1.60% | 1.60% |
| Principal Emerging Blue Chip Fund | 0.00% | 1.60% | 1.60% |
| Principal Dividend Yield Fund | 0.00% | 1.60% | 1.60% |
| Principal Growth Fund | 0.00% | 1.60% | 1.60% |
| Principal Smart Equity Fund | 0.00% | 1.70% | 1.70% |
| Principal Balanced Fund | 0.00% | 1.60% | 1.60% |
| Principal Equity Savings Fund | 0.00% | 1.50% | 1.50% |
| Principal Global Opportunities Fund | 0.00% | 0.60% | 0.60% |
| Principal Index Fund - Nifty | 0.00% | 0.50% | 0.50% |
| Principal Index Fund - Midcap | 0.00% | 0.50% | 0.50% |
| Principal Arbitrage Fund | 0.00% | 0.60% | 0.40% |

An <u>ADDITIONAL B-15 YEAR 1 TRAIL COMMISSION</u> of 1.50% p.a. shall be payable on mobilization in B15 cities in the below mentioned Equity schemes, <u>subject to claw back</u> as per the <u>Additional B15 Year1 Trail</u> commission claw back terms and conditions:

- Principal Tax Savings Fund
- Principal Large Cap fund
- Principal Emerging Blue-chip Fund
- Principal Dividend Yield Fund
- Principal Growth Fund
- Principal Smart Equity Fund
- Principal Balanced Fund
- Principal Equity Savings Fund

Additional B15 Year 1 Trail Commission Claw Back Terms and Conditions

In case the investment made from B15 cities is redeemed within one year from the date of subscription, the entire Additional B15 Year 1 Trail Commission of 1.50% p.a, upto the date of redemption, shall be recovered or shall be clawed back/set off from future commission payments.

NOTE:

- All Commission rates mentioned in the commission structure are inclusive of Service tax and any other applicable tax,cess,levy etc. Please refer Note No. 5 of Additional Term & condition.
- 2. Upfront Commission, if any, shall not be payable for Switches out of Equity oriented schemes, if the Investor has been charged an Exit Load in the Switch-out scheme for that Switch transaction.
- \$ The Commission Structure may be modified/ changed during this period based on compliance with D-TER and / or SEBI/ AMFI requirements



COMMISSION STRUCTURE FOR DISTRIBUTION OF PRINCIPAL MUTUAL FUND SCHEMES FOR THE PERIOD : APRIL 01, 2017 TO SEPTEMBER 30, 2017 \$ APPLICABLE FOR MOBILIZATION DONE IN ALL CITIES

| Principal Asset Allocation Fund of Funds | | | | | | | |
|--|---|---------------------------------------|---|--|--|--|--|
| PLAN NAME | UPFRONT COMMISSSION (Read with Upfront Commission Claw Back Terms and Condition) | YEAR 1 TRAIL COMMISSSION (p.a.) | YEAR 2 ONWARDS TRAIL COMMISSSION (p.a.) | | | | |
| Conservative Plan | 0.00% | 0.50% | 0.50% | | | | |
| Moderate Plan | 0.00% | 0.50% | 0.50% | | | | |
| Aggressive Plan | 0.00% | 0.50% | 0.50% | | | | |

NOTE:

- All Commission rates mentioned in the commission structure are inclusive of Service tax and any other applicable tax,cess,levy etc. Please refer Note No. 5 of Additional Term & condition.
- 2. Upfront Commission, if any, shall not be payable for Switches out of Equity oriented schemes, if the Investor has been charged an Exit Load in the Switch-out scheme for that Switch transaction.
- \$ The Commission Structure may be modified/ changed during this period based on compliance with D-TER and / or SEBI/ AMFI requirements

PLEASE REFER TO PAGE 5 FOR ADDITIONAL TERMS AND DISCLOSURES

COMMISSION STRUCTURE FOR DISTRIBUTORS EMPANELLED WITH PRINCIPAL MUTUAL FUND Page 3 of 5

An <u>ADDITIONAL B-15 YEAR 1 TRAIL COMMISSION</u> of 0.50% p.a. shall be payable on mobilization in B15 cities, subject to claw back as per the *<u>Additional B15 Year1 Trail commission claw back terms and conditions.</u>

*Additional B15 Year1 Trail Commission Claw Back Terms and Conditions

In case the investment made from B15 cities is redeemed within one year from the date of subscription, the entire Additional B15 Year1 Trail Commission of 0.50% p.a, upto the date of redemption, shall be recovered or shall be clawed back/set off from future commission payments.



COMMISSION STRUCTURE FOR DISTRIBUTION OF PRINCIPAL MUTUAL FUND SCHEMES FOR THE PERIOD : APRIL 01, 2017 TO SEPTEMBER 30, 2017 \$ APPLICABLE FOR MOBILIZATION DONE IN ALL CITIES

| DEBT AND L | DEBT AND LIQUID SCHEMES | | | | | | | |
|---|-------------------------|------------------------------------|---|--|--|--|--|--|
| SCHEME NAME | UPFRONT COMMISSSION | YEAR 1 TRAIL COMMISSSION (p.a.) | YEAR 2 ONWARDS TRAIL COMMISSSION (p.a.) | | | | | |
| Principal Dynamic Bond Fund | 0.00% | 1.25% | 0.75% | | | | | |
| Principal Government Securities Fund | 0.00% | 0.75% | 0.60% | | | | | |
| Principal Debt Savings Fund - Retail Plan | 0.00% | 0.75% | 0.60% | | | | | |
| Principal Short Term Income Fund | 0.00% | 0.70% | 0.65% | | | | | |
| Principal Bank CD Fund | 0.00% | 0.25% | 0.25% | | | | | |
| Principal Credit Opportunities Fund | 0.00% | 0.20% | 0.15% | | | | | |
| Principal Low Duration Fund | 0.00% | 0.40% | 0.20% | | | | | |
| Principal Retail Money Manager Fund | 0.00% | 0.05% | 0.05% | | | | | |
| Principal Cash Management Fund (PCMF) # | 0.00% | 0.07% | 0.07% | | | | | |

For PCMF YEAR 1 TRAIL COMISSION SHALL BE APPLICABLE FROM DAY ONE ONWARDS, PROVIDED AMOUNT MOBILISED STAYS FOR 7 DAYS OR MORE THAN 7 DAYS. IF AMOUNT MOBILISED STAYS FOR LESS THAN 7 DAYS, TRAIL COMMISSION SHALL BE ADJUSTED IN PROPORTION TO THE UNITS REDEEMED BEFORE 7 DAYS.

NOTE:

- 1. All Commission rates mentioned in the commission structure are inclusive of Service tax and any other applicable tax,cess,levy etc. Please refer Note No. 5 of Additional Term & condition.
- 2. Upfront Commission, if any, shall not be payable for Switches out of Equity oriented schemes, if the Investor has been charged an Exit Load in the Switch-out scheme for that Switch transaction.
- \$ The Commission Structure may be modified/ changed during this period based on compliance with D-TER and / or SEBI/ AMFI requirements



ADDITIONAL TERMS & CONDITIONS:

- 1) The commission structure/rates are applicable for the period mentioned and shall remain in force unless Principal Pnb Asset Management Co. Pvt. Ltd ('AMC') comes back with a revised commission structure / rates.
- 2) The list of Top 15 (T15) Cities is provided by AMFI from time to time & Cities Beyond Top 15 Cities (B-15) refers to all the cities beyond the Top 15 cities.
- 3) The Commission computation by our R&T will be considered to be final. The AMC shall not entertain any queries on the commission statement/commission payout, if the same are received after 15 days from the submission of commission statement/commission payout.
- 4) The commission structure and the payout thereof is subject to empanelment of the distributor with the AMC, various SEBI/AMFI regulations/guidelines as may be applicable from time to time, including regulations/guidelines relating to forfeiture of Commission.
- 5) The commission structure and all the rates mentioned in the Commission Structure are inclusive of Service tax, cess, charges and any other applicable taxes, etc. In addition, TDS shall be recovered as required under IT Act as per rates applicable and as amended from time to time.
- 6) The distributors shall adhere to all relevant SEBI circulars on Code of Conduct and SEBI Regulations and ensure that no rebate is given to investors in any form.
- 7) If any distributor is found indulging in excessive churning of investments, the AMC reserves the right to stop all future payments of commission and may also claw back the commission already paid.
- 8) As per the current guidelines issued by SEBI, upfront commission may also be paid by the Investor directly to his Distributor / Advisor based on his assessment of various factors including the service rendered by the Distributor /Advisor. Further, the revised guidelines state that the Distributor / Advisor is required to disclose all commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the Investor.
- 9) As communicated by SEBI, any sales promotional or any other literature, prepared by Distributors about the fundhouse products, should adhere and comply with SEBI guidelines. Accordingly you are required to ensure that such literature issued by you should comply with the relevant SEBI prescribed Advertisement Code and all other relevant circulars / guidelines issued from time to time, including any guidelines/instructions issued by AMC inter alia concerning preparation and release of such material.
- 10) SEBI requires to ensure that all Unitholders are provided unrestricted access to the Mutual Fund/AMC and ensure that the existing and potential Unitholder's rights are not restricted in any manner. Accordingly, the AMCs shall accept and suitably act upon any requests to undertake commercial/non-commercial transactions related to the Schemes of Principal Mutual Fund directly initiated by the Unitholdes/Investors.
- 11) As per SEBI regulations, you are not entitled to commission on your own investments. Please note that receiving commission on own investments will be violation of SEBI Regulations and you are required to immediately bring any such instances to our attention so that the same can be recovered immediately.
- 12) AMC reserves the right to recover any amounts due to the AMC from the Distributor, against any commission payable to the Distributor or claim any refund by way of direct payment to AMC.
- 13) Principal Mutual Fund communicates all Distributor Commission/Incentive Structures only through pmfdistributorcommission@principalindia.com. Principal Mutual Fund shall not take liability for any commission/incentive structure communicated through any other email id, or, through any other medium, unless such communication has been confirmed by pmfdistributorcommission@principalindia.com

Principal Pnb Asset Management Company Pvt. Ltd.
Regd. Off.: Exchange Plaza, 'B' Wing, Gr. Floor, NSE Building, Bandra Kurla Complex, Bandra (East), Mumbai-400 051.







WAY2WEALTH SECURITIES PVT LTD Brokerage Structure Jun'17

| (Lumpsum & SII | P Investments) | | | | T-15 & B-15 | | Annual | T-1 | 15 | B- | -15 |
|-----------------------|--|---------------------------|-----------------------------|------------------------------|---------------------|-----------------------------------|--|---------------------------|----------------|---------------------------|----------------|
| Category | Scheme Name | Exit Load | Claw Back Period for a,b | Distribution Incentive(a) | 1st Yr. Trail (p.a) | 2nd Yr. Onwards Trail (p.a) | Retention Incentive for B- 15 Locations(b) | Total 1st yr Payout | 3 yr Payout | Total 1st yr Payout | 3 yr Payout |
| | RELIANCE SMALL CAP FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE TOP 200 FUND | 12 Months | 12 Months | 0.75% | 1.00% | 1.00% | 1.50% | 1.75% | 3.75% | 3.25% | 5.25% |
| | RELIANCE MID AND SMALL CAP FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE BANKING FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE DIVERSIFIED POWER SECTOR FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE FOCUSED LARGE CAP FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE EQUITY OPPORTUNITIES FUND | 12 Months | 12 Months | 0.50% | 1.00% | 1.00% | 1.00% | 1.50% | 3.50% | 2.50% | 4.50% |
| Equity | RELIANCE GROWTH FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| _4 | RELIANCE MEDIA & ENTERTAINMENT FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE NRI EQUITY FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE PHARMA FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE REGULAR SAVINGS FUND - EQUITY PLAN | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE VISION FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE JAPAN EQUITY FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | RELIANCE US EQUITYOPPORTUNITIES FUND | 12 Months | 12 Months | NIL | 1.00% | 1.00% | 1.50% | 1.00% | 3.00% | 2.50% | 4.50% |
| | | 1 | -1 | | | 0.75% | | 1.65% | 3.15% | | 4.65% |
| Tax Saver, | RELIANCE EQUITY SAVINGS FUND RELIANCE TAX SAVER FUND * | 12 Months 3 yr lock in | 12 Months 3 yr lock in | 0.90% 0.50% | 0.75% 1.00% | 1.00% | 1.50% | 1.50% | 3.50% | 3.15% 2.50% | 4.50% |
| Retirement & | RELIANCE RETIREMENT FUND - WEALTH CREATION | 5 yr lock in | 5 yr lock in | 0.80% | 1.00% | 1.00% | 1.50% | 1.80% | 3.80% | 3.30% | 5.30% |
| Balanced | RELIANCE RETIREMENT FUND - INCOME GENERATION | 5 yr lock in | 5 yr lock in | 0.80% | 1.00% | 1.00% | 1.50% | 1.80% | 3.80% | 3.30% | 5.30% |
| Schemes | RELIANCE REGULAR SAVINGS FUND - BALANCED PLAN | 12 Months | 12 Months | 0.80% | 1.00% | 1.00% | 1.50% | 1.80% | 3.80% | 3.30% | 5.30% |
| | RELIANCE INDEX FLIND - NIETY DLAN | 7 days | No Clawback | NIL | 0.50% | 0.50% | NIL | 0.50% | 1.50% | 0.50% | 1.50% |
| Index, Arbitrage | RELIANCE INDEX FUND - SENSEX PLAN | 7 days | No Clawback | NIL | 0.50% | 0.50% | NIL | 0.50% | 1.50% | 0.50% | 1.50% |
| & Quant Plus | RELIANCE QUANT PLUS FUND | 1 month | No Clawback | NIL | 1.25% | 1.25% | NIL | 1.25% | 3.75% | 1.25% | 3.75% |
| fund | RELIANCE ARBITRAGE ADVANTAGE FUND | 3 months | 3 months | NIL | 0.50% | 0.50% | NIL | 0.50% | 1.50% | 0.50% | 1.50% |
| FOF | RELIANCE GOLD SAVINGS FUND | 12 Months | 12 Months | 0.50% | 0.50% | 0.50% | NIL | 1.00% | 2.00% | 1.00% | 2.00% |
| Long Term | RELIANCE REGULAR SAVINGS FUND - DEBT PLAN | 12 Months | 12 Months | 0.75% | 0.60% | 0.60% | 0.50% | 1.35% | 2.55% | 1.85% | 3.05% |
| Debt Schemes | RELIANCE MONTHLY INCOME PLAN | 12 Months | 12 Months | 0.85% | 0.70% | 0.70% | 1.50% | 1.55% | 2.95% | 3.05% | 4.45% |
| | RELIANCE CORPORATE BOND FUND | 12 Months | 12 Months | 0.60% | 0.75% | 0.75% | NIL | 1.35% | 2.85% | 1.35% | 2.85% |
| | RELIANCE DYNAMIC BOND FUND RELIANCE INCOME FUND | 12 Months NIL | 12 Months | 0.75% 0.00% | 0.60% 1.10% | 0.60% 0.90% | NIL NIL | 1.35% 1.10% | 2.55% | 1.35% 1.10% | 2.55% 2.90% |
| | RELIANCE INCOME FOND RELIANCE GILT SECURITIES FUND | NIL | No Clawback No Clawback | 0.00% | 0.90% | 0.90% | NIL | 0.90% | 2.90% | 0.90% | 2.70% |
| Other Debt Schemes | RELIANCE FLOATING RATE FUND - SHORT TERM PLAN | 1 Month | No Clawback | 0.00% | 0.25% | 0.90% | NIL | 0.25% | 0.75% | 0.25% | 0.75% |
| | RELIANCE SHORT TERM FUND | 1 Month | No Clawback | 0.00% | 0.75% | 0.50% | NIL | 0.75% | 1.75% | 0.75% | 1.75% |
| | RELIANCE MONEY MANAGER FUND | NIL | No Clawback | NIL | 0.25% | 0.25% | NIL | 0.25% | 0.75% | 0.25% | 0.75% |
| Ultra Short | RELIANCE MEDIUM TERM FUND | 7 days | No Clawback | NIL | 0.50% | 0.50% | NIL | 0.50% | 1.50% | 0.50% | 1.50% |
| Term | RELIANCE BANKING & PSU FUND | NIL | No Clawback | NIL | 0.15% | 0.15% | NIL | 0.15% | 0.45% | 0.15% | 0.45% |
| | RELIANCE LIQUIDITY FUND | NIL | No Clawback | NIL | 0.05% | 0.05% | NIL | 0.05% | 0.15% | 0.05% | 0.45% |
| Liquid Funds | RELIANCE LIQUID FUND - CASH PLAN | NIL | No Clawback | NIL | 0.75% | 0.50% | NIL | 0.75% | 1.75% | 0.75% | 1.75% |
| | RELIANCE LIQUID FUND - TREASURY PLAN | NIL | No Clawback | NIL | 0.05% | 0.05% | NIL | 0.05% | 0.15% | 0.05% | 0.15% |

Please refer annexure for detailed terms & conditions and SIP Insure brokerage



ARN-0009 March 30, 2017

Mr.Raman BV Way2Wealth Securities Pvt Ltd Ground Floor Frontline Grandeur No 14Walton Road Walton Road Bangalore - 560001

Dear Sir / Madam,

Re: Preferred Distribution Agreement - April 2017 - March 2018

The specifics of the fee structure arrangement between Sundaram Mutual Fund and WAY2WEALTH SECURITIES PVT LTD for the period April 1, 2017 - March 31, 2018 is as follows

i) Equity Schemes – Lumpsum Investments:

Fee Structure - T15 Cities

| Product | ADI (%) | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|-----------------------------------|---------|---------------------|---------------------|---------------------|-----------------------|
| LARGE FUNDS | | | | | |
| Sundaram Select Midcap | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram SMILE Fund | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram Infrastructure Adv. Fund | 0.00 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Select Focus | 0.00 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Rural India Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| SMALL FUNDS | | | | | |
| Sundaram Balanced Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Equity Multiplier Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Financial Services Opp | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| ELSS | | | | | |
| Sundaram Tax Saver <= Rs.1.5 Lac | 3.00 | 0.00 | 0.00 | 0.00 | 0.50 |
| Sundaram Tax Saver > Rs.1.5 Lac | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |

Fee Structure - B15 Cities

| Product | AIP (%) | #ARI (%) | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|-----------------------------------|---------|----------|---------------------|---------------------|---------------------|-----------------------|
| LARGE FUNDS | | | | | | |
| Sundaram Select Midcap | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram SMILE Fund | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram Infrastructure Adv. Fund | 0.00 | 1.65 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Select Focus | 0.00 | 1.65 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Rural India Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| SMALL FUNDS | | | | | | |
| Sundaram Balanced Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Equity Multiplier Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Financial Services Opp | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| ELSS | | | | | | |
| Sundaram Tax Saver <= Rs.1.5 Lac | 3.00 | 1.65 | 0.00 | 0.00 | 0.00 | 0.50 |
| Sundaram Tax Saver > Rs.1.5 Lac | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |



ii)Equity Schemes – SIP Investments:

Fee Structure - T15 Cities

| Product | ADI (%) | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|-----------------------------------|---------|---------------------|---------------------|---------------------|-----------------------|
| LARGE FUNDS | | | | | |
| Sundaram Select Midcap | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram SMILE Fund | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram Infrastructure Adv. Fund | 0.00 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Select Focus | 0.00 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Rural India Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| SMALL FUNDS | | | | | |
| Sundaram Balanced Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Equity Multiplier Fund | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Financial Services Opp | 1.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| ELSS | | | | | |
| Sundaram Tax Saver <= Rs.1.5 Lac | 3.00 | 0.00 | 0.00 | 0.00 | 0.50 |
| Sundaram Tax Saver > Rs.1.5 Lac | 0.35 | 1.25 | 1.25 | 1.25 | 1.25 |

Fee Structure - B15 Cities

| Product | AIP (%) | #ARI (%) | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|-----------------------------------|---------|----------|---------------------|---------------------|---------------------|-----------------------|
| LARGE FUNDS | | | | | | |
| Sundaram Select Midcap | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram SMILE Fund | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |
| Sundaram Infrastructure Adv. Fund | 0.00 | 1.65 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Select Focus | 0.00 | 1.65 | 1.50 | 1.50 | 1.50 | 1.50 |
| Sundaram Rural India Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| SMALL FUNDS | | | | | | |
| Sundaram Balanced Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Equity Multiplier Fund | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Financial Services Opp | 1.00 | 1.65 | 1.00 | 1.00 | 1.00 | 1.00 |
| ELSS | | | | | | |
| Sundaram Tax Saver <= Rs.1.5 Lac | 3.00 | 1.65 | 0.00 | 0.00 | 0.00 | 0.50 |
| Sundaram Tax Saver > Rs.1.5 Lac | 0.35 | 1.65 | 1.25 | 1.25 | 1.25 | 1.25 |



SIP Incentive: We are pleased to upfront ADI / AIP on new SIP/STP in our equity funds, as follows.

| | | T-15 & B15 Lo | cations | | | |
|-----------------------------|-------------------------------|------------------------------|-------------|------------------------------|---------------------------------|--|
| | SIP's Of 36 Months | Or More | All O | ther SIP's | Annual Retention | |
| SIP/STP Installmen | ADI / AIP % | Trail for All Years(p.a.) | ADI / AIP % | Trail for All Years(p.a.) | Incentive for B-15 Locations | |
| >= Rs.1000 & <= Rs.10000 | ADI/AIP for S I P x 36 Months | Same as SIP Pricing | | o oo CID | Come on CID Drining | |
| > Rs.10000 < Rs.1000 | Same as SIP Pr | icing | Sam | e as SIP | Same as SIP Pricing | |

 $^{^{\}ast}$ ADI/AIP : Quantum of advance ADI /AIP, subject to a Maximum of 1.00 %

Hybrid Schemes - Lumpsum & SIP: T 15 & B15 Cities

| Product | ADI/AIP (%) | ARI (%) | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|-----------------------------------|-------------|---------|---------------------|---------------------|---------------------|-----------------------|
| Sundaram Regular Savings Fund | 0.00 | 0.00 | 0.40 | 0.40 | 0.40 | 0.40 |
| Sundaram MIP –Aggressive | 0.75 | 0.00 | 0.50 | 0.50 | 0.50 | 0.50 |
| Sundaram Smart Nifty100 (Lumpsum) | 0.00 | 0.00 | 0.50 | 0.50 | 0.50 | 0.50 |
| Sundaram Smart Nifty100 (SIP) | 0.00 | 0.00 | 0.50 | 0.50 | 0.50 | 0.50 |
| Sundaram Equity Plus (Lumpsum) | 0.50 | 1.65 | 0.75 | 0.75 | 0.75 | 0.75 |
| Sundaram Equity Plus (SIP) | 0.50 | 1.65 | 0.75 | 0.75 | 0.75 | 0.75 |

Other Fixed Income Schemes - Lumpsum & SIP: T 15 & B15 Cities

| Product | ADI/AIP (%) | ARI % | Year-1 Trail (%) | Year-2 Trail (%) | Year-3 Trail (%) | Year-4 Onwards (%) |
|------------------------------------|-------------|-------|---------------------|---------------------|---------------------|-----------------------|
| DEBT FUNDS | | | | | | |
| Sundaram Bond Saver | 1.00 | 0.00 | 1.00 | 1.00 | 1.00 | 1.00 |
| Sundaram Select Debt- ST Plan | 1.00 | 0.00 | 0.00 | 0.75 | 0.75 | 0.75 |
| Sundaram Flexible Fund Flex Income | 0.00 | 0.00 | 0.15 | 0.15 | 0.00 | 0.00 |
| Sundaram Banking & PSU Debt Fund | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| GILT FUND | | | | | | |
| Sundaram Gilt Fund | 0.00 | 0.00 | 0.10 | 0.10 | 0.10 | 0.10 |
| FUND OF FUNDS | | | | | | |
| Sundaram Global Advantage Fund | 0.00 | 0.00 | 0.20 | 0.20 | 0.20 | 0.20 |
| LIQUID & SHORT TERM FUNDS | | | | | | |
| Sundaram Money Fund | 0.00 | 0.00 | 0.04 | 0.04 | 0.04 | 0.04 |
| Sundaram Ultra ST Fund | 0.00 | 0.00 | 0.50 | 0.50 | 0.50 | 0.50 |
| Sundaram Income Plus | 0.00 | 0.00 | 0.75 | 0.75 | 0.75 | 0.75 |



Terms and Conditions:

- 1.The attached brokerage structure is applicable for the period April 1, 2017 March 31, 2018. However, Sundaram Asset Management Ltd. reserves the right to change the Brokerage Rates applicable Distribution Incentive / Trail in the intermittent period in case of Regulatory Changes / Change in Industry practices in respect to payment of Brokerage on Funds.
- 2.Advanced Distribution Incentive (ADI), Additional Incentive Payout (AIP) refers to the quantum of trail brokerage advanced to the distributors. In case redemption/switch-out of investments before the expiry of advancing period, proportionate ADI, AIP & any other incentive shall be recovered/clawed back/ set off from any payments due to the distributor, at AMC's sole discretion. The quantum of recovery depends on the period for which trail brokerage is advanced.
- 3. #Annualised Retention Incentive (ARI) refers to the quantum of additional brokerage payable on fresh mobilization in B15 cities. In the event of redemption / switchout within one year from the date of investment, the ARI paid to you will be completely recovered /clawed back /set off from any payment due to you.
- 4. T-15 refers to TOP 15 cities provided by AMFI & B-15 refers to the cities beyond TOP 15 cities referred in AMFI circular. The T-15 cities are Ahmedabad, Bangalore, Baroda, Chandigarh, Chennai, Hyderabad, Jaipur, Kanpur, Kolkata, Lucknow, Mumbai (Including suburbs), New Delhi (including NCR), Panaji, Pune & Surat.Basis of Identification of "T-15" / "B-15" would be the investor location /pincode mentioned adviced by AMFI.
- 5. In the event premature closure of SIP / STP, proportionate incentive on New SIP will be recovered from the subsequent payouts.
- 6. Sundaram Asset Management Company Limited reserves the right to change the brokerage / incentive without prior intimation.
- 7. The above compensation structure is inclusive of all applicable taxes and levies (if any).
- 8. This letter will supercede any other incentive/ brokerage communication issued earlier for the above period.
- 9. AMC reserves the right to make prospective changes to the structure including trail on existing assets. In the event of unavoidable reduction in expenses due to regulatory / other reasons, the perpetual trail may undergo change.
- 10. For all SIP/STP investments, other than new SIP/STP, brokerage on Lumpsum investments applies.
- 11. Direct Plan (Lump sum & SIP Investments):
 - i) No brokerage is payable on purchases/ switches into direct plans.
 - ii) Switches from regular plan(s) into Direct Plan(s) will be subject to proportionate or complete claw back as per the guidelines governing claw back.
- 12. Incentives AIP & ARI are payable only on investments from B15 Cities.

Looking forward to your support in our products,

Yours sincerely,

Sunil Subramaniam
Chief Executive Officer

ARN-0009



| Brokerage Structure | | | | | | | |
|--|------------------|------------------------------|-------------------|---------------------------|---------------------------|-----------------------------|--|
| | Applicable f | rom 1st April 2017 | to 30th June 2017 | | | | |
| | | | T - 1 | 5 & B - 15 | | | |
| Scheme Name | Exit Load | Upfront Brokerage | 1st Year Trail | 2nd Year Onwards Trail | 4th Year Onwards Trail | Special Incentive (B-15) | |
| | | Solutions Fund | ds | | | | |
| Tata Retirement Savings Fund -PP | Refer SID | 0.60% | 1.40% | 1.40% | 1.40% | 1.75% | |
| Tata Retirement Savings Fund -MP | Refer SID | 0.60% | 1.40% | 1.40% | 1.40% | 1.75% | |
| Tata Retirement Savings Fund -CP | Refer SID | 0.40% | 1.30% | 1.30% | 1.30% | 1.50% | |
| Tata Young Citizens Fund | Refer SID | 0.60% | 1.30% | 1.30% | 1.30% | 1.50% | |
| | | ELSS | | | | | |
| A). Tata India Tax Savings Fund {<= Rs 1,50,000 as Lumpsum investment(s) per Investor per FY*} | Refer SID | 3.00% | 0.00% | 0.00% | 1.00% | 1.75% | |
| B). Tata India Tax Savings Fund {> Rs 1,50,000 as Lumpsum investment(s) per Investor per FY* & SIP/STP of any amount#} | Refer SID | 1.00% | 1.00% | 1.00% | 1.00% | 1.75% | |
| | | Equity Funds | | | | | |
| Tata Mid Cap Growth Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Dividend Yield Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Ethical Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Equity P/E Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Large Cap Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Equity Opportunities Fund | 1% - 365 Days | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Balanced Fund | 1% - 365 Days | 0.50% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Regular Savings Equity Fund (\$) | 0.25% - 90 Days | 0.60% Piece of India (OAP | 0.75% | 0.75% | 0.75% | 1.50% | |
| Tota Dankina 9 Financial Comince Fund (©) | | 0.70% | | 4.400/ | 4.400/ | 1.75% | |
| Tata Banking & Financial Services Fund (\$) | NIL | | 1.10% | 1.10% | 1.10% | | |
| Tata Digital India Fund (\$) | NIL | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata India Consumer Fund (\$) | NIL | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata India Pharma & Health Care Fund (\$) | NIL | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Resources & Energy Fund (\$) | NIL | 0.70% | 1.10% | 1.10% | 1.10% | 1.75% | |
| Tata Infrastructure Fund (\$) | NIL | 0.60% | 1.10% | 1.10% | 1.10% | 1.75% | |
| | | Index Funds | | | | | |
| TATA Index Fund - NIFTY A | 0.25% - 7 Days | 0.00% | 0.50% | 0.50% | 0.50% | | |
| TATA Index Fund - SENSEX A | 0.25% - 7 Days | 0.00% Debt Funds | 0.50% | 0.50% | 0.50% | | |
| | T | 1 | | | | | |
| Tata Short Term Bond Fund | 0.25% - 7 Days | 0.00% | 0.80% | 0.80% | 0.80% | | |
| Tata Dynamic Bond Fund (\$) | 0.50% - 180 Days | 0.40% | 1.00% | 1.00% | 1.00% | | |
| Tata Long Term Debt Fund | 1.00% - 365 Days | 0.50% | 0.75% | 0.75% | 0.75% | | |
| Tata Medium Term Fund | 1.00% - 365 Days | 0.30% | 0.80% | 0.80% | 0.80% | | |
| | 1 | Gilt Funds | 1 | | | | |
| Tata Gilt Mid Term Fund | NIL | 0.00% | 0.75% | 0.75% | 0.75% | | |
| Tata Gilt Securities Fund | 0.50% - 180 Days | 0.00% | 0.75% | 0.75% | 0.75% | | |
| Total libra Charl Torra Cond | NIII. | Ultra Short Fun | | 0.4==- | | | |
| Tata Ultra Short Term Fund Tata Corporate Bond Fund | NIL | 0.00% | 0.15% 0.65% | 0.15% | 0.15% | | |
| Tata Corporate Dona Fund | 11112 | Liquid Funds | | 0.0070 | 0.0076 | | |
| Tata Money Market Fund | NIL | 0.00% | 0.05% | 0.05% | 0.05% | | |
| Tata Liquid Fund | NIL | 0.00% | 0.05% | 0.05% | 0.05% | | |
| | 1 | Notes | ı | | 1 | | |

For SIP/STPs (in Equity Funds, ELSS, Solution Funds, OAPI Schemes upto Rs.10,000/- per month installment value & committed for a minimum tenure of 36 months, the amount equivalent to 36 month upfront commission will be paid in advance.

This will not be applicable for any SIP/STPs of > Rs.10000/- Per month installment value. Tenure consideration will be capped at maximum 36 months.

e.g. The calculation for an SIP of Rs.10,000/- PM for a tenure of 60 Months in Tata Midcap Fund will be as follows:

Advance payment = Upfront commission X Installment Value X 36 = 0.70% X 10000 X 36 = Rs.2520/As a consequence of this there will be no upfront payment for first 36 installments. It will start from 37th installment onwards.

Any pre closure before the completion of 36 installments will repropried the payment already made from the brokerage payable to the distributor.

All trail rates are payable in apm mode. DOA stands for the Date of allotment

* Per Investor - Per First Holder PAN (Permanent Account Number), FY means Financial year (1st April to 31st March) # Please refer SID/KIM

* Brokerage rate at B (for Lumpsum investments) will be applicable, with retrosepective effect (w.e.f. 1st April 2017) on Lumpsum investments as soon as investor breaches the limit of Rs.1.50 lacs in the Financial year (1st April 2017 to 31st March 2018).

(\$) Upfront brokerage is with proportionate claw back if redeemed within or up to 1 Year from the DOA in case of OAPI Schemes, Tata Dynamic Bond Fund & Tata Regular Savings Equity

B-15 Special Incentive is payable as one time Upfront Payment. For applications > Rs 5 Crs the B-15 Special incentive will be paid as 1/12 th portion each month for a total of 1 Year period.

The above structure is applicable for any application amount (subject to Minimum application amount criteria of respective scheme)

In case of Tata Retirement Savings Fund (all plans/options), upfront brokerage/B-15 incentive is not applicable for the Investor of Age 60 years and above. Further in case of SIP/STPs, registered before investors attains 60 years of age, NO UPFRONT, B-15 INCENTIVE Shall be payable for installments falling due after the investor attains the age of 60 years,

Amount invested in TATA India Tax Savings Fund will remain locked in for 3 years from the date of allotment

The above structure is applicable for both Lump Sum as well as SIP/STP Transactions



Terms & Conditions:

. Top-15 Locations (T-15) as provided by AMFI & Beyond-15 Locations (B-15) refers to all the Locations beyond the Top-15 Locations. The list of Top-15 Locations are as follows:

Ahmedabad; Bangalore; Baroda; Chandigarh; Chennai; Hyderabad; Jaipur; Kanpur; Kolkata; Lucknow; Mumbai (including Navi Mumbai & Thane); New Delhi (including NCR); Panjim; Pune & Surat

Brokerage Structure for Top 15 & Beyond 15 Locations:

(a) Top 15 locations - will be offered Upfront + Trail commission as applicable.

Beyond 15 locations - would be offered Upfront + Trail commission + Special incentive for B-15 as applicable.

Belyond 15 locations – would be offered upfront + frail commission + special incentive for B-15 as applicable.

(b) Upfront commission is with proportionate Clawback, if redeemed within the exit load period of the scheme except "Tata Retirement Savings Fund" (TRSF) where clawback will be applicable if redeemed before 2 Years from the date of Allotment and OAPI Schemes where Clawback will be applicable if redeemed before 1 Year form the DOA.

(c) Special Incentive (for Beyond 15 cities) is with Complete Clawback, if redeemed within one year of allotment, except TRSF, for TRSF, clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Clawback will be applicable if redeemed before 2 Years from the Complete Cla Years from the date of Allotment.

3. The proposed brokerage structure is applicable for regular plan only. NO brokerage / Commission (Upfront, Trail, Special Incentive) will be payable on Direct Plans

4. Switches :

(a) For all switches from Direct Plan to Existing Regular Plan (Plan A) of All Schemes the distributor will be eligible for only Trail brokerage payout. No upfront commission & special incentive for B-15 locations will be payable on such switches. This also applies for Intra Scheme Switches (From One Plan to Another Plan of the same Scheme.

5. Trail:

(a) First year trail commission is calculated from the date of the allotment till the end of the first year of investment or till the investor stays invested in the scheme, whichever is earlier and is calculated on prorata basis, by taking the average of net asset value during the period under consideration and on the outstanding units.

(b) Second year trail commission is calculated from date of completion of one year from the date of allotment till the completion of 2nd year. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Third year trail commission is calculated from date of completion of two years from the date of allotment till the completion of 3rd year and so on so forth. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Trail commission as applicable to the scheme is paid either perpetually till the investor stays invested in the scheme or for the specific period mentioned in the commission structure applicable to the scheme.

- 6. The commission rates are inclusive of all taxes, levies, statutory dues and service tax. If any tax is required to be deducted at source, the same will be deducted from the payment of the distributors
- 7. TATA AMC may change the rates/periodicity etc of commission in case of change in regulations/Load Structure/expense ratio and any other factors which have an impact on such payments. Such Change would be applicable for remaining SIP/STP installments also.
- 8. Please read the latest SID and addendums carefully to confirm the scheme details.
- 9. Vide SEBI circular dated November 28th, 2002 and AMFI's subsequent circulars, intermediaries are not entitled to commission/incentive on their own investment. Commission/ incentive is not payable for restment made by sponsor(s) of TATA AMC.
- 10. In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure strict compliance of the same.
- 11. The objective of the above structure is to reward genuine investments canvassed by distributors. Any misuse of the commission/reward structure should be discouraged and commission of such distributor found involved in any malpractice may be withheld.
- 12. TATA AMC reserves the right to modify, withdraw or suspend the brokerage structure at any time.



UTI Asset Management Company Limited

Trail Based

Commission Structure for Debt and Liquid Schemes for Multi City ARNs

The below structure is applicable for Q1 FY 17-18, from April 1, 2017 to June 30, 2017

| | Liquid | Category Funds | | |
|-------------------------------|--------------|--------------------|----------------------|------------------------|
| Scheme Name | Volume Slabs | Upfront | Trail - 1st year | Trail 2nd year Onwards |
| UTI Liquid Fund Cash Plan | Any Amount | NIL | 0.05% | 0.05% |
| UTI Money Market Fund | Any Amount | NIL | 0.10% | 0.10% |
| | | | | |
| | Ultra Short | Term Category Fund | S | |
| Scheme Name | Volume Slabs | Upfront | Trail - 1st year | Trail 2nd year Onwards |
| UTI Treasury Advantage Fund | Any Amount | NIL | 0.10% | 0.10% |
| | | | | |
| Scheme Name | Volume Slabs | Upfront | Trail - 1st year | Trail 2nd year Onwards |
| UTI Floating Rate Fund | Any Amount | NIL | 0.90% | 0.50% |
| | | | | |
| | Other De | bt Category Funds | | |
| Scheme Name | Volume Slabs | Upfront | Trail - 1st year | Trail 2nd year Onwards |
| UTI G-Sec Short Term Plan | Any Amount | NIL | 0.25% | 0.25% |
| UTI Banking & PSU Debt Fund | Any Amount | NIL | 0.05% | 0.05% |
| UTI Short Term Income Fund | Any Amount | NIL | 0.55% | 0.50% |
| UTI Gilt Advantage Fund | Any Amount | NIL | 0.50% | 0.50% |
| | | | Trail - Yr 1, Yr 2 & | |
| Scheme Name | Volume Slabs | Upfront | Yr 3 | Trail 4th Yr onwards |
| UTI Medium Term Fund | Any Amount | NIL | 0.90% | 0.70% |
| JTI Dynamic Bond Fund | | | | |
| JTI Bond Fund | Any Amount | NIL | 1.15% | 0.80% |
| JTI Income Opportunities Fund | Any Amount | INIL | 1.13% | 0.00% |
| JTI MIS Advantage | | | | |
| JTI Monthy Income Scheme | Any Amount | NIL | 0.70% | 0.60% |

Please note:

- 1. The above structure is applicable for Q1 FY 2017-18, from April 1, 2017 to June 30, 2017. Any change in the structure (if any) will be communicated as and when it take
- 2. Intermediaries are not entitled to commission / incentive on their own business. Commission/ incentive is not payable for investment made by sponsors of UTI AMC.
- 3. The commission rates are inclusive of all taxes/ levies/statutory duties /service tax etc
- 4. First year trail commission is calculated from the date of the investment till the end of the first year of investment or till the investor stays invested in the scheme, whichever is earlier and is calculated on pro-rata basis, by taking the average of net asset value during the period under consideration and on the outstanding units.
- 5. Second year & onwards trail commission is calculated from date of completion of one year from the date of investment. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Second year trail commission as applicable to the scheme is paid either perpetually till the investor stays invested in the scheme or for the specific period mentioned in the commission structure applicable to the scheme
- 6. UTI AMC may change the rates / periodicity etc of commission in case of change in regulations / expense ratio and any other factors which have an impact on such payments.
- 7.UTI AMC reserves the right to modify, withdraw or suspend the brokerage structure at any time.
- 8. In case of Volume Based Upfront Slab The rate for minimum slab would be paid along with the regular commission cycle and the difference payable on achievement of higher slab during the quarter will be paid after completion of the quarter.
- 9. For upfront commission, in case investment is redeemed on or before 365 days, the proportionate of upfront (including additional upfront/ incentive, if any) paid shall be recovered/clawed back/ Set off from the future brokerage payments, at AMC's sole discretion.



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UTI Asset Management Company Limited

Commission structure Payable to ARN-0009- Upfront + Trail Model (Customized)

Validity Period: 1st April 2017 to 30th June 2017 (Q1 FY 2017-18)

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|---|------|----|----|

| Scheme | Exit Load | Upfront | Perpetual Trail | Trail Applicable From | Additional Upfront for B15 | Clawback Period | |
|---|---|---------|---|--------------------------|----------------------------|-----------------|--|
| Equity Schemes | | | | | | | |
| UTI Mastershare Unit Scheme | | | | | | | |
| UTI Equity Fund | < 1 Year - 1% | 0.25% | 1.25% | 1st day | 1.50% | 1 Year | |
| UTI Opportunities Fund | | | | | | | |
| UTI Bluechip Flexicap Fund | < 1 Year - 1% | 0.25% | 1.25% | 1st day | 2.00% | 1 Year | |
| UTI Multi Cap Fund | | | | | | | |
| UTI Dividend Yield Fund | | | | | | | |
| UTI Top 100 Fund | | | | | | | |
| UTI Mid Cap Fund | | | | | | | |
| UTI India Lifestyle Fund | | | | | | | |
| UTI Infrastructure Fund | < 1 Year - 1% | 0.25% | 1.25% | 1st day | 1.50% | 1 Year | |
| UTI Banking Sector Fund | | | | | | | |
| UTI Energy Fund | | | | | | | |
| UTI MNC Fund | | | | | | | |
| UTI Pharma & Healthcare Fund | | | | | | | |
| UTI Transportation & Logistics Fund | | | | | | | |
| UTI Long Term Equity Fund (Tax Savings) | Nil | 0.40% | 1.10% | 1st day | 1.50% | N.A | |
| UTI Spread Fund | < 30 days - 0.50% | Nil | 0.40% for 1 st Year, 0.35% thereafter | 1st day | | N.A | |
| UTI Nifty Index Fund | Nil | | 0.05% | 1st day | | N.A | |
| Balanced & Hybrid | | | | | | | |
| UTI Unit Linked Insurance Plan | Load UTI ULIP: | | | | | | |
| UTI Retirement Benefit Pension Plan | Premature | 3.00% | 1.00% | 4th Year | 1.50% | 3 Years | |
| (Upto Rs 1.50 Lakhs per person per year) | Withdrawal - 2% | | | | | | |
| UTI Unit Linked Insurance Plan UTI Retirement Benefit Pension Plan (Beyond Rs 1.50 Lakhs per person per year) | Load UTI RBP: < 1 year - 5%, >=1year and <3 years - 3%, >=3 years and <5 years - 1% | Nil | 1.15% | 1st day | 1.50% | 1 Year | |
| UTI Children's Career Balanced Plan | < 2 years - 3%, >=2years and <4 years - 2%, >=4 years and <5 years - 1% | 0.50% | 0.80% | 1st day | 1.50% | 1 Year | |
| UTI Mahila Unit Scheme | < 1 Year - 0.75% | 0.70% | 0.80% | 1st day | 1.50% | 1 Year | |
| UTI CCP Advantage Fund | < 1 year - 4%, >=1year and <3 years - 3%, >=3 years and <5 years - 1% | 0.70% | 0.80% | 1st day | 1.50% | 1 Year | |



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UTI Asset Management Company Limited

Commission structure Payable to ARN-0009- Upfront + Trail Model (Customized)

Validity Period: 1st April 2017 to 30th June 2017 (Q1 FY 2017-18)

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|------|------|-----|------|--|
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| Scheme | Exit Load | Upfront | Perpetual Trail | Trail Applicable From | Additional Upfront for B15 | Clawback Period |
|-------------------------|---------------|---------|---------------------|--------------------------|----------------------------|-----------------|
| UTI Wealth Builder Fund | < 1 Year - 1% | 0.40% | 1.30% | 1st day | 1.50% | 1 Year |
| UTI Balanced Fund | < 1 Year - 1% | 0.25% | 1.25% | 1st day | 1.75% | 1 Year |
| UTI CRTS | < 1 Year - 1% | 1.00% | 0.50% (Less than 1 | 1st day | 1.50% | 1 Year |
| | | | cr appl size) | 1St day | | |
| | | 1.00% | 0.60% (Appl size of | 1st day | 1.50% | 1 Year |
| | | | 1 cr or more) | 15t day | 1.50% | |

Please refer to the terms and conditions.

Terms & Conditions

- 1. The above structure is valid from 1st April 2017 to 30th June 2017.
- 2. T-15 refers to the Top 15 Cities provided by AMFI and B -15 refers to all the cities beyond the Top 15 Cities.
- 3. 3 Year total includes Upfront and trail for the entire period provided the investment remains for the entire period.
- 4. Claw Back Condition:
- a) For Upfront

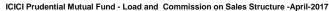
In case the investment is redeemed within the claw back period, as applicable, the <u>proportionate</u> (i.e. for the remaining period of claw back period) of upfront paid shall be recovered/clawed back/ set off from the future brokerage payments, at AMC's sole discretion.

b) For Additional Upfront (B15 Incentive)

In case the investment is redeemed within the claw back period, the additional upfront (including additional upfront/incentive etc.) paid shall be recovered /clawed back/set off fully from the future brokerage payments, at AMC's sole discretion.

- 5. For switches between schemes following would be applicable:
- a. Income & Liquid fund/s to Equity fund/s, Balanced & Hybrid Funds: Upfront & Trail commission as applicable to the destination fund will be payable.
- b. Equity to Equity fund/s: No upfront would be payable. However Trail commission as applicable to the destination fund will be payable.
- c. Balanced/Hybrid category to Balanced/ Hybrid category: **No** upfront would be payable. However Trail commission as applicable to the destination fund will be payable.
- 6. UTI AMC may change the rates / periodicity etc. of commission/ trail commission in case of change in regulations / expense ratio and any other factors which have an impact on such payments.
- 7. Commission will be paid on net amount (i.e., cheque amount transaction charges) only.
- 8. No UTI Summit Reward & Benefits, Contests and Additional Incentive. Please refer to the respective terms and conditions for more details.
- 9. In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Please ensure compliance.

Commission Structure





PRIVATE & CONFIDENTIAL

| | | Across all Cities (T 15 & B 15) | | | | Additional payout for B 15 Business | | |
|---|--------------------------------------|---------------------------------|-------------------|----------------|----------------|--|---------------------|-----------------------|
| Name of Schemes | | | Trail 1st Year | | Trail | | Additional | Additional Trail (1st |
| Name of Schemes | Clawback Period | Commission on Sales | (Annualised) | 2nd year | 3rd year | 4th year onwards | Commission on Sales | Year) |
| | | • | Equity Fun | ds | • | • | | |
| Dynamic Plan, Value Discovery Fund, Focused Bluechip Equity Fund, | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Balanced Fund, | 1yr | 1.00% | 0.80% | 0.75% | 0.50% | 0.50% | 1.00% | 0.00% |
| US Bluechip Fund | 1yr | 0.00% | 0.50% | 0.50% | 0.50% | 0.50% | 1.50% | 0.00% |
| Select Large Cap Fund | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.00% | 0.00% |
| Equity Income Fund | 1yr | 0.70% | 0.50% | 0.50% | 0.50% | 0.50% | 0.00% | 0.00% |
| Multi Cap Fund | 1yr | 1.00% | 0.50% | 0.50% | 0.50% | 0.50% | 1.00% | 0.00% |
| Balanced Advantage Fund | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 0.75% | 0.00% |
| Global Stable Equity Fund Top 100 | 1yr | 0.50% 1.00% | 0.50% | 0.50% 0.75% | 0.50% 0.75% | 0.50% 0.75% | 1.50% 1.50% | 0.00% |
| Dividend Yield Equity Fund | 1yr 1yr | 0.75% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Midcap Fund | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Banking & Financial Services Fund, Infrastrcuture | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Exports and Other Services Industries Fund | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Technology Fund | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| FMCG | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Child Care Plan - Gift | 1yr | 1.00% | 0.75% | 0.75% | 0.75% | 0.75% | 1.50% | 0.00% |
| Indo Asia Fund | 1yr | 1.00% | 0.50% | 0.50% | 0.50% | 0.50% | | |
| Long Term Equity Fund (Trail 4th year onwards) - 0.50% | 3 Years Lockin | 0.70% | 1.10% | 1.10% | 1.10% | 0.50% | 1.50% | 0.00% |
| ICICI Prudential Nifty Next 50 Index Fund | Nil | 0.00% | 0.40% | 0.40% | 0.40% | 0.40% | | |
| ICICI Prudential Nifty Index Fund-Retail | Nil | 0.00% | 0.40% | 0.40% | 0.40% | 0.40% | 1 | |
| | 1 | | Hybrid Fun | | | | Ш | |
| Monthly Income Plan | 1yr | 1.00% | 0.40% | 0.40% | 0.40% | 0.40% | 1 | Nil |
| MIP 25 | 1yr | 1.00% | 0.40% | 0.40% | 0.40% | 0.40% | 1.50% | 0.00% |
| Regular Income Fund | 06 Months | 0.00% | 0.65% | 0.65% | 0.65% | 0.65% | | |
| · | | | | | | | 4 | Nil |
| Child Care Plan - Study | 1yr | 0.00% | 0.95% | 0.95% | 0.95% | 0.95% | 4 | |
| ICICI Prudential Equity - Arbitrage Fund | Nil | 0.00% | 0.40% | 0.30% | 0.30% | 0.30% | | |
| | 1 | 1 | Debt Fund | | | 1 | 11 | |
| Income Plan | Nil | 0.00% | 0.95% | 0.95% | 0.95% | 0.95% | 4 | |
| Dynamic Bond fund | Nil | 0.00% | 0.60% | 0.60% | 0.60% | 0.60% | 1 | |
| Income Opportunities Fund | Nil | 0.00% | 0.40% | 0.25% | 0.25% | 0.25% | | |
| Regular Savings Fund | 1yr | 1.00% | 0.40% | 0.40% | 0.40% | 0.40% | 1.25% | 0.00% |
| Corporate Bond fund | 1yr | 0.85% | 0.50% | 0.50% | 0.50% | 0.50% | 0.00% | 0.00% |
| Short Term Gilt Fund | Nil | 0.00% | 0.40% | 0.40% | 0.40% | 0.40% | Nil | |
| Long Term Gilt Fund | Nil | 0.00% | 0.75% | 0.55% | 0.55% | 0.55% | 1 | |
| Gilt Treasury Plan - PF Option | Nil | 0.00% | 0.40% | 0.40% | 0.40% | 0.40% | 1 | |
| Gilt Investment Plan - PF Option | Nil | 0.00% | 0.25% | 0.15% | 0.15% | 0.15% | 1 | |
| Constant Maturity Gilt Fund | Nil | 0.00% | 0.10% | 0.10% | 0.10% | 0.10% | 1 | |
| Short Term Plan | Upto7 days- 0.25%, > 7 days - Nil | 0.00% | 0.60% | 0.60% | 0.60% | 0.60% | | |
| Long Term Plan | Nil | 0.00% | 0.75% | 0.60% | 0.60% | 0.60% | 1 | |
| Ultra Short Term Plan | Nil | 0.00% | 0.20% | 0.20% | 0.20% | 0.20% | 1 | |
| Savings Fund | Nil | 0.00% | 0.75% | 0.30% | 0.30% | 0.30% | 1 | |
| Flexible Income Plan | Nil | 0.00% | 0.05% | 0.05% | 0.05% | 0.05% | 1 | |
| Banking & PSU Debt Fund | Nil | 0.00% | 0.30% | 0.25% | 0.25% | 0.25% | 1 | |
| | • | ı l | Money Market | Funds | • | | | |
| Liquid Plan | Nil | 0.00% | 0.025% | 0.025% | 0.025% | 0.025% | | |
| Money Market Fund | Nil | 0.00% | 0.025% | 0.025% | 0.025% | 0.025% | 1 | |
| | | | of Funds : Adviso | | | • | | |
| Advisor Series - Long Term Savings Plan | Nil | 0.00% | 0.50% | 0.30% | 0.30% | 0.30% | | |
| Advisor Series - Very Aggressive Plan | Nil | 0.00% | 0.50% | 0.30% | 0.30% | 0.30% | 1 | |
| Advisor Series - Moderate Plan | Nil | 0.00% | 0.50% | 0.30% | 0.30% | 0.30% | 1 | |
| Advisor Series - Cautious Plan | Nil | 0.00% | 0.20% | 0.20% | 0.20% | 0.20% | 1 | Nil |
| Advisor Series - Ognamic Accrual Plan | <=1 Year - 1%, >1 | 0.00% | 0.30% | 0.30% | 0.30% | 0.30% | 1 | |
| Regular Gold Savings Fund | Year - Nil 1yr | 0.00% | 0.15% | 0.10% | 0.10% | 0.10% | 1 | |
| | II -77 | 0.0070 | 0.1070 | 0.1070 | 0.1070 | 0.1070 | 1 | |

SIP/STP application for attachted Equity schemes: Commission on Sales & trail Brokerage attachted separately

SIP/STP application for other schemes: Commission on Sales & trail Brokerage would be same as normal purchase application. SIP/STP registered at B15 location will get respective additional payout on per installment basis. Subject to revision on prospective basis.

For all Switches - Commission on Sales and / or Trail brokerage would be as normal purchase application (excluding switch between plans / options)

"B – 15" cities are cities other than Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad (including Secundrabad), Baroda, Panajim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh collectively referred to as "T – 15" cities. NRI business shall also considered as T 15 business

Commission on Sales is paid in advance for the entire stated period. Commission on Sales is subject to proportionate clawback incase of outflows (Redemption, Switch (inclusing between plans / Option), Sysytematic withdrawal plan) with in the stated period from the date of investments. Stated period for all the schemes are mentioned in Clawback period.

The additional payout paid for B-15 will be completely clawed back / recovered from future brokerage payments in case the investment is redeemed / Switched Out / Systematically Transferred within 1 year from date of investment.

Terms: The transactions will be subject to terms and conditions as mentioned in the Scheme Information Document (SID) & Statement of Additional Information (SAI) and shall be binding on the distributor. The Commission mentioned hereinabove is solely payable to AMFINISM certified distributors and can be changed by the AMC at its sole discretion without any prior infimation or notification. The Commission given above is inclusive of all taxes/charges/levy on these arrangements/transactions. The taxes shall be borne by the distributor and the same shall be deducted at the time of payment of commission at the applicable rates. The AMC shall not be responsible for any losses incurred by any one due to change in the Commission structure. The Commission shall be subject to clawback provisions, as a spliciable. The Distributor will neither pass on or rebate Commission back to investors nor tengent between the bistributor will neither pass on or rebate Commission back to investors nor tengent between the mith rebatelgifts. The AMC will take disciplinary action against any Distributor who is found violating the rules, regulations and Code of conduct. The AMC reserves the right to suspend the Commission payable, if it is brought to our notice that the Distributor will be the code of conduct and/or rules/regulations laid down by SEBI and AMFI. The Distributor shall disclose all commission (including in the form of trail commission on any other mode) payable to them for the different competing Schemes of various Mutual Funds from amongst which the Scheme is being recommended to the investor. The decision of AMC in all matters pertaining to the Commission will be final and binding in all respects on the Distributor. It would be deemed that the terms as stated in this communication have been accepted by you if you mobilise business subsequent to this communication. These terms are also applicable to all live structures including to the payment of trail commission where payable and all such commission are inclusive of all taxe

Mutual Fund investments are subject to market risks, read all scheme related documents carefully