

## **Annexure A- Brokerage Terms & Conditions**

1. The attached brokerage structure is applicable for 1<sup>st</sup> Nov'19 to 30<sup>th</sup> Nov'19. However, Reliance Nippon Life 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. T-30 refers to the Top 30 cities provided by AMFI & B-30 cities, refers to all the cities beyond the Top 30 cities. Ahmedabad, Bangalore, Bhopal, Bhubaneswar, Chandigarh, Chennai, Coimbatore, Dehradun, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kanpur, Kolkata, Lucknow, Ludhiana, Mumbai (including Thane & Navi Mumbai), New Delhi (Including NCR ), Nagpur, Nashik, Patna, Pune, Raipur, Rajkot, Ranchi, Surat, Udaipur, Vadodara & Visakhapatnam. Any Investments from above mentioned Cities / Pin code categories will be eligible for brokerage payment as per T-30 brokerage structure. In addition to above mentioned Top 30 cities, the **NRI investments** will be considered as T-30 investments for the purpose of brokerage payment. The Annual Retention Incentive will be applicable only for retail investors from B-30 cities.  
The Annual Retention Incentive will be calculated on the investment amount and same will be paid in the proportion of number of days. (Example For Rs. 500,000 investment for 25 days the applicable ARI payment will be  $500,000 * 1.50\% / 365 * 25$  days)
3. The Annual Retention Trail (erstwhile incentive) will be applicable only for the individual investors from B-30 Cities. As per SEBI circular SEBI/HO/IMD/DF2/CIR/P/2019/42 dated March 25, 2019 the inflows of amount upto Rs. 2,00,000/- per day, by Investors shall be considered as inflows from “retail investor”.
4. The respective rate defined in the structure would be applicable for lump sum as well as SIP investments only. There will be separate rates for SIP Insure investment as mentioned in the structure. The SIP Insure trail for investments in SIP Insure transactions would 10bps lower than investments in other SIP transactions.

### **5. Frequency of Payments:**

The Annual Retention Trail & Trail brokerage payment will be paid on monthly basis as per existing payment process. Annual Retention Trail Incentive for B-30 cities will be paid as trail.

### **6. Recovery :**

**Complete Redemption:** In case the investment is redeemed within the Claw back period, as applicable in the respective scheme.

- The Annual Retention Incentive(b) will be completely recovered / clawed back from the future Brokerage payments of the Distributor (*By default Claw back period for ARI is One Year*)

**Partial Redemption:** In case the investment is partially redeemed within the Claw back period, as applicable in the respective scheme

- The Annual Retention Incentive(b) will be completely recovered / clawed back from the future Brokerage payments of the Distributor to the extent of the units redeemed (*By default Claw back period for ARI is One Year*)

7. Please read the latest SID and addendums thereto carefully confirm the scheme-details
8. Brokerage For Close-ended schemes will be as communicated by the AMC separately
9. Respective scheme commission structure will be applicable for SIP/STP and SIP +Insure application where tenure less than 3 years.
10. Please refer SIP Incentive structure for SIPs/STPs tenure more than 3 years
11. Direct Plan (Lump sum & SIP Investments):
  - i) For Investments and Switches in Direct Plan w. e .f 01st Jan, 2013, no Brokerage (Annual Retention Incentive and Trail) would be paid.
  - ii) Switches from Existing Plans into Direct Plan will be subject to proportionate or complete claw back as per the claw back period of the scheme.
12. For switches between the below Scheme / Scheme Categories, the below structure would be applicable

a) Trail commission / Annual Retention Trail would be applicable for Switches from all schemes as mentioned below

Switch Out Asset Class / Scheme	Switch In Asset Class / Scheme				
	Equity	Debt	Gold	Ultra Short Term	Liquid
Equity	Yes	Yes	Yes	Yes	Yes
Debt	Yes	Yes	Yes	Yes	Yes
Gold	Yes	Yes	Yes	Yes	Yes
Ultra Short Term	Yes	Yes	Yes	Yes	Yes
Liquid	Yes	Yes	Yes	Yes	Yes

Trail commission / Annual Retention Trail will not be applicable for Switches within the same scheme (including normal and Direct plans)

13. The brokerage will be paid on the basis of the Pin code of the Investor for investments
14. There will be no additional tie-up in any of the above mentioned schemes during the Quarter.
15. The brokerage structure communicated by Reliance Nippon Life Asset Management Ltd. (RNAM/NIMF) from time to time is on an all inclusive basis (gross rate), i.e. inclusive of any cess, charges, service tax etc. Further, the brokerage payable would be subject to all the statutory deductions, including income tax, etc.
16. The liability to pay GST on distribution commission is on service provider i.e. distributor w.e.f. July 1, 2017.  
Distribution commission payable by RNAM/NIMF to the distributor is inclusive of GST and distributor is required to pay GST in order to comply with GST laws and provide invoice respectively.
17. 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
18. 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 scheme of various mutual fund from amongst which the scheme is being recommended to the investors. Please ensure compliance
19. Distributor commission should be as per SEBI circular SEBI/HO/IMD/DF2/CIR/P/2018/137 dated 22<sup>nd</sup> Oct' 2018. In case any payout beyond the prescribed limit of Circular, RNAM /NIMF reserve the right to recover the same.

## **Upgradation Policy**

We would classify our partners based on the **half yearly AAUM**. The classification is done in the month of Apr and Oct.

The Brokerage Structure Categories would termed as Platinum, Gold, Silver, Silver Circle. The New Criteria for eligibility in each category/city-tier are mentioned below:

### **Quarterly AAUM in Rs Crs**

<b>City Category</b>	<b>Platinum</b>	<b>Gold</b>	<b>Silver</b>	<b>Silver Circle</b>
Tier A	15.00	5.00	2.00	<2.00
Tier B	7.50	3.00	0.75	<0.75
Tier C	4.00	1.50	0.40	<0.40
Tier D	2.00	1.00	0.25	<0.25

### **City Tier Categorization would be as below:**

<b>Tier A</b>	New Delhi (excluding NCR), Mumbai
<b>Tier B</b>	Ahmedabad, Bangalore, Chandigarh, Chennai, Hyderabad, Indore, Jaipur, Kanpur, Kolkata, Lucknow, Nagpur, Pune, Surat, Thane, Vadodara.
<b>Tier C</b>	Agra, Allahabad, Amritsar, Bhopal, Bhubaneswar, Cochin, Coimbatore, Dehradun, Dhanbad, Durgapur, Gurgaon, Guwahati, Jalandhar, Jamnagar, Jamshedpur, Jodhpur, Ludhiana, Mangalore, Nasik, Noida, Panaji, Patna, Raipur, Rajkot, Ranchi, Varanasi.
<b>Tier D</b>	All others

Note: This up-gradation policy is valid till further notice