

Upfronting of SIP Trail– (1st Apr'19 to 30th Apr'19)

(Applicable only for opt-in cases)

All Equity (excluding Arbitrage & index) Refer SIP structure for scheme details

SIP Installment	T-30 & B-30 locations				Annual Retention Incentive for B-30 locations (b)
	1st 36 Installments		37th Installment onwards		
	1 st Year Trail paid in Advance (a)	Long Term Trail (p.a.) - 13 th month onwards	1 st Year Trail (p.a.)	Long Term Trail (p.a.) – 13 th month onwards	
PAN Level inflows upto Rs. 3000#	Advance 1 st year Trail Incentive for 36 Installments	As per the structure	As per the structure		As per the structure
Above Rs 3000	As per the structure				

* E.g. For an Rs.2000 SIP for 5 Yrs - Partners would get $2000 \times 36 \times 0.80\% = \text{Rs.}576$ as upfront trail incentive and the balance as per the structure.

Terms and Conditions:

1. The above structure is valid only for the period from 1st Apr'19 to 30th Apr'19.
2. Payout for Advance up fronting of Trail commission will be done on **quarterly** basis.
3. 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, Baroda, Bhopal, Bhubaneshwar, Chandigarh, Chennai, Cochin, Coimbatore, Dehradun, Guwahati, Hyderabad, Indore, Jaipur, Jamshedpur, Kanpur, Kolkata, Lucknow, Ludhiana, Mumbai (including Thane & Navi Mumbai), New Delhi (Including NCR), Nagpur, Nashik, Panaji, Patna, Pune, Rajkot, Ranchi, Surat, Udaipur. 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 individual 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. 200,000 investment for 25 days the applicable ARI payment will be $200,000 \times 1.50\% / 365 \times 25$ days)
In case of Redemption 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*)
4. The above structure would not be applicable for **SIP tenure less than 3 years**. This will be applicable for Monthly/Quarterly SIPs.
5. The maximum capping for Advance upfronting of Trail commission is 1.00%.
6. # Distributor's personal investments will not be considered for this Incentive. The payment of incentives will be done as below:
 - a. Upfronting of Trail commission in SIP's, is to be considered only for **new investors** for a maximum period of 3 years. Upfronting of trail commission for SIP has been made for inflows through SIPs from new investors to the Mutual Fund Industry identified based on PAN for the investor who is investing for the first time in Mutual Fund Schemes.
 - b. For a new investor, only the first SIP purchased by the investor shall be eligible for upfronting. If multiple SIPs are purchased on different dates, the SIPs in respect of which the installment starts on the earliest date shall be considered for upfronting.
 - c. Incentive for SIP not covering under upfronting of trail commission will be paid as per the existing structure.

7. Advance upfront of Trail commission paid will be recovered over the period and simultaneously trail brokerage as per the structure eligible will be paid.

8. Recovery

Discontinuation of SIP: In the event of the SIP being discontinued prior to committed tenure, the payment of incentive on such investments will be proportionately reversed and will be recovered from the distributor's future brokerage payments.

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*)

9. The transactions during this period will be subject to terms and conditions as mentioned in the scheme information documents and addendums, if any published from time to time of the respective schemes and shall be binding on all participants.
10. The rules and regulations of SEBI / AMFI pertaining to brokerage payment to distributors will also be applicable for payment of this incentive. The distributors shall adhere to SEBI circular dated June 26, 2002 on Code of Conduct and all applicable SEBI Regulations and ensure that no rebate is given to investors in any form.
11. 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.
12. Mutual Funds Investments are subject to market risks. Please read the scheme documents carefully.
13. The decision of Reliance Nippon Life Asset Management Ltd. in all matters pertaining to the incentive will be final and binding in all respects on all partners.