

Ref : E/ ARN-29043

June 6, 2014

DEEPAK K RAO
Simplus Financial Consultancy Pvt. Ltd.
296, Ground Floor, 12th Cross,9th Main, 2nd Block, Jayanagar
Bangalore 560011

Dear Partner,

Re: Preferred Distribution Arrangement – June 2014 – March 2015

The specifics of the fee structure arrangement between Sundaram Mutual and DEEPAK K RAO for the period of 01-June-2014 to 31-March-2015 would be as mentioned below.

i) Equity Schemes: T15 Cities

Product	ADI	Year-1 Trail	Year-2 Trail	Year-3 Trail	Year-4 Onwards
Equity Funds * (List of Funds Overleaf)	NIL	1.25%	1.25%	1.25%	1.25%
Sundaram Tax Saver	4.75%	NIL	NIL	NIL	0.60%

ii) Equity Schemes: B15 Cities

Product	ADI	ARI#	Year-1 Trail	Year-2 Trail	Year-3 Trail	Year-4 Onwards
Equity Funds * (List of Funds Overleaf)	0.75%	1.40%	0.75%	0.75%	0.75%	0.75%
Sundaram Tax Saver	5.75%	NIL	NIL	NIL	NIL	0.60%

iii) Hybrid Schemes: T15 & B15 cities

Product	ADI	Year-1 Trail	Year-2 Trail	Year-3 Trail	Year-4 Onwards
Sundaram Monthly Income Plan – Conservative	NIL	1.00%	0.50%	0.50%	0.50%
Sundaram Monthly Income Plan – Moderate	0.90%	NIL	0.50%	0.50%	0.50%
Sundaram Monthly Income Plan – Aggressive	NIL	1.00%	0.50%	0.50%	0.50%

SIP Challenge: As a part of our SIP/ STP Drive, we are pleased to offer you the following incentive structure in our equity schemes including Sundaram Equity Plus

SIP Amount	SIP Incentive	
	>= 12 Months & < 60 Months	>= 60 Months
>= Rs. 1,000/- & < Rs. 2,000/-	SIP Amount x Tenure x 0.42%	SIP Amount x 60 x 0.45%
>= Rs. 2,000/-	SIP Amount x Tenure x 0.45%	SIP Amount x 60 x 0.50%

Please see overleaf for Terms of the contest.

FEE STRUCTURE – T-15 & B-15 Cities

iv) **Other Fixed Income Schemes:**

Product	ADI	Year-1 Trail	Year-2 Onwards
Debt Funds			
Sundaram Bond Saver	1.20%	NIL	0.50%
Sundaram Income Plus	NIL	0.90%	0.40%
Sundaram Select Debt - Short Term Asset Plan	0.50%	NIL	0.40%
Sundaram Flexible Fund –Flexible Income	NIL	0.15%	0.15%
Gilt Fund			
Sundaram Gilt Fund	NIL	0.10%	0.10%
Fund of Funds			
Sundaram Global Advantage Fund	NIL	0.20%	0.20%
Liquid & Short Term Funds			
Sundaram Money Fund	NIL	0.05%	0.05%
Sundaram Ultra Short Term	NIL	0.05%	0.05%
Sundaram Flexible Fund -STP	NIL	0.09%	0.09%

List of Equity Funds:

* Sundaram Balanced Fund, Sundaram Entertainment Opportunities Fund, Sundaram Equity Multiplier Sundaram Equity Plus, Sundaram Financial Services Opp Fund, Sundaram Growth Fund, Sundaram Infrastructure Advantage Fund, Sundaram PSU Opp Fund, Sundaram Select Focus, Sundaram Select Midcap, Sundaram SMILE Fund

Terms and Conditions:

1. Advanced Distribution Incentive (ADI) 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 & 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..

2. Annualised Retention Incentive (ARI) refers to the quantum of additional brokerage payable on fresh mobilization in B15 cities. In the event of redemption/switchout during the advancing period, the ARI paid to you will be recovered /clawed back /set off from any payment due to you.

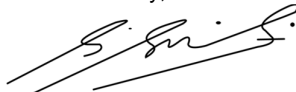
3. T-15 refers to TOP 15 cities provided by AMFI & B-15 refers to the cities beyond TOP 15 cities referred in AMFI circular. The T-15 cities are Ahmedabad, Bangalore, Baroda, Chandigarh, Chennai, Hyderabad, Jaipur, Kanpur, Kolkata, Lucknow, Mumbai (Including suburbs), New Delhi (including NCR), Panaji, Pune & Surat. Basis of Identification of "T-15" / "B-15" would be the investor location / pincode mentioned in the application form / KYC.

4. In the event premature closure of SIP / STP, proportionate incentive on New SIP will be recovered from the subsequent brokerage.

5. Sundaram Asset Management Company Limited reserves the right to change the brokerage/ incentive without any prior intimation or notification. The above compensation structure is inclusive of all applicable taxes (if any)

This letter will supercede any other incentive/ brokerage issued earlier for the period as mentioned above.

Yours sincerely,



Sunil Subramaniam
Deputy CEO