

Mar-23

<b>(Lumpsum &amp; SIP Investments)</b>						
<b>Proposed Category</b>	<b>Scheme_name</b>	<b>Exit_Load</b>	<b>Claw Back Period</b>	<b>1st Yr. Trail (p.a)</b>	<b>2nd Yr. Onwards Trail (p.a)</b>	<b>Annual Retention Incentive for B-30 Locations- in Trail (p.a.)</b>
<b>Equity</b>						
Focussed Fund - Multi Cap	NIPPON INDIA FOCUSED EQUITY FUND	12 Months	12 Months	0.85%	0.85%	1.75%
Large & MID Cap	NIPPON INDIA VISION FUND	12 Months	12 Months	0.85%	0.85%	1.50%
Large Cap	NIPPON INDIA LARGE CAP FUND	7 days	12 Months	1.00%	1.00%	1.50%
Mid Cap	NIPPON INDIA GROWTH FUND	1 Month	12 Months	1.10%	1.10%	1.50%
Multi Cap	NIPPON INDIA MULTI CAP FUND	12 Months	12 Months	1.00%	1.00%	1.50%
Sectoral	NIPPON INDIA BANKING & FINANCIAL SERVICES FUND	1 Month	12 Months	0.85%	0.85%	1.50%
Sectoral	NIPPON INDIA PHARMA FUND	1 Month	12 Months	1.00%	1.00%	1.50%
Small Cap	NIPPON INDIA SMALL CAP FUND	1 Month	12 Months	0.80%	0.80%	1.75%
Thematic	NIPPON INDIA - JAPAN EQUITY FUND	12 Months	12 Months	0.80%	0.80%	1.50%
Thematic	NIPPON INDIA - US EQUITY OPPORTUNITES FUND	12 Months	12 Months	0.80%	0.80%	1.50%
Thematic	NIPPON INDIA QUANT FUND	1 Month	12 Months	0.65%	0.65%	1.50%
Thematic	NIPPON INDIA POWER & INFRA FUND	1 Month	12 Months	0.85%	0.85%	1.50%
Thematic	NIPPON INDIA CONSUMPTION FUND	1 Month	12 Months	0.90%	0.90%	1.50%
Thematic	NIPPON INDIA TAIWAN EQUITY FUND	12 Months	12 Months	1.35%	1.35%	1.50%
Value Fund	NIPPON INDIA VALUE FUND	12 Months	12 Months	1.10%	1.10%	1.50%
Flexi Cap	NIPPON INDIA FLEXI CAP FUND	12 Months	12 Months	1.30%	1.30%	1.50%
<b>Hybrid, Bond &amp; Equity Savings</b>						
Aggressive Hybrid	NIPPON INDIA EQUITY HYBRID FUND	12 Months	12 Months	0.90%	0.90%	1.50%
Multi Asset	NIPPON INDIA Multi Asset FUND	12 Months	12 Months	1.00%	1.00%	1.50%
Balanced Advantage	NIPPON INDIA BALANCED ADVANTAGE FUND	12 Months	12 Months	1.10%	1.10%	1.50%
Conservative Hybrid	NIPPON INDIA HYBRID BOND FUND	12 Months	12 Months	1.15%	1.15%	1.00%
Equity Savings	NIPPON INDIA EQUITY SAVINGS FUND	12 Months	12 Months	0.85%	0.85%	1.50%
<b>Goal Based</b>						
ELSS	NIPPON INDIA TAX SAVER (ELSS) FUND	3 yr lock in	3 Years Lock In	0.90%	0.90%	1.75%
Retirement	NIPPON INDIA RETIREMENT FUND - WEALTH CREATION SCHEME	5 yr lock in	5 Years Lock In	1.20%	1.20%	1.50%
Retirement	NIPPON INDIA RETIREMENT FUND - INCOME GENERATION SCHEME	5 yr lock in	5 Years Lock In	1.10%	1.10%	1.50%
<b>Index &amp; FoF</b>						
FOF	Nippon India Nifty Next 50 Junior BeES FoF	NIL	No Clawback	0.15%	0.15%	0.00%
FOF	NIPPON INDIA ASSET ALLOCATOR FoF	12 Months	No Clawback	0.60%	0.60%	1.50%
FOF	NIPPON INDIA GOLD SAVINGS FUND	15 Days	12 Months	0.25%	0.25%	0.50%
FOF (Gold & Silver)	NIPPON INDIA SILVER ETF FOF	15 Days	12 Months	0.30%	0.30%	0.20%
FOF	NIPPON INDIA PASSIVE FLEXICAP FoF	NIL	12 Months	0.40%	0.40%	1.00%
Index	NIPPON INDIA NIFTY ALPHA LOW VOLATILITY 30 INDEX FUND	NIL	No Clawback	0.55%	0.55%	0.00%
Index	NIPPON INDIA NIFTY SMALL CAP 250 INDEX FUND	7 days	No Clawback	0.55%	0.55%	0.00%
Index	NIPPON INDIA NIFTY 50 VALUE 20 INDEX FUND	NIL	No Clawback	0.50%	0.50%	0.00%
Index	NIPPON INDIA NIFTY MIDCAP 150 INDEX FUND	NIL	No Clawback	0.50%	0.50%	0.00%
Index	Nippon India Index Fund - Nifty 50 Plan	7 days	No Clawback	0.35%	0.35%	0.00%
Index	Nippon India Index Fund - S&P BSE Sensex Plan	7 days	No Clawback	0.30%	0.30%	0.00%
Index	NIPPON INDIA NIFTY AAA CPSE BOND PLUS SDL - APR27	NIL	No Clawback	0.15%	0.15%	0.00%
Index	NIPPON INDIA NIFTY AAA PSU BOND PLUS SDL - Sep 2026 Maturity 50:50 Index Fund	NIL	No Clawback	0.20%	0.20%	0.00%
Index	NIPPON INDIA NIFTY SDL PLUS G-Sec - Jun 2028 Maturity 70:30 Index Fund	NIL	No Clawback	0.20%	0.20%	0.00%
Index	NIPPON INDIA NIFTY G-Sec - Sep 2027 MATURITY INDEX FUND	NIL	No Clawback	0.20%	0.20%	0.00%
Index	NIPPON INDIA NIFTY G-Sec - Jun 2036 MATURITY INDEX FUND	NIL	No Clawback	0.20%	0.20%	0.00%
<b>Debt</b>						
Banking & PSU	NIPPON INDIA BANKING & PSU DEBT FUND	NIL	No Clawback	0.35%	0.35%	0.00%
Corporate Bond	NIPPON INDIA Corporate Bond FUND	NIL	No Clawback	0.25%	0.25%	0.00%
Credit Risk	NIPPON INDIA CREDIT RISK FUND	12 Months	12 Months	1.00%	1.00%	1.25%
Dynamic Bond	NIPPON INDIA DYNAMIC BOND FUND	NIL	No Clawback	0.35%	0.35%	1.25%
Floater	NIPPON INDIA FLOATING RATE FUND	1 Month	No Clawback	0.25%	0.25%	0.00%
Gilt	NIPPON INDIA GILT SECURITIES FUND	NIL	No Clawback	0.90%	0.90%	0.00%
Long Duration	NIPPON INDIA NIVESH LAKSHYA FUND	36 Months	No Clawback	0.25%	0.25%	1.25%
Low Duration Fund	NIPPON INDIA LOW DURATION FUND	NIL	No Clawback	0.50%	0.50%	0.00%
Medium & Long Duration	NIPPON INDIA INCOME FUND	NIL	No Clawback	1.10%	0.90%	1.25%
Medium Duration	NIPPON INDIA STRATEGIC DEBT FUND	12 Months	12 Months	0.80%	0.80%	0.00%
Short Term	NIPPON INDIA SHORT TERM FUND	NIL	No Clawback	0.75%	0.50%	0.00%
<b>Arbitrage</b>						
Arbitrage	NIPPON INDIA ARBITRAGE FUND	1 month	No Clawback	0.50%	0.50%	0.00%
<b>Liquid and Money Market</b>						
Liquid Fund	NIPPON INDIA OVERNIGHT FUND	NIL	No Clawback	0.07%	0.07%	0.00%
Liquid Fund	NIPPON INDIA LIQUID FUND	7 days	No Clawback	0.05%	0.05%	0.00%
Money Market	NIPPON INDIA MONEY MARKET FUND	NIL	No Clawback	0.05%	0.05%	0.00%
Ultra Shor Duration	NIPPON INDIA ULTRA SHORT DURATION FUND	NIL	No Clawback	0.75%	0.75%	0.00%

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

The attached brokerage structure is applicable for 1<sup>st</sup> Feb'23 to 28<sup>th</sup> Feb'23. However, Nippon Life India 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.

1. T-30 refers to the Top 30 cities provided by AMFI & B-30 cities, refers to all the cities beyond the Top 30 cities. Agra, 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, Rajkot, Ranchi, Surat, Udaipur, Vadodara & Varanasi. 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)

2. 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”.
3. 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 Nippon Life India Asset Management Ltd. (NAM/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. No commission will be payable on segregated portfolio.
17. 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 NAM/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.
18. 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
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 scheme of various mutual fund from amongst which the scheme is being recommended to the investors. Please ensure compliance
20. 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, NAM /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 be termed as Platinum, Gold, Silver, Silver Circle. The New Criteria for eligibility in each category/city-tier are mentioned below:

### Half yearly AAUM in Rs Crs

City Category	Platinum	Gold	Silver	Silver Circle
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