



**LOAD & DISTRIBUTOR REMUNERATION STRUCTURE**

1st January 2020 - 31st March 2020

| Scheme Name Plan (For All Application Sizes) | Brokerage                      |                     |                            | Exit Load  |
|--|--------------------------------|---------------------|----------------------------|--|
|  | Applicable to T30 & B30 Cities |                     |                            |  |
|  | Trail - First Year             | Trail - Second Year | Trail - Third Year Onwards |  |
|  | Annual Paid Monthly            | Annual Paid Monthly | Annual Paid Monthly        |  |
| BNP Paribas Large Cap Fund                   | 0.90% p.a.                     | 0.90% p.a.          | 0.90% p.a.                 | If units of the Scheme are redeemed or switched out up to 10% of the units (the limit) within 12 months from the date of allotment - Nil.<br>If units of the scheme are redeemed or switched out in excess of the limit within 12 months from the date of allotment - 1% of the applicable NAV.<br>If units of scheme are redeemed or switched out after 12 months from the date of allotment - Nil. |
| BNP Paribas Mid Cap Fund                     | 0.90% p.a.                     | 0.90% p.a.          | 0.90% p.a.                 |  |
| BNP Paribas Multi Cap Fund                   | 0.90% p.a.                     | 0.90% p.a.          | 0.90% p.a.                 |  |
| BNP Paribas Focused 25 Equity Fund           | 1.20% p.a.                     | 1.20% p.a.          | 1.20% p.a.                 |  |
| BNP Paribas Dynamic Equity Fund              | 1.15% p.a.                     | 1.15% p.a.          | 1.15% p.a.                 |  |
| BNP Paribas India Consumption Fund           | 1.20% p.a.                     | 1.20% p.a.          | 1.20% p.a.                 |  |
| BNP Paribas Long Term Equity Fund            | 1.00% p.a.                     | 1.00% p.a.          | 1.00% p.a.                 | 3 year lock in   |
| BNP Paribas Arbitrage Fund                   | 0.40% p.a.                     | 0.40% p.a.          | 0.40% p.a.                 | 0.25% if redeemed/ switched out upto 1 months from the date of subscription /switch in , Nil if redeemed/ switched out after 1 months from the date of subscription/ switch in.  |
| BNP Paribas Substantial Equity Hybrid Fund   | 1.25% p.a.                     | 1.25% p.a.          | 1.25% p.a.                 | 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 Conservative Hybrid Fund         | 1.10% p.a.                     | 1.10% p.a.          | 1.10% p.a.                 | 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                  | 0.40% p.a.                     | 0.40% p.a.          | 0.40% p.a.                 | 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              | 0.15% p.a.                     | 0.15% p.a.          | 0.15% p.a.                 | 1.00% - If redeemed/switched out between 0-12 Months. 0.50% - If redeemed/switched out between 13-24 Months. 0.25% - If redeemed/switched out between 25-36 Months. Nil - If redeemed/switched out after 36 Months.  |
| BNP Paribas Short Term Fund                  | 0.55% p.a.                     | 0.55% p.a.          | 0.55% p.a.                 | NIL  |
| BNP Paribas Medium Term Fund                 | 0.60% p.a.                     | 0.60% p.a.          | 0.60% p.a.                 | 1% if redeemed/ switched out upto 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 Low Duration Fund                | 0.45% p.a.                     | 0.45% p.a.          | 0.45% p.a.                 | NIL  |
| BNP Paribas Liquid Fund                      | 0.04% p.a.                     | 0.04% p.a.          | 0.04% p.a.                 | 0.007% if redeemed within 1 day, 0.0065% if redeemd within 2 days, 0.0060% if redeemed within 3 days, 0.0055% if redeemed within 4 days, 0.0050% if redeemed within 5 days, 0.0045% if redeemed within 6 days  |
| BNP Paribas Overnight Fund                   | 0.04% p.a.                     | 0.04% p.a.          | 0.04% p.a.                 | NIL  |

Terms & Conditions as attached shall also be applicable. Brokerage rates are inclusive of GST.

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

# Terms and Conditions

1. The attached brokerage/commission structure is valid for the period 1<sup>st</sup> January 2020 to 31<sup>st</sup> March 2020. However, BNP Paribas Asset Management India Private Limited (AMC) reserves the right to change the Brokerage Rates applicable.
2. T-30 refers to Top 30 cities provided by AMFI (updated/revised by AMFI from time to time) and B-30 refers to cities beyond top 30 (T-30) cities. The List of Top 30 cities as per AMFI: Mumbai, Delhi, Bengaluru, Kolkata, Pune, Chennai, Ahmedabad, Hyderabad, Udaipur, Vadodara, Jaipur, Surat, Kanpur, Lucknow, Nagpur, Chandigarh, Ludhiana, Indore, Nasik, Coimbatore, Patna, Rajkot, Bhopal, Jamshedpur, Bhubaneshwar, Guwahati, Panaji, Ranchi, Cochin, Dehradun.
3. In accordance with recently notified SEBI circular SEBI/HO/IMD/DF2/CIR/P/2018/137 dated October 22, 2018, the AMC shall adopt full trail model of commission in all Funds (including for any commission paid for penetration in B-30 cities) effective October 22, 2018, without payment of any upfront commission or upfronting of any trail commission, directly or indirectly, except upfronting of trail commission will be allowed only in case of inflows through Systematic Investment Plans (SIPs) as permitted by SEBI from time to time.
4. The additional commission for B30 cities shall be paid as trail only on investment amount (applicable for individual investors only). In case the investment is redeemed within 12months, the additional trail commission shall be recovered/clawed back/set off fully from the future brokerage payments, at AMC's sole discretion. With effect from 1<sup>st</sup> April, 2019 the inflows of amount up to Rs.200,000/- per transaction, by individual investors shall be eligible for additional commission for mobilization from B30 cities.
5. **Trail brokerage:** The trail amount is calculated on the basis of 'Daily Average Assets' on the NAV. This is paid in arrears at the end of each month (unless specified otherwise).
6. Recovery of Upfront Brokerage Paid upto 21<sup>st</sup> Oct 2018:

Given the changes in the Regulations w.e.f. October 1, 2012 and SEBI circular dated October 22, 2018, Clause of Recovery of Upfront Brokerage paid to the Distributor shall be applicable in the following manner:

- 6.1. Upfront brokerage: The upfront brokerage payments are computed on the investment value and are paid in arrears at the end of each month (unless specified otherwise). **Effective October 22, 2018 no upfront brokerage or upfront of any trail brokerage shall be paid by AMC except for upfronting of trail commission for SIP inflows as permitted by SEBI from time to time. Accordingly, this clause for recovery of Upfront brokerage shall be applicable (1) for any upfront brokerage paid by AMC upto October 21, 2018 and (2) for any upfront brokerage paid by AMC for SIP Inflows in accordance with and as permitted under the provisions of SEBI circular dated October 22, 2018.**
- 6.2. The Upfront Brokerage paid to a Distributor, if the money for which such upfront brokerage was paid, will be recovered from the Distributor, if the money is redeemed before the completion of the specified Exit Load period/agreed claw back period in the respective fund for such investment.
- 6.3. For transactions received from Top 30 cities as outlined in this brokerage structure, the Recovery will be made on a pro-rata basis, depending upon the number of days for which the investment stayed invested in the fund before being redeemed before the completion of the specified Exit Load period / agreed claw back period in the respective fund.
  - i. No. of days will be considered for the computation of the recoveries wherever the Exit Loads are 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.
  - ii. For redemptions before the Exit Load period, the recovery of the brokerage will be equal to Upfront Brokerage paid x (No. of days for the Exit Load period – No. of days the investment has stayed in the funds) / (Exit Load period in days).

6.4. The following example explains the same:

|                              |                        |
|------------------------------|------------------------|
| Applicable Upfront Brokerage | 0.75%                  |
| Investment Value             | INR. 100,000           |
| Exit load                    | 1% up to 1 year        |
| Redemption by the investor   | At the end of 180 days |

Brokerage claw back calculations will be as follows:

- Upfront brokerage paid : INR. 750.00 (100,000 x 0.75%)
- Brokerage claw back amount : INR. 380.14 (750x((365-180)/365))

- 6.5. The Recovery will be made from the Brokerage payable to the Distributor for the month in which redemption has been made. In cases where additional brokerage structure is applicable for investments beyond Top 30 cities; **full recovery** of the additional brokerage paid will be done if money is redeemed before the completion of the specified Exit Load period / agreed claw back period in the respective fund for such investment
- 6.6. In case the Brokerage payable to the Distributor is insufficient to cover the Recovery amount, 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 for the resolution of the same.
- 6.7. The computation of brokerage / claw back done by BNP Paribas Asset Management India Private Limited shall be considered as final and binding.
7. The Distributor by selling the schemes of BNP Paribas Mutual Fund hereby agrees that the terms and conditions stated herein have been accepted.
8. The distributors are required to adhere to the code of conduct prescribed by SEBI vide SEBI circular SEBI/IMD/CIR No. 8/174648 / 2009 dated August 27, 2009 (including advertisements guidelines) as amended from time to time and guidelines issued by Association of Mutual Funds in India (AMFI) for distributors from time to time.
9. No pass back, either directly or indirectly, shall be given by Distributors to the investors.
10. In terms of SEBI circular no. SEBI/IMD/CIR No. 4/ 168230/09 dated June 30, 2009, the distributor 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.
11. The provisions of relevant Scheme Information Document, Key Information Memorandum and Statement of Additional Information shall be applicable for all the transactions.
12. The Commission structure communicated from time to time is all inclusive of any cess, charges, taxes, levy's etc. that may be applicable to the distributor.
- 12.1. Both Parties will comply with the provisions of Goods and Services Tax Laws (hereinafter referred to as "GST Laws" which includes but is not limited to Goods and Services tax Act shall mean Central Goods and Services tax Act, 2017 ('CGST'); Union Territory Goods and Services tax Act, 2017 ('UTGST'); Respective State Goods and Services tax Act 2017 ('SGST') and Integrated Goods and Services tax Act, 2017 ('IGST')). Any change in details such as address, GSTN and contact details shall be intimated to other Party within 10 (ten) days of change.
- 12.2. Both parties shall be responsible for complying with the requirements of GST Laws such as, including but not limited to, issuing invoice as per GST Laws requirement, uploading the details of the same on GSTN portal, filing of GST returns etc.
- 12.3. AMC shall not be held liable in case of any mismatch in the report generated by GSTN due to any omission by Distributors in providing such information to AMC.
- 12.4. AMC reserves the right to clawback or withhold any future Commission payments for non/incorrect submission of GSTN details to AMC or for any liability, tax, interest, penalty, charges etc. arising on account of non-compliance of GST Laws.
- 12.5. Bills raised on and after July 1, 2017 by Registered Distributors should carry tax rate as applicable under GST Laws. Invoices shall be raised in the name of BNP Paribas Asset Management India Private Limited with following mandatory details of AMC:-

| GSTIN Details  |  |
|----------------|--|
| <b>Name</b>    | BNP Paribas Asset Management India Private Limited |
| <b>Branch</b>  | BKC - Mumbai                                       |
| <b>State</b>   | Maharashtra  |
| <b>GST No.</b> | <b>27AAECA5153B1Z4</b>                             |

13. The total distributor commission shall be the aggregate of upfront commission (as maybe permissible by SEBI from time to time- currently only for SIP inflows to new to MF PAN numbers), Trail commission and marketing support expenses as expressed in basis point at transaction level. The total commission shall not exceed the distributable TER as mentioned in the AMFI circular dated March 26, 2015 as maybe amended from time to time.

14. The nomenclature “upfront brokerage” (as maybe permissible by SEBI from time to time-currently only for SIP inflows to new to MF PAN numbers) shall be read as “Advanced commission” in any report that is generated by the distributor that is provided by the AMC or the RTA.
15. The above Commission structure and the payout thereof are applicable only till the time the Distributor is empaneled with the AMC.
16. Commission will be paid out only after the distributor is empaneled with the AMC.
17. Distributors will not be entitled on any brokerage/commission on their own investments.
18. Notwithstanding the above, the brokerage structure shall be subject to change in accordance with rules and regulations of SEBI/AMFI as maybe notified from time to time, and the BNP Paribas Asset Management India Private Limited reserves the right to make any changes or modifications to the brokerage structure.
19. Brokerage rates and its treatment for existing SIP / STP triggers subsequent to SEBI circular dated Oct 21, 2018 which states that only trail commission can be paid to distributors:
  - 19.1. For the above set of transactions the AMC will be following the process as given below:
    - Brokerage rates for all existing SIPs/STPs will move to transaction level from registration level. Brokerage will be paid on the rates applicable on the transaction date (rates as per current period) for all transactions including future triggers of registered SIP / STP prior to 21<sup>st</sup> Oct 2018.

Example:

SIP registered in April 2018.

Applicable rate structure:

Upfront: 1%

Trail: 1%

B30 upfront: 1%

19.2. For the trigger of above SIP due in November, following structure will apply:

- Upfront: **NIL** (As per regulation, cannot pay)
- Trail: as per November 2018 rate structure
- B30 **trail**: 1% (For 1 year only, subject to full clawback in case of redemption before 1 year)

## **New Scheme names wef May 10, 2018\***

| Category<br>(as defined by SEBI) | Existing Name                                     | New Name<br>(effective May 10, 2018)       |
|----------------------------------|---|--|
| Large Cap Fund                   | <b><u>BNP Paribas Equity Fund</u></b>             | BNP Paribas Large Cap Fund                 |
| Multi Cap Fund                   | <b><u>BNP Paribas Dividend Yield Fund</u></b>     | BNP Paribas Multi Cap Fund                 |
| Mid Cap Fund                     | <b><u>BNP Paribas Midcap Fund</u></b>             | <i>(No change in scheme name)</i>          |
| Focused Fund                     | <b><u>BNP Paribas Focused 25 Equity Fund</u></b>  | <i>(No change in scheme name))</i>         |
| Conservative Hybrid Fund         | <b><u>BNP Paribas Monthly Income Plan</u></b>     | BNP Paribas Conservative Hybrid Fund       |
| Aggressive Hybrid Fund           | <b><u>BNP Paribas Balanced Fund</u></b>           | BNP Paribas Substantial Equity Hybrid Fund |
| Arbitrage Fund                   | <b><u>BNP Paribas Enhanced Arbitrage Fund</u></b> | BNP Paribas Arbitrage Fund                 |
| Liquid Fund                      | <b><u>BNP Paribas Overnight Fund</u></b>          | BNP Paribas Liquid Fund                    |
| Low Duration Fund                | <b><u>BNP Paribas Money Plus Fund</u></b>         | BNP Paribas Low Duration Fund              |
| Short Duration Fund              | <b><u>BNP Paribas Short Term Income Fund</u></b>  | BNP Paribas Short Term Fund                |
| Medium Duration Fund             | <b><u>BNP Paribas Medium Term Income Fund</u></b> | BNP Paribas Medium Term Fund               |
| Dynamic Bond                     | <b><u>BNP Paribas Flexi Debt Fund</u></b>         | <i>(No change in scheme name)</i>          |
| Corporate Bond Fund              | <b><u>BNP Paribas Corporate Bond Fund</u></b>     | <i>(No change in scheme name)</i>          |

**\*We will be accepting cheques in the new scheme names from 9<sup>th</sup> May 2018.**