

**Trail Commission:**

<b>Upfront Commission:</b>	NIL
<b>Frequency of Payment :</b>	Monthly
<b>Rate of Commission :</b>	1% p.a.

0.75% p.a. per Folio payable in the first, second and third year of relationship. The relevant period will be calculated from the date of each purchase. The residual 0.25% for each of these three years will be paid out as a bullet payment of 0.75% in the form of 'Loyalty Commission'.

A flat 1% p.a. commission will be payable from the commencement of the fourth year.

This commission structure applies to all transactions nationwide, and for lumpsum as well as SIP instalments.

All transactions undertaken since the scheme's inception (May 28, 2013) will be eligible for the 'Loyalty Commission' component. However, the enhanced trail commission will be payable for instalments on or after October 1, 2014.

**Here is an (albeit, simplified) illustration for one folio:**

Year 1	Amount due to you (Ignoring Service Tax) : Rs. 100/- Of this, Rs. 25/-will be retained. The balance Rs. 75/- will be paid out in twelve tranches.
year 2	Amount due to you (Ignoring Service Tax) : Rs. 100/- Of this, Rs. 25/-will be retained. The balance Rs. 75/- will be paid out in twelve tranches.
Year 3	Amount due to you (Ignoring Service Tax) : Rs. 100/- Of this, Rs. 25/-will be retained. The balance Rs. 75/- will be paid out in twelve tranches.  In this year, the 75/- rupees which is retained (25*3) will now be paid as'Loyalty Commission' in the third anniversary month of that particular investment within the Folio.  Hence the total payout will amount to Rs. 150/
Year 4	Amount due to you (Ignoring Service Tax) : Rs. 100/- This will be paid out in 12 monthly tranches. Nothing will be held back from year 4 onwards.

Please contact **Mr. Mahesh Sarode** at [mahesh@ppfas.com](mailto:mahesh@ppfas.com) or **91 22 6140 6565/98926 72709** for any further clarifications.

