

**COMMISSION STRUCTURE - 1st April to 30th June 2017**  
**IFA ADVISORY 3**



Only for Select Distributors & Advisors of ICICI Prudential Mutual Fund			Across all cities (T15 & B15)				T15 Cities Total 1st year (D) = (A+B+C)	Additional Payout for B15 Business <sup>§</sup>		B15 Cities Total 1st year (D+E+F)	
SCHEME NAME	Exit Load	Clawback period ^	Special Incentive Contest* (A)	Commission on Sales (B)	TRAIL			Commission on Sales (E)	Trail 1st year only (F)		
			1st year (C)	2nd year onwards							
Dynamic Plan	1 year	18 months	Nil	0.75%	0.75%	0.75%	1.50%	1.75%	Nil	3.25%	
Value Discovery Fund, Focused Bluechip Equity Fund			Nil	0.75%	0.75%	0.75%	1.50%	1.50%	Nil	3.00%	
Balanced Advantage Fund, Global Stable Equity Fund			Nil	0.75%	0.75%	0.75%	1.50%	1.50%	Nil	3.00%	
Multicap Fund			Nil	0.75%	0.75%	0.75%	1.50%	1.50%	Nil	3.00%	
Balanced Fund, Multicap Fund, Top 100 Fund, Banking and Financial Services Fund, Infrastructure Fund, MidCap Fund	1 year	1 Year	Nil	0.75%	0.75%	0.75%	1.50%	1.50%	Nil	3.00%	
Select Large Cap Fund, US Bluechip Equity Fund, Technology Fund, FMCG Fund, Exports and Other Services Industries Fund, Dividend Yield Equity Fund			0.25%	0.75%	0.75%	0.75%	1.75%	1.50%	Nil	3.25%	
Indo Asia Fund			0.25%	0.75%	0.75%	0.75%	1.75%	Nil	Nil	1.75%	
Long Term Equity Fund (Tax Saving)	3 yr lock in	Nil	0.15%	0.50%	0.90%	0.90%	1.55%	1.50%	Nil	3.05%	
Child Care Plan - Gift Plan	3 years	1 year	0.25%	0.50%	0.90%	0.90%	1.65%	1.50%	Nil	3.15%	
Equity Income Fund	1 year		Nil	0.60%	0.50%	0.50%	1.10%	0.50%	Nil	1.60%	
Regular Income Fund	6 Months	6 Months		0.30%	0.80%	0.70%	1.10%	Nil	Nil	1.10%	
Regular Saving Fund		1 year	0.20%	0.40%	0.70%	0.70%	1.30%	1.25%	Nil	2.55%	
Corporate Bond Fund			0.10%	0.35%	0.75%	0.75%	1.20%	Nil	Nil	1.20%	
Monthly Income Plan			0.20%	0.60%	0.75%	0.75%	1.55%	Nil	Nil	1.55%	
MIP 25			0.20%	0.55%	0.75%	0.75%	1.50%	1.50%	Nil	3.00%	
Income Plan	7 Days	Nil	Nil	Nil	0.90%	0.90%	0.90%	Nil	Nil	0.90%	
Child Care Plan - Study	3 years	1 year		0.30%	0.75%	0.75%	1.05%	Nil	Nil	1.05%	
Long Term Plan	1 month			Nil	0.70%	0.70%	0.70%	Nil	Nil	0.70%	
Short Term Plan	7 Days			Nil	0.80%	0.60%	0.80%	Nil	Nil	0.80%	
Dynamic Accrual Plan	1 year			Nil	0.90%	0.90%	0.90%	Nil	Nil	0.90%	
Dynamic Bond Fund	3 Months			Nil	0.60%	0.60%	0.60%	Nil	Nil	0.60%	
Income Opportunities Fund	6 Months			Nil	0.40%	0.40%	0.40%	Nil	Nil	0.40%	
Equity - Arbitrage Fund	1 month			Nil	0.40%	0.30%	0.40%	Nil	Nil	0.40%	
Regular Gold Savings Fund	15 months			Nil	0.40%	0.40%	0.40%	Nil	Nil	0.40%	
Nifty Next 50 Index Fund	7 Days			Nil	0.40%	0.40%	0.40%	Nil	Nil	0.40%	
Nifty Index Fund		Nil		Nil	0.30%	0.30%	0.30%	Nil	Nil	0.30%	
Long Term Gilt Fund				Nil	0.60%	0.60%	0.60%	Nil	Nil	0.60%	
Short Term Gilt Fund				Nil	0.40%	0.40%	0.40%	Nil	Nil	0.40%	
Gilt Treasury Plan - PF Option				Nil	0.40%	0.40%	0.40%	Nil	Nil	0.40%	
Gilt Investment Plan - PF Option				Nil	0.25%	0.15%	0.25%	Nil	Nil	0.25%	
Banking & PSU Debt Fund				Nil	0.30%	0.25%	0.30%	Nil	Nil	0.30%	
Constant Maturity Gilt Fund	7 Days				Nil	0.25%	0.25%	0.25%	Nil	Nil	0.25%
Ultra Short Term Plan					Nil	0.20%	0.20%	0.20%	Nil	Nil	0.20%
Savings Fund				Nil	Nil	0.80%	0.50%	0.80%	Nil	Nil	0.80%
Savings Fund - Medical Advantage Feature					Nil	0.75%	0.50%	0.75%	Nil	Nil	0.75%
Flexible Income Plan		Nil			0.05%	0.05%	0.05%	Nil	Nil	0.05%	
Money Market Fund		Nil			0.15%	0.025%	0.15%	Nil	Nil	0.15%	
Liquid Plan				Nil	0.025%	0.025%	0.025%	Nil	Nil	0.025%	

SIP-STP Applications - "Commission on Sales" & "Trail" brokerage would be same as normal purchase application. SIP/STP registered at B 15 Location will get respective additional payout on per installment basis. Subject to revision on prospective basis.

For all Switches - "Commission on Sales" and / or Trail brokerage would be as normal purchase application (excluding switch between plans / options)

\*Special Incentive Contest for Equity Schemes - Additional "Commission on Sales" is applicable for fresh mobilization, Switches (excluding switch between plans / options) & SIP / STP application registered during the contest period 1st April to 30th June 2017.

\*Special Incentive Contest for Regular Saving Fund, Corporate Bond Fund, Monthly Income Plan & MIP 25 - Additional "Commission on Sales" is applicable for fresh mobilization, Switches (excluding switch between plans / options).

Any "Commission on Sales" brokerage paid on mobilization through dividend transfer into a scheme are subject to claw back as applicable to "Commission on Sales" brokerage paid on mobilization through normal lumpsum purchase

^ "Commission on Sales" & "Special Incentive Contest" is subject to proportionate claw back incase of outflows (Redemption, Switch (including between plans / options), Systematic withdrawal plan) with in the stated period from the date of investments. Stated period for All above schemes are mentioned in "Clawback Period" column.

§ "Additional payout for B-15 Business" will be completely clawed back / recovered from future brokerage payments in case the investment is redeemed / Switched Out / Systematically Transferred within 1 year from date of investment.

"B - 15" cities are cities other than Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad (including Secunderabad), Baroda, Panajim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh collectively referred to as "T - 15" cities. NRI investments will be considered as T-15 investments for the purpose of brokerage payment

Terms: The transactions will be subject to terms and conditions as mentioned in the Scheme Information Document (SID) & Statement of Additional Information (SAI) and shall be binding on the distributor. The Commission mentioned hereinabove is solely payable to AMFI/NISM certified distributors and can be changed by the AMC at its sole discretion without any prior intimation or notification. The Commission given above is inclusive of all taxes/charges/levy on these arrangements/transactions. The taxes shall be borne by the distributor and the same shall be deducted at the time of payment of commission at the applicable rates. The AMC shall not be responsible for any losses incurred by any one due to change in the Commission structure. The Commission shall be subject to clawback provisions, as applicable. The Distributor should abide by the code of conduct and rules/regulations laid down by SEBI and AMFI. Also, it is specifically mentioned that the Distributor will neither pass on or rebate Commission back to investors nor tempt them with rebate/gifts. The AMC will take disciplinary action against any Distributor who is found violating the rules, regulations and Code of conduct. The AMC reserves the right to suspend the Commission payable, if it is brought to our notice that the Distributor has violated the code of conduct and/or rules/regulations laid down by SEBI and AMFI. The Distributor shall disclose all commissions (including 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. The decision of AMC in all matters pertaining to the Commission will be final and binding in all respects on the Distributor. It would be deemed that the terms as stated in this communication have been accepted by you if you mobilise business subsequent to this communication. These terms are also applicable to all live structures including to the payment of trail commission where payable and all such commission are inclusive of all taxes/charges/levy. Further, AMC reserves right to revise trail commission in case there is change in regulation pertaining to fund related expenses.

**Mutual Fund investments are subject to market risks, read all scheme related documents carefully.**

**SIP/STP DRIVE - IFA**  
**Period: 1<sup>st</sup> April to 30<sup>th</sup> June 2017**



**SCHEME LIST** - ICICI Prudential Dynamic Plan, ICICI Prudential Focused Bluechip Equity Fund, ICICI Prudential Value Discovery Fund, ICICI Prudential Global Stable Equity Fund, ICICI Prudential Infrastructure Fund, ICICI Prudential Midcap Fund, ICICI Prudential Exports and Other Services Industries Fund, ICICI Prudential Banking & Financial Services Fund, ICICI Prudential Balanced Fund, ICICI Prudential FMCG Fund, ICICI Prudential Technology Fund, ICICI Prudential Multicap Fund, ICICI Prudential Top 100 Fund, ICICI Prudential Balanced Advantage Fund, ICICI Prudential US Bluechip Equity Fund, ICICI Prudential Select Large Cap Fund, ICICI Prudential Indo Asia Fund, ICICI Prudential Dividend Yield Equity Fund, ICICI Prudential Child Care Plan - Gift Plan, ICICI Prudential Long Term Equity Fund (Tax Saving), ICICI Prudential Monthly Income Plan & ICICI Prudential MIP 25.

<b>"Commission on Sales" on SIPs &amp; STPs (for a minimum committed period of 3 years)</b>			
SIP/STP Application	Monthly Installment Amount	Up to 36 Installments	From 37 <sup>th</sup> Installment
Normal & Top-Up	Rs.2,000 to Rs.10,000	Advance "Commission on Sales" (Base+contest) for 36 months*	As per the base structure +contest
Normal & Top-up	< Rs.2,000 & > Rs.10,000	As per the base structure +contest	

\*e.g., Distributor earning 1.00% Commission on Equity Sales (Base+Contest) will be eligible to get following incentive structure in the form of Advance commission on sales.

<b>SIP/STP Monthly Installment amount</b>	<b>Advance commission on sales</b>
2,000	720
3,000	1,080
5,000	1,800
7,500	2,700
10,000	3,600

Note:

- SIP/STP registered for below 3 years tenure the base structure + contest would be applicable & will be paid per installment after receipt of SIP/STP installment. Advance "Commission on Sales" is not applicable.
- Trail Brokerage & "B 15 additional payout" would be applicable as per base structure & will be paid per installment after receipt of SIP/STP installment.

**Terms & Conditions:-**

- Brokerage / Incentive structure is applicable during contest Period only and will be paid in the subsequent brokerage cycle from the date of registration in the AMC record.
- "Advance Commission on Sales" incentive is applicable only for Monthly installments & for SIP/STP registered minimum tenure of 3 years and above & for monthly installment amount upto Rs.10,000/-.
- Special Incentive Contest pricing for ICICI Prudential Monthly Income Plan & ICICI Prudential MIP 25 is not applicable for Incentive calculation.
- In all the below cases total incentive paid will be deducted proportionately from future brokerage:
  - Payment Default or termination of SIP-STP due to any reason.
  - Discontinuation / Cancellation of SIP-STP by customer.
- SIP/STP registered at B15 Location will get respective additional payout on per installment basis. Subject to revision on prospective basis.

6. "Commission on Sales" is paid in advance for the entire stated period and is subject to proportionate claw back in case of outflows (Redemption, Switch (including between plans / options), Systematic withdrawal plan) within 12 months from the date of investments.
7. "B – 15" cities are cities other than Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad (including Secunderabad), Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh collectively referred to as "T – 15" cities. NRI business shall also consider as T 15 business.
8. "Additional payout for B-15 Business" will be completely clawed back / recovered from future Trail payments in case the investment is redeemed / Switched Out / Systematically Transferred within 1 year from date of investment."
9. The transactions will be subject to terms and conditions as mentioned in the Scheme Information Document (SID) & Statement of Additional Information (SAI) and shall be binding on the distributor. The Commission mentioned hereinabove is solely payable to AMFI/NISM certified distributors and can be changed by the AMC at its sole discretion without any prior intimation or notification. The Commission given above is inclusive of all taxes/charges/levy on these arrangements/transactions. The taxes shall be borne by the distributor and the same shall be deducted at the time of payment of commission at the applicable rates. The AMC shall not be responsible for any losses incurred by any one due to change in the Commission structure. The Commission shall be subject to clawback provisions, as applicable. The Distributor should abide by the code of conduct and rules/regulations laid down by SEBI and AMFI. Also, it is specifically mentioned that the Distributor will neither pass on or rebate Commission back to investors nor tempt them with rebate/gifts. The AMC will take disciplinary action against any Distributor who is found violating the rules, regulations and Code of conduct. The AMC reserves the right to suspend the Commission payable, if it is brought to our notice that the Distributor has violated the code of conduct and/or rules/regulations laid down by SEBI and AMFI. The Distributor shall disclose all commissions (including 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. The decision of AMC in all matters pertaining to the Commission will be final and binding in all respects on the Distributor. It would be deemed that the terms as stated in this communication have been accepted by you if you mobilise business subsequent to this communication. These terms are also applicable to all live structures including to the payment of trail commission where payable and all such commission are inclusive of all taxes/charges/levy. Further, AMC reserves right to revise trail commission in case there is change in regulation pertaining to fund related expenses.

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