SBI MUTUAL FUND
A partner for life.

SBI FUNDS MANAGEMENT PVT LTD

SIP/STP Incentive Structure – July to September 2015

All Equity and Balanced schemes (excluding no exit load funds, Index and Arbitrage Funds), Equity Savings Fund and MIP schemes

SIP/STP incentive structure applicable for SIP instalments of 36 months or more:

	1st 36 instalments		37th instalment onwards		B-15 incentive
SIP/STP instalment	Upfront brokerage %	Trail (pa)	Upfront	Trail (pa)	
1000 to <10000	Advance upfront brokerage for 36 months	As per the structure	As per the structure		As per the structure
10000 and above	As per the structure				

Terms & conditions:

- The above structure is valid for the period July to September 2015
- This additional incentive is available to only AMFI/NISM certified Distributor registered with SBI Funds Management Pvt Ltd
- The minimum SIP instalment should be Rs.1000 and the minimum tenure should be 36 months for eligibility of SIP incentive structure. Maximum SIP instalment should be Rs.10,000
- Personal investment of distributors will not be considered for any brokerage payment.
- Payment of incentives will be done as below:
  - Incentive for SIP/STP where monthly amount is between Rs.1,000 and Rs.10,000 and the tenure is for 36 months or more, payment will be made in advance for 36 months once the first instalment is processed. The payment will be done in the subsequent brokerage period.
  - Incentive for SIP/STP, where the monthly instalment is less than Rs.1000 or more than Rs.10000/- , will be paid as per the existing brokerage structure.
  - Incentive for SIP/STP, where the tenure of SIP instalment is less than 36 months, will be paid as per the existing brokerage structure.
  - B-15 incentive will be paid as per the existing structure.

- Recovery of SIP incentive:
    - Discontinuation of SIP/STP: In the event of SIP/STP being discontinued prior to committed tenure, the payment of incentive on such investments will be proportionately recovered from the distributor's future brokerage payments.

    - Redemption: Claw back rules applying in case of lump sum investments for any redemption within the claw back period will apply in case of SIP incentives also. Upfront brokerage paid will be proportionately recovered and B-15 incentive will be completed recovered from the future brokerage payments to the distributor.

- Multiple applications in the same scheme will be clubbed for the purpose of incentive calculation

- For any SIP/STP in schemes other than mentioned above, brokerage as per lump sum structure will be payable

- The transactions made during the period will be subject to terms and conditions as mentioned in the scheme information documents and addendums, if any published from time to time of the respective schemes and shall be binding on all participants

- All participants are required to adhere to the code of conduct and guidelines defined by SEBI / AMFI.

- Application forms with legible and valid ARN code will only be considered for the contest.

- SBI Funds Management Pvt Ltd reserves the right to change / cancel the special additional incentive at any point of time without any notice.

- Please note any marketing materials related to SBI Mutual Fund needs to have prior approval of SBI Mutual Fund.

Examples:

On investment:

For an SIP/STP of Rs.2000 for 5 years distributor would get 2000*36*0.50% = Rs.360 as upfront incentive and the balance as per structure.

On recovery:

For an SIP/STP of Rs.2000 for 5 years partner would get 2000*36*0.50% = Rs.360 as advance upfront incentive. If the SIP/STP is discontinued after 6 months, there would be a proportionate claw back of the amount paid for the balance period (360*30/36 = Rs.300)