



## LOAD & DISTRIBUTOR REMUNERATION STRUCTURE

1st October 2016 - 31st December 2016

Scheme Name Plan (For All Application Sizes)	Brokerage					Clawback Period in Months***	Exit Load
	Applicable to T15 & B15 Cities				Applicable Only to B15 Cities		
	Sales Incentive	Trail - First Year	Trail - Second Year	Trail - Third Year	Special Sales Incentive(Refer to terms & conditions for details)		
		Annual Paid Monthly	Annual Paid Monthly	Annual Paid Monthly			
BNP Paribas Equity Fund	Nil	1.50% p.a.	1.50% p.a.	1.50% p.a.	Nil	12	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 Mid Cap Fund	Nil	1.50% p.a.	1.50% p.a.	1.50% p.a.	Nil	12	
BNP Paribas Dividend Yield Fund	Nil	1.50% p.a.	1.50% p.a.	1.50% p.a.	Nil	12	
BNP Paribas Long Term Equity Fund	Nil	1.50% p.a.	1.50% p.a.	1.50% p.a.	Nil	36	3 year lock in
BNP Paribas Monthly Income Plan	Nil	1.00% p.a.	1.00% p.a.	1.00% p.a.	Nil	Nil	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	0.25%	1.00% p.a.	1.00% p.a.	1.00% p.a.	Nil	6	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 Bond Fund	Nil	0.70% p.a.	0.70% p.a.	0.70% p.a.	Nil	6	0.25% if redeemed/ switched out upto 15 days from the date of subscription /switch in , Nil if redeemed/ switched out after 15 days from the date of subscription/ switch in.
BNP Paribas Short Term Income Fund	0.20%	0.70% p.a.^	0.70% p.a.	0.70% p.a.	Nil	3	Nil
BNP Medium Term Income Fund Fund	Nil	1.00% p.a.	1.00% p.a.	1.00% p.a.	Nil	12	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 Government Securities Fund	Nil	0.65% p.a.	0.65% p.a.	0.65% p.a.	Nil	Nil	Nil
BNP Paribas Money Plus Fund	Nil	0.50% p.a.	0.50% p.a.	0.50% p.a.	Nil	Nil	Nil
BNP Paribas Overnight Fund	Nil	0.00% p.a.	0.00% p.a.	0.00% p.a.	Nil	Nil	Nil

Terms & Conditions as attached shall also be applicable. Brokerage rates are inclusive of all taxes. ^ 4th month onwards. # Upfront sales incentive is applicable upto single application of Rs 50,00,000, for any amount above that only trail commission of the same value will be paid.

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

No Sales Incentive will be paid for intra-scheme switches. In all other switch transactions, the sales incentive will be paid as per above subject to applicable exit loads

\*\*\*In case where there is no sales incentive the claw back shall not be applicable