

ARN-30846  
 INTERNATIONAL MONEY MATTERS PRIVATE LIMITED  
 PHOENIX PRIMUS, 590, 1ST FLOOR  
 12TH MAIN HAL 2ND STAGE, BANGALORE - 560038

Dear Sir / Madam,

**Re : Preferred Distribution Agreement - 01-Oct-2019 - 31-Dec-2019**

The specifics of the fee structure arrangement between Sundaram Mutual Fund and INTERNATIONAL MONEY MATTERS PRIVATE LIMITED for the period 01-Oct-2019 - 31-Dec-2019 is as follows

**i) Equity Schemes - Lumpsum Investments:**

Fee Structure - T30 Cities

Product	Year-1 Trail(%)	Year-2 Trail(%)	Year-3 Trail(%)	Year-4 Onwards(%)
<b>CATEGORY A</b>				
Sundaram Fin. Services Opps Fund	1.75	1.75	1.75	1.75
Sundaram Equity Savings Fund	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>				
Sundaram Infrastructure Advantage	1.50	1.50	1.50	1.50
Sundaram Equity Fund	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>				
Sundaram Equity Hybrid Fund	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	1.30	1.30	1.30	1.30
Sundaram Services Fund	1.30	1.30	1.30	1.30
Sundaram Select Focus	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>				
Sundaram Mid Cap Fund	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	1.05	1.05	1.05	1.05
Sundaram Rural And Consumption Fund	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>				
Sundaram Smart Nifty 100 Equal Weight Fund	0.40	0.40	0.40	0.40

Fee Structure - B30 Cities

Product	ARI(%)	Year-1 Trail(%)	Year-2 Trail(%)	Year-3 Trail(%)	Year-4 Onwards(%)
<b>CATEGORY A</b>					
Sundaram Fin. Services Opps Fund	2.00	1.75	1.75	1.75	1.75
Sundaram Equity Savings Fund	2.00	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>					
Sundaram Infrastructure Advantage	2.00	1.50	1.50	1.50	1.50
Sundaram Equity Fund	2.00	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>					
Sundaram Equity Hybrid Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Services Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Select Focus	2.00	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	2.00	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>					
Sundaram Mid Cap Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Rural And Consumption Fund	2.00	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>					
Sundaram Smart Nifty 100 Equal Weight Fund	0.00	0.40	0.40	0.40	0.40

**Additional Trail on LUMPSUM Investments :**

Fund Category	Period	Additional Trail
Category A, B & C	Oct - Dec 2019	0.15% bps

**ii) Equity Schemes - SIP Investments:**
Fee Structure - T30 Cities

Product	Year-1 Trail(%)	Year-2 Trail(%)	Year-3 Trail(%)	Year-4 Onwards(%)
<b>CATEGORY A</b>				
Sundaram Fin. Services Opps Fund	1.75	1.75	1.75	1.75
Sundaram Equity Savings Fund	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>				
Sundaram Infrastructure Advantage	1.50	1.50	1.50	1.50
Sundaram Equity Fund	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>				
Sundaram Equity Hybrid Fund	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	1.30	1.30	1.30	1.30
Sundaram Services Fund	1.30	1.30	1.30	1.30
Sundaram Select Focus	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>				
Sundaram Mid Cap Fund	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	1.05	1.05	1.05	1.05
Sundaram Rural And Consumption Fund	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>				
Sundaram Smart Nifty 100 Equal Weight Fund	0.40	0.40	0.40	0.40

Fee Structure - B30 Cities

Product	ARI(%)	Year-1 Trail(%)	Year-2 Trail(%)	Year-3 Trail(%)	Year-4 Onwards(%)
<b>CATEGORY A</b>					
Sundaram Fin. Services Opps Fund	2.00	1.75	1.75	1.75	1.75
Sundaram Equity Savings Fund	2.00	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>					
Sundaram Infrastructure Advantage	2.00	1.50	1.50	1.50	1.50
Sundaram Equity Fund	2.00	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>					
Sundaram Equity Hybrid Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Services Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Select Focus	2.00	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	2.00	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>					
Sundaram Mid Cap Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Rural And Consumption Fund	2.00	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>					
Sundaram Smart Nifty 100 Equal Weight Fund	0.00	0.40	0.40	0.40	0.40

**Additional Trail on fresh S. I. P's :**

We are happy to offer additional trail for 3 years from the date of investment on fresh Systematic Investments registered during 01-Oct-2019 to 31-Dec-2019 as follows :

Fund Category	Frequency	Min. Tenure	Min. Ticket Size	Additional Trail
Category A, B & C	Monthly	3 years	Rs. 2000/-	0.15%

Other Fixed Income Schemes - Lumpsum & SIP: T30 & B30 Cities

Product	Year-1 Trail(%)	Year-2 Trail(%)	Year-3 Trail(%)	Year-4 Onwards(%)
<b>Hybrid Funds</b>				
Sundaram Debt Oriented Hybrid Fund	1.20	1.20	1.20	1.20
<b>Debt Funds</b>				
Sundaram Medium Term Bond Fund	1.20	1.20	1.20	1.20
Sundaram Short Term Debt Fund	0.90	0.90	0.90	0.90
Sundaram Corporate Bond Fund	0.20	0.20	0.20	0.20
Sundaram Banking & Psu Debt Fund	0.20	0.20	0.20	0.20
Sundaram Money Market Fund	0.10	0.10	0.10	0.10
<b>Fund of Funds</b>				
Sundaram Global Advantage Fund	0.20	0.20	0.20	0.20
<b>Liquid &amp; Short Term Funds</b>				
Sundaram Money Fund	0.10	0.10	0.10	0.10
Sundaram Low Duration Fund	0.90	0.90	0.90	0.90
Sundaram Short Term Credit Risk Fund	1.20	1.20	1.20	1.20
Sundaram Overnight Fund	0.10	0.10	0.10	0.10
Sundaram Ultra Short Term Fund	0.75	0.75	0.75	0.75

**Terms and Conditions:**

- The attached brokerage structure is applicable for the period 01-Oct-2019 to 31-Dec-2019. However, Sundaram Asset Management Ltd. reserves the right to change the Brokerage Rates / Incentives in the intermittent period in the event of Regulatory changes / Industry practices.
- #Annualised Retention Incentive (ARI) refers to the quantum of additional trail brokerage payable on fresh mobilization in B30 cities. In the event of redemption / without within one year from the date of investment the ARI paid to you will be completely recovered /clawed back /set off from any payment due to you The ARI brokerage is payable as trail for one year from the date of investment.
- T-30 refers to TOP 30 cities provided by AMFI / SEBI & B-30 refers to the cities beyond TOP-30 cities referred in AMFI / SEBI guidelines.
- In the event premature closure of SIP / STP, advance on New SIP (if applicable ) will be recovered from the subsequent pay-outs.
- Sundaram Asset Management Company Limited reserves the right to change the brokerage / incentive without prior intimation.
- The above compensation structure is inclusive of all applicable taxes and levies (if any). The brokerage payment is subject to receipt of statutory documents and filing (&not limited to) and invoices, within a reasonable period of time.
- This letter supersedes any other incentive/ brokerage communication issued earlier for the above period.
- AMC reserves the right to make prospective changes to the structure including trail on existing assets. In the event of unavoidable reduction in expenses due to regulatory / other reasons,the perpetual trail may undergo change.
- For all SIP/STP investments, other than new SIP/STP, brokerage on Lumpsum investments applies, If not specifically conveyed.
- Direct Plan (Lump sum & SIP Investments):
  - No brokerage is payable on purchases/ switches into direct plans.
  - Switches from regular plan(s) into Direct Plan(s) will be subject to proportionate or complete clawback as per the guidelines governing clawback.

Looking forward to your support in our products,

Yours sincerely,

Sd/-

**Sunil Subramaniam**  
**Managing Director**

*Note : 'This is a computer generated document. No signature is required'*