CANARA ROBECO

LOAD AND BROKERAGE STRUCTURE FOR LUMPSUM & SIP/STP INVESTMENTS (1st APRIL 2018 – 30th APRIL 2018)					
A	B	C	D	E	F
Product	Exit Load Structure				
	NIL load after the stated load period against each product	Total Upfront Fees	Trail Year 1 onwards	Total Payout for 1st Year	Additional Upfront for B-30 ONLY
EQUITY FUNDS					
Canara Robeco Equity Diversified	1.00% if redeemed within 1 year	0.00%	1.50%	1.50%	1.75%
Canara Robeco Large Cap+	1.00% if redeemed within 1 year	0.00%	1.60%	1.60%	1.75%
Canara Robeco Infrastructure	1.00% if redeemed within 1 year	0.00%	1.60%	1.60%	1.75%
Canara Robeco Emerging Equities	1.00% if redeemed within 1 year	0.00%	1.40%	1.40%	1.75%
Canara Robeco Balance	1.00% if redeemed within 1 year	0.00%	1.50%	1.50%	1.75%
Canara Robeco FORCE	1.00% if redeemed within 1 year	0.00%	1.60%	1.60%	1.75%
Canara Robeco Equity Tax Saver	3 year lock in	0.00%	1.40%	1.40%	1.75%
DEBT FUNDS					
Canara Robeco Income	1.00% if redeemed within 1 year	0.00%	1.30%	1.30%	0.00%
Canara Robeco Monthly Income Plan	1.00% if redeemed within 1 year	0.00%	1.50%	1.50%	1.00%
Canara Robeco Indigo Fund	1.00% if redeemed within 1 year	0.00%	1.50%	1.50%	0.00%
Canara Robeco Yield Advantage Fund	Nil	0.00%	0.75%	0.75%	0.00%
Canara Robeco Dynamic Bond Fund	0.50% if redeemed within 6 months	0.00%	1.20%	1.20%	0.00%
Canara Robeco Short Term Fund	0.25% if redeemed/switched out within 60 days from the date of allotment.	0.00%	0.60%	0.60%	0.00%
Canara Robeco Medium Term Opportunities Fund	1.00% if redeemed within 1 year	0.00%	0.70%	0.70%	0.00%
Canara Robeco Gold Savings Fund	2.00% if redeemed within 1 year	0.00%	0.15%	0.15%	0.00%
Canara Robeco Gilt PGS	Nil	0.00%	0.75%	0.75%	0.00%
Canara Robeco Savings Plus Fund	Nil	0.00%	0.30%	0.30%	0.00%
MONEY MARKET FUNDS					
Canara Robeco Treasury Advantage-Regular Plan	Nil	0.00%	0.55%	0.55%	0.00%
Canara Robeco Liquid-Regular Plan	Nil	0.00%	0.01%	0.01%	0.00%
Subject to changes in exit load to be effective prospectively					

UPFRONT BROKERAGE & B-30 INCENTIVE CLAWBACK CLAUSE:

1) For Upfront in column C: (Clawback on PROPORTIONATE BASIS is applicable) In case the investment is redeemed/Switched out/STP Out within the exit load period..

2) Additional Upfront payable for B-30 locations in Column F Subject to FULL clawback In case the investment is redeemed/Switched out/STP Out within ONE YEAR OR within the exit load period whichever is later.

PLEASE REFER TO SERIAL NO. 3A, 3B & 3C OF TERMS & CONDITIONS FOR DETAILS ON THE CLAWBACK CLAUSES

Brokerage Structure is inclusive of all Taxes.

Brokerage payable on Switches:

"For switch out from one Equity / Balance/Debt Schemes to another Equity / Balance/Debt Schemes, applicable exit load shall be charged and hence the applicable brokerage rates including Transaction fees are payable in switch in schemes."

- **SIP/STP Brokerage: Effective May 1, 2015, The brokerage structure given for SIP/STP transaction is as per SIP/STP Trade Date**

Terms and Conditions – Brokerage Structure 1st Apr 2018 to 30th Apr 2018

1. General:

- **Brokerage payment will be made through DC/NEFT only.** For distributors whose complete bank mandates are **NOT** available, please furnish the bank mandate along with a cancelled cheque or a copy of cheque at the earliest for Direct Credit / NEFT transfer of brokerages. We encourage you to opt for the Direct Credit/NEFT mode of payment so that you receive your brokerage faster & more efficiently. If correct or complete bank details are not furnished, in such a scenario brokerage payout will be released annually in the month of March every year and the threshold limit will be Rs. 50/- for payment in Physical Mode (Pay order/DD) annually. Brokerage Statement shall also be sent by email only.
- The brokerage structure mentioned herein is solely payable to AMFI certified distributors. This brokerage structure applicable only to Empanelled distributors of Canara Robeco Mutual Fund.
- **Upfront:** This is paid in arrears at the end of each month and is computed on the investment value.
- The annualized (trail) brokerage will be computed on the outstanding Average AUM and paid monthly.
- Canara Robeco Mutual Fund reserves the right to change, withdraw and / or amend, the above mentioned terms and conditions without any prior notice.
- Canara Robeco Mutual Fund reserves the right not to pay upfront/trail or whatsoever commission on any transaction / application, at its sole discretion.
- Canara Robeco Mutual Fund reserves the right to change the brokerage structure at any time. This modified structure will be applicable for future mobilizations from the effective date, which will be intimated to you.
- The commission structure mentioned above is subject to prevailing regulations and guidelines.
- Please refer to the latest applicable Exit load and Scheme related documents of the respective schemes.
- For switch out from one Equity / Balance/Debt Schemes to another Equity / Balance/Debt Schemes, applicable exit load shall be charged and hence the applicable brokerage rates including Transaction fees are payable in switch in schemes.
- For payment of special/additional/campaign/annual tie up incentives, if any, the inflows in New Fund Offers during the year or financial year shall not be considered.
- **Brokerage Structure is inclusive of all Taxes.**
- **SIP/STP Brokerage: Effective May 1, 2015, The brokerage structure given for SIP/STP transaction is as per SIP/STP Trade Date**
- "Central Distributor Services" became operational w.e.f Jan 15, 2013. Static distributor details like: Change of Address/Self Declaration/Renewal/Contact details must be submitted to AMFI Unit of CAMS or CAMS Service Centre and not to individual AMCs/R&TAs.

2. T-30-& B-30 Locations: Please refer AMFI Website for updated T-30 Cities.

3. Recovery/Clawback on Brokerage Paid:

A. **For Upfront Brokerage Structure common for T-30 & B-30 (as payable in Column C):** The Upfront Brokerage paid to a Distributor will be recovered from the distributor on a pro-rata basis (depending on the number of days for which the investment has stayed), if the money for which such upfront brokerage was paid is redeemed/ switched out to any other scheme or the Direct Plans before the completion of the Exit Load period of the respective scheme (viz scheme for which the upfront brokerage was originally paid). The rates for the Upfront Brokerage payable are stated in Column (C).

B. **For Additional Brokerage Structure paid in B-30 Only (as payable in Column F):** The Additional Upfront for B-30 , that is applicable for investments Beyond T- 30 Cities ONLY is subject to **Full Recovery** of the additional brokerage and it will be done in case the investor redeems, switches out to any other schemes or the Direct Plan, before the completion of **ONE YEAR or the EXIT LOAD period whichever is later** from the date of investment. The rates for the Additional B-30 Upfront are stated in Column (F).

C. In case the Brokerage payable to the Distributor is insufficient to cover the Recovery amount, an intimation will be sent to the Distributor asking him to refund the money to the AMC. In case the Distributor does not pay the money within 1 month from the date of the receipt of the notice, the AMC will approach AMFI for the resolution of the same.

4. KYC Norms:

- With effect from 1st January 2012, KYC is mandatory for ALL investors (including existing investors/joint holders and MICRO SIP investors) who wish to make fresh / additional investments in Mutual Funds, irrespective of the amount of investment.
- As per new KYC norms applicable from 1st January, 2012, the distributors (ARN holder) who are KYD compliant are authorised to conduct KYC (In-Person Verification on new KYC Form) only of their "own clients".
- The distributors, who are KYD compliant, would be responsible for any acts and omissions, by their KYD compliant sub - distributors, in conducting KYC of their clients (i.e. the clients of the sub-distributors).
- With effect from 1st April, 2011, Investors / Guardian investing on behalf of minor has to provide additional documents.

5. Suspension of Payment of Commission:

- *Please note*: As per AMFI Circular No. 35P/ MEM-COR/ 13/ 10-11 August 27, 2010 on Know Your Distributor (KYD) norms, existing distributors are required to comply with the KYD requirement by March 31, 2011. The payment of commission/ incentive payable in respect of business canvassed from April 1, 2011, by the distributors who have not complied with KYD will be withheld. The commission shall be released only after confirming the compliance of KYD requirements by such distributors.
  As per AMFI guidelines, we are required to suspend the payment of commission to the ARN holders whose validity is expired and not renewed as per AMFI stipulated timelines. Effective 01st January, 2012 on non-renewal of ARN, it would attract the following:
- Upfront / trail commission accrued till the date of expiry of ARN will be released in the next payment cycle.
- The payment of all upfront / trail commission accrued after the date of expiry of ARN, will be suspended from the date of expiry of the ARN.
- Any business done after the expiry of ARN and before renewal of ARN will be treated as invalid business and no upfront / trail is payable on such business.
- If the ARN is renewed within six months from the date of expiry of ARN, then the suspended upfront / trail commission will be released.
- If the ARN is renewed after six months from the date of expiry of ARN, then suspended upfront / trail commission, as mentioned above, will not be paid and the same will be forfeited/ written off.
- Upfront and trail commission on business done after the renewal of the ARN can be released.
- The above new norms are applicable for the ARNs which are renewed after 1st January, 2012.

Please note as per SEBI/AMFI guidelines all the empanelled ARN holders have to submit a 'Declaration of Self Certification' (DSC) within three months of the end of the Financial Year i.e. by June 30. (DSC should be dated any day after the financial year end). Therefore by regulation, we will be forced to keep the brokerage payment on hold with respect to the distributors who have not submitted 'Self Declaration'. Kindly comply at the earliest if you haven't done so already.

6. Guidelines on Implementation of Employee Unique Identification Number (EUIN):
Employee Unique Identification Number (EUIN) is being allotted and maintained by AMFI unit of CAMS.
Necessary communication has been sent by AMFI to all the distributors.

- **Clarification AMFI Best Practice Guidelines Circular No. 46/ 2014-15 – Deferment of forfeiture of brokerage due to EUIN non-compliance**
  I. Forfeiture of brokerage due to EUIN non-compliance : Provisions of forfeiture of brokerage will be applicable to transactions on or after April 1, 2014.
  For transactions upto March 31, 2014, AMCs may release brokerage to distributors who fulfill the EUIN compliance requirements, albeit after the remediation period applicable to the transactions. II. Remediation period for EUIN :The remediation period of 30 days from the date of transaction will be applicable for transactions after June 30, 2014 as well.
- Requirement of EUIN or declaration is implemented from 1st June, 2013, if any application is submitted without mentioning EUIN or declaration till 31/03/2014, brokerage on such applications is to be kept on hold and the same can be released immediately after completion of EUIN remediation. However, for the transactions done on or after 01st April, 2014, if the applications are submitted without mentioning EUIN or declaration, in such cases, EUIN remediation is to be completed within 30days period, failing which the withheld brkg shall be reversed and brkg payable on such cases shall be forfeited.
- EUIN is applicable to Sales Persons of Corporate Distributors (Non-Individual ARN Holders) only. EUIN is also applicable for IFAs and Special Cadre Distributors.
- Individual or Sole Proprietorship ARN Holders are required to intimate AMFI-unit of CAMS in case they employ any Sales Person for selling mutual fund products so that EUIN could be allotted to them.
- EUIN is a unique number allotted to each Sales Person holding a valid NISM certificate and associated with an ARN holder.
- Distributors need to inform AMFI-unit of CAMS in case of any changes in the Sales Persons from time to time.
- **Provision made in the application/Transaction Forms for affixing EUIN and the same is uploaded on Canara Robeco website.**
- EUIN capturing is implemented effective 07 Jan, 2013.
- **All the distributors are advised to use new application/transaction forms.**
- EUIN is required to be mentioned in respect of Purchases, Switches, SIP / STP Registrations.
  The implementation of mentioning the EUIN on each transaction/application and withholding commission for non compliance of EUIN is to be strictly implemented from 01-06.2013.

The commission would continue to be withheld for distributors who are yet to submit their list of sales persons to AMFI unit of CAMS for registration and obtaining EUIN.

7. Implementation of Know Your Customer ("KYC") requirements from effective date.
(A) Non-individual Investors shall mandatorily provide Ultimate Beneficial Ownership ("UBO")* details at the time of creation of new folio/account.
*Pursuant to SEBI Circular No. CIR/ISD/AML/3/2010 dated December 31, 2010 UBO means the natural person or persons who ultimately own, control or influence a client and/or persons on whose behalf a transaction is being conducted, and includes those persons who exercise ultimate effective control over a legal person or arrangement.
(B) Investors should mandatorily provide additional KYC information such as Income details, occupation, Net worth etc. as mentioned in the "Application Form" at the time of creation of new folio/account. The Application Form(s) are available at the Investor Service Centres and on the website of the Canara Robeco Mutual Fund (www.canararobeco.com).
(C) For "KYC- on Hold" cases, investors need to submit missing information or update pending KYC related information with the Fund/Registrar and Transfer Agent/KYC Registration Agency to enable the Fund/AMC to process valid purchase/additional purchase/switch transactions request in the Schemes of the Fund received on or after the Effective Date. However, the investors enrolled under Systematic Investment Plan ("SIP"), Systematic Transfer Plan ("STP"), Dividend Transfer Plan Facility ("DTP") etc. registered till Oct 31,15 will be continued to be processed. The said clause is applicable for both new as well as existing investors.

EFFECTIVE FROM 1st JANUARY 2016:
(A) For existing non-individual investors it shall be mandatory to update the beneficiary ownership details in order to continue to make additional subscriptions (including switches) in their existing folios/accounts. (B) For existing investors it shall be mandatory to provide/update additional KYC details (not furnished
to KRAs) as prescribed in "Application Form". (C) For existing investors it shall be mandatory to provide the missing information, and complete IPV in order to continue to make additional subscriptions (including switches) in their existing folios.

8. Implementation of Foreign Account Tax Compliance Act ("FATCA") and Common Reporting Standards ("CRS") requirements: Pursuant to applicable provisions of Income Tax Act read with the Rules made there under, SEBI circular dated August 25, 2015 and the Best practice circular issued by AMFI, all investors are required to ensure that: (A) Effective from November 01, 2015, Investors shall be required to mandatorily furnish the details
and declarations as per the FATCA/CRS provisions for all new folios/account. (B) For all new folios/accounts opened from July 01, 14 to 31Oct,2015 and certain pre existing folios/accounts satisfying the criteria specified in the applicable regulations/guidelines, the investors need to submit the details and declarations as per the FATCA/CRS provisions on or before Dec 31, 15.

The AMC reserves the right to reject the application in case the applicant/investor fails to submit information and/or documentation as mentioned above.

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