

Brokerage and Load Structure
Effective from January 01, 2014 to March 31, 2014

		Brokerage Structure									Load Structure		
Name of the Scheme	Amount	T15 Cities				Other than T15 Cities					Minimum Investment Amount	Exit Load	
		Distribution Incentive (please refer@)	Trail Year 1 (%) (p.a.) (A.P.M.)*	Trail Year 2 (%) (p.a.) (A.P.M.)*	Trail Year 3 onwards (%) (p.a.) (A.P.M.)*	Special Incentive (%) (please refer@)	Distribution Incentive (please refer@)	Trail Year 1 (%) (p.a.) (A.P.M.)*	Trail Year 2 (%) (p.a.) (A.P.M.)*	Trail Year 3 onwards (%) (p.a.) (A.P.M.)*			
Equity Schemes													
Axis Equity Fund	Not Applicable	NIL	1.10	1.10	1.10	1.50	NIL	1.10	1.10	1.10	Please Refer \$	1.00% if redeemed / switched out within 1 year from the date of allotment	
Axis MidCap Fund	Not Applicable	NIL	1.10	1.10	1.10	1.50	NIL	1.10	1.10	1.10		Please Refer \$\$	
Axis Focused 25 Fund	Not Applicable	NIL	1.10	1.10	1.10	1.50	NIL	1.10	1.10	1.10			
Hybrid Schemes / Income Schemes with Equity Exposure													
Axis Income Saver	Not Applicable	NIL	1.10	1.10	1.10	1.50	NIL	1.10	1.10	1.10	Please Refer \$	1.00% if redeemed / switched out within 2 years from the date of allotment	
Axis Triple Advantage Fund	Not Applicable	NIL	1.10	1.10	1.10	1.50	NIL	1.10	1.10	1.10			
ELSS Scheme													
Axis Long Term Equity Fund	Not Applicable	NIL	1.10	1.10	1.10^	1.50	NIL	1.10	1.10	1.10^	Rs. 500/- for Lumpsum & SIP #	NIL	
Debt Schemes													
Axis Income Fund	Not Applicable	NIL	1.00	0.50	0.50	NIL	NIL	1.00	0.50	0.50	Please Refer \$	1.00% if redeemed / switched out within 1 year from the date of allotment	
Axis Dynamic Bond Fund	Not Applicable	NIL	1.00	0.50	0.50	NIL	NIL	1.00	0.50	0.50		1.00% if redeemed / switched out within 6 months from the date of allotment	
Axis Short Term Fund	Not Applicable	NIL	1.00	0.50	0.50	NIL	NIL	1.00	0.50	0.50		0.50% if redeemed / switched out within 89 days from the date of allotment	
Axis Banking Debt Fund	Not Applicable	NIL	0.15	0.15	0.15	NIL	NIL	0.15	0.15	0.15		0.25% if redeemed / switched out within 1 month from the date of allotment	
Axis Treasury Advantage Fund	Above Rs.5 Cr Less than or equal to Rs.5 Cr	NIL NIL	0.40 0.75	0.15 0.25	0.15 0.25	NIL NIL	NIL NIL	0.40 0.75	0.15 0.25	0.15 0.25		NIL	
Gilt Scheme													
Axis Constant Maturity 10 Year Fund	Not Applicable	NIL	0.25	0.25	0.25	NIL	NIL	0.25	0.25	0.25	Please Refer \$	NIL	
Gold Fund													
Axis Gold Fund	Not Applicable	NIL	1.00	0.50	0.50	NIL	NIL	1.00	0.50	0.50	Please Refer \$	1.00% if redeemed / switched out within 1 year from the date of allotment	
Liquid Scheme													
Axis Liquid Fund	Not Applicable	NIL	0.05	0.05	0.05	NIL	NIL	0.05	0.05	0.05	Please Refer \$	NIL	

A.P.M.* - Annualized Payable Monthly
 \$ Minimum Investment Amount - For Lump sum Investment: Rs. 5000 and for SIP#: Rs. 1000
 # SIP refers to Systematic Investment Plan
 ^ Trail for Axis Long Term Equity Fund from Year 4 onwards will be 1.10%
 @ Distribution Incentive and Special Incentive shall be paid on annualised basis
 \$ - Exit Load
 \$ - Exit Load

Axis Mid Cap Fund, Axis Focused 25 Fund
 3% if units are redeemed/switched out upto 6 months from the date of allotment, 2% if units are redeemed/switched out after 6 months and upto 12 months from the date of allotment and 1% if units are redeemed/switched out after 12 months and upto 24 months from the date of allotment

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Notes:

A. General:

1. This is further to your empanelment with Axis Asset Management Company Limited.
2. All incentives (and any other promotional incentive) outlined in the table above are applicable for the period 01st January,2014 to 31st March,2014. However, Axis Asset Management Company Limited (AAMC) reserves the right to change the applicable Brokerage Rates as it may deem fit - Distribution Incentive/ Special incentive in the intermittent period in case of Regulatory Changes / Change in Industry practices in respect to payment of Brokerage on Funds or due to any other circumstances which AAMC may think fit.
3. Top 15 cities refers to Top 15 Cities provided by AMFI & Beyond 15 cities refers to all the cities beyond the Top 15 cities. The list of Top 15 cities currently is: Ahmedabad, Bangalore, Baroda, Chandigarh, Chennai, Hyderabad, Jaipur, Kanpur, Kolkata, Lucknow, Mumbai(Including Thane & Navi Mumbai), New Delhi(including NCR), Panjim, Pune and Surat. However the list is subject to change as and when AMFI/SEBI notify the same.

4. Recovery of Special Incentive Paid: Given the changes in the Regulations w.e.f. October 1, 2012, a new clause of recovery of special incentive paid to the distributor is being introduced in the following manner:

- a. The special incentive paid to a distributor will be recovered **in full** from the distributor, if the investment (for which such Special incentive was paid) is redeemed (any change in broker code shall be considered as redemption) before the completion of one year (365/366 days as the case may be) for such scheme/ investment.
- b. The Recovery will be made from the brokerage payable to the distributor for the month in which redemption has been made. E.g. If the redemption has been made in the month of October '12, the recovery will be made from the Brokerage payable for the month of October '12 in November '12.
- c. In case the Brokerage payable to the distributor is insufficient to cover the recovery amount, the recovery will be tried for three consecutive months. In case the recovery is still not possible, a demand notice 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 AAMC will approach AMFI for the resolution of the same or initiate the required corrective action including legal proceedings as it may deem fit.

RECOVERY OF THE SPECIAL INCENTIVE WILL BE AT THE ARN LEVEL AND NOT AT THE SCHEME LEVEL.

5. Computation of payment of Distribution and Special Incentive

Distribution and Special incentive will be paid as follows :

For all schemes except Axis Short Term Fund and Axis Dynamic Bond Fund, calculations for brokerage payable will be done by computing the actual brokerage payable for the number of days from date of investment to date of redemption. Date of redemption will be excluded in this computation. Total number of days in a calendar year to be taken as 365/366 as the case may be. Payment shall be made on a monthly basis for the relevant number of days.

For Axis Short Term Fund and Axis Dynamic Bond Fund, calculations for brokerage payable will be done by computing the actual brokerage payable for the number of days from date of investment to date of redemption. Date of redemption will be excluded in this computation. For Axis Short Term Fund and Axis Dynamic Bond Fund, total number of days shall be as per the exit load period. Payment shall be made on a monthly basis for the relevant number of days.

The trail outlined as First Year will be paid from the date of allotment of the units till the end of 1st year from the date of allotment, provided the Assets remain invested in the fund. Similarly, the Second Year trail will be paid from the beginning of the second year from the date of allotment of the units till the end of the 2nd year, provided the Assets remain invested in the fund. The Third Year onwards trail will be paid from the beginning of the 3rd year from the date of the allotment till such time that the Assets, to which the trail relates to, remain invested in the fund. The trail payments will be made in each year as outlined above, provided that the Total Expense Ratio and / or Brokerage payment from the relevant fund remain unchanged as applicable on the date of the brokerage structure and on the date of actual allotment of units for which the appropriate additional incentive (FYT / SYT / TYT onwards) is payable. The AMC reserves the right to review these rates and make changes as appropriate including in the event where the total expense ratio changes at a later date. The Distributor may or may not be intimated of any changes, to the computation/ payment of trail.

THE DISTRIBUTOR AGREES THAT SOURCING OF FUNDS AFTER OCTOBER 01, 2012 FOR AXIS MUTUAL FUND SCHEME(S) AFTER RECEIPT OF THIS BROKERAGE STRUCTURE INCLUDING THE ABOVE REFERRED TERMS AND CONDITIONS SHALL BE CONSTRUED AS AN AGREEMENT OF HIS/HER/ITS ACCEPTANCE OF THE TERMS AND CONDITIONS.

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B. Statutory/ AMFI Regulations

- 1) The commission structure communicated by the AAMC from time to time is all inclusive i.e. inclusive of any cess, charges, taxes, etc. that may be applicable to the Distributor and eligible for all the statutory deductions, including Income Tax, Service Tax, etc.
 - 2) Investment in Axis Long Term Equity Fund (an Open-ended equity linked saving scheme with a 3 year lock in) is currently eligible for deduction under Section 80C of the Income Tax Act, 1961. Investors should be requested to consult their tax advisor in this matter.
 - 3) The rules and regulations of SEBI/ AMFI pertaining to brokerage payment to distributors will also be applicable for payment of the above mentioned brokerage structure.
 - 4) The above brokerage structure is based on the present expense ratio allowed by SEBI. Any change by SEBI in the expense ratio will entail a change in the above brokerage structure.
 - 5) In case any Assets under your ARN Code are transferred to another Distributor at the request of the Investor, you shall not be entitled to receive any trail commission on such assets. Further, the payments of Trail Commission on Assets that are transferred from another Distributor to your ARN Code shall be subject to us receiving a "Clearance Certificate" from the previous Distributor and shall be subject to applicable rules. Please contact your Axis Mutual Fund - Relationship Manager for further details.
 - 6) The distributors shall adhere to all applicable SEBI Regulations and more particularly SEBI circulars dated June 26, 2002 and August 27, 2009 on the Code of Conduct and other guidelines issued by AMFI from time to time for mutual fund distributors and ensure that (i) no rebate is given to investors in any form and (ii) there is no splitting of applications for any benefit.
 - 7) As per the guidelines issued by SEBI (SEBI/IMD/CIR No.4/168230/09 dated June 30, 2009) upfront commission will be paid by the investor directly to his Distributor / Advisor based on his assessment of various factors including the service rendered by the Distributor / Advisor. Further, the Distributor / Advisor is required to disclose to customers all the commissions (in the form of trail commission or any other mode) received by him for different competing schemes of various mutual funds from amongst which the Scheme of Axis Mutual Fund (AMF) is being recommended to them.
 - 8) In terms of SEBI / AMFI circulars / guidelines, the Channel Partners shall submit to Axis Mutual Fund all account opening and transaction documentation including Know Your Client, Power of Attorney (PoA), Account Opening Form, etc. in respect of investors / transactions through Channel Partners. Further, the payment of commission shall be made depending on the documentation completion status.
 - 9) SEBI has communicated to all mutual funds / AMCs that any sales, marketing, promotional or other literature / material about the fund house products prepared by its distributors need to adhere and comply with the guidelines issued by SEBI with respect to the advertisement by Mutual Funds. It has further advised the AMCs to take suitable steps for put in place a mechanism for proactive oversight in this regard.
- The Distributor shall not make representations/ statements concerning the units of the schemes other than as contained in the current SID(s), Key Information Memorandum and printed information issued by Axis Mutual Fund / Axis Asset Management Company Limited as information supplemental to such documents. The Distributor shall only use such advertising / sales material for distributing / selling activities as provided / approved by Axis Mutual Fund / Axis Asset Management Company Limited when advertising. The Distributor shall not indulge in any kind of malpractice or unethical practice to sell, market or induce any investor to buy mutual AMF units which may directly / indirectly impact Axis Mutual Fund / Axis Asset Management Company Limited in any manner.
- 10) In terms of a SEBI directive, the Distributor / Advisor shall not take any Irrevocable Power of Attorney from its clients in connection with investments in the schemes of Axis Mutual Fund and that the liability of Distributor / Advisor shall not be limited and depend upon his failure to discharge his obligations.
 - 11) AMFI has vide circular dated August 27, 2010 introduced Know Your Distributor (KYD) norms for Mutual Fund Distributors with effect from September 1, 2010, which is similar to Know Your Client (KYC) norms for investors, requiring the distributors to submit identity proof, address, PAN and bank account details with proof. KYD norms are applicable for fresh ARN registrations and ARN renewals effective September 1, 2010. The existing ARN holders are required to comply with these norms by March 31, 2011, failing which AMCs have been mandated to suspend payment of commission till the distributors comply with the requirements. All the Distributors / Advisors are encouraged to complete the KYD requirements at the earliest. The KYD Forms and Process Note are available on AMFI website www.amfiindia.com.
 - 12) This brokerage structure is subject to EUIN regulations/guidelines as specified by SEBI/AMFI and/or adopted by the Mutual Fund Industry.
 - 13) The decision of the AMC shall be considered final.
 - 14) Any claims, disputes or difference arising under or in connection with this arrangement or anything done or omitted to be done pursuant hereto shall be subject to the exclusive jurisdiction of the civil courts in Mumbai.

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