

TATA MUTUAL FUND								
BROKERAGE & LOAD STRUCTURE - Equity (Lumpsum & SIP/STP Investments)- w.e.f - 01st January 2014 to 31st March 2014								
Scheme Name	Investment Size	For All Locations (Top 15 & Beyond 15 Locations)				Additional Payout (Only for B-15 Locations)		
		Distribution Incentives ^	1st Year Trail	2nd Year onward Trail	Additional Distribution Incentives (Only for Lumpsum) ^	Special Incentive ^		
Equity / Balanced / Hybrid Schemes ^								
Tata Pure Equity Fund ,Tata Equity Opportunities Fund,Tata Balanced Fund,	<= Rs. 5 Crs	0.50%	0.75% apm	0.75% apm	0.50%	1.75%		
	> Rs. 5 Crs	Nil	1.25% apm	0.75% apm	0.50% apm	1.75% apm		
Tata Equity PE Fund,Tata Dividend Yield Fund,Tata Ethical Fund,Tata Midcap growth Fund	<= Rs. 5 Crs	0.50%	0.75% apm	0.75% apm	0.25%	1.75%		
	> Rs. 5 Crs	Nil	1.25% apm	0.75% apm	0.25% apm	1.75% apm		
Tata Infrastructure Fund,Tata Indo Global Infrastructure Fund,Tata Growing Economies Infrastructure Fund	<= Rs. 5 Crs	0.50%	0.75% apm	0.75% apm	Nil	1.75%		
	> Rs. 5 Crs	Nil	1.25% apm	0.75% apm	NIL	1.75% apm		
Tata MIP Plus Fund,Tata Monthly Income Fund	<= Rs. 5 Crs	1.40%	Nil	0.75% apm	0.25%	1.50%		
	> Rs. 5 Crs	NIL	1.40% apm	0.75% apm	0.25% apm	1.50% apm		
Tata Index Fund Plan - A (Sensex),Tata Index Fund Plan - A (Nifty)	Rs. 5000/-	NIL	0.50% apm	0.40% apm	NIL	NIL		
ELSS Schemes								
Scheme Name	Investment Size	Distribution Incentives^	1st Year Trail *	2nd Year Trail *	3rd Year Trail *	4th Year onward Trail	Additional Distribution Incentives	Special Incentive ^
Tata Tax Saving Fund (Compulsory Lock in of 3 years from the DOA)	<= Rs. 5 Cr #	NIL	1.50% apm	1.50% apm	1.50% apm	0.75% apm	0.50%	1.00%
* AMC would arrange for advance payment against the first 3yrs trail payments in the Fund and the same would be recovered from the trail payments as & when due during the tenure of the Fund. This would be applicable only for individual application size of up to Rs.5 crs.								
# No advance payment against the trail payments in the Fund for application size of above Rs.5 crs. For application size > 5 Cr it would be payable in normal trail form only								
Special Schemes								
Scheme Name	Distribution Incentive ^ #	Trail				Additional Distribution Incentives (Only for Lumpsum) ^	#Special Incentive ^	
		1 st Year	2nd Year To 4th Year	5th Year Onwards				
Tata Retirement Savings Fund - Progressive Plan & Moderate Plan	1.25%	0.50% apm	0.75% apm	1.00% apm	0.50%	1.50%		
Tata Retirement Savings Fund - Conservative Plan	1.00%	0.50% apm	0.75% apm	1.00% apm	0.50%	1.50%		
# Not applicable for the Investor of Age 60 years and above. Further in case of SIP, SIP registered before investors attains 60 years of age, NO DISTRIBUTION INCENTIVE , SPECIAL INCENTIVE Shall be payable for installments falling due after the investor attains the age of 60 years,								
Special Schemes								
Scheme Name	Investment Holding Period	Investment Size	Distribution Incentives ^	1st Year Trail	2nd Year onward Trail	Additional Distribution Incentives (Only for Lumpsum) ^	Special Incentive ^	
Tata Young Citizen's Fund - Any time exit option (If child attains majority before / after 7 Yrs. From date of allotment)	< =3 yrs	Any Amount	1.00%	0.50% apm	0.75% apm	0.50%	1.50%	
	> 3 yrs & < =7 yrs							
	> 7 yrs							
Tata Young Citizen's Fund (Applicable for Children with less / more than 15 years of age)(Compulsory Lock in Option)	--		1.00%	0.50% apm	0.75% apm	0.50%	1.50%	
^ PLEASE REFER TO POINT 2 IN TERMS & CONDITIONS (PAGE 3) FOR DETAILS								
Notes:								
a) apm - Annualised payable monthly; DOA - Date of Allotment.								
b) Lumpsum investments - Minimum application amount Rs.500/- under Tata Young Citizens' Fund & Tata Tax Savings Fund, Rs.10,000/- under Tata Growing Economies Infracr. Fund, Rs.5000/- for all other (above mentioned) Schemes.								
c) Investment options in all the above schemes - Dividend/Growth, for Tata Young Citizens' Fund it is only Growth								
d) Amount invested in TATA TAX SAVING FUND will remain locked in for 3 years from the date of allotment irrespective of any change in the tax laws								
For other terms & conditions please refer to page 3.								

BROKERAGE & LOAD STRUCTURE - Debt (Lumpsum & SIP/STP Investments)- w.e.f - 01st January 2014 to 31st March 2014				
For All Locations (Top 15 & Beyond 15 Locations)				
Scheme Name	Investment Size	Brokerage Structure		
		Distribution Incentives ^	1st Year Trail	2nd Year onward Trail
Liquid Funds				
Tata Liquid Fund Plan - A	Rs. 5,000	NIL	0.05% apm	0.05% apm
Tata Money Market Fund Plan - A	Rs. 5,000	NIL	0.10% apm	0.10% apm
Tata Liquidity Management Fund	Rs. 10,000	NIL	0.05% apm	0.05% apm
Debt Ultra Short Term & Floating Rate Funds				
Tata Floater Fund	Rs. 10,000	NIL	0.15% apm	0.15% apm
Tata Treasury Manager Fund Plan - A	Rs. 5,000	NIL	0.75% apm	0.75% apm
Tata Floating Rate Fund (Long Term) #	Rs. 10,000	NIL	0.05% apm	0.05% apm
Gilt Funds				
Tata Gilt Mid Term Fund	Rs. 10,000	NIL	0.90% apm	0.90% apm
Tata Gilt Short Maturity Fund	Rs. 10,000	NIL	0.60% apm	0.60% apm
Tata Gilt Securities Fund Plan - A	<= Rs. 5 Cr	0.70%	0.60% apm **	0.60% apm
	> Rs. 5 Cr	NIL	1.00% apm	0.60% apm
Income Schemes				
Scheme Name	Investment Size	Distribution Incentives ^	1st Year Trail	2nd Year onward Trail
Tata Income Plus Fund Plan - A	<= Rs. 5 Cr	1.65%	Nil	0.75% apm
	> Rs. 5 Cr	NIL	1.65% apm	0.75% apm
Tata Income Fund #	<= Rs. 5 Cr	0.50%	0.80% apm *	0.70% apm
	> Rs. 5 Cr	NIL	0.70% apm	0.70% apm
Scheme Name	Investment Size	Distribution Incentives ^	1st Year Trail	2nd Year onward Trail
Tata Short Term Bond Fund	<= Rs. 5 Cr	0.70%	0.40% apm ***	0.70% apm
	> Rs. 5 Cr	NIL	0.90% apm	0.70% apm
Scheme Name	Investment Size	Distribution Incentives ^	1st Year Trail	2nd Year onward Trail
Tata Dynamic Bond Fund Plan - A	<= Rs. 5 Cr	1.35%	Nil	0.75% apm
	> Rs. 5 Cr	Nil	1.35% apm	0.75% apm

^ PLEASE REFER TO POINT 2 IN TERMS & CONDITIONS (PAGE 3) FOR DETAILS

Notes:

a) apm - Annualised payable monthly; # Bonus/Dividend/Growth options available, others have Dividend/Growth options.

* Income Fund Trail Payable from the start of 10th Month (from the DOA) onwards

** Gilt securities fund trail payable from the start of 7th month (from the DOA) onwards

*** Short Term fund trail payable from 7th month onwards

Incase of Tata Income Fund distribution Incentive is with proportionate Clawback, if redeemed with in / upto 9 months from the Date of Allotment.

Incase of Tata Dynamic Bond Fund distribution Incentive is with proportionate Clawback, if redeemed with in / upto 12 months from the Date of Allotment.

For other terms & conditions please refer to page 3.

TERMS & CONDITIONS:

FOR INVESTMENT / APPLICATION SIZE/APPLICABILITY FOR LUMP SUM/SIP/STP INVESTMENT PLEASE REFER THE KIM / SID OF RESPECTIVE SCHEMES; FOR LOAD STRUCTURE PLEASE REFER PAGE 4.

1> Top-15 Locations (T-15) provided by AMFI & Beyond-15 Locations (B-15) refers to all the Locations beyond the Top-15 Locations. The list of Top-15 Locations are as follows :

Ahmedabad; Bangalore; Baroda; Chandigarh; Chennai; Hyderabad; Jaipur; Kanpur; Kolkata; Lucknow; Mumbai (including Navi Mumbai & Thane); New Delhi (including NCR); Panjim; Pune & Surat

2> Brokerage Structure for Top 15 & Beyond 15 Locations:

(a) Top 15 locations - would be offered Distribution incentive + Additional Distribution Incentive as Upfront commission

Beyond 15 locations – would be offered Distribution incentive + Additional Distribution incentive + Special incentive for B-15 as upfront commission

(b) Distribution Incentive & Additional Distribution Incentive is with proportionate Clawback, if redeemed within the exit load period of the schemes, except "Tata Retirement Savings Fund" (TRSF). For TRSF, clawback will be applicable if redeemed before 24 Months from the date of Allotment

(c) Special Incentive (for Beyond 15 cities) is with Complete Clawback, if redeemed before exit Load of the schemes, except TRSF, for TRSF, clawback will be applicable if redeemed before 12 months from the date of Allotment.

3> The proposed brokerage structure are applicable for regular plan only. NO brokerage / Commission (Distribution Incentive+Additional Distribution Incentive+ Special Incentive+Trail) would be payable on Direct Plans

4> Switches :

(a) For switches between equity schemes including Tata Balanced Fund, Tata Monthly Income Fund, Tata MIP Plus & Tata Young Citizen Fund, Distribution Incentive would be payable only on investments which have completed 1 years from the date of allotment. No Additional Distribution Incentive/ Special Incentive for Top 15 & Beyond 15 locations would be payable on switches. The trail would be paid as per the applicable brokerage structure.

(b) For all switches from Direct Plan to Existing Regular Plan (Plan A) of All Schemes the distributor would be eligible for only Trail brokerage payout. There would be NO Distribution Incentive, Additional Distribution Incentive & special incentive for B-15 locations."

5> Trail :

(a) First year trail commission is calculated from the date of the allotment till the end of the first year of investment or till the investor stays invested in the scheme, whichever is earlier and is calculated on pro-rata basis, by taking the average of net asset value during the period under consideration and on the outstanding units.

(b) Second year trail commission is calculated from date of completion of one year from the date of allotment till the completion of 2nd year. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Second year trail commission as applicable to the scheme is paid either perpetually till the investor stays invested in the scheme or for the specific period mentioned in the commission structure applicable to the scheme.

(c) Third year trail commission is calculated from date of completion of two year from the date of allotment till the completion of 3rd year. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Fourth year trail commission is calculated from date of completion of three year from the date of allotment till the completion of 4th year. It is calculated on pro-rata basis, by taking average of net asset value during the period under consideration. Fifth year trail commission as applicable to the scheme is paid either perpetually till the investor stays invested in the scheme or for the specific period mentioned in the commission structure applicable to the scheme.

6> The commission rates are inclusive of all taxes, levies, statutory dues and service tax. If any tax is required to be deducted at source, the same will be deducted from the payment of the distributors.

7> The commission payable is based on application size. However minimum application size shall be same as stipulated for the investments in respective scheme.

8> TATA AMC may change the rates/periodicity etc of commission in case of change in regulations/Load Structure/expense ratio and any other factors which have an impact on such payments. Such Change would be applicable for remaining SIP/STP installments also.

9> Please read the latest SID and addendums thereto carefully confirm the scheme details.

10> Vide SEBI circular dated November 28th, 2002 and AMFI's subsequent circulars, intermediaries are not entitled to commission/incentive on their own investment. Commission/ incentive is not payable for investment made by sponsor(s) of TATA AMC.

11> In accordance with the clause 4(d) of SEBI Circular No. SEBI/IMD/CIR No. 4/168230/09 dated June 30, 2009, the distributors should disclose all the commissions (in the form of trail commission or any other mode) payable to them for the different competing schemes of various mutual funds from amongst which the scheme is being recommended to the investor. Distributors are advised to ensure strict compliance of the same.

12> The objective of the above structure is to reward genuine investments canvassed by distributors. Any misuse of the commission/reward structure should be discouraged and commission of such distributors found involved in any malpractice may be withheld.

13> TATA AMC reserves the right to modify, withdraw or suspend the brokerage structure at any time.

LOAD STRUCTURE		
Scheme Name	Entry Load	Exit Load
Tata Balanced Fund, Tata Dividend Yield Fund, Tata Equity Opportunity Fund, Tata Equity PE Fund, Tata Ethical Fund, Tata Growing Economies Infracap Fund, Tata MidCap Growth Fund, Tata Indo Global Infrastructure Fund, Tata Infrastructure Fund, Tata Pure Equity Fund, Tata MIP Plus, Tata Monthly Income Fund	NIL	1% If redeemed on or before expiry of 365 Days from the the Date of Allotment
Tata Index Fund Plan A (Sensex)	Nil	4% If redeemed on or before expiry of 90 days form DOA.
Tata Index Fund Plan A (Nifty)		
Tata Young Citizen's Fund - Any time exit option (If child attains majority before / after 7 Yrs. From date of allotment)	Nil	< =3 yrs - 3% > 3 yrs & < =7 yrs - 2% > 7 yrs - 1%
Tata Young Citizen's Fund (Applicable for Children with less than 15 years of age)(Compulsory Lock in Option)	Nil	Nil
Tata Young Citizen's Fund (Applicable for Children with more than 15 years of age)(Compulsory Lock in Option)	Nil	3% if redeemed on or before expiry of 3 years from the DOA.
Tata Tax Saving Fund (Compulsory Lock in of 3 years from the DOA)		
Tata Liquid Fund Plan - A	Nil	Nil
Tata Money Market Fund Plan - A		
Tata Liquidity Management Fund	Nil	0.25% If Redeemed on or before expiry of 30 days from the DOA
Tata Floating Rate Fund (Long Term)	Nil	0.25% if redeemed on or before expiry of 7 days from the DOA.
Tata Floater Fund	Nil	NIL
Tata Treasury Manager Fund Plan - A	Nil	Nil
Tata Gilt Mid Term Fund	Nil	Nil
Tata Gilt Short Maturity Fund	Nil	Nil
Tata Gilt Securities Fund Plan - A	Nil	0.50% of NAV if Redeemed on or before expiry of 180 days from the DOA
Tata Income Fund	Nil	1.00% If Redeemed on or before expiry of 90 days from DOA.
Tata Income Plus Fund Plan - A	Nil	1% of NAV if redeemed on or before expiry of 365 days from the date of allotment
Tata Short Term Bond Fund	Nil	0.50% of NAV if Redeemed on or before expiry of 180 days from the DOA
Tata Dynamic Bond Fund Plan - A	Nil	0.50% of NAV if Redeemed on or before expiry of 180 days from the DOA
	Nil	a) If redeemed / switched-out on or after attainment of retirement age i.e. 60 years of age - Nil b) In case of Auto switch-out of units on occurrence of "Auto-switch trigger event" – Nil c) For Redemption or switch out of units in other cases (i.e. switch-out other than auto switchout on trigger event & redemption/switch-out before the attainment of retirement age i.e. 60 years) following exit load will be applicable: I) If redeemed / switched-out on or before expiry of 3 years from the date of allotment – 3% of the applicable NAV II) If redeemed / switched-out after 3 years from the date of allotment – 1% of the applicable NAV
Tata Retirement Savings Fund	--	Exit Load Free Switch-outs*: a) After completion of 5 years from the date of allotment, investors can avail exit load free switch from one plan to other plan for a maximum Six (6) occasions during the tenure of investment in the Fund. b) Switch-out before completion of 5 years from the date of allotment or switch-out to other schemes of 'Tata Mutual Fund' (i.e. other than switch between the plans of Tata Retirement Savings Fund) or switch-out beyond the allowed free occasions / times (i.e. 6 times) shall be subject to exit loads as mentioned in point (a,b & c) above. c) Calculation of holding period – In case of switch-out (auto switch or otherwise) of units, before attainment of the retirement age, to other plans of this fund, holding period for the purpose of exit load will be the overall holding period in "Tata Retirement Savings Fund" (i.e. aggregate of the holding period in switch out plan as well as switch in plan). *It may please be noted that, those investors who avail this exit load free switch-out facility are required to re-register for the auto-switch facility from the plan to which they switch-in. However, auto-SWP facility shall remain in force and will be activated, upon attainment of the age of 60 years, from the plan to which they switch-in.