



**Birla Sun Life Asset Management Company Limited - Brokerage Structure for All IFAs**  
Effective from : 1st October 2013 till further notice of change

| Category              | Scheme Name   | T15     |                                      |                  | B15     |                      |                                      |                  |
|-----------------------|---|---------|--------------------------------------|------------------|---------|----------------------|--------------------------------------|------------------|
|                       |   | Upfront | 1st year trail                       | 2nd Year onwards | Upfront | Special UF Incentive | 1st year trail                       | 2nd Year onwards |
| Equity                | BSL Frontline Equity Fund   | 1.00%   | 0.50%                                | 0.50%            | 1.00%   | 1.00%                | 0.50%                                | 0.50%            |
|                       | BSL Dividend Yield Plus   |         |                                      |                  |         |                      |                                      |                  |
|                       | BSL '95 Fund  |         |                                      |                  |         |                      |                                      |                  |
|                       | Other Select Equity Schemes# (as listed below)                    | 1.00%   | 0.50%                                | 0.50%            | 1.00%   | 0.50%                | 0.50%                                | 0.50%            |
| ELSS                  | BSL Tax Relief '96 & BSL Tax Plan                                 | 3.50%   | 0.50% 4th year onwards               |                  | 3.50%   | 0.50%                | 0.50% 4th year onwards               |                  |
| MIPs                  | BSL MIP, Monthly Income & MIP II Wealth 25                        | 1.25%   | Nil                                  | 0.50%            | 1.25%   | 0.75%                | NIL                                  | 0.50%            |
| Short Term Fund       | Birla Sun Life Short Term Fund                                    | Nil     | 0.10%                                | 0.10%            | Nil     | NIL                  | 0.10%                                | 0.10%            |
|                       | Birla Sun Life Short Term Opportunities Fund                      | 0.75%   | NIL                                  | 0.40%            | 0.75%   | NIL                  | 0.00%                                | 0.40%            |
|                       | Birla Sun Life Dynamic Bond Fund - For Less than equal to 5 Crore | 0.70%   | Nil                                  | 0.50%            | 0.70%   | NIL                  | Nil                                  | 0.50%            |
|                       | Birla Sun Life Dynamic Bond Fund - For more than 5 Crore          | 0.35%   | 0.70% from 7th month till 12th month | 0.50%            | 0.35%   | NIL                  | 0.70% from 7th month till 12th month | 0.50%            |
|                       | Birla Sun Life Medium Term Plan - For less than equal to 1 crore  | 2.00%   | 0.50% 3rd year onwards               |                  | 2.00%   | NIL                  | 0.50% 3rd year onwards               |                  |
|                       | Birla Sun Life Medium Term Plan - For more than 1 crore           | 1.50%   | NIL                                  | 0.50%            | 1.50%   | NIL                  | NIL                                  | 0.50%            |
| Liquid Plus Funds     | Birla Sun Life Cash Manager                                       | Nil     | 0.75%                                | 0.60%            | Nil     | NIL                  | 0.75%                                | 0.60%            |
| Liquid Funds          | Birla Cash Plus   | Nil     | 0.05%                                | 0.05%            | Nil     | NIL                  | 0.05%                                | 0.05%            |
| Category              | Scheme Name   | T15     |                                      |                  | B15     |                      |                                      |                  |
|                       |   | Upfront | 1st year trail                       | 2nd Year onwards | Upfront | Special Incentive    | 1st year trail                       | 2nd Year onwards |
| Equity                | Designated Equity Schemes ~                                       | Nil     | 0.50%                                | 0.50%            | Nil     | NIL                  | 0.50%                                | 0.50%            |
|                       | BSL International Fund Plan A                                     | Nil     | 0.75%                                | 0.50%            | Nil     | NIL                  | 0.75%                                | 0.50%            |
| Index Fund            | Birla Sun Life Index Fund   | Nil     | 0.20%                                | 0.20%            | Nil     | NIL                  | 0.20%                                | 0.20%            |
| Arbitrage Fund        | BSL Enhanced Arbitrage Fund                                       | 0.40%   | Nil                                  | 0.50%            | 0.40%   | NIL                  | Nil                                  | 0.50%            |
| Commodity Funds       | Birla Sun Life Commodities Equity Fund                            | 0.75%   | 0.50%                                | 0.50%            | 0.75%   | NIL                  | 0.50%                                | 0.50%            |
| MIP                   | Birla Sun Life MIP II- Savings 5 Plan                             | 0.25%   | 0.50%                                | 0.40%            | 0.25%   | NIL                  | 0.50%                                | 0.40%            |
| Floating Rate Funds   | Birla Floating Rate Fund -Long Term Plan                          | Nil     | 0.25%                                | 0.25%            | Nil     | NIL                  | 0.25%                                | 0.25%            |
|                       | Birla Floating Rate Fund -Short Term Plan                         | Nil     | 0.05%                                | 0.05%            | Nil     | NIL                  | 0.05%                                | 0.05%            |
| Liquid Plus Funds     | Birla Sun Life Savings Fund                                       | Nil     | 0.05%                                | 0.05%            | Nil     | NIL                  | 0.05%                                | 0.05%            |
|                       | Birla Sun Life Ultra Short term Fund                              | 0.25%   | NIL                                  | 0.25%            | 0.25%   | NIL                  | NIL                                  | 0.25%            |
| Income Funds          | Birla Sun Life Income Plus - For less than equal to 10 crore *    | 1.00%   | Nil                                  | 0.50%            | 1.00%   | Nil                  | 0.00%                                | 0.50%            |
|                       | Birla Sun Life Income Plus - For more than 10 Crore **            | 0.30%   | 1.40% from 7th month till 12th month | 0.50%            | 0.30%   | NIL                  | 1.40% from 7th month till 12th month | 0.50%            |
| Gilt Funds            | Birla Sun Life Govt. Sec. Fund - Long Term                        | 1.00%   | Nil                                  | 0.50%            | 1.00%   | NIL                  | Nil                                  | 0.50%            |
|                       | Birla Gilt Plus - Regular   | Nil     | 0.10%                                | 0.10%            | Nil     | NIL                  | 0.10%                                | 0.10%            |
|                       | Birla Gilt Plus - PF (w.e.f. 5-Oct-13)                            | 0.25%   | 1% from 4th month till 12th month    | 0.50%            | 0.25%   | NIL                  | 1% from 4th month till 12th month    | 0.50%            |
|                       | Birla Gilt Plus - Liquid  | Nil     | 0.35%                                | 0.20%            | Nil     | NIL                  | 0.35%                                | 0.20%            |
|                       | Birla Sun Life Govt. Sec. Fund - Short Term                       | Nil     | 0.35%                                | 0.20%            | Nil     | NIL                  | 0.35%                                | 0.20%            |
| Asset Allocation Fund | Aggressive plan   | Nil     | 0.75%                                | 0.75%            | Nil     | NIL                  | 0.75%                                | 0.75%            |
|                       | Moderate plan   | Nil     | 0.60%                                | 0.60%            | Nil     | NIL                  | 0.60%                                | 0.60%            |
|                       | Conservative plan   | Nil     | 0.50%                                | 0.50%            | Nil     | NIL                  | 0.50%                                | 0.50%            |
| GOLD Funds            | GOLD ETF *** only for units created through AMC                   | 0.40%   | NA                                   | NA               | 0.40%   | NIL                  | NA                                   | NA               |

|  |   |
|--|---|
| <b>Other Select Equity Schemes#</b>            | BSL New Millennium Fund,<br>BSL Midcap Fund,<br>BSL Equity Fund,<br>BSL MNC Fund,<br>BSL India GenNext Fund,<br>BSL Infrastructure Fund,<br>BSL Special Situations Fund,<br>BSL International Equity Fund Plan B,<br>BSL India Reforms Fund,<br>BSL Small & Midcap Fund,<br>BSL Pure Value Fund,<br>BSL Top 100 &<br><u>BSL Long Term Advantage Fund</u>  |
| <b>~Designated Equity schemes</b>              | BSL Advantage Fund,<br>BSL Buy India Fund &<br>BSL India Opportunities Fund.  |
| <b>Notes</b>                                   | <p>All Brokerages/Incentives are gross &amp; inclusive of all statutory levies including service tax &amp; education cess.Net Amount after deducting the statutory levies will be paid to the distributor.</p> <p>The brokerage strucure mentioned herein is solely payable to AMFI certified distributors. This brokerage structure is applicable only to distributors of Birla Sun Life Asset Management Co Ltd and can be changed by the AMC as its sole discretion without any prior intimation or notification. The AMC/Trustees shall not be rponsible for any losses incurred by any one due to change in the brokerage structure. All distributors should abide by the code of conduct abd rules/regulations laid down by SEBI &amp; AMFI. It is specifically mentioned that distributors will neither pass nor tempt them with rebate gifts. The AMC will take disciplinary action against any distrubutor who is found violating these regulations / code of conduct.</p> <p>For switch-out(s) made from any open ended Equity or Balanced scheme to any another Open ended Equity or Balanced Scheme:Exit load as applicable to the respective scheme will be charged and brokerage to be paid as applicable .</p> <p>For SIP's Investments, minimum application amount is Rs.1000 and for ELSS schemes it is Rs.500.</p> <p><b>CSIP</b> Exit load of 2.00% of applicable NAV is payable if units allotted under Century SIP are redeemed / switched out within 1 year from the date of allotment. Exit load of 1.00% of applicable NAV is payable if units allotted under Century SIP are redeemed / switched out after 1 year but upto 3 years from the date of allotment. Nil: If units allotted under Century SIP are redeemed / switched out after 3 years from the date of allotment</p> <p>Mutual Fund Investments are subject to market risks. Please read offer document / SID carefully before investing. For scheme specific risk factors please refer to the respective offer documents.</p> |
| <b>* For BSL Income Plus Upto 10 Crs</b>       | Upfront Brokerage is subject to proportionate clawback if units are redeemed within 365 days of investment  |
| <b>** For BSL Income Plus More than 10 Crs</b> | Upfront Brokerage is subject to proportionate clawback if units are redeemed within 180 days of investment  |
| <b>Claw back clause</b>                        | <p><b>In case the investment is redeemed within the exit load period, as applicable in the respective scheme</b></p> <p><b>i) Upfront will be proportionately recovered / clawed back from the future Brokerage payments of the Distributor</b></p> <p><b>ii) Special incentive applicalbe in B15 will be completely recovered / clawed back from the future Brokerage payments of the Distributor</b></p>  |
| <b>T15</b>                                     | Includes Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad (including Secunderabad), Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh   |
| <b>B15</b>                                     | Other than T-15 cities viz. Mumbai (including Thane & Navi Mumbai), Delhi (including NCR), Bangalore, Kolkata, Chennai, Pune, Ahmedabad, Hyderabad (including Secunderabad), Baroda, Panjim, Jaipur, Lucknow, Surat, Kanpur and Chandigarh  |