



FRANKLIN TEMPLETON
INVESTMENTS

January 1, 2014

Dear Associate,

Subject : Brokerage Structure for the period January 2014 – March 2014

Seasons greetings from Franklin Templeton Investments!

The year 2013-14 is a very special year for all of us as two of our schemes **Franklin India Bluechip Fund (FIBCF)** and **Franklin India Prima Fund (FIPF)** has completed 20 years of existence. These two schemes have withered through most challenging period of the Indian stock market and have demonstrated consistent track record of 20 years. Our AAUM as on year end September 2013 stood at Rs.43,688 crores, an increase of 12% over September 2012.

As you may be aware that we are the first AMC to introduce “**All Trail Structure**” in Equities as well as in Fixed Income funds. This has been well received by you on account of advantages like stable, sustainable and profitable revenues.

Please find attached your new brokerage structure for the quarter January 2014 – March 2014 and are pleased to share with you following rewarding initiatives which will help you in selling our funds. The key ones are:

- **FIBCF & FIPF – Special Additional Upfront Incentive:** As a gesture of your ever continuing support over past 20 years to FIBCF & FIPF, we are pleased to offer special additional upfront incentive structure for the quarter January – March 2014.
Please refer to terms and conditions as laid out in attached brokerage structure.
- **Franklin India Taxshield:** With ELSS season on, we are pleased to offer target based additional upfront incentive over and above existing “All Trail” structure for the period January – March 2014. The details of the same is attached in enclosed brokerage structure.
- **Franklin Templeton Dynamic PE Fund of Fund: Additional 0.25% trail** on the gross sales done during January – March 2014 for three years.
- **IFA/RD –Equity SIP/STP Challenges Campaign : October 1, 2013 – March 2014**
- **IFA/RD – Debt Ka Kamaal Campaign : October 1, 2013 – March 2014.**

The following are initiatives have been taken to assist you in advising your clients better as well as saving on client servicing time as well as rewarding you for the efforts.

- **D-Pin Facility** – To track your business, brokerage etc on click of a button. Get yourself registered today
- Monthly Interaction with Portfolio Managers to get insight into Equity & Fixed Income Markets
- **Franklin Templeton Academy** – Now available online to hone your expertise in selling financial products
- Dedicated Customer Support service to help you in solving client queries
- **Online SIP registration** – Online feature which enables paperless online registration of SIPs through website.
- **Web Call Back** – A contact mechanism which enables investors and distributors to seek call back for any servicing, sales or product need at time convenient to them.
- **Enhanced Broker Statements** – Improved broker snapshot & modifications with all trail structure.

Please do get in touch with our Relationship Manager to know more on the above initiatives.

Look forward to your continued support.

With warm regards,

Gaurab Parija
National Sales Director
Encl. a/a



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FIBCF & FIPF – Special Additional Upfront Incentive : January – March 2014

Gross Sales	Additional Upfront on Gross Sales	Net Sales	Additional Upfront on Net Sales
Upto Rs.10 lacs	0.10%	>=Rs.5 lacs to Rs.10 lacs	0.10%
> Rs.10 lacs to Rs.30 lacs	0.20%	> Rs.10 lacs to Rs.20 lacs	0.15%
> Rs.30 lacs	0.30%	>Rs.20 lacs	0.20%

(Please refer to terms and conditions in attached brokerage structure)

Franklin India Taxshield : Additional Upfront Incentive : January – March 2014

Gross Sales	Additional Upfront Incentive
Upto Rs 3 lacs	0.10%
>Rs.3 lacs to Rs.10 lacs	0.20%
>10 lacs	0.30%

(Please refer to terms and conditions in attached brokerage structure)