

July 03, 2014

Dear Partner,

**Subject: Commissions Payable for Schemes of JPMorgan Mutual Fund**

At the outset, let me take this opportunity to thank you and all your colleagues for the support extended towards growth of our business in the last quarter! We truly appreciate your efforts and would like to work closely with you and your colleagues in the coming quarters and beyond in growing our partnership.

The year so far has seen generous Equity gains from local and select overseas markets. The investor sentiment towards Indian Equities seems to have turned a corner and I am sure that your clients are also demonstrating that trend. In our endeavour to offer best-in-class products, we have successfully launched our 3<sup>rd</sup> Open – Ended domestic fund - **JPMorgan India Top 100 Fund**. I am delighted to share that the AUM of the fund has reached Rs.126 crores as on June 30, 2014 and the interest from investors in the fund continues to grow. Additionally, we also soft launched the **JP Morgan Emerging Market Opportunities Fund**. I encourage you to evaluate the funds for allocation to your client's portfolios.

We have recently launched the iPad App for '**Market Insights**' – Our Flagship Program for advisors. At the center of the program is the **Guide to the Markets** – a booklet that illustrates a comprehensive array of market and economic trends and statistics through clear, compelling charts and graphs. With the aim of providing the building blocks to support topical market discussion and analysis, the **Guide** is updated quarterly with the latest and most relevant market data. The App is Asia's first markets-focused interactive digital tool that provides personalised access to our entire library of multimedia resources and intellectual capital across all major asset classes, markets and investment themes worldwide. It features talking-points and audio commentary from our global strategy team and offers the ability to save and rearrange relevant slides to share with clients and prospects. I encourage you to participate in our 'Market Insights' program and experience the App first-hand. **Guide to the Markets** has now acquired a wide set of followers from the distributor and advisor fraternity due to its extensive usability. The third Quarter Guide for 2014 is now available on our website [www.jpmmorganmf.com](http://www.jpmmorganmf.com). If you would like a hard copy of the same, please reach out to my colleagues at your location.

We would like to reiterate our commitment to help you grow your business as partners in providing high quality products, insights and service. So as you refine your goals for the coming year, please know that we are always seeking to partner with you and be a part of your growth.

Please find enclosed the brokerage structure applicable to you for sales of all schemes of JPMorgan Mutual Fund. The structure is applicable for the period July 1, 2014 to September 30, 2014.

In case of any clarification that you may need, please feel free to get in touch with us.

Yours truly,



**Supreet Bhan**  
**Head – Retail Sales**

**Note:**

1. JPMAM reserves the right to change the brokerage structure at any time without any prior intimation
2. The brokerage structures would be communicated on a regular basis and the same would be applicable for that period
3. You are advised to abide by the code of conduct and/ or rules/ regulations laid down by SEBI and AMFI.
4. Please refrain from offering brokerage to your sub-brokers, if any, at a rate higher than the brokerage as aforementioned.
5. The above mentioned brokerage structure supersedes all our previous communications on brokerage structure

**Annexure A**

**Applicable Brokerage Structure for Lumpsum Purchases – July 1, 2014 to September 30, 2014**

A. EQUITY SCHEMES			
Scheme Name	Application Size	Upfront Fees**	Trail *
JPMorgan India Equity Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan India Mid & Small Cap Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan India Tax Advantage Fund	NA	6.00%	0.50% (4 <sup>th</sup> Year onwards)
JPMorgan India Top 100 Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan Greater China Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Emerging Europe, Middle East and Africa Equity Offshore Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan ASEAN Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan US Value Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Europe Dynamic Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Emerging Market Opportunities Fund	NA	1.75%	0.50% (13 <sup>th</sup> month onwards)
* Trail Payout is applicable from the time of Investment and is on an annualized basis (p.a.)			
* Trail Payout is Payable on a monthly basis			
**Clawback will be applicable on all upfront fees paid.			
This clawback would be on a pro-rata basis depending on redemption of investments prior to the exit load period.			

A. FIXED INCOME SCHEMES			
Scheme Name	Application Size	Upfront Fees**	Trail *
JPMorgan India Liquid Fund - Super Institutional Plan	NA	Nil	0.10% (Day 1 onwards)
JPMorgan India Treasury Fund - Super Institutional Plan	NA	Nil	0.15% (Day 1 onwards)
JPMorgan India Active Bond Fund	NA	1.20%	1.00% (13 <sup>th</sup> month onwards)
JPMorgan India Short Term Income Fund	5 Crs & below	1.00%	0.50% (13 <sup>th</sup> month onwards)
	Above 5 Crs	0.15%	0.75% (7 <sup>th</sup> month onwards)
JPMorgan India Banking & PSU Debt Fund	NA	1.00%	Nil
**Clawback will be applicable on upfront fees paid to JPMorgan India Short Term Fund on pro-rata basis if transactions are redeemed within 1 year from the date of investments.			
** Clawback will be applicable on upfront fees paid to other schemes on a pro-rata basis depending on redemption of investments prior to the exit load period.			
* Trail Payout is calculated on annualised basis (p.a) & payable on a monthly basis			

**Annexure B: Applicable Brokerage Structure for (SIP/STP\*\*) Purchases**

EQUITY SCHEMES			
Scheme Name	Application Size	Upfront Fees**	Trail *
JPMorgan India Equity Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan India Mid & Small Cap Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan India Tax Advantage Fund	NA	6.00%	0.50% (4 <sup>th</sup> Year onwards)
JPMorgan India Top 100 Fund	NA	0.75%	1.50% (Day 1 onwards)
JPMorgan Greater China Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Emerging Europe, Middle East and Africa Equity Offshore Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan ASEAN Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan US Value Equity Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Europe Dynamic Offshore Equity Fund	NA	1.00%	1.00% (Day 1 onwards)
JPMorgan Emerging Market Opportunities Fund	NA	1.75%	0.50% (13 <sup>th</sup> month onwards)
* Trail Payout is applicable from the time of Investment and is on an annualized basis (p.a.)			
* Trail Payout is Payable on a monthly basis			
**Clawback will be applicable on all upfront fees paid.			
This clawback would be on a pro-rata basis depending on redemption of investments prior to the exit load period.			

**Special SIP/STP Application Incentive - For all SIP/STP Mobilizations in Equity Schemes as follows:**

Application Amount	Tenure of SIP/STP	Per App Incentive
Rs. 1,000 - Rs. 10,000	12	Application Amount * Tenure of SIP/STP*0.50%
	24	
	36	

1. Payment of Incentive would be made on Fresh SIP/STP Registrations and based on the Tenure of the SIP/STP mentioned therein
2. Payment of Incentive will be made on a quarterly basis at the end of every calendar quarter.
3. Clawback on Additional SIP/STP Incentive will be applicable up to the committed tenure of the SIP/STP on a pro rata basis
4. For SIP/STP application greater than Rs. 10,000, incentives would be calculated on Application Amount of Rs 10,000 only.
  - a. For E.g. If SIP/STP application Amount is Rs 11,000 & above then the Incentive Calculated would be as follows viz. ;  
10,000 \* Tenure of SIP/STP \* 0.50%
5. For SIP/STP application greater than 3 Years incentives will be calculated as follows:
  - a. If SIP/STP application tenure is for 5 Years, then the Incentive calculated would be as follows viz. ;  
(Application Amount Up to Rs 10,000) \* 36 \*0.50%
  - b. After 3 years incentive of 0.50% will be paid on application amount on monthly basis on each SIP/STP installment.

**\*\* Applicable Schemes for Systematic Transfer Plan (STP)**

From Schemes (Transferor Schemes)	To Schemes (Transferee Schemes)
JPMorgan India Liquid Fund	JPMorgan India Equity Fund
JPMorgan India Treasury Fund	JPMorgan India Mid & Small Cap Fund
	JPMorgan India Tax Advantage Fund
	JPMorgan India Top 100 Fund
	JPMorgan Greater China Equity Off-shore Fund
	JPMorgan ASEAN Equity Off-shore Fund
	JPMorgan EMEA Equity Off-shore Fund
	JPMorgan US Value Equity Off-shore Fund
	JPMorgan Europe Dynamic Offshore Equity Fund
	JPMorgan Emerging Market Opportunities Fund