

January 13, 2021

ARN-30846  
INTERNATIONAL MONEY MATTERS PRIVATE LIMITED  
PHOENIX PRIMUS, 590, 1ST FLOOR  
12TH MAIN HAL 2ND STAGE, BANGALORE - 560038

Dear Sir / Madam,

**Re : Preferred Distribution Agreement - 01-Jan-2021 - 31-Mar-2021**

The specifics of the fee structure arrangement between Sundaram Mutual Fund and INTERNATIONAL MONEY MATTERS PRIVATE LIMITED for the period 01-Jan-2021 - 31-Mar-2021 is as follows

**i) Equity Schemes - Lumpsum & New STP Investments:**

Fee Structure - T30 Cities

Product	Year-1 Trail (%)	Year-2 Trail (%)	Year-3 Trail (%)	Year-4 Onwards (%)
<b>CATEGORY A</b>				
Sundaram Fin. Services Opps Fund	1.75	1.75	1.75	1.75
Sundaram Global Brand Fund	1.50	1.50	1.50	1.50
Sundaram Equity Savings Fund	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>				
Sundaram Equity Fund	1.50	1.50	1.50	1.50
Sundaram Infrastructure Advantage Fund	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>				
Sundaram Equity Hybrid Fund	1.30	1.30	1.30	1.30
Sundaram Services Fund	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	1.30	1.30	1.30	1.30
Sundaram Select Focus	1.30	1.30	1.30	1.30
Sundaram BlueChip Fund	1.30	1.30	1.30	1.30
Sundaram Rural And Consumption Fund	1.30	1.30	1.30	1.30
Sundaram Balanced Advantage Fund	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>				
Sundaram Mid Cap Fund	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>				
Sundaram Smart Nifty 100 Equal Weight Fund	0.40	0.40	0.40	0.40

Fee Structure - B30 Cities

Product	ARI (%)	Year-1 Trail (%)	Year-2 Trail (%)	Year-3 Trail (%)	Year-4 Onwards (%)
<b>CATEGORY A</b>					
Sundaram Fin. Services Opps Fund	2.00	1.75	1.75	1.75	1.75
Sundaram Global Brand Fund	2.00	1.50	1.50	1.50	1.50
Sundaram Equity Savings Fund	2.00	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>					
Sundaram Equity Fund	2.00	1.50	1.50	1.50	1.50
Sundaram Infrastructure Advantage Fund	2.00	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>					
Sundaram Equity Hybrid Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Services Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Select Focus	2.00	1.30	1.30	1.30	1.30
Sundaram BlueChip Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Rural And Consumption Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Balanced Advantage Fund	2.00	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>					
Sundaram Mid Cap Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	2.00	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>					
Sundaram Smart Nifty 100 Equal Weight Fund	0.00	0.40	0.40	0.40	0.40

**ii) Equity Schemes - New SIP Investments:**
Fee Structure - T30 Cities

Product	Year-1 Trail (%)	Year-2 Trail (%)	Year-3 Trail (%)	Year-4 Onwards (%)
<b>CATEGORY A</b>				
Sundaram Fin. Services Opps Fund	1.75	1.75	1.75	1.75
Sundaram Global Brand Fund	1.50	1.50	1.50	1.50
Sundaram Equity Savings Fund	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>				
Sundaram Equity Fund	1.50	1.50	1.50	1.50
Sundaram Infrastructure Advantage Fund	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>				
Sundaram Equity Hybrid Fund	1.30	1.30	1.30	1.30
Sundaram Services Fund	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	1.30	1.30	1.30	1.30
Sundaram Select Focus	1.30	1.30	1.30	1.30
Sundaram BlueChip Fund	1.30	1.30	1.30	1.30
Sundaram Rural And Consumption Fund	1.30	1.30	1.30	1.30
Sundaram Balanced Advantage Fund	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>				
Sundaram Mid Cap Fund	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>				
Sundaram Smart Nifty 100 Equal Weight Fund	0.40	0.40	0.40	0.40

Fee Structure - B30 Cities

Product	ARI (%)	Year-1 Trail (%)	Year-2 Trail (%)	Year-3 Trail (%)	Year-4 Onwards (%)
<b>CATEGORY A</b>					
Sundaram Fin. Services Opps Fund	2.00	1.75	1.75	1.75	1.75
Sundaram Global Brand Fund	2.00	1.50	1.50	1.50	1.50
Sundaram Equity Savings Fund	2.00	1.75	1.75	1.75	1.75
<b>CATEGORY B</b>					
Sundaram Equity Fund	2.00	1.50	1.50	1.50	1.50
Sundaram Infrastructure Advantage Fund	2.00	1.50	1.50	1.50	1.50
<b>CATEGORY C</b>					
Sundaram Equity Hybrid Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Services Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Large And Mid Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Small Cap Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Select Focus	2.00	1.30	1.30	1.30	1.30
Sundaram BlueChip Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Rural And Consumption Fund	2.00	1.30	1.30	1.30	1.30
Sundaram Balanced Advantage Fund	2.00	1.30	1.30	1.30	1.30
<b>CATEGORY D</b>					
Sundaram Mid Cap Fund	2.00	1.05	1.05	1.05	1.05
Sundaram Diversified Equity Fund	2.00	1.05	1.05	1.05	1.05
<b>CATEGORY E</b>					
Sundaram Smart Nifty 100 Equal Weight Fund	0.00	0.40	0.40	0.40	0.40

Other Fixed Income Schemes - Lumpsum & SIP: T30 & B30 Cities

Product	ARI (%)	Year-1 Trail (%)	Year-2 Trail (%)	Year-3 Trail (%)	Year-4 Onwards (%)
<b>Hybrid Funds</b>					
Sundaram Debt Oriented Hybrid Fund	1.50	1.20	1.20	1.20	1.20
<b>Debt Funds</b>					
Sundaram Medium Term Bond Fund	1.50	1.20	1.20	1.20	1.20
Sundaram Short Term Debt Fund	1.50	0.90	0.90	0.90	0.90
Sundaram Corporate Bond Fund	1.50	0.20	0.20	0.20	0.20
Sundaram Banking & Psu Debt Fund	1.50	0.20	0.20	0.20	0.20
Sundaram Money Market Fund	0.00	0.10	0.10	0.10	0.10
<b>Liquid &amp; Short Term Funds</b>					
Sundaram Money Fund	0.00	0.15	0.15	0.15	0.15
Sundaram Low Duration Fund	1.50	0.90	0.90	0.90	0.90
Sundaram Overnight Fund	0.00	0.10	0.10	0.10	0.10
Sundaram Ultra Short Term Fund	1.50	1.25	1.25	1.25	1.25
<b>ARBITRAGE FUND</b>					
Sundaram Arbitrage Fund	0.00	0.75	0.75	0.75	0.75

We are pleased to offer following contest in our funds .

**1.Lumpsum & STP**

Fund	Trail on Lumpsum & New STP*
Sundaram Financial Services Fund Sundaram Equity Savings Fund Sundaram Balanced Adv. Fund Sundaram Bluechip Fund Sundaram Equity Fund Sundaram Infra Adv Fund Sundaram Equity Hybrid Sundaram Services Fund Sundaram Large & Midcap Fund Sundaram Select Focus Sundaram Small Cap Fund Sundaram Global Brand Fund Sundaram Debt Hybrid Fund Sundaram Med Term Bond Fund	15 bps

STP\*: The additional incentive is applicable on all instalments of STP

**2.SIP**

In addition, we are happy to offer additional trail on new SIP's of monthly frequency and value greater than of Rs. 2000/-.

Fund	Trail on SIP's of	
	Min. 36 Months	Min. 60 Months
Sundaram Financial Services Fund Sundaram Equity Savings Fund Sundaram Balanced Adv. Fund Sundaram Bluechip Fund Sundaram Equity Fund Sundaram Infra Adv Fund Sundaram Equity Hybrid Sundaram Services Fund Sundaram Large & Midcap Fund Sundaram Select Focus Sundaram Small Cap Fund Sundaram Global Brand Fund Sundaram Debt Hybrid Fund Sundaram Med Term Bond Fund Sundaram Midcap Fund Sundaram Diversified Equity Sundaram Rural & Consumption Fund	15 bps*	17 bps*

SIP's of min. 36 monthly instalments : Additional Trail applicable for the first 3 years from the date of registration of SIP

SIP's of min. 60 monthly instalments : Additional Trail applicable for the first 5 years from the date of registration of SIP

## Terms and Conditions:

1. The brokerage structure is applicable for the period 01-Jan-2021 to 31-Mar-2021. However, Sundaram Asset Management Ltd. reserves right to change the Brokerage Rates / Incentives in the intermittent period in the event of Regulatory changes / Industry practices.
2. #Annualised Retention Incentive (ARI) refers to the quantum of additional trail brokerage payable on fresh mobilization in B30 cities. In the event of redemption / within one year from the date of investment, the ARI paid to you will be completely recovered /clawed back /set off from any payment due to you. The ARI brokerage is payable as trail for one year from the date of investment.
3. T-30 refers to TOP 30 cities provided by AMFI / SEBI & B-30 refers to the cities beyond TOP-30 cities referred in AMFI / SEBI guidelines.
4. In the event premature closure of SIP / STP, advance on New SIP (if applicable ) will be recovered from the subsequent pay-outs.
5. Sundaram Asset Management Company Limited reserves the right to change the brokerage / incentive without prior intimation.
6. The above compensation structure is inclusive of all applicable taxes and levies (if any). The brokerage payment is subject to receipt of statutory documents and filing (& not limited to) and invoices, within a reasonable period of time.
7. This letter supersedes any other incentive/ brokerage communication issued earlier for the above period.
8. AMC reserves right to make prospective changes to the structure including trail on existing assets. In the event of unavoidable reduction in expenses due to regulatory / other reasons,the perpetual trail may undergo change.
9. Direct Plan (All Investments):
  - i) No brokerage is payable on purchases/ switches into direct plans.
  - ii) Switches from regular plan(s) into Direct Plan(s) will be subject to proportionate or complete claw back as per the guidelines governing claw back.

Looking forward to your support in our products,

Yours sincerely,

Sd/-

**Sunil Subramaniam**

**Managing Director**

*Note : 'This is a computer generated document. No signature is required'*