

LOAD & DISTRIBUTOR REMUNERATION STRUCTURE

1st July 2017 - 30th September 2017

| Scheme Name Plan (For All Application Sizes) | Brokerage | | | | | Clawback Period in Months*** | Exit Load |
|--|--------------------------------|---------------------|---------------------|---------------------|--|------------------------------|---|
| | Applicable to T15 & B15 Cities | | | | Applicable Only to B15 Cities | | |
| | Sales Incentive | Trail - First Year | Trail - Second Year | Trail - Third Year | Special Sales Incentive(Refer to terms & conditions for details) | | |
| | | Annual Paid Monthly | Annual Paid Monthly | Annual Paid Monthly | | | |
| BNP Paribas Equity Fund | 1.00% | 0.75% p.a. | 0.75% p.a. | 0.75% p.a. | Nil | 12 | 1% if redeemed/ switched out within 1 year from the date of subscription/ switch in, Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in |
| BNP Paribas Mid Cap Fund | 1.00% | 0.90% p.a. | 0.90% p.a. | 0.90% p.a. | Nil | 12 | |
| BNP Paribas Dividend Yield Fund | 1.00% | 0.90% p.a. | 0.90% p.a. | 0.90% p.a. | Nil | 12 | |
| BNP Paribas Long Term Equity Fund | 1.00% | 0.90% p.a. | 0.90% p.a. | 0.90% p.a. | Nil | 36 | 3 year lock in |
| BNP Paribas Enhanced Arbitrage Fund | Nil | 0.50% p.a. | 0.50% p.a. | 0.50% p.a. | Nil | Nil | 0.25% if redeemed/ switched out upto 1 months from the date of subscription /switch in , Nil if redeemed/ switched out after 1 months from the date of subscription/ switch in. |
| BNP Paribas Balanced Fund | 1.00% | 0.90% p.a. | 0.90% p.a. | 0.90% p.a. | Nil | 12 | 1% if redeemed/ switched out within 1 year from the date of subscription/ switch in, Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in |
| BNP Paribas Monthly Income Plan | Nil | 1.00% p.a. | 1.00% p.a. | 1.00% p.a. | Nil | Nil | 1% if redeemed or switched-out within 6 months from the date of subscription/switch-in. Nil if redeemed or switch-in. No entry/ exit load will be charged on Dividend Reinvestment units. |
| BNP Paribas Flexi Debt Fund | 0.25% | 1.00% p.a. | 1.00% p.a. | 1.00% p.a. | Nil | 6 | 0.75% if redeemed/ switched out within 6 months from the date of subscription/ switch in, Nil if redeemed/ switched out after 6 months from the date of subscription/ switch in |
| BNP Paribas Corporate Bond Fund | Nil | 0.62% p.a. | 0.62% p.a. | 0.62% p.a. | Nil | 6 | 0.25% if redeemed/ switched out upto 15 days from the date of subscription /switch in , Nil if redeemed/ switched out after 15 days from the date of subscription/ switch in. |
| BNP Paribas Short Term Income Fund | 0.20% | 0.70% p.a.^ | 0.70% p.a. | 0.70% p.a. | Nil | 6 | Nil |
| BNP Medium Term Income Fund Fund | Nil | 0.85% p.a. | 0.85% p.a. | 0.85% p.a. | Nil | 12 | 1% if redeemed/ switched out upto 1 year from the date of subscription /switch in , Nil if redeemed/ switched out after 1 year from the date of subscription/ switch in. |
| BNP Paribas Government Securities Fund | Nil | 0.55% p.a. | 0.55% p.a. | 0.55% p.a. | Nil | Nil | Nil |
| BNP Paribas Money Plus Fund | Nil | 0.50% p.a. | 0.50% p.a. | 0.50% p.a. | Nil | Nil | Nil |
| BNP Paribas Overnight Fund | Nil | 0.02% p.a. | 0.02% p.a. | 0.02% p.a. | Nil | Nil | Nil |

Terms & Conditions as attached shall also be applicable. Brokerage rates are inclusive of GST. ^ 4th month onwards. # Upfront sales incentive is applicable upto single application of Rs 50,00,000, for any amount above that only trail commission of the same value will be paid.

The above mentioned brokerage will be payable only to distributors empanellend with us and applications logged under their registered ARN's with us

No Sales Incentive will be paid for intra-scheme switches. In all other switch transactions, the sales incentive will be paid as per above subject to applicable exit loads

***In case where there is no sales incentive the claw back shall not be applicable