Additional Incentives B-30 Cities and Women Investors

This is with reference to SEBI Circular No. HO/(83)2025-IMD-POD-1/I/152/2025 dated November 27, 2025, on “Additional Incentives to Distributors for Onboarding New Individual Investors from B-30 Cities and Women Investors”

We are incentivizing distributors from **01 July, 2026 to 30 September, 2026** for mobilizing investment/ inflows from the following categories of investors at the mutual fund industry level:

1. New individual investors (new PAN) from B-30 cities;
2. New women individual investors (new PAN) from both T-30 and B-30 cities.

Eligibility for Additional Commission:

- New women investors from both Top-30 and B-30 cities.
- New individual investors from B-30 cities.

Commission Structure:

- Lump Sum Investment: 1% (Including GST) of the first application amount, capped at ₹2,000 (Including GST), provided the investor stays invested for at least one year.
- Systematic Investment Plan (SIP): 1% (Including GST) of the total investment in the first year, capped at ₹2,000 (Including GST).
- Paid over and above existing trail commission.

Exclusions:

- ETFs, domestic fund-of-funds investing >80% in domestic funds.
- Schemes with duration less than one year (overnight, liquid, ultra-short, low duration funds).

General Terms & Conditions:

- In case the investment is redeemed within 12 months, the additional trail incentive (i.e. B30 incentive and for new women investors) will not be paid.
- The commission rate and amount mentioned above including GST for GST registered distributors. However, for GST un-registered distributors, it may be reduced to ~0.85% (capped at ~ Rs. 1,695).