

UNEARTHING OPPORTUNITIES









Distributor Empanelment Form

Please fill all the pages of the form and Signature Mandatory (on page 5) post reviewing and accepting the Terms and Conditions



Distributor Details (Please fill in Block Letters)	
*Name (Mr. / Ms. / M/s.)	
*Address For Communication	
City Pin	
E-mail	
*Contact Details (O) STD Residence STD	
Mobile Fax STD	
*Status Individual Company Bank Partnership Firm Others:	ase specify)
*Date of Birth DD MM YYYY Date of Anniversary DD MM YYYY Educational Qualification	ion
*PAN No. Mandatony-Pease attachropyl DDMMYYYYY If Non-Individual, Contact Person's Name(s) (Mr./Ms.)	
Designation Date of Incorporate	tion DD MM YYYY
*AMFI Certification Details (Please attach a copy of the AMFI certificate & ARN card) Business Model: Exec	ution Advisory
AMFI Registration No. ARN Passed on DDMM YYYY Valid up to	DD MM YYYY
valid up to	
Certifications Details CIWM CFA CA CFP FRM ICWA	CWM
*Bank Account Details (Brokerage cheques will contain the account details to avoid fraudulent encashment)	
Bank Name Branch	
City Address	
Account Type Saving Current Bank Account No.	
Mode of Direct Credit [#] (MICR code):	
Payment RTGS/NEFT# (Please Provide RTGS/IFSC code):	*(Please attach a copy of cheque)
*Business Details (This section is mandatory) Client Profile Institutional Individual HNI	Individual Retail
Distribution Direct Sale Agency Network Do you charge fee to your client?	Yes No
What kind of Mutual Fund Schemes do you promote? Monthly Income Plans Schemes do you promote? Debt Funds Schemes Debt Funds	
Whether empanelled with any other Broker as Sub-broker for selling Mutual Funds? If yes, please specify	
Experience in Selling (Please Tick)	
AUM in Crores	s of Experience:
Any Averda / Achievemento	
Any Awards / Achievements	
Infrastructure Details Branches Spread Across City Zone Across Country No . of Br	ranches
Operate from office Yes No If Yes, Office Area Sq. ft No. of Employees No. or	f Sub-Brokers
Association as a Sub-Broker/Franchisee for Mutual Fund Yes No If yes then with:	
Prominent Location Yes No Location Main Road Side Road Commercial Complex	Floor:

*Indicates Mandatory Fields Page 2/6

Distributor Empanelment Form



Kindly tick if	you satisfy ai	ny of the b	elow criteria	a:						
1 Multiple p	point presence	more than	20 locations)							
		ver Rs.100 Crore across industry in the non institutional category? high networth individual Excluding high networth individual								
3 Commiss	sion received of	over Rs.1 (Crore p.a. acr	oss industry [
4 Commiss	sion received of	over Rs. 5	0 Lakhs from	a single Mutual	I fund					
Mandatory to ti	ck the relevant o	leclaration g	given below:							
We hereby de	clare that :	J								
2011 da	ted August 22,	2011.							BI circular no. Ci	
We cor	firm that none	of the emp	oloyees of Al	/IC or Mutual F	und or Spon	sor or Associ	iate is a	relative		
				sion (In case of I						
l hereby nomi	nate the persor	n named be	elow to recei	ve the amounts	s of brokerag	e to my cred	it in the	event of my d	eath.	
Nominee Na	me									
Date of Birth	e of Birth (If Minor) DDMMYYYY Relationship Guardian Name (In case of Minor)									
Address of N	Nominee / Gua	rdian								
City				State				Pin		
Place:										
For offic	e use only	Date	DD M	M YYYY	Relationsh	nip Manager				
AMC HO/ B					Categ	orization				
	r Classificatio	n (any one	a)		0					
		ocal	Regional	Nationa	I			Local	Regional	National
IFA					F	rivate / Foreigi	n Bank			
Compa	ny					Partnership Firm				
PSU Ba	nk					Alternate Channel				
Recommende	ed by <i>(Branch F</i>	lead)			Ad	ccepted and	Confirm	ed by <i>(Client E</i>	Experience Officer)	
Name						Name				
Signatur	е					Signature	•			
Signatur	re					Signature	•			

Checklist for Documents to be Submitted							
Documents	IFA/ Proprietorship	Partnership Firm	Company	Documents	IFA/ Proprietorship	Partnership Firm	Company
Copy of the AMFI Certificate	V	$\overline{\checkmark}$	Principal Officer Details, Authorised Signatory List Partnership		NA	$\overline{\checkmark}$	\checkmark
Copy of the ARN Card	$\overline{\checkmark}$	$\overline{\checkmark}$			NA	✓	NA
PAN Card copy	V	$\overline{\checkmark}$	$\overline{\checkmark}$	Deed & Resolution	IVA	[V]	IVA
Memorandum & Articles of Association	NA	NA		Board Resolution	NA	NA	V

*Indicates Mandatory Fields Page 3/6

TERMS AND CONDITIONS



IT IS HEREBY AGREED, DECLARED, CONFIRMED AND RECORDED BY THE DISTRIBUTOR THAT:

- The statements made by the Distributor in the Distributor Empanelment Form and the terms and conditions agreed upon shall be the basis of the contract.
- The Distributor and its representatives shall carry out such directions and instructions as may from time to time, be issued by the Investment Manager in this regard.
- 3. The Distributor and its representatives who are involved in distribution of Sundaram Mutual Fund products must have cleared the AMFI (Association of Mutual Funds in India) Test Certificate (Advisory module) and copy of ARN No. (AMFI Registration Number) letter must be submitted by the Distributor to the Investment Manager, for its verification and records.
- 4. In case of application by non-individuals, a certified true copy of the relevant resolution or authority to make the application as the case may be, along with a certified true copy of the Memorandum and Articles of Association / Partnership Deed, Principal Officer details, Authorised Signatories list and Certificate of Registration should be submitted.
- Distributor shall commence business after receipt of empanelment confirmation letter from Sundaram Mutual Fund/ Investment Manager.
- The Distributor shall be responsible for proper affixation of the ARN Code. Investment Manager is not responsible in case of any disputes, if the same is not properly affixed by the distributor.
- 7. The Distributor and its representatives must read and understand the Statement of Additional Information (SAI) and Scheme Information Document (SID) of the respective Scheme(s) carefully and explain the risks, investment objectives and the special features of the Schemes to the investors. The Distributor must not make any representation concerning Units or Sundaram Mutual Fund except those contained in the SAI and SID of the respective Scheme(s), the Key Information Memorandum containing Application Forms, Addenda and other printed/electronic information issued by the Investment Manager as information supplemental to such documents.
- 8. The Distributor shall use only such SAI and SID, Key Information Memorandum containing Application Forms and advertising material provided by the Investment Manager and the Distributor shall not design its own advertisement of the Scheme(s) of Sundaram Mutual Fund unless it has obtained prior approval in writing from the Investment Manager.
- 9. The Distributor declares, represents and undertakes that:
- a) (i) the Distributor is authorised to act as an agent for the investor;
 - (ii) the relationship between the Investment Manager and the Distributor is one of principal to principal;
 - (iii) each transaction is initiated solely upon the order of such investor;
 - (iv) each transaction is for the account of such investor and not for the Distributor's own account;
 - (v) each investor will be provided by the Distributor with a copy of the Key Information Memorandum / SAI and SID with respect to the relevant Scheme and will be allowed to inspect or receive a copy of the SAI and SID with respect to the relevant Scheme;
 - (vi) as between the Distributor and the investor, the investor will have full registered ownership of the Units;
 - (vii) the Distributor shall make appropriate disclosures to the investors that Units of Sundaram Mutual Fund are not endorsed by the Distributor and do not constitute an obligation of the Distributor.
- b) This relationship is expressly established subject to the Investment Manager/Sundaram Mutual Fund/Trustee Company being allowed to:
 - (i) appoint other Distributors to sell the Units of Scheme(s); and
 - (ii) sell Units of Scheme(s) directly to investors.
- c) The Distributor agrees that the agreement, if any, between the Distributor and Sub-Distributor(s) shall not contain any clauses which are contrary to what is stated in the terms and conditions of this form. The distributor shall ensure that any sub broker appointed complies with such terms, conditions and standards as are laid down in this document for distribution of units. Investment Manager shall not be liable to any person on account of any act/omission of any sub broker and that there would be no privity of contract between the Investment Manager and the sub-broker.

- d) The Distributor will consider the suitability of particular Units as an investment for the relevant customer before recommending.
- e) The Distributor shall make all reasonable efforts for providing the Foreign Inward Remittance Certificate or the certificate evidencing the subscription by way of debit to the Non Resident External/Foreign Currency Non Resident account of any Non Resident Indian / Overseas Corporate Bodies, if allowed by applicable law and regulation, within five Business Days from receiving credit to Sundaram Mutual Fund's account/submission of unit application form to Sundaram Mutual Fund.
- f) The Distributor shall provide such assistance as may be required by investors / the Registrar and Transfer Agent / the Investment Manager to redress investor complaints and other issues relating to the distribution of Units by the Distributor or otherwise, including coordination with the authorised collecting branches of the Distributor and the Registrar and Transfer Agent, within three days of receipt by the Distributor of any such complaint or particulars of any issue.
- In case the Distributor receives any brokerage/commission which is not due or payable to the Distributor, Sundaram Mutual Fund / Investment Manager shall be entitled to recover or adjust all such amounts wrongly paid to the Distributor.
- h) The Distributor shall not have any claim against the Investment Manager /Sundaram Mutual Fund/ Trustee Company for any loss incurred by him/her/it as not anticipated and arising out of any revision in the rate(s) of brokerage/commission for business canvassed.
- i) The Distributor shall not in any way pledge or have any lien or charge on the properties of the Investment Manager /Sundaram Mutual Fund in its possession, for the brokerage/commission payable to the Distributor for distributing Units of Sundaram Mutual Fund.
- The Distributor shall comply with the provisions of the Securities and Exchange Board of India (Mutual Funds) Regulations, 1996 and Prevention of Money Laundering Act, 2002 and rules and regulations issued there under and circulars, notifications, guidelines etc. issued by SEBI (Securities Exchange Board of India)/RBI (Reserve Bank of India)/AMFI/Ministry of Finance- FIU (Financial Intelligence Unit) and any other regulatory or revenue authority from time to time pertaining to Mutual Funds with specific focus on regulations/guidelines on advertisements / sales literature and code of conduct for Distributors and shall abide by and adhere to it at all times. Particular attention of the Distributor is drawn to Section B. titled 'Distributors of Mutual Funds Products' of SEBI circular no. Cir/IMD/DF/13/2011 dated August 22, 2011 dealing with Due Diligence to be conducted by the Investment Manager on the Distributors to satisfy the 'Fit and Proper' criteria. The Distributor would be responsible to ensure that its employees and appointed sub-brokers too comply/ adhere to such provisions.
- k) The Distributor and its employees, including its sub-brokers shall keep strictly confidential all technical and business information including details, particulars, data or information of any party or person and shall hold such details, particulars, data and information but not limited to that which may be disclosed or confided to it by the other in the course of the performance of the obligations as Distributor and shall not disclose the same to any third party without prior approval of the Investment Manager /Sundaram Mutual Fund/Trustee Company as the case may be.
- The Distributor shall neither use nor display the name, logo or mark of the Investment Manager (or any logo or make similar thereto) in any manner whatsoever except as agreed by the Investment Manager in writing and under no circumstance after termination of this Agreement.
- m) The Distributor shall not undertake any obligation or incur any liability on behalf of the Investment Manager nor in any way pledge the Investment Manager's credit.
- The Distributor shall not be entitled without the prior consent in writing of the Investment Manager to assign, transfer, charge or in any manner make or create any third party right or interest in this Agreement or the Distributor's obligations or liabilities hereunder
- The Distributor has never been publicly censured, disciplined, suspended or expelled by any recognised regulatory organisation or recognised professional body or by any other organisation, body or association.
- The Distributor has never been refused or had revoked any license or authorisation or ever resigned any such authorisation, or decided after making an application to become licensed not to proceed with it, in the securities / financial services market.

TERMS AND CONDITIONS



- q) The Distributor will provide all co-operation to enable the Investment Manager undertake and complete the procedure needed to comply with applicable regulation relating to prevention of 'money laundering', 'Know Your Customer' (KYC) guidelines and Empanelment of Distributors and undertakes that the Distributor will conduct KYC of its customers and not promote any transaction which is viewed by him/her/it as suspicious in terms of PMLA Act, rules and circulars.
- 10. The Distributor shall be eligible to receive brokerage/commission on amounts mobilized by him / her/it under each Scheme and undertakes not to rebate brokerage/commission back to investors or attract investors through temptation of rebates /gifts, pass back commission etc. The amount of brokerage/commission and /or incentive paid to the distributor may vary from time to time and from Scheme to Scheme (Net of Statutory levies). Investment Manager will not be responsible for payment of any compensation/brokerage/commission to the employees of the Distributor.
- 11. The Distributor or its representatives are not authorised to issue any receipt for cheques and demand drafts received along with the Application Forms on behalf of the Investment Manager. The Distributor or its employees shall at no point of time receive cash on behalf of Sundaram Mutual Fund.
- 12. The Distributor declares and covenants with the Investment Manager to defend, indemnify and hold Sundaram Mutual Fund, Investment Manager and Trustee Company, its affiliates, promoters, employees of the Investment Manager, Trustee Company, successors in interest and permitted assigns harmless from and against all claims, damages or assertions of liability of any kind or nature resulting from:
- Any breach, by the Distributors of terms, covenants and conditions or other provisions hereof, or provisions contained in the SAI and SID or any actions or omissions there under;
- Any failure on the part of the Distributor to comply with all applicable legislation, statutes, ordinances, regulations, administrative ruling or requirements of law;
- c) The misfeasance, malfeasance, fraudulent acts, mis-representation, omission, willful misconduct and mis-selling activities of the distributor and its representatives; and
- d) Any and all claims, actions, suits, proceedings, assessments, settlements, arbitration judgments, cost and expenses, including attorneys' fees, resulting from any of the matters set forth above.
- 13. The appointment of the Distributor shall be liable to be terminated by the Investment Manager forthwith:
 - If he/she/it/Principal Officer is found to be a minor or adjudicated as an insolvent or found to be of unsound mind by a court of competent jurisdiction;
 - If in course of any judicial proceeding or otherwise it is found that he/she/it has knowingly participated in or connived at any fraud, dishonesty or misrepresentation against the Investment Manager or any Unit holder of Sundaram Mutual Fund;
 - If the Investment Manager is satisfied that any statement made in the Distributor Empanelment Form was false or misleading or calculated to mislead;
 - d) If he /she/it/Principal Officer acts in any other manner prejudicial to the interest of the Investment Manager / Sundaram Mutual Fund/Trustee Company/Investor;
 - e) If he /she/it/Principal Officer does not comply with all applicable legislation, statutes, ordinances, regulations, administrative rulings or requirements of law;
 - f) Upon disqualification or withdrawal of Regulatory or Government Approval to act in his/her/its/Principal Officer's capacity; and
 - g) Any other reason deemed fit by the Investment Manager.
- 14. In addition to what is stated in the preceding paragraphs the Investment Manager shall have the right to terminate the appointment of the Distributor at any time by giving the Distributor 10 days written notice and without assigning any reasons thereof. The Distributor may also terminate the Distributor arrangement at any time by giving 10 days written notice to the Investment Manager. Upon any termination (in respect of point 13), the Distributor shall forthwith return all documents, papers and surrender all material pertaining to the Investment Manager / Sundaram Mutual Fund and / or belonging to the Investment Manager / Sundaram Mutual Fund to the Investment Manager.

- 15. The Distributor has to submit a SELF DECLARATION as per format provided by AMFI from time to time by 30th June every year. Any noncompliance of such circular will attract suspension of payment of brokerage/commission by the Investment Manager.
- Sundaram Mutual Fund will endeavor to brokerage/commission amount into the Distributor's Bank Account through any of the electronic modes of transfer (RTGS/NEFT/Direct Credit) available in the banking system, subject to relevant information being provided by the distributor. In case of bank not crediting the account with/without assigning any reason thereof or if the transaction is delayed or not effected at all for reasons of incomplete or incorrect information or if the account number furnished by the Distributor is incorrect, Sundaram Mutual Fund/ Investment Manager /Trustee Company will not be held responsible for the credit going to the wrong account. Further, Sundaram Mutual Fund/ Investment Manager /Trustee Company reserves the right to issue a demand draft/payable at par cheque in case it is not possible to make payment by Direct Credit.
- 17. The nominee of individual Distributor will receive trail brokerage/commission on business done before the demise of the Distributor holding ARN card. The nominee will not be entitled for any brokerage/commission on SIP (Systematic Investment Plan) instalments post demise of Distributor. Incase of any payment made between the period of actual date of demise and date of intimation of demise, the amount paid shall be recoverable from the nominee/ individual Distributor.
- 18. This contract shall be effective from the date on which this Agreement shall be executed / franked by the Investment Manager.
- In respect of all disputes arising under this empanelment, the courts in Mumbai alone shall have jurisdiction.
- 20. The Distributor certifies that he/she/it/principal officer has the express authority from the constitutional documents to undertake distribution of the units of the Mutual Funds and the Investment Manager/Sundaram Mutual Fund/Trustee Company would not be responsible if the distribution of the units of the Mutual Funds is ultravires and the distribution activity is contrary to the relevant constitutional documents.
- 21. The Distributor certifies that "In the course of my / our business in the distribution of Sundaram Mutual Fund products during the financial year, I / we have adhered / will adhere to the code of conduct contained in SEBI Circular No. MFD/CIR/06/210/2002 dated June 26, 2002 and to the requirements as prescribed in SEBI's subsequent Circular No. MFD/CIR/20/23230/2002 dated November 28, 2002 and the AMFI Circular No. CIR/ARN-01/02-03 dated January 15, 2003. I/We shall abide by the circulars issued by SEBI, AMFI, FIU any other applicable Regulatory Authority and code of conduct as amended from time to time".
- 22. In accordance with the SEBI Circular dated June 30,2009, the upfront commission, if any would be paid by the investor directly to the distributor, based on his assessment of various factors including the service rendered by the distributor.
- 23. Distributor shall disclose to the Investor(s) all the commissions (in the form of trail commission or any other mode) for the different competing Schemes from amongst which the Scheme of Sundaram Mutual Fund is recommended to the Investor(s).

I/We have understood the above contents and terms for empanelment as Distributor of Sundaram Mutual Fund and agree to abide by the terms, conditions, rules & regulations governing the registration as Distributor at all times.

Place	Date	
*Signature		

*Indicates Mandatory Fields Page 5/6

CODE OF CONDUCT FOR INTERMEDIARIES OF MUTUAL FUNDS



- Consider investor's interest as paramount and take necessary steps to ensure that the investor's interest is protected in all circumstances.
- Adhere to SEBI Mutual Fund Regulations and guidelines issued from time to time related to distributors, selling, distribution and advertising practices. Be fully conversant with the key provisions of the Scheme Information Document (SID), Statement of Additional Information (SAI) and Key Information Memorandum (KIM) as well as the operational requirements of various schemes.
- 3. Comply with SEBI guidelines / requirements issued from time to time in preparation of sales, promotional or any other literature about any schemes. Performance disclosures should also comply with the requirements specified by SEBI. Provide full and latest information of schemes to investors in the form of SAI, SID, addenda, performance reports, fact sheets, portfolio disclosures and brochures; and recommend schemes appropriate for the investor's risk profile and needs.
- Highlight risk factors of each scheme, desist from misrepresentation and exaggeration and urge investors to go through SAI / SID/ KIM before deciding to make investments.
- 5. Disclose to the investors all material information including all the commissions (in the form of trail or any other mode) received for the different competing schemes of various Mutual Funds from amongst which the scheme is being recommended to the investors.
- Abstain from indicating or assuring returns in any type of scheme, unless the SID is explicit in this regard.
- 7. Maintain necessary infrastructure to support the AMCs in maintaining high service standards to investors, and ensure that critical operations such as forwarding forms and cheques to AMCs/registrars and despatch of statement of account and redemption cheques to investors are done within the time frame prescribed in the SID/SAI and SEBI Mutual Fund Regulations.
- Do not collude with investors in faulty business practices such as bouncing of cheques, wrong claiming of dividend/redemption cheques, splitting of applications in the schemes to circumvent regulations for any benefit, etc.
- 9. Do not undertake commission driven malpractices such as:
 - a) recommending inappropriate products solely because the intermediary is getting higher commissions therefrom.
 - b) encouraging over transacting and churning of Mutual Fund investments to earn higher commissions.
 - Splitting of applications to earn higher transaction charges/ commissions.
- Abstain from making negative statements about any AMC or scheme and ensure that comparisons, if any, are made with similar and comparable products along with complete facts.
- 11. Intermediaries shall keep themselves abreast with the developments relating to the Mutual Fund Industry as also changes in the scheme information and information on mutual fund / AMC like changes in fundamental attributes, changes in controlling interest, loads, liquidity provisions, and other material aspects and deal with the investors appropriately having regard to the up to date information.
- 12. Maintain confidentiality of all investor details, deals and transactions.
- Intermediaries shall keep investor's interest and suitability to their financial needs as paramount and that extra commission or incentive should never form the basis for recommending a scheme to the investor.
- Intermediaries shall not rebate commission back to investors and abstain from attracting investors through temptation of rebate/gifts etc.
- 15. To protect the investors from potential fraudulent activities, intermediary should take reasonable steps to ensure that the investor's address and contact details filled in the mutual fund application form are investor's own details, and not of any third party. Where the required information is not available in the application form, intermediary should make reasonable efforts to obtain accurate and

updated information from the investor. Intermediaries should abstain from filling wrong / incorrect information or information of their own or of their employees, officials or agents as the investor's address and contact details in the application form, even if requested by the investor to do so. Intermediary should abstain from tampering in any way with the application form submitted by the investor, including inserting, deleting or modifying any information in the application form provided by the investor.

- 16. Intermediaries including the sales personnel of intermediaries engaged in sales/ marketing shall obtain NISM certification and register themselves with AMFI and obtain a Employee Unique Identification Number (EUIN) from AMFI apart from AMFI Registration Number (ARN). The Intermediaries shall ensure that the employees quote the EUIN in the Application Form for investments. The NISM certification and AMFI registration shall be renewed on timely basis. Employees in other functional areas should also be encouraged to obtain the same certification.
- Intermediaries shall comply with the Know Your Distributor (KYD) norms issued by AMFI.
- 18. Co-operate with and provide support to AMCs, AMFI, competent regulatory authorities, Due Diligence Agencies (as applicable) in relation to the activities of the intermediary or any regulatory requirement and matters connected thereto.
- Provide all documents of its investors in terms of the Anti Money Laundering / Combating Financing of Terrorism requirements, including KYC documents / Power of Attorney / investor's agreement(s), etc. with Intermediaries as may be required by AMCs from time to time.
- Be diligent in attesting / certifying investor documents and performing In Person Verification (IPV) of investor's for the KYC process in accordance with the guidelines prescribed by AMFI / KYC Registration Agency (KRA) from time to time.
- Commission on assets where KYC status of any of the investor in the folio is non-compliant will be withheld until the KYC status is Registered.
- Adhere to AMFI guidelines and Code of Conduct issued from time to time related to distributors, selling, distribution and advertising practices.
- 23. Intimate the AMC and AMFI any changes in the intermediary's status, constitution, address, contact details or any other information provided at the time of obtaining AMFI Registration.
- 24. Observe high standards of ethics, integrity and fairness in all its dealings with all parties - investors, Mutual Funds/ AMCs, Registrars & Transfer Agents and other intermediaries. Render at all times high standards of service, exercise due diligence, and ensure proper care.
- 25. Intermediaries satisfying the criteria specified by SEBI for due diligence exercise, shall maintain the requisite documentation in respect of the "Advisory" or "Execution Only" services provided by them to the investors.
- 26. Intermediaries shall refund to AMCs, either by set off against future commissions or payment, all incentives of any nature, including commissions received, that are subject to claw-back as per SEBI regulations or the terms and conditions issued by respective AMC.
- 27. In respect of purchases (including switch-in's) into any fund w.e.f. January 1, 2013, in the event of any switches from Regular Plan (Broker Plan) to Direct Plan, all upfront commissions paid to distributors shall be liable to complete and / or proportionate claw back.
- 28. Do not indulge in fraudulent or unfair trade practices of any kind while selling units of Schemes of any mutual fund. Selling of units of schemes of any mutual fund by any intermediary directly or indirectly by making false or misleading statement, concealing or omitting material facts of the scheme, concealing the associated risk factors of the schemes or not taking reasonable care to ensure suitability of the scheme to the investor will be construed as fraudulent / unfair trade practice.