

## CIRCULAR

Date:	26 July 2018	Ref No.:	BR(PRS)/IPRA/MLI/VAL-af/016-18 Total No. of Pages : 4
To:	INSTITUTIONAL PRS ADVISER		
Attn:	Authorised Representatives / Chief Executive Officers		

### TOTAL GROSS SALES OF PRIVATE RETIREMENT SCHEMES FOR THE 7 MONTHS PERIOD ENDED 31 JULY 2018

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#### 1.0 Annual Budget

- 1.1 FIMM is in the midst of preparing year 2019 annual budget and would like to request the following information:
  - 1.1.1 Company's total gross sales of Private Retirement Schemes ("PRS") for the 7 months period ended 31 July 2018. Please refer to **Appendix 1** for example of calculation of Institutional PRS Adviser's annual fee.
  - 1.1.2 Projected number of PRS Consultants for various types of registration for year 2019.
- 1.2 The information provided will not be used for billing purposes for year 2019.

#### 2.0 Reply Slip

- 2.1 The reply slip for the Total Gross Sales as at 31 July 2018 and a projected number of the PRS Consultants for 2019 is set out in **Appendix 2**.
- 2.2 Please complete and return the reply slip to us no later than **3 August 2018**.

**3.0 Contact Person**

- 3.1 For any queries in relation to the above matter, please contact Cik Afza (ext: 308) of Business Registration Department at 03-20932600.

This circular is available at FIMM's PRS System.

Thank you.

Sincerely,  
Federation of Investment Managers Malaysia



**MARYATI LEGORI IBRAHIM**  
Acting Chief Executive Officer

## Appendix 1

Institutional PRS Adviser annual fee is calculated based on the company's annual total gross sales of PRS for the preceding calendar year, using the following levy factor:

Fund Category	Particulars	Levy Factor
Normal load funds	Include normal-load funds that are charging maximum front-end and/or back-end charges of 3% and above, such as equity funds and mixed asset funds.	100%
Low load funds	Include low-load funds that are charging maximum front-end and/or back-end charges of less than 3% such as fixed income or bond funds and capital guaranteed/protected funds.	25%
No-load funds	Include no-load funds such as money market funds and other funds that are not imposing any front-end and/or back-end charges.	0%

The annual fee payable is based on the following scale:

Annual Total Gross Sales	Annual fee (RM)
Sales < RM250 mil	10,000
RM250 mil ≤ Sales < RM500 mil	20,000
RM500 mil ≤ Sales < RM1,000 mil	40,000
RM1,000 mil ≤ Sales < RM2,000 mil	60,000
RM2,000 mil and above	80,000

Workings to determine annual fees payable (example):

Fund Category	Annual Total Gross Sales (RM mil)	Levy factor	Sales "Qualified" to be levied (RM mil)	Annual Fee payable
Normal load fund	300.00	100%	300.00	Not applicable
Normal load fund	100.00	100%	100.00	
Low load fund	550.00	25%	137.50	
No-load fund	50.00	0%	0.00	
<b>Total</b>	<b>1,000.00</b>	<b>-</b>	<b>537.50</b>	<b>RM40,000.00</b>

The annual total gross sales of RM537.50 mil falls between the RM500 mil ≤ Sales < RM1,000 mil range. Hence based on the scale, the annual fee payable is RM40,000 for this example.

**REPLY SLIP**

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 (Ref: BR (PRS)/IPRA/MLI/VAL-af/016-18)

To: **Federation of Investment Managers Malaysia**  
 19-06-01, 6th Floor, Wisma Tune  
 19, Lorong Dungun, Damansara Heights  
 50490 Kuala Lumpur  
 Tel: 03-2093 2600

**Attention: Business Registration Department**

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Please submit the completed slip to FIMM by **3 August 2018**  
 Fax no: 03-2093 2700 or Email: [afza@fimm.com.my](mailto:afza@fimm.com.my)

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Total Gross Sales of Private Retirement Schemes	Please Tick (✓)
Sales < RM250 mil	
RM250 mil ≤ Sales < RM500 mil	
RM500 mil ≤ Sales < RM1,000 mil	
RM1,000 mil ≤ Sales < RM2,000 mil	
RM2,000 mil and above	

Projected number of **PRS Consultants** for various types of registration in 2019:

Number of renewal: \_\_\_\_\_

Number of registration via examination: \_\_\_\_\_

Number of registration via exemption: \_\_\_\_\_

<b>Name of Contact Person on this matter</b>	
<b>Contact number</b>	
<b>Email</b>	
<b>Designation</b>	
<b>Company</b>	