Quantum
MUTUAL FUND
FOR THOUGHTFUL INVESTORS

Distributor HANDBOOK

Invest. Expand. Thrive.

Grow with us!

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Message to our Partners

Dear Partner,

We recognize & would like to express our sincere gratitude for your support & the business you bring to us. At Quantum, we have introduced several initiatives to assist you in advising your clients with enhanced service efficiency and convenience to help them meet their financial goals.

With this Handbook we have tried to give you a quick snapshot of our product offerings & services to assist you in guiding your investors through their investment journey. Investment and growth go hand in hand which is why we will continue to innovate & strengthen our relationship.

As our valued partner you are the last mile touchpoint in the investment ecosystem helping your clients to make better informed financial decisions. We look forward to a long and fruitful relationship together as you grow your mutual fund business with us.

Happy Advising!

About Quantum Mutual Fund

Quantum Mutual Fund was established in 2006 with the launch of its first fund and has a track record of 17-years. Quantum walks a different path with focus on ethics, integrity & transparency in managing assets. With a steadfast vision and unwavering commitment, we help propel financial aspirations into the quantum realm of success. A meticulous research & investment approach helps your clients easily navigate market swings.

Risk Adjusted Returns

We have consistently delivered risk adjusted returns over the long term.

Robust Investment Process

Our robust & research-driven approach follows a well-defined process to provide the best investment solutions.

Investors First

We are dedicated to prioritizing investor needs and goals. Our commitment to put the client first has been unwavering.

Consistency

The ability to consistently deliver reliable performance, show significant stability and dependability, fosters a strong sense of security for our investors.

About Our Sponsor

Quantum Mutual Fund is sponsored by Quantum Advisors Private Limited, founded by Mr. Ajit Dayal in 1990 as India's first Institutional Equity Research House. The Sponsor is a SEBI Registered Portfolio Manager engaged in the business of rendering Portfolio Management and Advisory Services and is currently managing an AuM of over USD 2 billion.

At Quantum, we strongly believe in conducting business on the foundation of ethics, integrity and disciplined investment process. The success of any enterprise rests on the character and values of the people who start it and their partners.

A Series of Industry Firsts

Quantum Mutual Fund

Mar 2006

Started using Total Return Index (TRI) as a benchmark

Oct 2010

Introduced a 100% Independent Board of Trustees & Majority of Independent Directors on AMC Board

Aug 2011

Launched India's first paperless invest online platform

July 2012

Became the first & only fund (Quantum Liquid Fund) to follow mark-to market valuation

Jul 2015

Launched one of India's first ESG themed Equity Fund

Oct 2015

Launched India;s first paperless E-KYC process

Our Investment Process

At the core of our investment philosophy lies a quintessential focus on the long term, we strive to discover straightforward and impactful investment solutions that cater to your customers every financial need.

The Deep Dive

- Steady business landscape & industry dynamics.
- Evaluate the management team.
- Assess processes, operations & governance factors.
- Consider the long-term objectives.

Knowing When To Let Go

- Regular portfolio review
- Stick to mandate
- Low churn

What Makes The Cut

- Estimate stock's long-term value, considering various conditions.
- Set buy & sell limit or defined process depending on the product.

Fund Management Team

Chirag Mehta
CIO QAMC

Funds Managed
Quantum Equity Fund of Funds
Quantum Multi Asset Fund of Funds
Quantum ESG Best In Class Strategy Fund
Quantum Gold Saving Fund
Quantum Small Cap Fund

Qualification
CAIA (Chartered Alternative Investment Analyst), and MMS in Finance.

Pankaj Pathak
Fund Manager - Fixed Income

Funds Managed
Quantum Dynamic Bond Fund
Quantum Liquid Fund

Qualification
Post Graduate Diploma in Banking & Finance from and CFA (Chartered Financial Analyst).

George Thomas
Fund Manager QAMC

Funds Managed
Quantum Long Term Equity Value Fund
Quantum Tax Saving Fund

Qualification
Post-Graduate Diploma in Management (Finance).

Christy Mathai
Fund Manager QAMC

Funds Managed
Quantum Long Term Equity Value Fund
Quantum Tax Saving Fund

Qualification
CFA Charterholder & PGDM in Finance.

Sneha Joshi
Fund Manager QAMC

Funds Managed
Quantum ESG Best In Class Strategy Fund

Qualification
Ph.D. & M.A. in Economics.

Ghazal Jain
FM Alt. investments QAMC

Funds Managed
Quantum Gold Fund

Qualification
MBA in Finance.

Abhilasha Satale
Associate Fund Manager

Funds Managed
Quantum Small Cap Fund

Qualification
Masters in Business Administration.

Hitendra N Parekh
Fund Manager QAMC

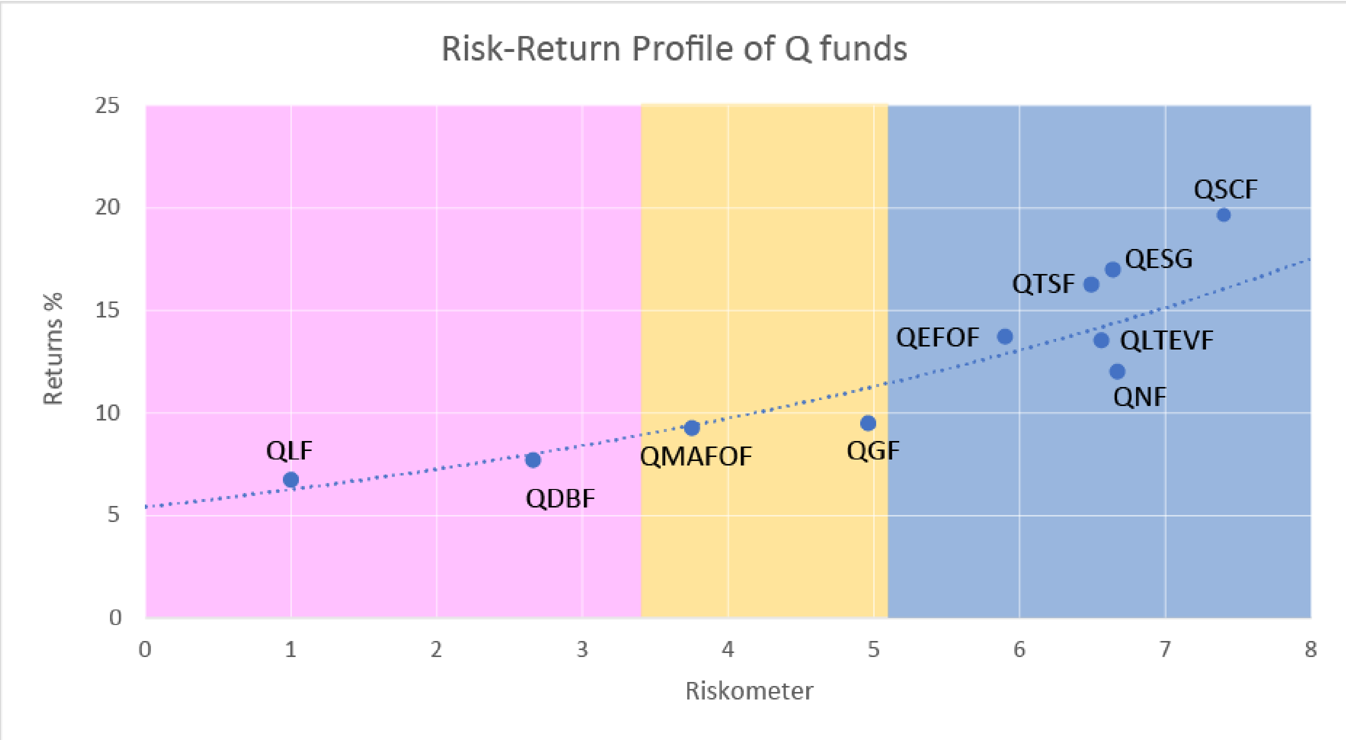
Funds Managed
Quantum Nifty 50 ETF
Quantum Nifty 50 ETF Fund of Fund

Qualification
B.Com & Masters in Financial Management.

Product **Portfolio**

Use our 12 simple products as building blocks to help you fulfill your client's financial goals & ride the market swings with peace of mind.

The graph below gives a glimpse of all the Quantum Funds across asset classes of Equity, Debt & Gold.



The above chart is for illustration purpose only

Who can Partner with Us?

Any of the AMFI/ NISM Certified Intermediaries engaged in marketing and selling of Mutual Fund schemes are required to be registered with AMFI after passing AMFI/ NISM Certification Test and obtained ARN. The valid ARN card holders can empaneled with Quantum Mutual Fund.

The below entities can partner with us:

- Individuals
- Sole proprietorships
- Partnership firms
- Companies
- Societies
- Banks / Trusts etc.

Steps to Become a Mutual Fund Distributor

Step 1: Pass the NISM-Series V-A: Mutual Fund Distributors certification examination.
The main motive of this examination is to ensure that the distributor has fundamental knowledge about the mutual fund. The validity of the certifications is three years from the date of clearing the exam. Minimum age for obtaining ARN is 18 years.

Step 2: Get the AMFI Registration Number (ARN)
The AMFI Registration Number (ARN) has been introduced as the unique code, which identifies the distributor as AMFI Registered Mutual Fund Distributor (ARMFD).

Step 3: Complete KYD (Know your Distributor) process for mutual fund distribution.
The Mutual Fund Distributor will have to submit their applications for registration with AMFI, along with the KYD application. KYD application along with the requisite documents could be submitted at any of the CAMS POS., a list of which is available at www.amfiindia.com or www.camsonline.com.

Once the NISM exam is cleared, then apply for the AMFI Registration Number (ARN). It is a unique code, or we can say a unique ID of every mutual fund distributor. Along with the ARN Number, also get an Employee Unique Identity Number (EUIN).

Step 4: Empanel with Quantum Mutual Funds
After availing of the AMFI Registration Number (ARN), you need to get empanelled with Quantum Mutual Fund to start the business.

Scan QR Code

Process for Online Empanelment

Online Empanelment - MFDs (Mutual Fund Distributor)

a. MFDs can avail the facility of Online Empanelment.

b. The online Empanelment can be done through our partner portal:

c. Mandatory fields for Online empanelment is mentioned below:

I. ARN Number
II. Pan Number (As per KYD records)
III. Email and Mobile number
Further for IFAs Nominee details are optional
Non individual MFDs applicable supporting documents like Board Resolution, list of the Authorized signatures, appreciable partnership deed, trust deed etc.

d. Display the bank details as per AMFI data However user can change if the AMFI registered bank details are wrong / to change

Process for Offline Empanelment

Offline Empanelment – All Categories of Distributors

Checklist for Documents to be Submitted

Documents	Individual	Non - Individual
Copy of self-attested ARN Card, AMFI Registration Certificate, KYD	☑	☑
Copy of self attested PAN Card copy, KYD Acknowledgement	☑	☑
Cancelled Cheque photocopy	☑	☑
Original / Certified True copy of Memorandum & Articles of Association / Partnership Deed / Trust Deed / Bye Laws / Incorporation Certificate etc.	NA	☑
Original / Certified True copy of Board Resolution or Original letter confirming that the organisation is authorised to undertake distribution of Mutual Funds	NA	☑
Original / Certified True copy of Board Resolution or Original letter confirming that the organisation is authorised to undertake distribution of Mutual Funds	NA	☑

Brokerage Commission Structure & Payment Process

Brokerage Commission Structure:

Distribution commission structure will be communicated to all MFDs on regular intervals, Scheme wise commission structure is also available in MFDs login credentials.

Brokerage Payment Process:

- The AMC endeavours to make correct and early commission payment to all the distributors.
- If commission is withhold due to any regulatory reasons (like ARN validity expires/ EUIN remedial/ own investment / Self declaration not submitted etc), transaction / folio level data will be provided to distributor in login credentials / will be emailed to empaneled distributors on regular intervals

Important

- Distributors to be empaneled with AMC to process the transaction in regular plan and to get the Distribution commission.
- Commission will be paid to distributors who have complied with regulation regarding self declaration, KYD, EUIN and ARN validity as per AMFI.
- Distribution commission will be paid to the distributors on amount mobilized from PAN/ KYC complied investors

Partner Initiatives

Partner Corner on Website

Partner Corner is a gateway to a range of customised services to make your experience simpler and convenient at all times. Transact quickly and efficiently on our platform as well as act as a guide your investors to achieve their investment goals.

As a partner you can explore services that can enhance business efficencies:

- Upcoming / Dedicated Webinars & Events
- Co-branded Collateral
- Distributor Embedded URL for ease of transacting
- Fund manager Insights & Thought Leadership

Exclusive Partner Login

The partner login is a convenient and secure way for distributors to initiate transactions and track their progress. This hassle-free login platform will smoothen your day-to-day business operations by saving time.

Through this initiative our system will trigger the url to your client and transaction will be executed once client approves.

List of transactions

- Purchase
- SIP
- Redemption
- Switch

Customised Partner Services

ARN Embedded URL: An exclusive facility to help you streamline business operations with customised ARN embedded URL. This URL can be forwarded to your clients to garner easy transactions. The process will simplify investing for your investors and assist you in hassle-free tracking of transactions.

Partner Initiated Transaction: Facilitates seamless process on behalf of your customer, where he/she just has to approve through OTP/ initiate the payment for purchase of units from their end.

Quick New Purchases: Initiate transaction with minimum number of fields.

Business Enablers

Path to Partnership (PTP)

PTP are physical events / training sessions that gives MFDs (Mutual Fund Distributors) an opportunity to interact with fund managers & gain in-depth insight about the Indian Economy, MF industry and details regarding Quantum investment solutions. This can be done with MFDs as well as investors of our valued partners.

FM Connect

FM Connect helps MFDs gain in-depth understanding of the market and Quantum MF's plans & initiatives through our in-person and online engagements with fund managers.

Knowledge Sessions

Specific Skill development sessions organized for MFDs organized through webinars in collaboration with Morningstar, Café Mutual, etc.

Co-Branding Tool

Here's a handy co-branding tool that allows you to gain easy and instant access to fund marketing collaterals which can be customized with your Logo, name, contact details, etc. These fund specific marketing materials can be easily sent to interested investors with your details to better serve & them decide on the right investment options.

Brochure

Products specific detailed one pagers giving insight into key fund benefits

PPT

Product centric information to help understand the investment philosophy and process

Infographics

Share byte sized product benefits digitally through social media channels

Factsheet

Monthly factsheet offering overview of fund performance

Financial Transcations

Purchase Transactions

Scheme wise cutoff time and NAV applicability

	Application Time	Credit in Bank A/c	NAV Applicability
Liquid/ Overnight Schemes	On or Before 1.30 p.m.	On or Before 1.30 p.m.	Day preceding the day of application / credit received (T-1)
	On or Before 1.30 p.m.	After 1.30 p.m.	Day preceding the next business day (T)
	After 1.30 p.m.	Before 1.30 p.m.	Day preceding the next business day (T)
	After 1.30 p.m.	After 1.30 p.m.	Day preceding the next business day (T)
Funds other than Liquid Schemes	On or Before 3.00 p.m	On or Before 3.00 p.m	Same Business day (T)
	On or Before 3.00 p.m.	After 3.00 p.m.	Next Business day (T+1)
	After 3.00 p.m.	Before 3.00 p.m.	Next Business day (T+1)
	After 3.00 p.m.	After 3.00 p.m.	Next Business day (T+1)

Switch **Transactions**

Scheme wise cutoff time and NAV applicability

Switch-Out	Switch-In	Transaction Day	NAV Applicability	
			Switch-Out	Switch-In
Liquid	Liquid	Followed by Business Day	T	T
		Followed by Non-Business Day	Day preceding the next Business Day	Day preceding the next Business Day
	Debt	Followed by Business day	T	T+1
		Followed by Non-Business Day	Day preceding the next Business Day	T+1
	Equity	Followed by Business day	T	T+1
		Followed by Non-Business Day	Day preceding the next Business Day	T+1
Debt	Debt	Any Business Day	T	T+1
	Liquid	Followed by Business day	T	T
		Followed by Non-Business Day	T	Day preceding the next Business Day
	Equity	Any Business Day	T	T+1
Equity	Equity	Any Business Day	T	T+2
	Debt	Any Business Day	T	T+2
	Liquid	Followed by Business day	T	T+2-1
		Followed by Non-Business Day	T	T+2-1

Note: 1) If the switch/change is within two plans of the same scheme having the same portfolio, the switch would happen on the date of receipt of the switch request irrespective of any amount.

2) Cut off time for all switch transactions will be 3.00 p.m on any business day

Redemption Transactions

Scheme wise cutoff time and NAV applicability

Scheme Type	Application Time	NAV Applicability
All schemes (except - ETF schemes)	On or Before 3.00 p.m	For Equity Oriented schemes - Day of receipt of application (T) For Liquid Scheme - Day prior to next bussiness day.
	After 3.00 p.m.	Next Business day

Payment process : As per SEBI guidelines, redemption proceeds should be dispatched to the unit holder within 2 business days from the specified redemption date for equity-oriented schemes and within one business day for schemes other on equity-oriented schemes.

Systematic Transactions

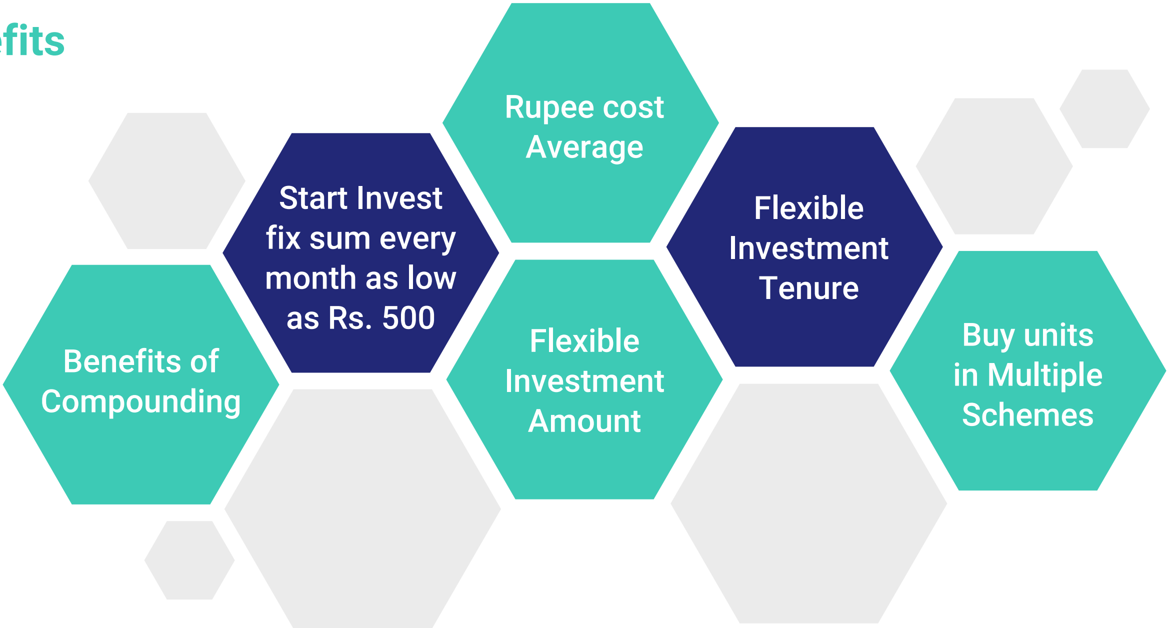
Systematic Investment Plan (SIP)

- SIP facilitates the investor to invest a fixed amount on specific dates of month, quarter, half year, year or on a daily/weekly basis for a predefined period.

Modes of Registration of Systematic Investment Plan (SIP):

- One Time Mandate (OTM)
- eNACH
- ISiP

Benefits



Systematic Transactions – Systematic Investment Plan

Particulars	Details	SIP dates
Minimum Amount – Daily	Rs.100/- Minimum 132 Instalments	Any day
Minimum Amount – Weekly	Rs.500/- Minimum 25 Instalments	7, 15, 21, 28
Minimum Amount – Fortnightly	Rs.500/- Minimum 13 Instalments	5 , 21 & 7, 25
Minimum Amount – Monthly	Rs.500/- Minimum 6 Instalments	5, 7, 15, 21, 25, 28
Minimum Amount – Quarterly	Rs.500/- Minimum 4 Instalments	5, 7, 15, 21, 25, 28

All schemes (except ETF) accepting SIPs

Systematic Transactions

SIP Pause

SIP Pause is a facility that allows investors to pause their existing SIP for a temporary period. The applicant will have the right to Pause SIP at any time he or she so desires by completing the SIP Pause/ Cancellation form.

- Notice of Pause should be received 15 days prior to the subsequent SIP date.
- Investor can pause existing SIP without discontinuing it.
- The SIP shall restart from the immediate month after the completion of Pause period. This facility can be availed only once during the tenure of the existing SIP.
- SIP Pause facility will allow existing investor to 'Pause' their SIP for a specified period of time i.e. Minimum 1 month and Maximum 3 months. The SIP Pause tenure shall not exceed more than 3 months.
- The SIP Pause facility is only available for SIP registration with Monthly/Quarterly frequency

Systematic Transactions

Systematic Transfer Plan (STP)

This Plan facilitates the investor to Transfer a fixed amount from one scheme to another scheme of the Mutual Fund. The investor would need to fill in an STP application form. Details such as amount, frequency, from & to date, source and target scheme needs to be provided.

Particulars	Details
STP Frequency	Daily, Weekly, Fortnightly, Monthly, Quarterly
Minimum Amount	Daily – Rs. 100/-, Other Frequencies - Rs. 500/-
Minimum Installments	132 for Daily, 25 for Weekly, 13 for Fortnightly, 06 for Monthly and 04 for Quarterly
Minimum days required to register	10 Working days
Minimum days required to Cancel	10 Working days

On the date of STP the amount gets automatically switched from the source scheme to the target scheme at the applicable NAV. In case the STP date is a non-business day, the next business date is considered for processing the transaction.

Available dates for Monthly and Quarterly STP are (05th, 07th, 15th, 21st, 25th 28th). Daily – All business days / Weekly – 07th, 15th, 21st, 28th / Fortnightly - 05th - 21st & 07th - 25th

Systematic Transactions

Systematic Withdrawal Plan

This Plan facilitates the investor to withdraw fixed amount from any scheme of the Mutual Fund at a regular interval. The investor would need to fill in an SWP application form. Details such as amount, frequency, from & to date, source scheme needs to be provided.

Particulars	Details
SWP Frequency	Weekly, Fortnightly, Monthly, Quarterly
Minimum Amount of Withdraw	Rs.500/-
Minimum Installments	25 – Weekly, 13 – Fortnightly, 6 – Monthly, 4 - Quarterly
Minimum days required to register	10 working days from the date of receipt of application
Minimum days required to cancel	10 working days from the date of receipt of application

Available dates for Monthly and Quarterly STP are 05th, 07th, 15th, 21st, 25th 28th. Weekly – 07th, 15th, 21st, 28th / Fortnightly - 05th - 21st & 07th - 25th

The SWP will terminate automatically if all the units are withdrawn from the folio, or if the enrolment period expires, whichever is earlier.

Stay Connected

Call us at:

1800 209 3863 / 1800 22 3863 (Toll-Free)
(Int.) +91 022 2278 3863 / +91 022 6829 3863

Give us a Missed Call on
022 6829 3807

Partner Care Timings:
Monday to Saturday between 9.30 am to 6.30 pm (except for public holidays)

WhatsApp on
9243223863

Write to us at
PartnerCare@QuantumAMC.com

SMS to 9243223863