

Date : 19<sup>th</sup> December 2018  
 To : All Unit Trust Consultants  
 From : Raymond Wong, Head, PMB Marketing

**PHILLIP MUTUAL BERHAD INCENTIVE TRIP CAMPAIGN 2019**

**Campaign Period** : Regional Trip : 2<sup>nd</sup> January to 30<sup>th</sup> June 2019 (6 months)  
 International Trip : 2<sup>nd</sup> January to 31<sup>st</sup> December 2019 (1 year)

**Campaign Trip** : Regional Trip : Perth, Australia  
 International Trip : Hawaii, USA

**Campaign Details** :

1. Qualifications for Regional Trip will be based on new sales produced from 2<sup>nd</sup> January 2019 to 30<sup>th</sup> June 2019 (6 months) and International Trip will be based on new sales produced from 2<sup>nd</sup> January 2019 to 31<sup>st</sup> December 2018 (1 year) and subject to meeting the terms and conditions under the respective trips.
2. Qualified UTCs and Agency Leaders are eligible to participate in the Regional Trip (Perth, Australia) or International Trip (Hawaii, USA), or a combination of both.
3. PMB will NOT bear the domestic travel and accommodation expenses incurred by qualifiers from outstation for the Regional and International trip.
4. All Sales will be determined in points. The points calculation are as below:

Sales via	Points Multiplier
<b>Cash</b>	RM1 = 1 Point
<b>Phillip Master Equity Growth Fund (PMEGF) Phillip Global Futures Fund (PGFF)</b>	RM1 = 1.30 Point
<b>EPF</b>	RM1 = 0.5 Point

5. Regional Trip Terms & Conditions:
  - a. Double counting of sales is not allowed i.e. exclude the International Trip's Sales
  - b. For front-end load funds, a UTC or Agency Leader must achieve a minimum of 950,000 points in Personal Sales (Cash Sales) during the qualifying period.
  - c. Rookie Consultant must achieve a minimum of 700,000 points in Personal Sales (Cash Sales) during the qualifying period.
  - d. Each qualifier will be entitled to qualify for a maximum of 2 tickets based on total points in multiples of 950,000 points (Normal Consultants) and 700,000 points (Rookie Consultants).
  - e. For East Malaysia qualifiers, Management will reimburse 50% of their air ticket if a UTC or Agency Leader achieves at least 100,000 points above the Regional Sales quota of 950,000 points (Cash Sales) or 1.9mil points (EPF Sales). Maximum of RM500 or whichever lower for reimbursement of air ticket.
  - f. Tour package does not include the cost of tipping.
  - g. Travel period: Between March to May 2020
  - h. Travel duration: 4 days 3 nights
6. International Trip Terms & Conditions:
  - a. Double counting of sales is not allowed i.e. exclude the Regional Trip's Sales.
  - b. Tour package does not include the cost of tipping.
  - c. Excluding cost of acquiring US Visa
  - d. Travel Period: Between September to November 2020
  - e. Travel duration: 7 days and 5 nights
  - f. Method of qualifying:
    - a) Personal Sales
  - g. For front-end load funds, a UTC or Agency Leader must achieve a minimum of 1.95mil points in Personal Sales (Cash Sales) during the qualifying period.

- h. Rookie Consultant must achieve a minimum of 1.5mil points in Personal Sales (Cash Sales) or 3mil points (EPF Sales) during the qualifying period.
- i. Each qualifier will be entitled to qualify for a maximum of 2 tickets based on the total points, in multiples of 1.95mil points (Normal Consultant) and 1.5mil (Rookie Consultant)
- j. For East Malaysia qualifiers, Management will reimburse 50% of their air ticket if a UTC or Agency Leader achieves at least 100,000 points above the International Sales quota of 1.95mil points (Cash Sales) or 3.9mil points (EPF Sales). Maximum of RM500 or whichever is lower for reimbursement of air ticket.

**Scenario:**

If Alice achieves a total Personal Sales of 2.9mil points (within 2<sup>nd</sup> January 2019 to 31<sup>st</sup> December 2019). She is eligible for the following entitlement:

Perth, Australia	:	1 Ticket
Hawaii, USA	:	1 Ticket

7. Cash Reward for Trip Qualifiers

- a. Regional Trip
  - i. For consultants who have acquired more than 1,600,000 points, consultant will receive Cash Reward of RM1000
  - ii. Each qualifier will be entitled to qualify for a maximum of 2 cash rewards based on the total points, in multiples of 1,600,000 points.
- b. International Trip
  - i. For consultants who have acquired more than 3,000,000 points, consultant will receive Cash Reward of RM3000
  - ii. Each qualifier will be entitled to qualify for a maximum of 2 cash rewards based on the total points, in multiples of 3,000,000 points.

**Scenario:**

Lewis achieves a total Personal Sales of 2.9mil points (within 2<sup>nd</sup> January 2019 to 30<sup>th</sup> June 2019) and 2.1mil points (within 2<sup>nd</sup> January 2019 to 31<sup>st</sup> December 2019), a total of 5mil points. He is eligible for the following entitlement:

Perth, Australia	:	2 Ticket with RM1, 000 cash reward
Hawaii, USA	:	1 Ticket with NO cash reward
Total	:	3 Tickets with RM 1,000 cash reward

8. Group Sales Qualification

- a. Regional Trip
  - i. For FC level consultants who have acquired group sales (not including personal sales) of more than 2,000,000 points, consultant will be entitled for 1 ticket.
  - ii. For SFC level consultants who have acquired group sales (not including personal sales) more than 5,000,000 points, consultant will be entitled for 1 ticket.
  - iii. For GFC level consultants who have acquired group sales (not including personal sales) more than 9,000,000 points, consultant will be entitled for 1 ticket.
  - iv. Each qualifier will be entitled to qualify for maximum 1 ticket based on total group sales points.
- b. International Trip
  - i. For FC level consultants who have acquired group sales (not including personal sales) more than 10,000,000 points, consultant will be entitled for 1 ticket.
  - ii. For SFC level consultants who have acquired group sales (not including personal sales) more than 15,000,000 points, consultant will be entitled for 1 ticket.

- iii. For GFC level consultants who have acquired group sales (not including personal sales) more than 20,000,000 points, consultant will be entitled for 1 ticket.
- iv. Each qualifier will be entitled to qualify for maximum 1 ticket based on total group sales points.

**Scenario:**

Charles (GFC) achieves a total Personal Sales of 2.9mil points (within 2<sup>nd</sup> January to 30<sup>th</sup> June 2019) and 2.1mil points (within 2<sup>nd</sup> January to 31<sup>st</sup> December 2019) with total personal sales of 5mil points and Group Sales (not including his personal sales) of 9mil points (within 2<sup>nd</sup> January to 30<sup>th</sup> June 2019) and 20mil points (within 2<sup>nd</sup> January to 31<sup>st</sup> December 2019) with total group sales of 29mil points. Hence he is eligible for the following:

Perth, Australia	:	3 Ticket with RM1, 000 cash reward
Hawaii, USA	:	2 Ticket with NO cash reward
Total	:	5 Tickets with RM 1,000 cash reward

9. Funds Optional Discounted Front End Load (FEL) Structure

Fund Sales Charge	Points	Entitlement
5.00% and above	RM1 = 1 point	Trips
4.99% to 3.00%	RM1 = 0.5 point	Trips
2.99% to 1.50%	RM1 = 0.25 point	Trips
1.49% to 1.00%	RM1 = 0.08 point	Trips

- a. The above discounted FEL is applicable for all funds except money market funds.

10. Attendance

The incentive trips are strictly for PMB's qualifiers, who are registered Consultants of PMB, and their respective guests.

11. General Conditions

- a. UTCs must be registered and active UTC of PMB during the qualifying trip period and at the time of the trip travelling period.
- b. The investment sales are based on confirmed and processed sales. Any investment not processed by the stipulated date, for whatever reason will not be included.
- c. Any refunds, cancellations or rejected sales will be deducted accordingly from the sales amount taken into consideration to qualify for the incentive trip.
- d. The production is applicable to Equity, Balance, Fixed Income funds.
- e. Ticket awarded is not transferable and if a qualifier is unable to participate in the trip via the 1<sup>st</sup> ticket, the tour package will be forfeited and there will be no compensation from the Company. PMB shall only repurchase tickets at 70% off the normal price from the 2<sup>nd</sup> ticket onwards.
- f. The first ticket qualified is compulsory to be taken up by the Consultant. Appeals are allowed but on medical grounds only. All appeals must be supported by medical documentation. All successful appeal will be given a 70% refund on the trip fare as stated below:

Trip Fare:

- Regional Trip: RM3,800
- International Trip: RM7,800

- g. Participants are not allowed to transfer their sales from one to another. If any malpractice or manipulations are detected, the UTC or Agency Leaders will be disqualified automatically. Appeals will not be entertained.
- h. The entitlements of the incentive tour are subject to the agency contract being in force at the time of presentation.

- i. Every person participating in the incentive trip or holiday is deemed to have read, understood and agreed that PMB takes no responsibility for any loss or damage suffered as a result of the following:
  - i. Sickness, personal injury and/or death;
  - ii. Damage or loss of baggage and/or personal effects;
  - iii. Any natural causes beyond the control of PMB.
- j. His/Her participation in the incentive trip or holiday organised by the tour agent shall be made at his/her own risk.
- k. The decision of the Company shall be final and no correspondence will be entertained  
The Company reserves the right and at its sole discretion to alter, amend or change any of the above rules and regulations or trip destination.

Should you have any query or require further information, please do not hesitate to contact our respective PICs.

See you in Perth and Hawaii!

Thank you.

For Phillip Mutual Berhad,  
Regards,

Raymond Wong,  
Head, PMB UT Marketing