



NOVEMBER 2021

# NEWS LETTER

From Customer Care Desk

November 2021 "NEWS LETTER" with the latest communication, updates and other important points.

## LATEST COMMUNICATIONS AND UPDATES



### LAUNCHING NJ MARS BALANCED ADVANTAGE PORTFOLIO

(Mail dated – 1st Nov 2021)

- ▶ We are introducing a new portfolio on the MARS platform, MARS Balanced Advantage Portfolio.  
The Portfolio details are attached in email for your reference. The portfolio will be available for Purchase from 2 Nov 21.

### NO REBALANCING IN MARS DYNAMIC PORTFOLIOS

(Mail dated – 1st Nov 2021)

- ▶ We had last rebalanced the MARS Dynamic portfolios in June 21 wherein we had revised the Asset Allocation in Equity to 45% in MARS DAA Aggressive Portfolio. Based on the current market dynamics, the model is showing the Asset Allocation of 40% in Equity.
- ▶ As there is no major change in Asset Allocation from last rebalancing, we will not be triggering rebalancing transactions due in the month of Nov 21. Next rebalancing in the portfolio is due on April 22, however, in case there is a substantial change in the asset allocation shown by the model we may trigger a rebalancing before that too.
- ▶ We wish you and all your loved ones a very Happy Diwali and a prosperous new year.

## LAUNCHING PBC 2022

(Mail dated – 1st Nov 2021)

PRESENTING



# मुंबई

२०२२

## JUST 30,000 POINTS AWAY

(22,500 FOR NEW PARTNERS)



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

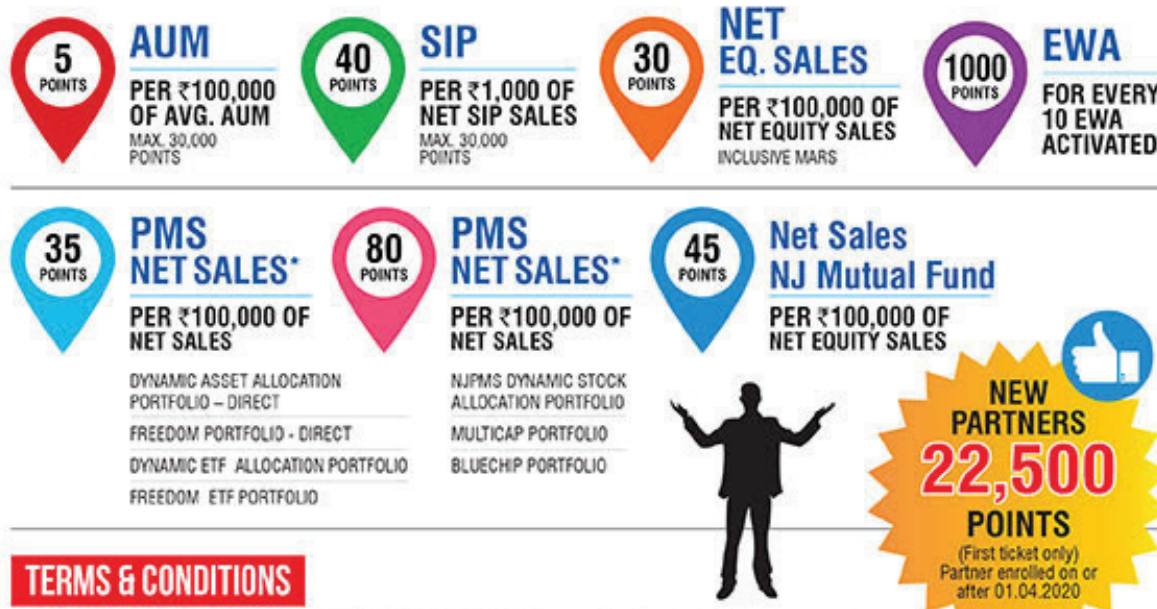


## LAUNCHING PBC 2022

(Mail dated – 1st Nov 2021)

## POINTS CRITERIA

Business from 1st October 2021 - 31st March 2022



## TERMS &amp; CONDITIONS

1. NJ PBC 2022 scheme is only for NJ WEALTH FINANCIAL PRODUCTS DISTRIBUTORS NETWORK Partner (Registered ARN Holders) and POSP of NJ Insurance Brokers Pvt. Ltd.
2. Business generated from 1st October 2021 to 31st March 2022 will be eligible for the contest.
3. Eligibility for NJ PBC 2022 scheme would be at 30000 points.
4. Points for Insurance premium and its terms and Conditions applicable to the POSP would be communicated separately.
5. \*For SIP PBC points calculation, transaction processed only through Stock exchange platform will be considered. Any SIP registered in previous years is stopped proportionate points will be recovered as per the T&C of said year.
6. Exchange STEP UP/TOP UP SIPs will also be eligible for NJ PBC contest. SIP points will be allotted by considering 1st Instalment amount.
7. Only SIPs registered with 1st Instalment successfully processed by R&T from 1st October 2021 to 31st March 2022 will be considered.
8. NJ PBC Points on SIP will include SIPs in Equity, Hybrid, ELSS schemes (except Index, International, FOF and Debt Schemes).
9. SIP registered through exchange platform for Monthly & Weekly frequency with tenure of 3 years and above will be eligible for PBC Points. SIP of Rs 10,000 and above will be considered as Rs. 10,000 only for the purpose of calculation of NJ PBC points.
10. PBC Points credited earlier shall be recovered Proportionately for Missed/Rejected SIP instalments.
11. In Case any SIP is ceased/Terminated/Change of ARN Code any time during the tenure of contracted SIP period by way of ECS Mandate/ Direct Debit failure due to non availability of funds in the bank account or due to any other reason, PBC Points credited earlier shall be recovered Proportionately.
12. In case of SIP transfer from Physical to Demat mode then PBC Points for Net sales / SIP shall not be eligible on such SIP.
13. Maximum 30,000 NJ PBC Points can be scored through SIP.
14. SIPs are not eligible for PBC Points.
15. For Net Sales PBC points calculation, Purchase, SIP, STR, Switch In processed only through Stock exchange platform will be considered for Net Sales Points in. It will exclude Sales in Index, International, FOF and Debt Schemes and MARS portfolio (For MARS separate points are allotted).
16. For Redemption transaction for calculation of Net sales, whose age of investment is more than 3 years, will not be considered for calculating Net Sales.
17. Debit of PBC points on Net sales would be given for Redemption/Switch out transaction processed through ANY mode (Exchange/Non Exchange), subject to if on its purchase/transfer via (PSP, IPO, SIP, STR, Switch In, etc.) PBC points of Net sales were credited earlier. Further recovery would be done as per same rate on which points were allotted.
18. NJ PBC Points are non encashable.
19. AUM transfer out of NJ will be considered as redemption for calculating Net Sales and as SIP stopped/deceased for calculating SIP Points and proportionate recovery of SIP points will be done.
20. List of Specified AMC for SIP and Net Sales will be available from time to time.
21. Net sales in MARS Portfolio created by partner will not be eligible for PBC Points.
22. RE-Balancing in MARS portfolio shall not have any impact on PBC points.
23. MARS transactions having process date between 01st October 2021 and 31st March 2022 will be considered for PBC Points.
24. PMS accounts activated till 31st March 2022 will only be considered for calculation of NJ PBC points.
25. Any POSP who is not NJ WEALTH FINANCIAL PRODUCTS DISTRIBUTORS NETWORK Partner would only be eligible for only 1 PBC ticket.
26. All Participants for the NJ PBC should be 18 years and above.
27. Maximum tickets for PBC according to category of partners are mentioned below. Partners category would be considered as prevailing on 1st January 2022.
  - 1 PBC ticket for POSP who is not NJ Wealth Financial Products Distributors Network Partner
  - 1 PBC Ticket of Normal, Silver, Gold and Platinum Category of Partners
  - 2 PBC Tickets Titanium & Titanium +
  - 3 PBC Tickets for Palladium
  - 5 PBC Tickets for Palladium +
28. NJ PBC points are not eligible on own investment of partners & period during which the partner is suspended due to any reason. In case the partner is terminated, then he shall not be eligible for PBC points post termination date.
29. Partners are not allowed to nominate any other Partner or other partner relatives, NJ Employee to NJ PBC. He can only nominate the person who is involved in his business for NJ PBC.
30. Any balance points left after redeeming the ticket will lapse at the end of the year.
31. No merging of code shall be allowed for purpose of calculating NJ PBC points.
32. New partners enrolled on or after 1 April 2020 will be eligible for one discounted ticket on points scored at 22,500 points. If said partner wants to take 2nd Ticket his total points should be 60000 or more depending on the category of the Partner as on 1st Jan 2022.
33. Discount will not be applicable for new broker codes taken by existing NJ Partners.
34. Average AUM would include all Mutual Fund Schemes (except Cash Scheme Category) and all AMCs for AUM based points. Cash Scheme categories are LT Floating Rate Fund, Liquid Scheme, ST Floating Rate Fund, Liquid Plus.
35. Maximum 30,000 NJ PBC Points can be scored through AUM.
36. NJ PBC dates will be decided by NJ. NJ reserves the right to change the dates/ venue without any intimation.
37. Hotel selection for stay shall be decided by NJ & Travel Mode (Flight/train/bus) shall be provided from cities only within India as per NJ Policy.
38. Room sharing allocation will be done by NJ and no preference shall be given in the same.
39. No reimbursement of any food or local travel expense other than tickets from travel city to NJ PBC city will be considered.
40. Partner may book his own ticket to the NJ PBC. NJ will reimburse the ticket amount of the travel mode finalized by NJ. The partner will be required to submit travel tickets for reimbursement. Eg. Partner is travelling from Ahmedabad in flight and NJ mode is train, Partner will be reimbursed Train fare amount by submitting copy of flight tickets.
41. In case partner wants to change/extend the travel schedule post ticket booking, applicable fare difference and cancellation charges will be debited from Partner Brokerage.
42. No refunds will be made in case of cancellation of tickets by the partner prior to the event.
43. NJ India explicitly states that the scheme covered under NJ PBC should not be construed as an offer or solicitation or recommendation to the partners to offer such schemes for investment to the investors.
44. Partners are required to strictly adhere to the Code of Conduct prescribed by SEBI and AMFI and should not indulge in any practice contravening it either directly or indirectly.
45. Any decision taken by Management of NJ India Invest Pvt. Ltd for NJ PBC 2022 scheme will be final and binding on all Partners.
46. The Total Points which are uploaded in NJ System are indicative and unaudited. The audit shall take place before the Final points are uploaded in May 2022.
47. NJ Reserves the right to change/withdraw the scheme at any point of time without any intimation.
48. Subject to Jurisdiction.



FINANCIAL  
PRODUCTS  
DISTRIBUTORS  
NETWORK

## ENHANCEMENT IN DIT (DISTRIBUTED INITIATE TRANSACTION) MODULE ON PARTNER DESK

(Mail dated – 9th Nov 2021)

- ▶ In continuation to our earlier communication dated 8th Oct 2021, we are glad to introduce Redemption facility under the Distributor Initiate Transaction (DIT) module on the Partner Desk.
- ▶ Now you can initiate the redemption for physical folios of investors under NJ's ARN for the schemes available in the DIT module. Currently NJ Balanced Advantage Fund schemes are available.

**Path: Partner Desk > Investments > Mutual Funds > Partner Trax > Distributor Initiated Transaction–Redemption**

- ▶ After initiating the redemption through DIT, clients will receive the Authorization link on the registered email and mobile. Clients need to authorize the same via OTP mode.

### Important Points for Consideration:

- Transactions authorized by investors will be processed subject to backend verification by RTA
- Eligible Tax status are Resident Individual and NRI. Non individual including HUF and Minor not allowed
- Partner can check the status from Partner Desk > Investments > Mutual Fund > Partner Trax > Distributor Initiated Transaction Status.

## TER CHANGE IMPACT IN BROKERAGE

(Mail dated – 20th Oct 2021)

- ▶ This is to inform you that TER of below mentioned schemes have been reduced by more than 10 bps.
- ▶ As the reduction in TER is more than 10 bps TER cut impact will be given in the immediate succeeding month. So W.E.F 1st November 21, existing rates on AUM mobilized upto 31st October 2021 will be reduced as per below table.

Scheme Name	Base Month#	Base month TER	Oct'21	DIFF	Deduction impact in Payable
Aditya Birla Sun Life Nifty SDL Plus Psu Bond Sep 2026 60:40 Index Fund	Sept'21	0.47	0.37	-0.10	-0.07
Franklin India Debt Hybrid Fund	Apr'19	2.05	1.57	-0.48	-0.24
IDFC EQUITY SAVINGS FUND	Apr'19	1.89	1.43	-0.46	-0.23
PGIM India Small Cap Fund	Aug'21	2.25	2.12	-0.13	-0.06
QUANT LIQUID FUND	Apr'19	0.90	0.55	-0.35	-0.25

#Base month = TER Comparison month(last TER cut impact given month)

## UPDATE: WHATSAPP SERVICE SUBSCRIPTION FOR EWA CLIENTS

(Mail dated – 12th Nov 2021)

- ▶ We all know WhatsApp is now an important channel for businesses to share information and service clients. Easy, simple, fast & available 24x7, WhatsApp Service though can be only accessed by those having an active subscription.
- ▶ We are glad to inform you that we are now undertaking a one time exercise to activate the WhatsApp service subscription on registered NJ EWA clients not having the same. The clients shall have the option to unsubscribe at any time from the service from the WhatsApp Chat window itself. We shall also regularly upgrade the WhatsApp service in future to offer features and information in the best interests of the clients.
- ▶ Please note that the WhatsApp service shall be available only on the registered mobile number with NJ E-Wealth Account. **For your information, the customer only needs to send the message "SUB" and "UNSUB" in the WhatsApp chat to subscribe or unsubscribe respectively, at any point in time.**

## IMPORTANT UPDATE - PARTNER DESK DASHBOARD TEMPORARILY NOT AVAILABLE

(Mail dated – 16th Nov 2021)

- ▶ As you are aware, the NJ Partner Desk 'Dashboard' page is currently not available due to some technical reasons. Please be assured that we are working on the same on high priority. Over the next few days, you may experience parts of Dashboard being temporarily available / not available as we test the changes. We shall hopefully resolve the issue in a few days. We are also working on improving the speed of other Partner Desk reports based on the feedback received by us.

## NOW ACCESS E-WEALTH VIA PARTNER DESK

(Mail dated – 17th Nov 2021)

- ▶ We have now enabled access to the new NJ E-Wealth Account (NJ EWA) desk from your Partner Desk. You will now be able to view the dashboard and other consolidated portfolio and product reports as is visible to your NJ EWA investors from their respective logins. Please note that access to transactions, settings and other utilities will be restricted for security reasons.

**Access Link : Partner Desk > Client Services > Client Management > View Client Investments**

- ▶ Thank you for your continued support and patronage of the new NJ EWA.  
For any further assistance or information, please feel free to contact NJ Customer Care.

## URGENT AND IMPORTANT- UPDATION OF MOBILE NUMBER AND EMAIL ID

(Mail dated – 24th Nov 2021)

**Note: This communication has been sent to impacted partners only.**

- ▶ We are writing this email with reference to NSE circular ref. no. NSE/ISC/47869 & BSE notice no. 20210401-53 dated 1st April 2021, read with CDSL communiqué number CDSL/OPS/DP/POLCY/2021/152 dated 5th April 2021 and NSDL communiqué number dated NSDL/POLICY/2021/0036 7th April 2021, whereby it is now mandatory for clients to register their correct Mobile Number and Email ID in their Trading and Demat Account.
- ▶ In line with the above, we have observed that the Email ID and/or Mobile number of few of your clients are invalid due to which we are not able to send important communication to them. **List of such accounts is attached in email for your ready reference.**
- ▶ We solicit your kind support to get the correct Email ID and/or Mobile number updated for your clients through **NJ E-Wealth Desk - Help & Support - Send Query - Select E-wealth Account - Select Query Sub Type (Request for Change of Email & mobile Number)**
- ▶ NJ E-Wealth account client can check the existing registered Email ID/Mobile number from the E-Wealth Account Login - Menu - My Profile - Personal Details.
- ▶ In case if the client mobile number and Email ID updated in the E-Wealth account is correct then client can send a confirmation email to ewaverification@njgroup.in from their registered email ID. Please find attached sample mail format.
- ▶ We request you to please inform respective clients to update the details latest by 31st December 2021. Failing this, we shall be bound to deactivate the E-Wealth (Trading and Demat) account of such clients.
- ▶ We shall be sending a separate communication to the respective NJ E-Wealth Account clients to update the details. We solicit your kind support in getting the required details updated.

# IMPORTANT POINT TO REMEMBER

## PROCESS OF ONLINE REDEMPTION AMOUNT PAYOUT TO CLIENTS

Scheme Type	Redemption Payout TAT (Working Days)	Redemption Processed Date					Redemption Payout Date
		26th Nov'21	27th Nov'21	28th Nov'21	29th Nov'21	30th Nov'21	
Equity	T+3	Rs. 5000/-	Saturday (Non Working day)	Sunday (Non Working day)			Rs. 10000/- (Consolidated amount as payout date is same)
Debt	T+2				Rs. 3000/-		
Liquid	T+1					Rs. 2000/-	

### Note: T is Transaction Processed Date

- ➔ Partners and NJ E-Wealth clients can get the redemption payment status online from respective desk while query posting:

**Partner Desk** > Client Services > Customer Care > Send Query (Type = E-Wealth Account [INVESTMENTS], sub type= Redemption Amount Not Received [E- Wealth Account]).

**NJ E-Wealth Account Desk** > Menu > Help & Supports > Send Query (Type = E-Wealth Account [INVESTMENTS], sub type= Redemption Amount Not Received [E- Wealth Account]).

**For Example:** In the above case, if partner/client go and check status while query posting of equity redemption transaction on 26th November 2021 from desk, they will get message as **“Dear Sir/Ma'am, Thank you for contacting us. We would like to inform you that selected transaction has been Processed. However, redemption payment TAT for the said scheme is 3 working days from Transaction processed date. Hence redemption amount will be paid on 01-12-2021. So we request you to kindly wait till then.”**

- ➔ If partner or client submit the query after redemption amount is already paid, they will get message as **“ Dear Sir/Ma'am, Redemption Payout for selected transaction has been released via NEFT on 01-12-2021 under XXXXXX Bank A/c No : XXXXXXXXXX . If you have any further query, please provide your concern below.”**
- ➔ Normally, on redemption payout date, the amount gets credited in client's bank account between 10 am to 1 pm based on client's bank and payment mode.
- ➔ If the redemption payment is rejected by investor's bank then the amount will be paid to another registered bank account of E-wealth account (if available) or else cheque will be dispatched to clients registered address on the next working day of payment rejection.
- ➔ In case of SWP, the SWP transaction gets processed on the selected SWP date and the amount gets paid as per the scheme TAT. For example, SWP registered under debt scheme with date as 5th of every month, the amount will be paid on 7th.(considering 6th & 7th as working days).

Partner & NJ E-Wealth account clients can also check the status of redemption transaction processed or rejected from below path:

**Partner Desk > Stock Exchange > Stock Exchange Transaction Report – Mutual Fund**

**NJ E-Wealth Account Desk > Reports > Mutual Fund (View Report) > Transactions (View Report)**