

REPUBLIC OF THE PHILIPPINES
1-YEAR PESO DENOMINTED PREMIO BONDS PARA SA BAYAN DUE 2021

SALES STRATEGY AND SELLING AGENCY FEE SCHEDULE

The following rules shall apply in determining the calculation of Selling Agency Fees due to the Selling Agents with respect to their sales of PB-2:

- A. The applicable Selling Agency Fee shall be based on the fee schedule below:

Fee Criteria	Fee Rate
First PHP500 Million	20 bps
Next PHP200 Million	15 bps
Amounts exceeding PHP700 Million	10 bps

The Selling Agent shall submit a Summary Sales Report (**Annex D-1**) in support of the claim for selling agency fee.

- B. The BTr reserves the right to review and validate the documents submitted by each Selling Agent, for the purpose of computing the final Selling Agency Fee that each Selling Agent shall be entitled to receive.
- C. Sample Computation

Set out below are scenarios detailing how selling agency fees shall be computed:

Scenario A – Sales are below PHP500,000,000.00

Total Sales Volume	PHP300,000,000.00
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Total Sales	Fee Rate (in bps)	Fee Entitlement
PHP300,000,000.00	20	PHP600,000.00

Scenario B – Sales is PHP750,000,000.00

Total Sales Volume	PHP750,000,000.00
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Total Sales	Fee Rate (in bps)	Fee Entitlement
PHP500,000,000.00	20	PHP1,000,000.00
PHP200,000,000.00	15	300,000.00
PHP50,000,000.00	10	50,000.00
TOTAL		PHP1,350,000.00