

**Mutual Fund Distributor Revenue Structure**  
**Period: January to March 2017**

**Trail commission (in bps per annum) / B-15 Upfront Incentives / Per Application incentive for SIP & STP**

| Scheme                             | Trail Commission for Lump sum Purchase & Switch In |                |                    | B-15 Upfront | Upfront for SIP & STP | Trail Commission for SIP & STP (from first year and onwards.) |
|------------------------------------|--|----------------|--------------------|--------------|-----------------------|---|
|                                    | 1st Year   | 2nd & 3rd Year | 4th Year & Onwards |              |                       |   |
| MOST Focused Long Term Fund (ELSS) | 150  | 150            | 150                | Nil          | 0.75%                 | 100   |
| MOST Focused 25 Fund               | 125  | 125            | 125                | 1.00%        | 0.50%                 | 100   |
| MOST Focused Midcap 30 Fund        | 115  | 115            | 115                | 1.00%        | 0.50%                 | 100   |
| MOST Focused Multicap 35 Fund      | 110  | 110            | 110                | 1.25%        | 0.50%                 | 100   |
| MOST Focused Dynamic Equity Fund   | 120  | 120            | 120                | Nil          | 0.50%                 | 100   |
| pMOST Ultra Short Term Bond Fund   | 60   | 60             | 60                 | Nil          | Nil                   | 60  |

“The liability of paying the Service tax is on the Distributor. The reimbursement of the service tax shall be claimed by the distributor by submitting a valid Invoice to the AMC. The service tax registration number should be mandatorily mentioned on the Invoice. Further Service Tax and other cesses should be separately shown on the Invoice.”

**Terms and conditions:**

1. The document is confidential and should not be shared with any person or institution.
2. Above mentioned rates are applicable only for empanelled distributors with Motilal Oswal Asset Management Company Ltd.
3. Remuneration as per above structure is payable only on Regular Plan of the Schemes. As per SEBI regulations, no commission can be paid on the Direct Plan of the scheme.
4. Commission is payable only when ARN code is mentioned in the relevant column in the application form (Broker and Sub-broker code).
5. Trail commission will be paid out only when the amount of commission payable is Rs. 100 or more.
6. Trail commission payout is calculated on an annualized basis and is payable on a monthly basis.
7. The distributors shall adhere to SEBI circular dated June 26, 2002 on Code of Conduct and SEBI Regulations and ensure that no rebate is given to investors in any form.
8. Motilal Oswal AMC reserves the right to amend / change commissions any time at its discretion without any prior notice.

**Confidential**

9. The decision of Motilal Oswal AMC will be considered final and binding to in case of disputes, if arises.
10. The trail fee for business mobilized and activated till the end of a month will be paid monthly by 10th of the following month under normal circumstances.
11. B-15 upfront incentive is subject to full claw back for redemption within 1 year from date of inflow.
12. B15 locations are defined as all other locations except T15 locations which are Mumbai (including Navi Mumbai), Delhi NCR, Lucknow, Chandigarh, Kolkata, Chennai, Bangalore, Hyderabad (including Secunderabad), Pune, Ahmedabad, Baroda, Surat, Jaipur, Panjim, and Kanpur. Any NRI business shall not be entitled for B15 incentives and will be treated as T15 business.
13. The liability of paying the Service tax and other Cesses is on the Distributor with effect from April 01, 2016. The reimbursement of the service tax shall be claimed by the distributor by submitting a valid Invoice to the AMC. The service tax registration number should be mandatorily mentioned on the Invoice. Further Service Tax and other cesses should be separately shown on the Invoice. In case there is any change in the process of claiming reimbursement of service tax and other Cesses; AMC will send a separate communication.

Any significant change in the Total Expense Ratio (TER) by any regulatory diktat which results in change of TER on entire outstanding AuM irrespective of its vintage may result in revision in brokerage rates on a retrospective basis as receivable from investor on entire AuM may decline.

**SIP /STP specific:**

14. SIPs upfront incentive will be at the SIP registration on a cumulative amount provided. Upfront payout is subject to an SIP Installment amount of Rs. 10000 or below and a minimum of 12 & maximum of 36 installments only. The payout for SIP/STP of more than 36 installments will be restricted to 36 installments only.
15. Installment amount of Rs. 10001 or above SIPs will be treated as lumpsum purchase and normal trail commission rates will be applicable for payouts.
16. The per application SIP incentive payout is subject to claw back on proportionate basis for the number of SIPs Months/installments on which incentive is paid and SIPs not honored.
17. SIP/STP per application incentives would be paid after three clear installments.
18. In case of multiple applications by the same investor, only one application will be considered for per application incentive calculation, splitting of applications is not allowed with regards to per application incentives.

**Mutual Funds Investments are subject to market risks, read all scheme related documents carefully.  
For Scheme specific risk factors, please refer to respective SID or visit [www.motilaloswalmf.com](http://www.motilaloswalmf.com)**