

Mutual Fund Distributor Revenue Structure
Period: November to December 2015

Trail Fee for Lump sum Purchase & Switch In (Trail commission in bps per annum)

Scheme	1st Year	2nd & 3rd Year	4th Year & Onwards
Motilal Oswal MOST Focused Long Term Fund (ELSS)	150	150	100
Motilal Oswal MOST Focused 25 Fund	125	125	80
Motilal Oswal MOST Focused Midcap 30 Fund	120	120	80
Motilal Oswal MOST Focused Multicap 35 Fund	120	120	80
Motilal Oswal MOST Ultra Short Term Bond Fund	70	50	50

Above mentioned rate are exclusive of Service Tax.

B-15 Incentives

There will be no additional payouts for B-15 city transactions.

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. Remunerations 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.
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.

**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**

Confidential