Mutual Fund Distributor Revenue Structure
Period: April to June-15

A) 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)	175	150	125
Motilal Oswal MOSt Focused 25 Fund	155	125	115
Motilal Oswal MOSt Focused Midcap 30 Fund	145	125	115
Motilal Oswal MOSt Focused Multicap 35 Fund	135	115	100
Motilal Oswal MOSt 10 Year Gilt Fund	60	60	60
Motilal Oswal MOSt Ultra Short Term Bond Fund	70	50	50

B) B-15 *Incentives

B15 incentive will be 1.50% upfront at time of inflow in MF Equity Funds (Motilal Oswal MOSt Focused 25 Fund, Motilal Oswal MOSt Focused Midcap 30 Fund, Motilal Oswal MOSt Focused Multicap 35 Fund & Motilal Oswal MOSt Focused Long Term Fund) subject to full claw back for redemption within 1 year from date of inflow.

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. * 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. NRI investments shall not be entitled for B15 incentives.
11. 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