Motilal Oswal Asset Management Company (MOAMC)

Mutual Fund Distributor Revenue Structure

Period: 30th May 2018 – 30th September 2018

Trail Commission (in bps per annum) / B-30 Upfront Incentives / Upfront incentive for SIP & STP

Scheme	Trail Commission 1st Year & Onwards ☆☆	B-30 Upfront ☆☆☆	Upfront for SIP & STP	Trail Commission for SIP & STP (from first year and onwards.)
Motilal Oswal Long Term Equity Fund (ELSS)	90☆	50	30	60 ☆
Motilal Oswal Focused 25 Fund	110	50	30	80
Motilal Oswal Midcap 30 Fund	110	50	30	80
Motilal Oswal Multicap 35 Fund	95	50	30	65
Motilal Oswal Dynamic Fund	95	50	30	65
Motilal Oswal Ultra Short Term Fund	50	-	-	50

☆ As per SEBI circular dated 2nd Feb 2018, schemes with no exit load will not be eligible to levy additional 20 bps. Therefore, with effect from 1st April 2018, commission structure has been revised as mentioned above for Motilal Oswal Long Term Equity Fund (ELSS) and the commissions will be reduced by 15 bps on existing assets held under your ARN.

☆☆ As per recent SEBI circular dated 29th May 2018, open ended schemes can only charge 5 bps in lieu of forgoing exit load. Therefore with effect from 30th May 2018, the commission structures have been revised as mentioned above for all open ended Funds and the commissions for all the equity schemes (Excluding Motilal Oswal Long Term Equity Fund) will be reduced by 10 bps on existing assets held under your ARN.

☆☆☆ As per SEBI notification, B-15 is now replaced with B-30. The above rates are subject to change depending on the revenues from B30 locations

- The above rates are exclusive of GST (Goods and Services Tax). The liability of paying the GST is on the Distributor. The reimbursement of the GST shall be claimed by the distributor by filing the applicable GST returns and submitting a valid Invoice to MOAMC. The AMC shall reimburse the GST only after matching the filed return with the GSTN. The GST registration number should be mandatorily mentioned on the Invoice. In case there is any change in the process of claiming reimbursement of GST, MOAMC will send a separate communication.

Terms and conditions:

- The document is confidential and should not be shared with any person or institution not intended to receive this.
- Above mentioned rates are applicable only for empanelled distributors with MOAMC.
- Commission is payable only when ARN code is mentioned in the relevant column in the application form (Broker and Sub-broker code).
- Commission as per above structure is payable only on Regular Plan of the Schemes. As per SEBI regulations, no commission will be paid on the Direct Plan of the Schemes.
- Trail commission payout is calculated on an annualized basis and is payable on a monthly basis.

- The Trail commission for business mobilized and activated till the end of a month will be paid monthly by 10th of the following month under normal circumstances.
- Trail commission will be paid out only when the amount of commission payable is Rs. 100 or more.
- 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.
- MOAMC reserves the right to amend / change commissions any time at its discretion without any prior notice.
- The decision of MOAMC will be considered final and binding to in case of disputes, if arises.
- B-30 upfront incentive is subject to full claw back for redemption within 1 year from date of inflow.

SIP /STP specific:

- 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. Once the upfront period is over, the distributor will continue to receive brokerage as per the SIP/STP trail commission mentioned in the brokerage structure.
- Installment amount of Rs. 10001 or above SIPs will be treated as lumpsum purchase and normal trail commission rates will be applicable for payouts.
- The SIPs 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.
- SIP/STP upfront incentives would be paid after three clear installments.

Any significant change in the Total Expense Ratio (TER) or treatment of applicable taxes by any regulatory diktat which results in change of TER or treatment of applicable taxes 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 change.

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