Mutual Fund Distributor Revenue Structure

Period: April 2023 – June 2023

ACTIVE FUNDs

Perpetual Tail commission (in bps per annum)

Transaction Type - Lump Sum Purchases; Switch In

Scheme Name	Year 1	Year 2	Year 3	Year 4 Onwards	Total 3 Year Payout
Motilal Oswal Long Term Equity Fund	115	115	115	115	345
Motilal Oswal Focused Fund	125	125	125	125	375
Motilal Oswal Midcap Fund	115	115	115	115	345
Motilal Oswal Flexi Cap Fund	95	95	95	95	285
Motilal Oswal Large and Midcap Fund	125	125	125	125	375
Motilal Oswal Balance Advantage Fund	125	125	125	125	375
Motilal Oswal Equity Hybrid Fund	150	150	150	150	450
Motilal Oswal Multi-Asset Fund	130	130	130	130	390
Motilal Oswal Ultra Short Term Fund	80	80	80	80	240
Motilal Oswal Liquid Fund	15	15	15	15	45

Transaction Type – SIP/STP

Scheme Name	Year 1	Year 2	Year 3	Year 4 Onwards	Total 3 Year Payout
Motilal Oswal Long Term Equity Fund	115	115	115	115	345
Motilal Oswal Focused Fund	125	125	125	125	375
Motilal Oswal Midcap Fund	115	115	115	115	345
Motilal Oswal Flexi Cap Fund	95	95	95	95	285
Motilal Oswal Large and Midcap Fund	125	125	125	125	375
Motilal Oswal Balance Advantage Fund	125	125	125	125	375
Motilal Oswal Equity Hybrid Fund	150	150	150	150	450
Motilal Oswal Multi-Asset Fund	130	130	130	130	390
Motilal Oswal Ultra Short Term Fund	80	80	80	80	240
Motilal Oswal Liquid Fund	15	15	15	15	45

PASSIVE FUNDs

Perpetual Tail commission (in bps per annum)

Transaction Type - Lump Sum Purchases; Switch in; SIP/STP

Scheme Name	Year 1	Year 2	Year 3	Year 4 Onwards	Total 3 Year Payout	Additional Trail commission for Q1 (Gross Sales) *	
						1Cr to 2.5 Cr	2.5 Cr and above
Motilal Oswal Nifty Bank Index Fund	60	60	60	60	180	5	10
Motilal Oswal Nifty Midcap 150 Index Fund	60	60	60	60	180	5	10
Motilal Oswal S&P BSE Financials ex Bank 30 Index Fund	60	60	60	60	180	3	5
Motilal Oswal S&P BSE Quality Index Fund	55	55	55	55	165	8	10
Motilal Oswal S&P BSE Enhanced Value Index Fund	55	55	55	55	165	8	10
Motilal Oswal Nifty 500 Index Fund	60	60	60	60	180	5	10
Motilal Oswal Nifty Small cap 250 Index Fund	60	60	60	60	180	5	10
Motilal Oswal Nifty Next 50 Index Fund	60	60	60	60	180	3	5
Motilal Oswal Nifty 200 Momentum 30 Index Fund	60	60	60	60	180	5	10
Motilal Oswal S&P BSE Low Volatility Index Fund	60	60	60	60	180	5	10
Motilal Oswal S & P 500 Index Fund	35	35	35	35	105	-	-
Motilal Oswal MSCI EAFE Top 100 Select Index Fund	35	35	35	35	105	-	-
Motilal Oswal Nifty 50 Index Fund	35	35	35	35	105	2	5
Motilal Oswal Asset Allocation Passive Fund of Fund Conservative	45	45	45	45	135	2	5
Motilal Oswal Asset Allocation Passive Fund of Fund Aggressive	40	40	40	40	120	2	10
Motilal Oswal Nasdaq 100 Fund of Fund	35	35	35	35	105	-	-
Motilal Oswal Gold and Silver ETFs Fund of Funds	30	30	30	30	90	2	5
Motilal Oswal 5 Year G Sec Fund Of Fund	5	5	5	5	15	2	5

* Note: -

- Additional Trail commission is payable for Gross Sales done in Quarter I (1st April 23 - 30th June 23).
- Additional Trail commission is payable only after achievement of Gross sales slabs mentioned in the above table i.e. 1 Cr to 2.5 Crs. and 2.5 Crs. & above.
- Additional Trail commission will be paid in the following month after the end of the Quarter I i.e. July-2023.

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.
- The commission indicated above is inclusive of applicable GST and other statutory levies, from time to time.
- 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.
- Exit Load for equity schemes- 1% - If redeemed on or before 15 days from the date of allotment.
- On change of distributor (ARN Code) and on transfer of AUM from one distributor (ARN Code) to another distributor (ARN Code), the trail commission in respect of transferred assets will not be paid to Old distributor (ARN Holder) as well as new distributor (ARN Holder).
- As per the Know Your Distributor (KYD) norms introduced by AMFI, brokerage / commission will be paid only to such distributors who are KYD compliant Payment of brokerage /commission will be withheld if any distributor does not comply with the KYD requirement and the same will be released only after the distributor complies with the KYD requirement.
- 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