

**Mutual Fund Distributor Revenue Structure**  
**WEALTH MANAGERS UNITED INDIA PRIVATE LIMITED (ARN-81815)**  
**Period: October 2022 - December 2022**

**ACTIVE FUNDS**

Perpetual Tail commission (in bps per annum)

Transaction Type - Lump Sum Purchases; Switch In

Scheme Name	B 30 Special Incentive 1st Year	Trail Brokerage for : T 30 & B 30				Trail Brokerage for: T30		Trail Brokerage for: B30	
		Year 1	Year 2	Year 3	Year 4 Onwards	Total 1 Year Payout	Total 3 Year Payout	Total 1 Year Payout	Total 3 Year Payout
Motilal Oswal Long Term Equity Fund	175	115	115	115	115	115	345	290	520
Motilal Oswal Focused 25 Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Midcap Fund	175	115	115	115	115	115	345	290	520
Motilal Oswal Flexi Cap Fund	175	95	95	95	95	95	285	270	460
Motilal Oswal Large and Midcap Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Dynamic Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Equity Hybrid Fund	175	150	150	150	150	150	450	325	625
Motilal Oswal Multi-Asset Fund	175	130	130	130	130	130	390	305	565
Motilal Oswal Ultra Short Term Fund	-	80	80	80	80	80	240	80	240
Motilal Oswal Liquid Fund	-	15	15	15	15	15	45	15	45

Transaction Type – SIP/STP

Scheme Name	B 30 Special Incentive 1st Year	Trail Brokerage for : T 30 & B 30				Trail Brokerage for: T 30		Trail Brokerage for: B 30	
		Year 1	Year 2	Year 3	Year 4 Onwards	Total 1 Year Payout	Total 3 Year Payout	Total 1 Year Payout	Total 3 Year Payout
Motilal Oswal Long Term Equity Fund	175	115	115	115	115	115	345	290	520
Motilal Oswal Focused 25 Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Midcap Fund	175	115	115	115	115	115	345	290	520
Motilal Oswal Flexi Cap Fund	175	95	95	95	95	95	285	270	460
Motilal Oswal Large and Midcap Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Dynamic Fund	175	125	125	125	125	125	375	300	550
Motilal Oswal Equity Hybrid Fund	175	150	150	150	150	150	450	325	625
Motilal Oswal Multi-Asset Fund	175	130	130	130	130	130	390	305	565
Motilal Oswal Ultra Short Term Fund	-	80	80	80	80	80	240	80	240
Motilal Oswal Liquid Fund	-	15	15	15	15	15	45	15	45

## PASSIVE FUNDS

Perpetual Tail commission (in bps per annum)

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

Scheme Name	B 30 Special Incentive 1st Year	Trail Brokerage for : T 30 & B 30				Trail Brokerage for: T 30		Trail Brokerage for: B 30	
		Year 1	Year 2	Year 3	Year 4 Onwards	Total 1 Year Payout	Total 3 Year Payout	Total 1 Year Payout	Total 3 Year Payout
Motilal Oswal Nifty Bank Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal Nifty Midcap 150 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal S&P BSE Financials ex Bank 30 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal S&P BSE Quality Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal S&P BSE Enhanced Value Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal Nifty 500 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal Nifty Smallcap 250 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal Nifty Next 50 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal Nifty 200 Momentum 30 Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal S&P BSE Low Volatility Index Fund	-	60	60	60	60	60	180	60	180
Motilal Oswal S & P 500 Index Fund	-	50	50	50	50	50	150	50	150
Motilal Oswal MSCI EAFE Top 100 Select Index Fund	-	50	50	50	50	50	150	50	150
Motilal Oswal Nifty 50 Index Fund	-	35	35	35	35	35	105	35	105
Motilal Oswal Asset Allocation Passive Fund of Fund Conservative	-	50	50	50	50	50	150	50	150
Motilal Oswal Asset Allocation Passive Fund of Fund Aggressive	-	50	50	50	50	50	150	50	150
Motilal Oswal Nasdaq 100 Fund of Fund	-	35	35	35	35	35	105	35	105
Motilal Oswal 5 Year G Sec Fund Of Fund	-	7	7	7	7	7	21	7	21

## 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.
- B30 incentive shall be paid as 1st Year trail for fresh mobilizations and installments of existing SIPs /STPs. B30 incentive is subject to full claw back if the investment is redeemed before completion of 1 year from the date of investment.
- 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](http://www.motilaloswalmf.com)**