Distributor Trail Commission – Indicative Ranges (India)

Annualised trail commission paid by AMCs / PMS / AIFs to distributors, as a % of AUM per annum. Indicative ranges for Regular Plans only; benchmarked against a live AMC brokerage sheet (Apr 2026).

Scheme Type	Trail
Overnight Schemes	0.02% – 0.10%
Fund of Funds (Overseas / Domestic)	0.05% – 1.00%
Liquid / Ultra Short Term / Money Market / Low Duration Schemes	0.05% – 0.70%
Short Term Income / Medium Term Scheme	0.30% – 0.70%
Banking & PSU Debt Scheme / Corp Bond Scheme	0.25% – 0.60%
Credit Risk / Dynamic Bond / Floating Rate Scheme	0.15% – 1.00%
Income Scheme / Gilt Scheme	0.20% – 0.70%
FMP Schemes (closed-ended)	0.05% – 0.30%
Conservative Hybrid Debt / Monthly Income Scheme	0.60% – 1.10%
Equity Savings Scheme	0.50% – 1.10%
Equity Arbitrage Schemes	0.10% – 0.60%
Multi Asset Allocation Scheme	0.60% – 1.20%
Equity / Aggressive Hybrid Equity / Balanced Hybrid Scheme	0.60% – 1.25%
Dynamic Asset Allocation / Balanced Advantage Scheme	0.60% – 1.25%
ELSS	0.50% – 1.20%
Index Funds	0.05% – 0.75%
PMS & AIF	0.50% – 1.50%

Important notes

- Figures are indicative ranges cross-checked against industry sources and a live published AMC brokerage structure (Axis Mutual Fund, effective April 2026). They are not fixed rates.
- Actual trail varies by AMC/fund house, the specific scheme, its size (AUM) and your AUM slab/business volume with the AMC. Even within one row, sub-categories differ widely - e.g. an overnight/liquid fund may pay ~0.02-0.10% while an ultra-short fund of the same AMC pays ~0.60-0.70%.
- Trail is recurring (paid monthly/quarterly) for as long as the investor stays invested, and is built into the scheme's Total Expense Ratio (TER). A higher TER / smaller-AUM scheme generally pays a higher trail and vice-versa.
- Upfront commission is banned by SEBI for mutual funds (since Oct 2018), PMS, and Category III AIFs — these now operate on an all-trail basis. Category I & II AIFs may still pay limited upfront (up to one-third of total distribution fee).
- PMS / AIF: typically ~1% trail; PMS distributor trail is usually paid from the management fee, and GST on this is generally borne by the investor (unlike MFs, where the distributor bears GST).
- B-30 city / new-investor (and women-investor) incentives can add ~1% of the first investment, capped at Rs.2,000 per eligible investor (SEBI/AMFI circular), over and above the trail shown here.
- This is general information, not investment or financial advice. Confirm exact rates from each AMC's / PMS's / AIF's own published brokerage / commission structure.