SIP/STP Brokerage Structure for the quarter July-Sept, 2015

Scheme Name	Scheme Type	Slab	Type	Type of Brokerage	Clawback period	Brokerage Rate (%)
Kotak 50; Kotak Opportunities, Kotak Classic Equity; Kotak Balance; Kotak Emerging Equity, Kotak Mid-Cap; Kotak Infrastructure & Economic Reform Fund; Kotak Tax Saver Fund	**Equity**	**<=10000 and 3 years**	**A**	Upfront T15	12 months	0.00
			B	Upfronting		0.75
			C	Trail 1st year		1.15
			D	Trail 2nd year onwards		1.15
			E	Special incentive for B15		1.50
			F	Total B15 incentive		2.25
Kotak Select Focus	**Equity**	**<=10000 and 3 years**	**A**	Upfront T15	12 months	0.00
			B	Upfronting		0.75
			C	Trail 1st year		1.10
			D	Trail 2nd year onwards		1.10
			E	Special incentive for B15		1.50
			F	Total B15 incentive		2.25

Note:-

For more than Rs.10000 or greater than 3 years, the lumpsum brokerage is applicable

If Sip Installment Amount is <=Rs.10,000 and tenure is >=3 years; Upfronting for only 36 Months will be paid as per above structure. From 37th month onwards installments, upfront brokerage per installment will be payable as per the lumpsum structure.

The following schemes ie Global Emerging Fund, Equity Savings Scheme, Equity Arbitrage Scheme, US Equity Fund and all other schemes (including debt schemes) which are not mentioned in the structure, will be offered the same structure as lumpsum

Terms and Conditions:

[I] CLAWBACK :

(1) Any upfronting paid is subject to proportionate clawback if the SIP is Ceased / Stopped / Closed before its Maturity Date

(2) T15 cities Brokerage, will be with applicable proportionate clawback and B15 cities Brokerage (ie special incentive) will be with full Clawback to the extent of units redeemed (except Kotak Tax Saver scheme where no clawback will be applicable)

[II] BROKERAGE :

(1) For <= 1 year SIP Tenure, Upfront brokerage per installment plus trail as per the respective lumpsum structure will be applicable

(2) For B15 locations, the Special Incentive B15 is in addition to the T15 upfront brokerage

(3) The payout of “Existing SIP Structure” will be done after a gap of 30 days on a monthly basis. For example, SIP incentive calculation for the month of July, 2015 will be done in Sept, 2015 and paid along with Aug, 2015 brokerage in Sept, 2015

(4) Distributors are requested to adhere to the terms and conditions set forth by the SEBI Code of conduct for MF intermediaries wrt commission disclosures

(5) The AMC reserves the right to suspend the rewards if it brought to our notice that higher incentive is offered to sub-brokers or have violated the code of conduct and / or rules / regulations laid down by SEBI and AMFI.

(6) Kotak Mahindra Asset Management Co. Ltd. Reserves the right to withdraw or suspend or modify this incentive program at any time, without giving any reasons thereof.

(7) Only fresh SIPs in the Equity Schemes except Kotak Arbitrage and Kotak Equity FOF will be eligible.

[IV] LOAD STRUCTURE :

(1) The load structures may change at the discretion of AMC / Trustee. The term "Within / After" in the Exit Load column is with reference to the date of allotment of units/ commencement of SIP/STP Please refer to the latest applicable load structure in the Offer Document(s) / Addenda to the Offer Document(s).

(2) Exit load for all Equity schemes (including Kotak Infrastructure and Economic Refund Fund) including SIP transactions (except Kotak 50, Kotak Classic Equity Scheme, Kotak Emerging Equity scheme, Kotak Equity Savings Scheme, Kotak Equity Arbitrage and Kotak Tax Saver Scheme), Kotak Global Emerging Fund, Kotak World Gold Fund, Kotak US Equity Fund is 1% if exit before 1year from date of allotment, Nil if exit after 1 year from date of allotment.

(3) Exit load for Kotak 50 - 1% if exit within 18 months from date of allotment. NIL if exit after 18 months from date of allotment.

(4) Exit load for Kotak Classic Equity Scheme is NIL

(5) Exit load for Kotak Emerging Equity scheme including SIP transactions is 1% if exit on or before 2 years from date of allotment, Nil if exit after 2 year from date of allotment

(6) Exit load for Kotak Equity Arbitrage - 0.50% if exit before 90 days from date of allotment. NIL if exit after 90 days from date of allotment.

(7) Exit Load is NIL for Kotak Tax Saver Scheme

(8) Exit load for Kotak Equity Savings Scheme - For exit within 1 year from date of allotment of units: 1% , For exit after 1year from the date of allotment of units: Nil

[V] TAXES & LEVIES :

The Brokerages / Commissions / Incentives are subject to applicable service tax rules and other statutory levies as may be applicable as per the law in force.