



## BROKERAGE STRUCTURE FOR THE QUARTER APRIL-JUNE, 2015

SCHEME NAME	ASSET CLASS	EXIT PERIOD	CLAWBACK PERIOD	Upfront T15	Special Incentive for B15	Total B15 Incentive	Trail 1st year	Trail 2nd year onwards
Kotak 50	Equity	18 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Opportunities	Equity	12 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Select Focus	Equity	12 Months	12 Months	0.00	1.25	1.25	1.15	1.15
Kotak Classic Equity	Equity	NIL	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Balance	Equity	12 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Emerging Equity	Equity	24 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Mid-Cap	Equity	12 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Infrastructure & Economic Reform Fund	Equity	12 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Tax Saver Fund	Equity	NIL	N/A	0.00	1.50	1.50	1.25	1.25
Kotak Global Emerging Fund	Equity	12 Months	12 Months	0.00	1.50	1.50	0.60	0.60
Kotak World Gold Fund	Equity	12 Months	12 Months	0.00	0.25	0.25	0.75	0.75
Kotak US Equity Fund	Equity	12 Months	12 Months	0.00	1.50	1.50	0.60	0.60
Kotak Asset Allocator Fund	Equity	12 Months	N/A	0.00	1.50	1.50	0.60	0.60
Kotak Equity Savings Scheme	Equity	12 Months	N/A	0.00	0.00	0.00	0.85	0.85
Kotak Arbitrage Fund	Equity	3 Months	N/A	0.00	0.00	0.00	0.60	0.60
Kotak Monthly Income Plan	Debt	36 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Multi Asset Allocation Fund	Debt	12 Months	12 Months	0.00	1.50	1.50	1.25	1.25
Kotak Income Opportunities Fund	Debt	12 Months	12 Months	0.00	0.50	0.50	1.00	1.00
Kotak Medium Term Fund	Debt	18 Months	12 Months	0.00	0.50	0.50	1.00	1.00
Kotak Bond Fund	Debt	NIL	12 Months	0.00	1.00	1.00	1.00	1.00
Kotak Bond Short Term Fund	Debt	30 Days	N/A	0.00	0.00	0.00	0.70	0.70
Kotak Gilt Investments Fund	Debt	NIL	12 Months	0.00	0.50	0.50	1.10	1.10
Kotak Banking and PSU Debt Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.15	0.15
Kotak Low Duration Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.60	0.60
Kotak Gold Fund	Debt	12 Months	N/A	0.00	0.00	0.00	0.65	0.65
Kotak Flexi Debt Fund	Debt	180 days	N/A	0.00	0.00	0.00	0.70	0.70
Kotak Treasury Advantage Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.45	0.45
Kotak Corporate Bond Fund	Debt	12 Months	N/A	0.00	0.00	0.00	0.45	0.45
Kotak Liquid Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.03	0.03
Kotak Floater Short Term	Debt	NIL	N/A	0.00	0.00	0.00	0.03	0.03

### TERMS AND CONDITIONS:

#### I. GENERAL

- i. Brokerage Structures are subject to the terms of empanelment and applicable laws and regulations, including SEBI (Mutual Fund) Regulations, AMFI Regulations, laws relating to Service Tax, Income Tax, etc.
- ii. All Upfront/Trail Brokerages will be calculated for every calendar month and will be paid out in the following month.
- iii. This brokerage structure is applicable till further notice and is subject to changes at the discretion of AMC/ Trustee.
- iv. In case of any regulatory changes with respect to expense ratio, the past / present brokerage structure may be reviewed by the AMC.
- v. The AMC reserves the right not to pay upfront brokerage on assets mobilised through multiple / split applications from the same investor, where such arrangement is made with an intention to avail upfront brokerage otherwise not available on the investment.
- vi. The load structures may change at the discretion of AMC / Trustee. Please refer to the latest applicable load structure in the Offer Document(s) / Addenda to the Offer Document(s).
- vii. Switches will be eligible for brokerage (upfront/trail) as per the distributor's applicable brokerage in the scheme but subject to applicable clawback of the switch out scheme. Option changes within the same scheme are not treated as switches
- viii. In accordance with the clause 9(2) of SEBI Circular No. CIR/IMD/21/2012 dated Sept 13, 2012, the brokerage paid on B15 cities shall be subject to full clawback if redeemed within one year from the date of investment. The brokerage paid for T15 cities will be subject to proportionate clawback as per the clawback period mentioned in the structure.
- ix. In the eventuality of the clawback brokerage being higher than that month's upfront & trail brokerage payable, the broker shall refund the same forth.
- x. The AMC at its discretion, if it believes that the upfront payable to a distributor is in excess of the trail being currently payable to him, may pay the upfront in staggered installments over one year.
- xi. The AMC reserves the right to suspend the brokerage payable, if brought to our notice that higher brokerage is offered to sub-brokers or you have violated the code of conduct and/or rules/regulations laid down by SEBI and AMFI

#### II. TAXES & LEVIES

- i. 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.