kotak® Mutual Fund

BROKERAGE STRUCTURE FOR APRIL 2018

ARN-30846 **Advisor Name - International Money Matters Private Limited**

SCHEME NAME	ASSET CLASS	EXIT PERIOD	CLAWBACK PERIOD	Slabs	Upfront T15	Special incentive for B15	Total B15 incentive	Trail 1st year	Trail 2nd / 3rd year	Trail 4th year onwards
Kotak 50	Equity	12 Months	12 Months	Any Amount	0.50	1.50	2.00	1.15	1.15	1.15
Kotak Opportunities	Equity	12 Months	12 Months	Any Amount	0.60	1.50	2.10	1.15	1.15	1.15
Kotak Select Focus	Equity	12 Months	12 Months	Any Amount	0.35	1.15	1.50	1.10	1.10	1.10
Kotak Classic Equity	Equity	12 Months	12 Months	Any Amount	0.75	1.00	1.75	1.15	1.15	1.15
Kotak Balance	Equity	12 Months	12 Months	Any Amount	0.55	1.25	1.80	1.15	1.15	1.15
Kotak Emerging Equity	Equity	12 Months	12 Months	Any Amount	0.55	1.25	1.80	1.15	1.15	1.15
Kotak Mid-Cap	Equity	12 Months	12 Months	Any Amount	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Infrastructure & Economic Reform Fund	Equity	12 Months	12 Months	Any Amount	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Tax Saver Fund	Equity			<=1.5 lakhs	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Tax Saver Fund		NIL	Nil	>1.5 lakhs	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Global Emerging Fund	Equity	12 Months	12 Months	Any Amount	0.50	1.50	2.00	0.50	0.50	0.50
Kotak World Gold Fund	Equity	12 Months	12 Months	Any Amount	0.75	0.25	1.00	0.70	0.70	0.70
Kotak US Equity Fund	Equity	12 Months	12 Months	Any Amount	0.50	1.50	2.00	0.50	0.50	0.50
Kotak Asset Allocator Fund	Equity	12 Months	12 Months	Any Amount	0.75	1.50	2.25	0.50	0.50	0.50
Kotak Equity Savings Scheme	Equity	12 Months	12 Months	Any Amount	0.75	1.25	2.00	0.75	0.70	0.70
Kotak Arbitrage Fund	Equity	30 days	NIL	Any Amount	0.00	0.00	0.00	0.45	0.45	0.45
Kotak Monthly Income Plan	Debt	12 Months	12 Months	Any Amount	0.75	1.00	1.75	1.15	1.15	1.15
Kotak Income Opportunities Fund	Debt	12 Months	12 Months	Any Amount	0.60	1.25	1.85	0.75	0.75	0.75
Kotak Medium Term Fund	Debt	18 Months	12 Months	Any Amount	0.60	1.00	1.60	0.75	0.75	0.75
Kotak Bond Fund	Debt	0.20% within 3 months & Nil after 3 months	3 Months	Any Amount	0.75	1.00	1.75	0.50	0.50	0.50
Kotak Bond Short Term Fund	Debt	NIL	NIL	Any Amount	0.00	0.00	0.00	0.75	0.75	0.75
Kotak Gilt Investments Fund	Debt	NIL	12 Months	Any Amount	0.65	1.50	2.15	0.50	0.50	0.50
Kotak Banking and PSU Debt Fund	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.30	0.30	0.30
Kotak Low Duration Fund	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.75	0.75	0.75
Kotak Gold Fund	Debt	12 Months	12 Months	Any Amount	0.40	0.00	0.40	0.60	0.60	0.60
Kotak Flexi Debt Fund	Debt	NIL	NIL	Any Amount	0.00	0.00	0.00	0.65	0.65	0.65
Kotak Treasury Advantage Fund	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.40	0.40	0.40
Kotak Corporate Bond Fund	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.25	0.25	0.25
Kotak Liquid Fund	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.03	0.03	0.03
Kotak Floater Short Term	Debt	NIL	N/A	Any Amount	0.00	0.00	0.00	0.03	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 cites 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

xii. This Brokerage structure will be applicable till the date SEBI circular comes into effect. If the cut in TER is retrospective then the brokerage will reduce accordingly if prospective then going forward.