



BROKERAGE STRUCTURE FOR JAN-MAR, 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 | 12 Months | 12 Months | <=1.5 lakhs | 0.75 | 1.50 | 2.25 | 1.15 | 1.15 | 1.15 |
| Kotak Tax Saver Fund | | | | >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 | | | | | | | | | | |
| Kotak Income Opportunities Fund | Debt | 12 Months | 12 Months | Any Amount | 0.75 | 1.00 | 1.75 | 1.15 | 1.15 | 1.15 |
| Kotak Medium Term Fund | Debt | 12 Months | 12 Months | Any Amount | 0.60 | 1.25 | 1.85 | 0.75 | 0.75 | 0.75 |
| Kotak Bond Fund | Debt | 18 Months | 12 Months | Any Amount | 0.60 | 1.00 | 1.60 | 0.75 | 0.75 | 0.75 |
| Kotak Bond Short Term Fund | Debt | NIL | 12 Months | Any Amount | 0.75 | 1.00 | 1.75 | 0.50 | 0.50 | 0.50 |
| Kotak Bond Short Term Fund | | | | | | | | | | |
| Kotak Gilt Investments 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 | 0.00 | 0.00 | 0.00 | 0.75 | 0.75 | 0.75 |
| Kotak Banking and PSU Debt 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 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 | 0.00 | 0.00 | 0.00 | 0.60 | 0.60 | 0.60 |
| 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 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 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 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 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 |
| Kotak Floater Short Term | Debt | NIL | N/A | Any Amount | 0.00 | 0.00 | 0.00 | 0.03 | 0.03 | 0.03 |

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| 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 |