kotak Mutual Fund

SIP/STP BROKERAGE STRUCTURE FOR MAY-JUNE 2018

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

SCHEME NAME	ASSET CLASS	EXIT PERIOD	CLAWBACK PERIOD	Upfront T30 > Rs. 10,000	Upfronting <= Rs.10,000	Special incentive for B30	Total B30 incentive	Trail 1st year	Trail 2nd / 3rd year	Trail 4th year onwards
Kotak 50	Equity	12 Months	12 Months	0.50	0.50	1.50	2.00	1.15	1.15	1.15
Kotak Opportunities	Equity	12 Months	12 Months	0.60	0.60	1.50	2.10	1.15	1.15	1.15
Kotak Select Focus	Equity	12 Months	12 Months	0.35	0.35	1.50	1.85	1.10	1.10	1.10
Kotak Classic Equity	Equity	12 Months	12 Months	0.75	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Balance	Equity	12 Months	12 Months	0.55	0.55	1.50	2.05	1.15	1.15	1.15
Kotak Emerging Equity	Equity	12 Months	12 Months	0.55	0.55	1.50	2.05	1.15	1.15	1.15
Kotak Mid-Cap	Equity	12 Months	12 Months	0.75	0.75	1.50	2.25	1.15	1.15	1.15
Kotak Infrastructure & Economic Reform Fund	Equity	12 Months	12 Months	0.75	0.75	1.25	2.00	1.15	1.15	1.15
Kotak Tax Saver Fund	Equity	NIL	Nil	0.70	0.70	1.50	2.20	1.15	1.15	1.15
Kotak Global Emerging Fund	Equity	12 Months	12 Months	0.50	0.00	1.50	2.00	0.50	0.50	0.50
Kotak World Gold Fund	Equity	12 Months	12 Months	0.75	0.00	1.50	2.25	0.70	0.70	0.70
Kotak US Equity Fund	Equity	12 Months	12 Months	0.50	0.00	1.50	2.00	0.50	0.50	0.50
Kotak Asset Allocator Fund	Equity	12 Months	12 Months	0.75	0.00	1.50	2.25	0.50	0.50	0.50
Kotak Equity Savings Scheme	Equity	12 Months	12 Months	0.75	0.00	1.00	1.75	0.75	0.70	0.70
Kotak Arbitrage Fund	Equity	30 days	NIL	0.00	0.00	0.00	0.00	0.45	0.45	0.45
Kotak Monthly Income Plan	Debt	12 Months	12 Months	0.75	0.00	1.25	2.00	1.15	1.15	1.15
Kotak Income Opportunities Fund	Debt	12 Months	12 Months	0.60	0.00	1.50	2.10	0.75	0.75	0.75
Kotak Medium Term Fund	Debt	18 Months	12 Months	0.60	0.00	1.50	2.10	0.75	0.75	0.75
Kotak Bond Fund	Debt	0.20% within 3 months & Nil after 3 months	3 Months	0.75	0.00	1.25	2.00	0.50	0.50	0.50
Kotak Bond Short Term Fund	Debt	NIL	NIL	0.00	0.00	0.00	0.00	0.75	0.75	0.75
Kotak Gilt Investments Fund	Debt	NIL	12 Months	0.65	0.00	1.50	2.15	0.50	0.50	0.50
Kotak Banking and PSU Debt Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.30	0.30	0.30
Kotak Low Duration Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.75	0.75	0.75
Kotak Gold Fund	Debt	12 Months	12 Months	0.40	0.00	0.00	0.40	0.60	0.60	0.60
Kotak Flexi Debt Fund	Debt	NIL	NIL	0.00	0.00	0.00	0.00	0.65	0.65	0.65
Kotak Treasury Advantage Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.40	0.40	0.40
Kotak Corporate Bond Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.25	0.25	0.25
Kotak Liquid Fund	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.03	0.03	0.03
Kotak Floater Short Term	Debt	NIL	N/A	0.00	0.00	0.00	0.00	0.03	0.03	0.03

TERMS AND CONDITIONS:

I. GENERAL

i. Only fresh SIPs will be eligible.

ii. Any upfronting paid is subject to proportionate clawback if the SIP is Ceased / Stopped / Closed before its Maturity Date

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. For B30 locations, the Special Incentive B30 is in addition to the T30 upfront brokerage

vi. T30 cities Brokerage, will be with applicable proportionate clawback and B30 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). The clawback clause will be effective 01-April-2018.

vii. 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).

viii. 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.

ix. 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

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

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. 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.

xiii. 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.

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

xv. 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.