

Brokerage Structure



Distributor : ARN-30846 / International Money Matters Private Limited

for the Investment Period : 01-Apr-2020 to 30-Jun-2020

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction Nature	Investment Amount	Trailer Fee						B30 Incentive Trailer Fee Clawback		
						B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Type	%	Thld(D)
Equity	Large Cap Fund	Kotak Bluechip Fund	01-Apr-2020 to 30-Jun-2020	Lump sum	1 to MAX	1.75	1.2	1.2	1.2	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.2	1.2	1.2	1.05	1.05	Full	100	365
Equity	Large and Mid Cap Fund	Kotak Equity Opportunities Fund		Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365
Equity	MultiCap fund	Kotak Standard Multicap Fund		Lump sum	1 to MAX	1.75	0.95	0.95	0.95	0.85	0.85	Full	100	365
				Systematic	1 to MAX	1.75	0.95	0.95	0.95	0.85	0.85	Full	100	365
Equity	Mid Cap Fund	Kotak Emerging Equity		Lump sum	1 to MAX	1.5	1.15	1.15	1.15	1	1	Full	100	365
				Systematic	1 to MAX	1.5	1.15	1.15	1.15	1	1	Full	100	365
Equity	Small Cap Fund	Kotak Small Cap Fund		Lump sum	1 to MAX	1.75	1.3	1.3	1.3	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.3	1.3	1.3	1.05	1.05	Full	100	365
Equity	Contra Fund	Kotak India EQ Contra Fund		Lump sum	1 to MAX	1.75	1.3	1.3	1.3	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.3	1.3	1.3	1.05	1.05	Full	100	365
Equity	ELSS	Kotak Tax Saver Fund		Lump sum	1 to MAX	1.75	1.35	1.35	1.35	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.35	1.35	1.35	1.05	1.05	Full	100	365
Equity	Sectoral or Thematic Fund	Kotak Infrastructure & Economic Reform Fund		Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1	1	Full	100	365
				Systematic	1 to MAX	1.75	1.25	1.25	1.25	1	1	Full	100	365
Equity	Equity Savings	Kotak Equity Savings Scheme		Lump sum	1 to MAX	1.75	0.9	0.9	0.9	0.65	0.65	Full	100	365
				Systematic	1 to MAX	1.75	0.9	0.9	0.9	0.65	0.65	Full	100	365
Equity	Arbitrage Fund	Kotak Arbitrage Fund		Lump sum	1 to MAX	0	0.45	0.45	0.45	0.45	0.45	Full	100	365
				Systematic	1 to MAX	0	0.45	0.45	0.45	0.45	0.45	Full	100	365
Hybrid	Balanced Hybrid Fund	Kotak Equity Hybrid	Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365	

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

Brokerage Structure



Distributor : ARN-30846 / International Money Matters Private Limited

for the Investment Period : 01-Apr-2020 to 30-Jun-2020

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction Nature	Investment Amount	Trailer Fee						B30 Incentive Trailer Fee Clawback		
						B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Type	%	Thld(D)
Hybrid	Balanced Hybrid Fund	Kotak Equity Hybrid	01-Apr-2020 to 30-Jun-2020	Systematic	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365
Hybrid	Dynamic Asset Allocation fund	Kotak Balanced Advantage Fund		Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1.15	1.15	Full	100	365
				Systematic	1 to MAX	1.75	1.25	1.25	1.25	1.15	1.15	Full	100	365
Hybrid	Conservative Hybrid Fund	Kotak Debt Hybrid		Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365
				Systematic	1 to MAX	1.75	1.25	1.25	1.25	1.05	1.05	Full	100	365
FOF	Fund of Fund	Kotak Asset Allocator Fund		Lump sum	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
				Systematic	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
FOF	Fund of Fund	Kotak Global Emerging Fund		Lump sum	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
				Systematic	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
FOF	Fund of Fund	Kotak Gold Fund		Lump sum	1 to MAX	0	0.35	0.35	0.35	0.35	0.35	Full	100	365
				Systematic	1 to MAX	0	0.35	0.35	0.35	0.35	0.35	Full	100	365
Debt	Gilt Fund	Kotak Gilt Investments Fund		Lump sum	1 to MAX	1.75	0.7	0.7	0.7	0.5	0.5	Full	100	365
				Systematic	1 to MAX	1.75	0.7	0.7	0.7	0.5	0.5	Full	100	365
Debt	Medium to Long Term Duration Fund	Kotak Bond Fund		Lump sum	1 to MAX	1.75	0.65	0.65	0.65	0.4	0.4	Full	100	365
				Systematic	1 to MAX	1.75	0.65	0.65	0.65	0.4	0.4	Full	100	365
Debt	Dynamic Bond	Kotak Dynamic Bond Fund		Lump sum	1 to MAX	0	0.65	0.65	0.65	0.65	0.65	Full	100	365
				Systematic	1 to MAX	0	0.65	0.65	0.65	0.65	0.65	Full	100	365
Debt	Medium Duration Fund	Kotak Medium Term Fund		Lump sum	1 to MAX	1.75	0.95	0.95	0.95	0.75	0.75	Full	100	365
				Systematic	1 to MAX	1.75	0.95	0.95	0.95	0.75	0.75	Full	100	365
Debt	Credit Risk Fund	Kotak Credit Risk Fund		Lump sum	1 to MAX	1.75	0.9	0.9	0.9	0.75	0.75	Full	100	365
				Systematic	1 to MAX	1.75	0.9	0.9	0.9	0.75	0.75	Full	100	365

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

Brokerage Structure



Distributor : ARN-30846 / International Money Matters Private Limited

for the Investment Period : 01-Apr-2020 to 30-Jun-2020

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction Nature	Investment Amount	Trailer Fee						B30 Incentive Trailer Fee Clawback		
						B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Type	%	Thld(D)
Debt	Banking and PSU Fund	Kotak Banking and PSU Debt Fund	01-Apr-2020 to 30-Jun-2020	Lump sum	1 to MAX	0	0.3	0.3	0.3	0.3	0.3	Full	100	365
				Systematic	1 to MAX	0	0.3	0.3	0.3	0.3	0.3	Full	100	365
Debt	Short Duration Fund	Kotak Bond Short Term Fund		Lump sum	1 to MAX	0	0.75	0.75	0.75	0.75	0.75	Full	100	365
				Systematic	1 to MAX	0	0.75	0.75	0.75	0.75	0.75	Full	100	365
Debt	Low duration Fund	Kotak Low Duration Fund		Lump sum	1 to MAX	0	0.75	0.75	0.75	0.75	0.75	Full	100	365
				Systematic	1 to MAX	0	0.75	0.75	0.75	0.75	0.75	Full	100	365
Debt	Corporate Bond Fund	Kotak Corporate Bond Fund		Lump sum	1 to MAX	0	0.25	0.25	0.25	0.25	0.25	Full	100	365
				Systematic	1 to MAX	0	0.25	0.25	0.25	0.25	0.25	Full	100	365
Debt	Ultra short Duration Fund	Kotak Savings Fund		Lump sum	1 to MAX	0	0.4	0.4	0.4	0.4	0.4	Full	100	365
				Systematic	1 to MAX	0	0.4	0.4	0.4	0.4	0.4	Full	100	365
Debt	Money Market scheme	Kotak Money Market Scheme		Lump sum	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
				Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Liquid Fund	Kotak Liquid Fund		Lump sum	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
				Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Overnight Fund	Kotak Overnight Fund		Lump sum	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
				Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Debt	Kotak Floating Rate Fund		Lump sum	1 to MAX	0	0.2	0.2	0.2	0.2	0.2	Full	100	365
				Systematic	1 to MAX	0	0.2	0.2	0.2	0.2	0.2	Full	100	365
Equity	Equity	Kotak Focused Equity Fund		Lump sum	1 to MAX	0.9	1.45	1.45	1.45	1.45	1.45	Full	100	365
				Systematic	1 to MAX	0.9	1.45	1.45	1.45	1.45	1.45	Full	100	365
Equity	Equity	Kotak Pioneer Fund	Lump sum	1 to MAX	0.9	1.35	1.35	1.35	1.35	1.35	Full	100	365	

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

Brokerage Structure



Distributor : ARN-30846 / International Money Matters Private Limited

for the Investment Period : 01-Apr-2020 to 30-Jun-2020

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction Nature	Investment Amount	Trailer Fee						B30 Incentive Trailer Fee Clawback		
						B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Type	%	Thld(D)
Equity	Equity	Kotak Pioneer Fund	01-Apr-2020 to 30-Jun-2020	Systematic	1 to MAX	0.9	1.35	1.35	1.35	1.35	1.35	Full	100	365

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 GST, Income Tax, etc.
ii. All 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 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).
vi. Switches will be eligible for brokerage 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
vii. Additional B30 1st year Trail Commission : As per SEBI circular SEBI/HO/IMD/DF2/CIR/P/2019/42 dated March 25, 2019, additional B30 1st year trail commission shall be payable only on inflows from retail investors from B 30 cities. The term 'retail investor' has been defined by SEBI. Accordingly, It has been decided that inflows of amount upto Rs. 2,00,000/- per transaction, by individual investors shall be considered as inflows from Retail Investors (applicable WEF 15th April 2019). In case the investment made from B30 cities is redeemed/ switched out to any other scheme, within one year from the date of subscription, then entire Additional B30 First Year Commission, paid till the date of redemption/ Switched out, shall be recovered or clawed back/set off from future commission payments.
viii. T-30 refers to the Top 30 cities provided by AMFI & B30 cities, refers to all the cities beyond the Top 30 Cities. Any Investments from cities / Pincodes categories provided by AMFI will be eligible for brokerage payment as per T30 brokerage structure. In addition to this, NRI investments will be considered as T30 investments for the purpose of brokerage payment.
ix. SIP / STP registered WEF April 01, 2019 onwards will be on Trigger basis and not on registration basis.
x. In the event of the clawback brokerage being higher than that month's brokerage payable, the broker shall refund the same.
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.