for the Investment Period: 01-Oct-2019 to 31-Dec-2019

Distributor: ARN-144504

Perc- Percentage



ApprdRt v1.1

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction	Investment			Trailer		B30 Incent	0 Incentive Trailer Fee Clawba			
Class	SEDI SCHEINE Categorization	Scrienie	investment renou	Nature	Amount	B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Туре	%	Thld(D)
Equity	Equity	Kotak Pioneer Fund	01 Oct 2010 to 21 Oct 2010	Lump sum	1 to MAX	1	1.45	1.45	1.45	1.45	1.45	Full	100	365
Equity	Equity	Kolak Florieer Furid	01-Oct-2019 to 31-Oct-2019	Systematic	1 to MAX	1	1.45	1.45	1.45	1.45	1.45	Full	100	365
Equity	Large Cap Fund	Kotak Bluechip Fund		Lump sum	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	100	100 365
Equity	Large Cap Fund	Rotak Bluechip Punu		Systematic	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	% Thi 100 3	365
Equity	Large and Mid Cap Fund	Kotak Equity Opportunities Fund		Lump sum	1 to MAX	1.75	1.15	1.15	1.15	1.15	1.15	Full	100	365
Equity	Large and wild Cap Fund	Rotak Equity Opportunities Fund		Systematic	1 to MAX	1.75	1.15	1.15	1.15	1.15	1.15	Full	100	365
Equity	MultiCap fund	Kotak Standard Multicap Fund		Lump sum	1 to MAX	1.75	0.9	0.9	0.9	0.9	0.9	Full	100	365
Equity	MulliCap Turiu	Rotak Standard Multicap Pund		Systematic	1 to MAX	1.75	0.9	0.9	0.9	0.9	0.9	Full Full Full Full Full Full Full Full	100	365
Equity	Mid Cap Fund	Kotak Emerging Equity		Lump sum	1 to MAX	1.75	1.15	1.15	1.15	1.15	1.15	Full	100 3	365
Equity	ivila Cap Fulla	Rotak Emerging Equity		Systematic	1 to MAX	1.75	1.15	1.15	1.15	1.15	1.15	Full	100	365
Equity	Small Cap Fund	Kotak Small Cap Fund		Lump sum	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	100	365
Equity	Siliali Cap Fullu	Rotak Siliali Cap Fuliu	01-Oct-2019 to 31-Dec-2019	Systematic	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	100	365
Equity	Contra Fund	Kotak India EQ Contra Fund		Lump sum	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	100	365
Equity	Contra Fund	Rotak India EQ Contra Fund		Systematic	1 to MAX	1.75	1.2	1.15	1.15	1.15	1.15	Full	100	365
Equity	ELSS	Kotak Tax Saver Fund		Lump sum	Lump sum 1 to MAX 1.75 1.15 1.15	1.15	1.15	Full	100	365				
Equity	ELSS	Rolak Tax Savei Fuliu		Systematic	1 to MAX	1.75	1.15	1.15	1.15	1.15	1.15	Full	100	365
Fauity	Contaral or Thomatic Fund	Ketak Infrastructura 9 Facesamia Deform Fund		Lump sum	1 to MAX	1.75	1.15	5 1.1 1.1 1.1 1.1	1.1	Full	100	365		
Equity	Sectoral or Thematic Fund	Kotak Infrastructure & Economic Reform Fund		Systematic	1 to MAX	1.75	1.15	1.1	1.1	1.1	1.1	Full	100	365
Equity	Equity Covings	Kotak Equity Savings Scheme		Lump sum	1 to MAX	1.75	0.95	0.95	0.95	0.95	0.95	Full	100	365
Equity	Equity Savings			Systematic	1 to MAX	1.75	0.95	0.95	0.95	0.95	0.95	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

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Class	SEDI Sahama astagavization	categorization Scheme Investment Period Transaction Nature Investment Amount B30 In		Trailer	B30 Incentive Trailer Fee Clawback									
Class	SEBI Scheme Categorization		investment Period	Nature	Amount	B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Туре	%	Thld(D)
Equity	Arbitrage Fund	Kotak Arbitrage Fund		Systematic	1 to MAX	0	0.45	0.45	0.45	0.45	0.45	Full	100	365
Hybrid	Balanced Hybrid Fund	Kotok Fauity Wykrid		Lump sum	1 to MAX	1.75	1.2	1.2	1.2	1.2	1.2	Full	100	365
Пурпа	Balanceu Hybnu Funu	Kotak Equity Hybrid		Systematic	1 to MAX	1.75	1.2	1.2	1.2	1.2	1.2	Full	100	365
Hybrid	Dynamic Asset Allocation fund	Kotak Palancod Advantago Fund		Lump sum	1 to MAX	1.75	1.25	1.25	1.25	1.25	1.25	Full	100	365
Пурпа	Dynamic Asset Allocation fund	Kotak Balanced Advantage Fund		Systematic	1 to MAX	1.75	1.25	1.25	1.25	1.25	1.25	Full	100	365
Hybrid	Conservative Hybrid Fund	Kotak Debt Hybrid		Lump sum	1 to MAX	1.75	1.15	1.1	1.1	1.1	1.1	Full	100	365
Tiybiid	Conservative Hybrid Fund	Rotak Debi Hybrid		Systematic	1 to MAX	1.75	1.15	1.1	1.1	1.1	1.1	Full 1	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	100 365 100 365 100 365	365
101	r una orr una	Notak Asset Allocator Furiu		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	0.4	0.4	0.4	0.4	0.4	Full	100	365
101	T dila or T dila	Notak Global Efficiging Fullu	01-Oct-2019 to 31-Dec-2019	Systematic	1 to MAX	1.75	0.4	0.4	0.4	0.4	0.4	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
101	T dila or T dila	Notal Cold Fulla		Systematic	1 to MAX	0	0.35	0.35	0.35	0.35	0.35	Full	100	365
FOF	Fund of Fund	Kotak World Gold Fund		Lump sum	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
101	r dila or r and	Notak World Cold Falla		Systematic	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
FOF	Fund of Fund	Kotak US Equity Fund		Lump sum	1 to MAX	1.75	0.35	0.35	0.35	0.35	0.35	Full	100	365
101	r dila or r and	Notak 66 Equity Fund		Systematic	1 to MAX	1.75	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	1.1	1.1	1.1	1.1	1.1	Full	100	365
DODE	Site i unu	Notal Oil invostinons i unu		Systematic	1 to MAX	1.75	1.1	1.1	1.1	1.1	1.1	Full	100	365
Debt	Medium to Long Term Duration Fund	Kotak Bond Fund		Lump sum	1 to MAX	1.75	0.95	0.9	0.9	0.9	0.9	Full	100	365
DODE	modium to Long Torri Duration Fund	Notal Bolld Fulld		Systematic	1 to MAX	1.75	0.95	0.9	0.9	0.9	0.9	Full	100	365

Prop- Proportionate

for the Investment Period: 01-Oct-2019 to 31-Dec-2019

Distributor: ARN-144504

Perc- Percentage



ApprdRt v1.1

Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction	Investment			Trailer		B30 Incent	B30 Incentive Trailer Fee Cla			
Class	SEBI Scheme Categorization	Scrience	investment renou	Nature Amount	B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Туре	%	Thld(D)	
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
Debt	Dynamic Bond	Rotak Dynamic Bond Fund		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	0.95	0.95	Full	100	365
Debt	Mediani Daration Fund	Rotak Wedidili Terili Fulid		Systematic	1 to MAX	1.75	0.95	0.95	0.95	0.95	0.95	Full	100	365
Debt	Credit Risk Fund	Kotak Credit Risk Fund		Lump sum	1 to MAX	1.75	0.95	0.95	0.95	0.95	0.95	Full	100	365
Debt	Credit Risk Pullu	Rotak Cledit Risk Fullu		Systematic	1 to MAX	1.75	0.95	0.95	0.95	0.95	0.95	Full	% 1 100 100 100 100	365
Debt	Banking and PSU Fund	Kotak Banking and PSU Debt Fund		Lump sum	1 to MAX	0	0.3	0.3	0.3	0.3	0.3	Full	100	365
Debt	banking and F30 Fund	Rotak baliking and F30 Debt Fund		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	365
Debt	Short Duration Fund	Rotak bond Short Tenn Fund		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	01-Oct-2019 to 31-Dec-2019	Lump sum	1 to MAX	0	0.75	0.75	0.75	0.75	0.75	Full	100	365
Debt	Low duration Fund	Rotak Low Duration Fund		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
Debt	Corporate Bond Pund	Rotak Corporate Bond Fund		Systematic	1 to MAX	0	0.25	0.25	0.25	0.25	0.25	Full	100	365
Debt	Ultra short Duration Fund	Kotok Sovingo Fund		Lump sum	1 to MAX	0	0.4	0.4	0.4	0.4	0.4	Full	100	365
Debt	Olifa Short Duration Fund	Kotak Savings Fund		Systematic	1 to MAX	0	0.4	0.4	0.4	0.4	0.4	Full	100	365
Dobt	Manay Maykat askama	Votels Manay Market Cohema		Lump sum	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Money Market scheme	Kotak Money Market Scheme		Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Dobt	Liquid Freed	und Kotak Liquid Fund		Lump sum	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Liquid Fund				Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100
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

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Class	SEBI Scheme categorization	Scheme	Investment Period	Transaction Investment		Trailer		B30 Incentive Trailer Fee Clawback						
	3			Nature	Amount	B30 Incentive	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr	Туре	%	Thld(D)
Debt	Overnight Fund	Kotak Overnight Fund		Systematic	1 to MAX	0	0.03	0.03	0.03	0.03	0.03	Full	100	365
Debt	Floater Fund	Kotak Floating Data Fund		Lump sum	1 to MAX	0	0.2	0.2	0.2	0.2	0.2	Full	100	365
	Floater Fund	Kotak Floating Rate Fund	01-Oct-2019 to 31-Dec-2019	Systematic	1 to MAX	0	0.2	0.2	0.2	0.2	0.2	Full	100	365
Equity	F	Kird For and Fo 7. Ford		Lump sum	1 to MAX	1.25	1.45	1.45	1.45	1.45	1.45	Full	100	365
	Equity	Kotak Focused Equity Fund		Systematic	1 to MAX	1.25	1.45	1.45	1.45	1.45	1.45	Full	100	365

Perc- Percentage Prop- Proportionate NC- No Clawback Thld(D)- Threshold Period(In Days)

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.