

## Brokerage Structure

Distributor : ARN-87155 / INNOVAGE FINTECH PRIVATE LIMITED

for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback													
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF						
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)				
Kotak Tax Saver Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to 150000	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0			
				150000 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0	
			Systematic	1 to 150000	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0	
				150000 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0
		Switch	Normal	1 to 150000	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0	
				150000 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0
			Systematic	1 to 150000	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0
				150000 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	NC	0	0	NC	0	0	NC	0	0
Kotak Bluechip Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365			
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
		Switch	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
Kotak Balanced Advantage Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0.6	0	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	Prop		365	Full	100	365	Prop		365			
			Systematic	1 to MAX	0	0.6	0	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	Prop		365	Full	100	365	Prop		365		
		Switch	Normal	1 to MAX	0	0.6	0	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	0.6	0	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2	Prop		365	Full	100	365	Prop		365	

Perc- Percentage  
UPF- Upfront

Prop- Proportionate  
B30 Inc- B30 Incentive

NC- No Clawback  
SIP UPF- SIP Upfronting

THLD(D)- Threshold Period (In Days)  
APM- Annualised Payable Monthly

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for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback											
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF				
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)		
																			Prop		365	Full	100	365	Prop		365		
Kotak Equity Hybrid	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	Prop		365	Full	100	365	Prop		365	
		Switch	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	Prop		365	Full	100	365	Prop		365	
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1	Prop		365	Full	100	365	Prop		365	
Kotak Bond Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.25	0	0.85	0.85	0.85	0.85	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.25	0	0.85	0.85	0.85	0.85	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.25	0	0.85	0.85	0.85	0.85	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.25	0	0.85	0.85	0.85	0.85	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365
Kotak Bond Short Term Fund	01-Oct-2018 31-Dec-2018		Purchase	Normal	1 to MAX	0	0	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	NC	0	0	NC	0	0	NC	0	0
			Switch	Normal	1 to MAX	0	0	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	NC	0	0	NC	0	0	NC	0	0
				Systematic	1 to MAX	0	0	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	NC	0	0	NC	0	0	NC	0
Kotak Credit Risk Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365

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for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback												
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF					
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)			
Kotak India EQ Contra Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
		Switch	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
			Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
Kotak Arbitrage Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	NC	0	0	NC	0	0	NC	0	0
			Switch	Normal	1 to MAX	0	0	0	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	NC	0	0	NC	0	0	NC	0	0
				Systematic	1 to MAX	0	0	0	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	NC	0	0	NC	0	0	NC	0	0
Kotak Emerging Equity	01-Oct-2018 31-Dec-2018		Purchase	Normal	1 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.5	0	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
Kotak Equity Savings Scheme		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1	0	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1	0	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1	0	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1	0	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	0.8	Prop		365	Full	100	365	Prop		365

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					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF				
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)		
Kotak Dynamic Bond Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	NC	0	0	NC	0	0	NC	0	0		
			Systematic	1 to MAX	0	0	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	NC	0	0	NC	0	0	NC	0	0	
		Switch	Normal	1 to MAX	0	0	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	NC	0	0	NC	0	0	NC	0	0	
			Systematic	1 to MAX	0	0	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	NC	0	0	NC	0	0	NC	0	0	
Kotak Money Market Scheme		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0
			Switch	Normal	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0
				Systematic	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0
Kotak Standard Multicap Fund	01-Oct-2018 31-Dec-2018		Purchase	Normal	1 to MAX	0	1.5	0	0.95	0.95	0.95	0.95	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.5	0	0.95	0.95	0.95	0.95	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.5	0	0.95	0.95	0.95	0.95	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.5	0	0.95	0.95	0.95	0.95	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365
Kotak Asset Allocator Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365

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					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF			
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24				25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type
Kotak Savings Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	NC	0	0	NC	0	0	NC	0	0	
			Systematic	1 to MAX	0	0	0	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	NC	0	0	NC	0	0	NC	0	0
		Switch	Normal	1 to MAX	0	0	0	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	NC	0	0	NC	0	0	NC	0	0
			Systematic	1 to MAX	0	0	0	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	0.35	NC	0	0	NC	0	0	NC	0	0
Kotak Global Emerging Fund		Purchase	Normal	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
		Switch	Normal	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	1.5	0	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	0.55	Prop		365	Full	100	365	Prop		365
Kotak Gold Fund		Purchase	Normal	1 to MAX	0	0	0	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	0	0	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	Prop		365	Full	100	365	Prop		365
		Switch	Normal	1 to MAX	0	0	0	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	0	0	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	0.5	Prop		365	Full	100	365	Prop		365
Kotak Gilt Investments Fund	Purchase	Normal	1 to MAX	0	1	0	1	1	1	1	1	1	1	1	1	1	1	1	Prop		365	Full	100	365	Prop		365	
		Systematic	1 to MAX	0	1	0	1	1	1	1	1	1	1	1	1	1	1	1	Prop		365	Full	100	365	Prop		365	
	Switch	Normal	1 to MAX	0	1	0	1	1	1	1	1	1	1	1	1	1	1	1	Prop		365	Full	100	365	Prop		365	
		Systematic	1 to MAX	0	1	0	1	1	1	1	1	1	1	1	1	1	1	1	Prop		365	Full	100	365	Prop		365	

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B30 Inc- B30 Incentive

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THLD(D)- Threshold Period (In Days)  
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## Brokerage Structure

Distributor : ARN-87155 / INNOVAGE FINTECH PRIVATE LIMITED

for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback												
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF					
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)			
Kotak Infrastructure & Economic Reform Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.25	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365			
			Systematic	1 to MAX	0	1.25	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
		Switch	Normal	1 to MAX	0	1.25	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	1.25	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
Kotak Liquid Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0		
				Systematic	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0	
			Switch	Normal	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	NC	0	0	NC	0	0	NC	0	0	
Kotak Small Cap Fund			01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
					Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
				Switch	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
					Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
Kotak Debt Hybrid	01-Oct-2018 31-Dec-2018	Purchase		Normal	1 to MAX	0	1.25	0	1.15	1.15	1.15	1.15	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365		
				Systematic	1 to MAX	0	1.25	0	1.15	1.15	1.15	1.15	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
		Switch		Normal	1 to MAX	0	1.25	0	1.15	1.15	1.15	1.15	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.25	0	1.15	1.15	1.15	1.15	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	

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## Brokerage Structure

Distributor : ARN-87155 / INNOVAGE FINTECH PRIVATE LIMITED

for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback											
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF				
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)		
Kotak Medium Term Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365		
			Systematic	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365	
		Switch	Normal	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365	
			Systematic	1 to MAX	0	1.5	0	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	Prop		365	Full	100	365	Prop		365	
Kotak Equity Opportunities Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365	
				Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
			Switch	Normal	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
				Systematic	1 to MAX	0	1.5	0	1.1	1.1	1.1	1.1	1.05	1.05	1.05	1.05	1.05	1.05	1.05	1.05	Prop		365	Full	100	365	Prop		365
Kotak Banking and PSU Debt Fund	01-Oct-2018 31-Dec-2018		Purchase	Normal	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0
			Switch	Normal	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0
				Systematic	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0
Kotak Low Duration Fund		01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	NC	0	0	NC	0	0	NC	0	0	
				Systematic	1 to MAX	0	0	0	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	NC	0	0	NC	0	0	NC	0	0
			Switch	Normal	1 to MAX	0	0	0	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	NC	0	0	NC	0	0	NC	0	0
				Systematic	1 to MAX	0	0	0	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	0.75	NC	0	0	NC	0	0	NC	0	0

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ApprRt v1.0

## Brokerage Structure

Distributor : ARN-87155 / INNOVAGE FINTECH PRIVATE LIMITED

for the Investment Period : 01-Oct-2018 to 31-Dec-2018



Scheme	Investment Period	Transaction Head	Transaction Nature	Investment Amount	Upfront			Trailer Fees - Aging (in months) (% APM)										Clawback											
					UPF	B30 INC	SIP UPF	1st Yr				2nd Yr				3rd Yr	4th Yr	5th Yr	UPF			B30 INC			SIP UPF				
								0-3	4-6	7-9	10-12	13-15	16-18	19-21	22-24	25-36	37-48	49-9999	Type	%	Thld(D)	Type	%	Thld(D)	Type	%	Thld(D)		
Kotak Corporate Bond Fund	01-Oct-2018 31-Dec-2018	Purchase	Normal	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0		
			Systematic	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0	
		Switch	Normal	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0	
			Systematic	1 to MAX	0	0	0	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	NC	0	0	NC	0	0	NC	0	0	
Kotak US Equity Fund		Purchase	Normal	1 to MAX	0	1.5	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	Prop		365	Full	100	365	Prop		365	
			Systematic	1 to MAX	0	1.5	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	Prop		365	Full	100	365	Prop		365
		Switch	Normal	1 to MAX	0	1.5	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	1.5	0	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	0.6	Prop		365	Full	100	365	Prop		365
Kotak World Gold Fund		Purchase	Normal	1 to MAX	0	1.5	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	1.5	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	Prop		365	Full	100	365	Prop		365
		Switch	Normal	1 to MAX	0	1.5	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	Prop		365	Full	100	365	Prop		365
			Systematic	1 to MAX	0	1.5	0	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	Prop		365	Full	100	365	Prop		365

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Sr. No	<b>TERMS AND CONDITIONS:</b>
1	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.
2	All Upfront/Trail Brokerages will be calculated for every calendar month and will be paid out in the following month. The SIP brokerage will be paid in the following month of SIP registration
3	This brokerage structure is applicable till further notice and is subject to changes at the discretion of AMC/ Trustee.
4	In case of any regulatory changes with respect to expense ratio, the past / present brokerage structure may be reviewed by the AMC.
5	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.
6	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).
7	Distributors are requested to adhere to the terms and conditions set forth by the SEBI Code of conduct for MF intermediaries wrt commission disclosures
8	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
9	In accordance with the SEBI Circular No. SEBI/HO/IMD/DF2/CIR/P/2018/16 dated February 02, 2018, the brokerage paid on B30 cities shall be subject to full clawback if redeemed within one year from the date of investment. The brokerage paid for T30 cites will be subject to proportionate clawback as per the clawback period mentioned in the structure. Please note, the clawback clause will be effective 01-April-2018.
10	For B30 Locations, the special incentive B30 is an addition to the T30 Upfront
11	In the eventuality of the clawback brokerage being higher than that month's upfront & trail brokerage payable, the broker shall refund the same forth.
12	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.
13	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
14	Only fresh SIPs will be eligible.
15	Any upfronting paid is subject to proportionate clawback if the SIP is Ceased / Stopped / Closed before its Maturity Date
16	Clawback will be applicable only on the upfront / upfronting paid
17	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
18	Kotak Mahindra Asset Management Co. Ltd. Reserves the right to withdraw or suspend or modify the incentive program at any time, without giving any reasons thereof.
19	For <= 1 year SIP Tenure, Upfront brokerage per installment plus trail as per the respective structure will be applicable
20	For > 1 year SIP Tenure, If Sip Installment Amount is <=Rs.10,000, Upfronting for only 36 Months will be paid as per above structure. From 37th month onwards installments, upfront brokerage per installment will be payable.
21	For > 1 year SIP Tenure, If Sip Installment Amount is >Rs.10,000, upfront brokerage per installment will be payable.
22	Brokerage rate is subjected to SEBI circular on TER change/Trail Brk . <b>(Note:</b> 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)