

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class  | SEBI Scheme categorization | Scheme  | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        |          | All Assets | B30 Inc Trailer Fee Clawback |      |         |
|--------|----------------------------|---|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|----------|------------|------------------------------|------|---------|
|        |                            |   |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr | >=5th Yr |            | Type                         | %    | Thld(D) |
| INDEX  | Debt                       | KOTAK NIFTY SMALLCAP 50 INDEX FUND                | 01-Apr-2024 to 30-Jun-2024 | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.65   | 0.65   | 0.65   | 0.65   | 0.65     | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.65   | 0.65   | 0.65   | 0.65   | 0.65     | 0.65       | NO                           |      |         |
| INDEX  | INDEX                      | Kotak S&P BSE Housing Index Fund                  |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | 0.5        | NO                           |      |         |
| INDEX  | Equity                     | Kotak Nifty 200 Momentum 30 Index Fund            |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | 0.5        | NO                           |      |         |
| INDEX  | INDEX                      | Kotak Nifty Financial Services Ex-Bank Index Fund |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.5    | 0.5    | 0.5    | 0.5    | 0.5      | 0.5        | NO                           |      |         |
| INDEX  | Debt                       | KOTAK NIFTY SDL JUL 2028 INDEX FUND               |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.25   | 0.25   | 0.25   | 0.25   | 0.25     | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.25   | 0.25   | 0.25   | 0.25   | 0.25     | 0.25       | NO                           |      |         |
| INDEX  | INDEX                      | Kotak Nifty G-Sec July 2033 Index Fund            |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.24   | 0.24   | 0.24   | 0.24   | 0.24     | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.24   | 0.24   | 0.24   | 0.24   | 0.24     | 0.24       | NO                           |      |         |
| INDEX  | Debt                       | Kotak Nifty SDL Jul 2033 Index Fund               |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.2    | 0.2    | 0.2    | 0.2    | 0.2      | NO         | Full                         | 100  | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.2    | 0.2    | 0.2    | 0.2    | 0.2      | 0.2        | NO                           | Full | 100     |
| INDEX  | Debt                       | Kotak Nifty SDL Jul 2026 Index Fund               | Lump sum                   | 1 to MAX           | FIXED             | 0         | 0.18        | 0.18   | 0.18   | 0.18   | 0.18   | NO       | Full       | 100                          | 365  |         |
|        |                            |   | Systematic                 | 1 to MAX           | FIXED             | 0         | 0.18        | 0.18   | 0.18   | 0.18   | 0.18   | 0.18     | NO         | Full                         | 100  | 365     |
| INDEX  | INDEX                      | Kotak Nifty AAA Bond Jun 2025 HTM Index Fund      | 08-Apr-2024 to 30-Jun-2024 | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.15   | 0.15   | 0.15   | 0.15   | 0.15     | NO         |                              |      |         |
|        |                            |   | Systematic                 | 1 to MAX           | FIXED             | 0         | 0.15        | 0.15   | 0.15   | 0.15   | 0.15   | 0.15     | NO         |                              |      |         |
| Equity | Equity                     | Kotak Consumption Fund                            | 01-Apr-2024 to 30-Jun-2024 | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.5    | 1.5    | 1.4    | 1.4    | 1.4      | NO         |                              |      |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.5    | 1.5    | 1.4    | 1.4    | 1.4      | 1.4        | NO                           |      |         |
| Equity | Equity                     | Kotak Healthcare Fund                             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.5    | 1.5    | 1.4    | 1.4    | 1.4      | NO         |                              |      |         |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class  | SEBI Scheme categorization | Scheme                                      | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        |          | All Assets | B30 Inc Trailer Fee Clawback |     |         |
|--------|----------------------------|---|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|----------|------------|------------------------------|-----|---------|
|        |                            |   |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr | >=5th Yr |            | Type                         | %   | Thld(D) |
| Equity | Equity                     | Kotak Healthcare Fund                       | 01-Apr-2024 to 30-Jun-2024 | Systematic         | 1 to MAX          | FIXED     | 0           | 1.5    | 1.5    | 1.4    | 1.4    | 1.4      | NO         |                              |     |         |
| Equity | Equity                     | Kotak Banking and Financial Services Fund   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.4    | 1.4    | 1.4    | 1.4    | 1.4      | NO         |                              |     |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.4    | 1.4    | 1.4    | 1.4    | 1.4      | NO         |                              |     |         |
| Equity | Equity                     | Kotak ESG Exclusionary Strategy Fund        |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
| Equity | Sectoral or Thematic Fund  | Kotak Infrastructure & Economic Reform Fund |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
| Equity | Equity                     | Kotak Manufacture In India Fund             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.3    | 1.3    | 1.3    | 1.3    | 1.3      | NO         | Full                         | 100 | 365     |
| Equity | Contra Fund                | Kotak India EQ Contra Fund                  |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.25   | 1.25   | 1.25   | 1.25   | 1.25     | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.25   | 1.25   | 1.25   | 1.25   | 1.25     | NO         | Full                         | 100 | 365     |
| Equity | Equity                     | Kotak Technology Fund                       |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.25   | 1.25   | 1.2    | 1.2    | 1.2      | NO         |                              |     |         |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.25   | 1.25   | 1.2    | 1.2    | 1.2      | NO         |                              |     |         |
| Equity | Equity                     | Kotak Business Cycle Fund                   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
| Equity | Equity                     | Kotak Focused Equity Fund                   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
| Equity | Equity                     | Kotak Pioneer Fund                          |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
|        |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.2    | 1.2    | 1.2    | 1.2    | 1.2      | NO         | Full                         | 100 | 365     |
| Equity | Equity                     | Kotak Multi Asset Allocation Fund           |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.15   | 1.15   | 1.05   | 1.05   | 1.05     | NO         |                              |     |         |
|        |                            |   | Systematic                 | 1 to MAX           | FIXED             | 0         | 1.15        | 1.15   | 1.05   | 1.05   | 1.05   | NO       |            |                              |     |         |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprRt v1.1

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class  | SEBI Scheme categorization | Scheme                          | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        | All Assets | B30 Inc Trailer Fee Clawback |      |      |         |
|--------|----------------------------|---------------------------------|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|------------|------------------------------|------|------|---------|
|        |                            |                                 |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr |            | >=5th Yr                     | Type | %    | Thld(D) |
| Equity | ELSS                       | Kotak ELSS Tax Saver Fund       | 01-Apr-2024 to 30-Jun-2024 | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.1    | 1.1    | 1.1    | 1.1    | 1.1        | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.1    | 1.1    | 1.1    | 1.1    | 1.1        | 1.1                          | NO   | Full | 100     |
| Equity | Equity Savings             | Kotak Equity Savings Scheme     |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.1    | 1.1    | 1.1    | 1.1    | 1.1        | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.1    | 1.1    | 1.1    | 1.1    | 1.1        | 1.1                          | NO   | Full | 100     |
| Equity | Large Cap Fund             | Kotak Bluechip Fund             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | 1.05                         | NO   | Full | 100     |
| Equity | Equity                     | Kotak Multicap Fund             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | 1.05                         | NO   | Full | 100     |
| Equity | Small Cap Fund             | Kotak Small Cap Fund            |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | 1                            | NO   | Full | 100     |
| Equity | Large and Mid Cap Fund     | Kotak Equity Opportunities Fund |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | 1                            | NO   | Full | 100     |
| Equity | Mid Cap Fund               | Kotak Emerging Equity           |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | 0.9                          | NO   | Full | 100     |
| Equity | MultiCap fund              | Kotak Flexicap Fund             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | 0.9                          | NO   | Full | 100     |
| Equity | Arbitrage Fund             | Kotak Arbitrage Fund            |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.45   | 0.45   | 0.45   | 0.45   | 0.45       | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.45   | 0.45   | 0.45   | 0.45   | 0.45       | 0.45                         | NO   | Full | 100     |
| Equity | Equity                     | Kotak Nifty Next 50 Index Fund  |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.4    | 0.4    | 0.4    | 0.4    | 0.4        | NO                           | Full | 100  | 365     |
|        |                            |                                 |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.4    | 0.4    | 0.4    | 0.4    | 0.4        | 0.4                          | NO   | Full | 100     |
| Equity | Equity                     | Kotak Nifty 50 Index Fund       | Lump sum                   | 1 to MAX           | FIXED             | 0         | 0.25        | 0.25   | 0.25   | 0.25   | 0.25   | NO         | Full                         | 100  | 365  |         |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class  | SEBI Scheme categorization        | Scheme                        | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        | All Assets | B30 Inc Trailer Fee Clawback |      |     |         |
|--------|-----------------------------------|-------------------------------|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|------------|------------------------------|------|-----|---------|
|        |                                   |                               |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr |            | >=5th Yr                     | Type | %   | Thld(D) |
| Equity | Equity                            | Kotak Nifty 50 Index Fund     | 01-Apr-2024 to 30-Jun-2024 | Systematic         | 1 to MAX          | FIXED     | 0           | 0.25   | 0.25   | 0.25   | 0.25   | 0.25       | NO                           | Full | 100 | 365     |
| Equity | Equity                            | Kotak Quant Fund              |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.1    | 0.1    | 0.1    | 0.1    | 0.1        | NO                           |      |     |         |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.1    | 0.1    | 0.1    | 0.1    | 0.1        | NO                           |      |     |         |
| Hybrid | Balanced Hybrid Fund              | Kotak Equity Hybrid           |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.15   | 1.15   | 1.15   | 1.15   | 1.15       | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.15   | 1.15   | 1.15   | 1.15   | 1.15       | NO                           | Full | 100 | 365     |
| Hybrid | Dynamic Asset Allocation fund     | Kotak Balanced Advantage Fund |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1          | NO                           | Full | 100 | 365     |
| Hybrid | Conservative Hybrid Fund          | Kotak Debt Hybrid             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.95   | 0.95   | 0.95   | 0.95   | 0.95       | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.95   | 0.95   | 0.95   | 0.95   | 0.95       | NO                           | Full | 100 | 365     |
| Debt   | Gilt Fund                         | Kotak Gilt Investments Fund   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1.05   | 1.05   | 1.05   | 1.05   | 1.05       | NO                           | Full | 100 | 365     |
| Debt   | Credit Risk Fund                  | Kotak Credit Risk Fund        |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.95   | 0.95   | 0.95   | 0.95   | 0.95       | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.95   | 0.95   | 0.95   | 0.95   | 0.95       | NO                           | Full | 100 | 365     |
| Debt   | Medium to Long Term Duration Fund | Kotak Bond Fund               |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.9    | 0.9    | 0.9    | 0.9    | 0.9        | NO                           | Full | 100 | 365     |
| Debt   | Medium Duration Fund              | Kotak Medium Term Fund        |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.8    | 0.8    | 0.8    | 0.8    | 0.8        | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.8    | 0.8    | 0.8    | 0.8    | 0.8        | NO                           | Full | 100 | 365     |
| Debt   | Short Duration Fund               | Kotak Bond Short Term Fund    |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.75   | 0.75   | 0.75   | 0.75   | 0.75       | NO                           | Full | 100 | 365     |
|        |                                   |                               |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.75   | 0.75   | 0.75   | 0.75   | 0.75       | NO                           | Full | 100 | 365     |
| Debt   | Dynamic Bond                      | Kotak Dynamic Bond Fund       |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.75   | 0.75   | 0.75   | 0.75   | 0.75       | NO                           | Full | 100 | 365     |
|        |                                   |                               | Systematic                 | 1 to MAX           | FIXED             | 0         | 0.75        | 0.75   | 0.75   | 0.75   | 0.75   | NO         | Full                         | 100  | 365 |         |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprRt v1.1

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class | SEBI Scheme categorization | Scheme  | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        | All Assets | B30 Inc Trailer Fee Clawback |      |     |         |
|-------|----------------------------|---|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|------------|------------------------------|------|-----|---------|
|       |                            |   |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr |            | >=5th Yr                     | Type | %   | Thld(D) |
| Debt  | Low duration Fund          | Kotak Low Duration Fund                                     | 01-Apr-2024 to 30-Jun-2024 | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.75   | 0.75   | 0.75   | 0.75   | 0.75       | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.75   | 0.75   | 0.75   | 0.75   | 0.75       | NO                           | Full | 100 | 365     |
| Debt  | Ultra short Duration Fund  | Kotak Savings Fund  |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.4    | 0.4    | 0.4    | 0.4    | 0.4        | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.4    | 0.4    | 0.4    | 0.4    | 0.4        | NO                           | Full | 100 | 365     |
| Debt  | Debt                       | Kotak Floating Rate Fund                                    |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
| Debt  | Banking and PSU Fund       | Kotak Banking and PSU Debt Fund                             |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
| Debt  | Corporate Bond Fund        | Kotak Corporate Bond Fund                                   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.3    | 0.3    | 0.3    | 0.3    | 0.3        | NO                           | Full | 100 | 365     |
| Debt  | Debt                       | Kotak Long Duration Fund                                    |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.25   | 0.25   | 0.25   | 0.25   | 0.25       | NO                           |      |     |         |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.25   | 0.25   | 0.25   | 0.25   | 0.25       | NO                           |      |     |         |
| Debt  | Debt                       | KOTAK NIFTY SDL PLUS AAA PSU BOND JUL 2028 60:40 INDEX FUND |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.18   | 0.18   | 0.18   | 0.18   | 0.18       | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.18   | 0.18   | 0.18   | 0.18   | 0.18       | NO                           | Full | 100 | 365     |
| Debt  | Debt                       | Kotak Nifty SDL Apr 2027 Top 12 Equal Weight Index Fund     |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.15   | 0.15   | 0.15   | 0.15   | 0.15       | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.15   | 0.15   | 0.15   | 0.15   | 0.15       | NO                           | Full | 100 | 365     |
| Debt  | Debt                       | Kotak Nifty SDL Apr 2032 Top 12 Equal Weight Index Fund     |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.15   | 0.15   | 0.15   | 0.15   | 0.15       | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.15   | 0.15   | 0.15   | 0.15   | 0.15       | NO                           | Full | 100 | 365     |
| Debt  | Money Market scheme        | Kotak Money Market Scheme                                   |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03       | NO                           | Full | 100 | 365     |
|       |                            |   |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03       | NO                           | Full | 100 | 365     |
| Debt  | Liquid Fund                | Kotak Liquid Fund   | Lump sum                   | 1 to MAX           | FIXED             | 0         | 0.03        | 0.03   | 0.03   | 0.03   | 0.03   | NO         | Full                         | 100  | 365 |         |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

# Brokerage Structure



Distributor : ARN-98661

for the Investment Period : 01-Apr-2024 to 30-Jun-2024

| Class | SEBI Scheme categorization | Scheme   | Investment Period          | Transaction Nature | Investment Amount | Rate Type | Trailer Fee |        |        |        |        |          | All Assets | B30 Inc Trailer Fee Clawback |     |         |
|-------|----------------------------|--|----------------------------|--------------------|-------------------|-----------|-------------|--------|--------|--------|--------|----------|------------|------------------------------|-----|---------|
|       |                            |  |                            |                    |                   |           | B30 Inc     | 1st Yr | 2nd Yr | 3rd Yr | 4th Yr | >=5th Yr |            | Type                         | %   | Thld(D) |
| Debt  | Liquid Fund                | Kotak Liquid Fund                                  | 01-Apr-2024 to 30-Jun-2024 | Systematic         | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03     | NO         | Full                         | 100 | 365     |
| Debt  | Debt                       | Kotak All Weather Debt FOF                         |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03     | NO         | Full                         | 100 | 365     |
| Debt  | Overnight Fund             | Kotak Overnight Fund                               |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.03   | 0.03   | 0.03   | 0.03   | 0.03     | NO         | Full                         | 100 | 365     |
| FOF   | FOF                        | Kotak Global Innovation Fund of Fund               |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1        | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 1      | 1      | 1      | 1      | 1        | NO         | Full                         | 100 | 365     |
| FOF   | Fund of Fund               | Kotak Global Emerging Fund                         |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.85   | 0.85   | 0.85   | 0.85   | 0.85     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.85   | 0.85   | 0.85   | 0.85   | 0.85     | NO         | Full                         | 100 | 365     |
| FOF   | FOF                        | Kotak International REIT FOF                       |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.8    | 0.8    | 0.8    | 0.8    | 0.8      | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.8    | 0.8    | 0.8    | 0.8    | 0.8      | NO         | Full                         | 100 | 365     |
| FOF   | Fund of Fund               | Kotak Multi Asset Allocator Fund of Fund - Dynamic |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.55   | 0.55   | 0.55   | 0.55   | 0.55     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.55   | 0.55   | 0.55   | 0.55   | 0.55     | NO         | Full                         | 100 | 365     |
| FOF   | FOF                        | Kotak Silver ETF Fund of Fund                      |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.45   | 0.45   | 0.45   | 0.45   | 0.45     | NO         |                              |     |         |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.45   | 0.45   | 0.45   | 0.45   | 0.45     | NO         |                              |     |         |
| FOF   | Fund of Fund               | Kotak Gold Fund                                    |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.35   | 0.35   | 0.35   | 0.35   | 0.35     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.35   | 0.35   | 0.35   | 0.35   | 0.35     | NO         | Full                         | 100 | 365     |
| FOF   | FOF                        | Kotak NASDAQ 100 Fund of Fund                      |                            | Lump sum           | 1 to MAX          | FIXED     | 0           | 0.35   | 0.35   | 0.35   | 0.35   | 0.35     | NO         | Full                         | 100 | 365     |
|       |                            |  |                            | Systematic         | 1 to MAX          | FIXED     | 0           | 0.35   | 0.35   | 0.35   | 0.35   | 0.35     | NO         | Full                         | 100 | 365     |

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprRt v1.1

## 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 Intra switches
- vii. 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.
- viii. SIP / STP registered WEF April 01, 2019 onwards will be on Trigger basis and not on registration basis.
- ix. In the event of the clawback brokerage being higher than that month's brokerage payable, the broker shall refund the same.
- x. 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.
- xi. Any Events / Training / Activities / Seminar etc. planned with your employees / clients / sub brokers etc. shall be conducted with the written consent of Regional Heads / Head of Sales prior to such activities
- xii. All communication with regards to rates changes/modifications would be formally informed to you through [kotakadvisorh@kotak.com](mailto:kotakadvisorh@kotak.com) or [donotreply@camsonline.com](mailto:donotreply@camsonline.com) e- mail id only. Any other mode of communication via verbal or email from any individual representative should not be considered bonafide. Brokerage changes will be incorporated after consent from Regional Heads, Head of Sales
- xiii. As per SEBI's letter no. SEBI/H0/IMD/IMD-SEC-3/P/OW/2023/5823/1 dated February 24, 2023 to AMFI, WEF March 01, 2023 B30 Structure is put in abeyance. However the payout of B30 incentives on the inflows from B30 cities received till February 28, 2023 will continue.