

Brokerage Structure



Distributor : ARN-81815 / Wealth Managers United India Private Limited

for the Investment Period : 01-Jan-2022 to 31-Mar-2022

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	Sectoral or Thematic Fund	Kotak Infrastructure & Economic Reform Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.5	1.5	1.5	1.5	1.5	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.5	1.5	1.5	1.5	1.5	1.5	NO	Full	100
Equity	Equity	Kotak Manufacture In India Fund	01-Feb-2022 to 15-Feb-2022	Lump sum	1 to MAX	FIXED	1	1.5	1.5	1.5	1.5	1.5	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1	1.5	1.5	1.5	1.5	1.5	1.5	NO	Full	100
Equity	Focused Fund	Kotak Focused Equity Fund	01-Jan-2022 to 28-Feb-2022	Lump sum	1 to MAX	FIXED	0.9	1.45	1.45	1.45	1.45	1.45	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.9	1.45	1.45	1.45	1.45	1.45	1.45	NO	Full	100
Equity	Large Cap Fund	Kotak Bluechip Fund	01-Jan-2022 to 28-Feb-2022	Lump sum	1 to MAX	FIXED	1.75	1.4	1.4	1.4	1.4	1.4	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.4	1.4	1.4	1.4	1.4	1.4	NO	Full	100
Equity	Equity	Kotak Manufacture In India Fund	01-Mar-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1	1.4	1.4	1.4	1.4	1.4	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1	1.4	1.4	1.4	1.4	1.4	1.4	NO	Full	100
Equity	Focused Fund	Kotak Focused Equity Fund	01-Mar-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.9	1.4	1.4	1.4	1.4	1.4	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.9	1.4	1.4	1.4	1.4	1.4	1.4	NO	Full	100
Equity	Large Cap Fund	Kotak Bluechip Fund	01-Mar-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.35	1.35	1.35	1.35	1.35	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.35	1.35	1.35	1.35	1.35	1.35	NO	Full	100
Equity	Equity	Kotak Pioneer Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.2	1.35	1.35	1.35	1.35	1.35	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.2	1.35	1.35	1.35	1.35	1.35	1.35	NO	Full	100
Equity	Contra Fund	Kotak India EQ Contra Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.3	1.3	1.3	1.3	1.3	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.3	1.3	1.3	1.3	1.3	1.3	NO	Full	100
Equity	Equity	Kotak ESG Opportunities Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.5	1.3	1.3	1.3	1.3	1.3	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.5	1.3	1.3	1.3	1.3	1.3	1.3	NO	Full	100
Equity	Large and Mid Cap Fund	Kotak Equity Opportunities Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365

Perc- Percentage

Prop- Proportionate

NC- No Clawback

Thld(D)- Threshold Period(In Days)

ApprdRt v1.1

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							B30 Inc	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr		Type	%	Thld(D)
Equity	Large and Mid Cap Fund	Kotak Equity Opportunities Fund	01-Jan-2022 to 31-Mar-2022	Systematic	1 to MAX	FIXED	1.75	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365
Equity	Equity	Kotak Multicap Fund		Lump sum	1 to MAX	FIXED	0.9	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.9	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365
Equity	Mid Cap Fund	Kotak Emerging Equity	01-Jan-2022 to 28-Feb-2022	Lump sum	1 to MAX	FIXED	1.5	1.25	1.15	1.15	1.15	1.15	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.5	1.25	1.15	1.15	1.15	1.15	NO	Full	100	365
Equity	ELSS	Kotak Tax Saver Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.2	1.2	1.2	1.2	1.2	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.2	1.2	1.2	1.2	1.2	NO	Full	100	365
Equity	Mid Cap Fund	Kotak Emerging Equity	01-Mar-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.5	1.2	1.15	1.15	1.15	1.15	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.5	1.2	1.15	1.15	1.15	1.15	NO	Full	100	365
Equity	Small Cap Fund	Kotak Small Cap Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.25	1.15	1.15	1.15	1.15	1.15	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.25	1.15	1.15	1.15	1.15	1.15	NO	Full	100	365
Equity	Equity Savings	Kotak Equity Savings Scheme		Lump sum	1 to MAX	FIXED	1.75	1.1	1.1	1.1	1.1	1.1	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.1	1.1	1.1	1.1	1.1	NO	Full	100	365
Equity	MultiCap fund	Kotak Flexicap Fund		Lump sum	1 to MAX	FIXED	1.75	1.1	1.05	1.05	1.05	1.05	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	1.1	1.05	1.05	1.05	1.05	NO	Full	100	365
Equity	Equity	Kotak Nifty Next 50 Index Fund		Lump sum	1 to MAX	FIXED	0	0.5	0.5	0.5	0.5	0.5	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0	0.5	0.5	0.5	0.5	0.5	NO	Full	100	365
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	NO	Full	100	365
Equity	Equity	Kotak Nifty 50 Index 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

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							B30 Inc	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr		Type	%	Thld(D)	
Hybrid	Balanced Hybrid Fund	Kotak Equity Hybrid	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.3	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	1.3	1.25	1.25	1.25	1.25	1.25	1.25	NO	Full	100	365
Hybrid	Dynamic Asset Allocation fund	Kotak Balanced Advantage Fund	01-Jan-2022 to 28-Feb-2022	Lump sum	1 to MAX	FIXED	1.3	1.2	1.2	1.2	1.2	1.2	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	1.3	1.2	1.2	1.2	1.2	1.2	NO	Full	100	365	
			01-Mar-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.3	1.15	1.15	1.15	1.15	1.15	1.15	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.3	1.15	1.15	1.15	1.15	1.15	1.15	NO	Full	100	365
Hybrid	Conservative Hybrid Fund	Kotak Debt Hybrid	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.6	1.1	1.1	1.1	1.1	1.1	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.6	1.1	1.1	1.1	1.1	1.1	NO	Full	100	365	
Debt	Credit Risk Fund	Kotak Credit Risk Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	1.05	1.05	1.05	1.05	1.05	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	1.75	1.05	1.05	1.05	1.05	1.05	NO	Full	100	365	
Debt	Gilt Fund	Kotak Gilt Investments Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.43	1.05	1.05	1.05	1.05	1.05	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.43	1.05	1.05	1.05	1.05	1.05	NO	Full	100	365	
Debt	Medium Duration Fund	Kotak Medium Term Fund	01-Jan-2022 to 31-Jan-2022	Lump sum	1 to MAX	FIXED	1.75	0.95	0.95	0.95	0.95	0.95	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	1.75	0.95	0.95	0.95	0.95	0.95	NO	Full	100	365	
			01-Feb-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	1.75	0.95	0.95	0.95	0.95	0.95	0.95	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	0.95	0.95	0.95	0.95	0.95	0.95	NO	Full	100	365
Debt	Medium to Long Term Duration Fund	Kotak Bond Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.42	0.9	0.9	0.9	0.9	0.9	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.42	0.9	0.9	0.9	0.9	0.9	NO	Full	100	365	
Debt	Dynamic Bond	Kotak Dynamic Bond Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.45	0.75	0.75	0.75	0.75	0.75	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.45	0.75	0.75	0.75	0.75	0.75	NO	Full	100	365	
Debt	Short Duration Fund	Kotak Bond Short Term Fund	01-Jan-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0.25	0.75	0.75	0.75	0.75	0.75	NO	Full	100	365	

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							B30 Inc	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr		Type	%	Thld(D)	
Debt	Short Duration Fund	Kotak Bond Short Term Fund	01-Jan-2022 to 31-Mar-2022	Systematic	1 to MAX	FIXED	0.25	0.75	0.75	0.75	0.75	0.75	NO	Full	100	365	
Debt	Low duration Fund	Kotak Low Duration Fund		Lump sum	1 to MAX	FIXED	0.2	0.75	0.75	0.75	0.75	0.75	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.2	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	Corporate Bond Fund	Kotak Corporate Bond Fund		Lump sum	1 to MAX	FIXED	0.4	0.35	0.35	0.35	0.35	0.35	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.4	0.35	0.35	0.35	0.35	0.35	NO	Full	100	365	
Debt	Banking and PSU Fund	Kotak Banking and PSU Debt Fund		Lump sum	1 to MAX	FIXED	0.5	0.3	0.3	0.3	0.3	0.3	NO	Full	100	365	
				Systematic	1 to MAX	FIXED	0.5	0.3	0.3	0.3	0.3	0.3	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	Debt	Kotak Nifty SDL Apr 2027 Top 12 Equal Weight Index Fund	04-Feb-2022 to 10-Feb-2022	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	0.15	NO	Full	100	365
			18-Feb-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0	0.15	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	0.15	NO	Full	100	365
Debt	Debt	Kotak Nifty SDL Apr 2032 Top 12 Equal Weight Index Fund	04-Feb-2022 to 10-Feb-2022	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	0.15	NO	Full	100	365
			18-Feb-2022 to 31-Mar-2022	Lump sum	1 to MAX	FIXED	0	0.15	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	0.15	NO	Full	100	365
Debt	Money Market scheme	Kotak Money Market Scheme	01-Jan-2022 to 31-Mar-2022	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	0.03	NO	Full	100	365

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							B30 Inc	1st Yr	2nd Yr	3rd Yr	4th Yr	>=5th Yr		Type	%	Thld(D)
Debt	Liquid Fund	Kotak Liquid Fund	01-Jan-2022 to 31-Mar-2022	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	0.03	NO	Full	100
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	0.03	NO	Full	100
FOF	FOF	Kotak Global Innovation Fund of Fund		Lump sum	1 to MAX	FIXED	0.8	1	1	1	1	1	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.8	1	1	1	1	1	1	NO	Full	100
FOF	Fund of Fund	Kotak Global Emerging Fund		Lump sum	1 to MAX	FIXED	1.75	0.85	0.85	0.85	0.85	0.85	NO	Full	100	365
				Systematic	1 to MAX	FIXED	1.75	0.85	0.85	0.85	0.85	0.85	0.85	NO	Full	100
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	0.8	NO	Full	100
FOF	Fund of Fund	Kotak Multi Asset Allocator Fund of Fund - Dynamic		Lump sum	1 to MAX	FIXED	0.5	0.55	0.55	0.55	0.55	0.55	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.5	0.55	0.55	0.55	0.55	0.55	0.55	NO	Full	100
FOF	Fund of Fund	Kotak Gold Fund		Lump sum	1 to MAX	FIXED	0.5	0.35	0.35	0.35	0.35	0.35	NO	Full	100	365
				Systematic	1 to MAX	FIXED	0.5	0.35	0.35	0.35	0.35	0.35	0.35	NO	Full	100
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	0.35	NO	Full	100

TERMS AND CONDITIONS:
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. 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. The threshold limit of Rs 2laks should be considered by clubbing all transactions on the same day from an individual investor in a particular scheme.
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 / Pin codes 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.
xii. 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
xiii. All communication with regards to rates changes/modifications would be formally informed to you through kotakadvisorh@kotak.com or 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.