

Commission / other fees for Products distributed / referred - Jan 2017

A. Commission / other fees for Mutual Fund distribution *

	T-15 Cities				B-15 Cities			
Equity Funds	Upfront	Trail 1st year	Trail 2nd year	Remarks	Upfront	Trail 1st year	Trail 2nd year	Remarks
Large Cap Funds								
DSP Blackrock Focused 25	Nil	1.40%	1.40%		1.50%	1.40%	1.40%	
Franklin India Prima Plus Fund	Nil	1.35%	1.35%		1.75%	1.35%	1.35%	
Kotak Select Focus Fund	Nil	1.35%	1.35%		1.50%	1.35%	1.35%	
Mirae Asset India Opportunities Fund - Reg	Nil	1.60%	1.60%		Nil	1.60%	1.60%	
SBI Bluechip Fund - Growth	0.20%	1.20%	1.20%		Nil	2.20%	1.20%	
Mid Cap Funds								
Kotak Emerging Equity Scheme - Reg	Nil	1.45%	1.45%		1.50%	1.45%	1.45%	
SBI Magnum Midcap Fund	0.20%	1.20%	1.20%		Nil	2.45%	1.20%	
Opportunistic Funds								
Birla Sun Life Advantage Fund - Growth	0.50%	1.40%	1.40%		2.00%	1.40%	1.40%	
ICICI Prudential Value Discovery Fund	Nil	1.25%	1.25%		Nil	2.75%	1.25%	
Motilal Oswal MOST Focused Multicap 35 Fund - Reg	NIL	1.15%	1.15%		NIL	1.15%	1.15%	
SBI Magnum Multi Cap Fund - Growth	0.40%	1.20%	1.10%		Nil	2.45%	1.10%	
ELSS Funds								
Axis Long Term Equity Fund - Growth	NIL	1.40%	1.40%	*From 4th year 1.25%	1.50%	1.40%	1.40%	*From 4th year 1.25%
Birla Sun Life Tax Relief 96 - Growth	0.50	1.25%	1.25%		2.00%	1.25%	1.25%	
Franklin India Taxshield - Growth	NIL	1.35%	1.35%		1.75%	1.35%	1.35%	
Other Equity Funds								
HDFC Core & Satellite Fund	Nil	1.60%	1.60%	1.30% (From 4th Year onwards)	1.50%	1.60%	1.60%	1.30% (From 4th Year onwards)
IDFC Classic Equity Fund	0.25%	1.75%	1.75%	1.50% (From 4th Year onwards)	Nil	3.25%	1.75%	1.50% (From 4th Year onwards)
Edelweiss Absolute Return Fund	Nil	1.60%	1.60%		Nil	1.60%	1.60%	
Kotak Equity Savings Fund - Reg	Nil	1.10%	1.10%		Nil	1.10%	1.10%	
Birla Sun Life Equity Savings Fund - Reg	Nil	1.25%	1.25%		1.50%	1.25%	1.25%	
Birla Sun Life Index Fund	Nil	0.50%	0.50%		NIL	0.50%	0.50%	
HDFC Index Fund - Nifty Plan	Nil	0.25%	0.25%		NIL	0.25%	0.25%	
Close-ended Equity funds *	Nil	1% - 1.50%	1% - 1.50%		Nil	1% - 1.50%	1% - 1.50%	

	T-15 Cities			Remarks	B-15 Cities			Remarks
	Upfront	Trail 1st year	Trail 2nd year		Upfront	Trail 1st year	Trail 2nd year	
Balanced Funds								
Birla Sun Life Balanced 95	0.50%	1.25%	1.25%		2.00%	1.25%	1.25%	
ICICI Prudential Balanced Advantage Fund	0.50%	1.25%	1.25%		0.50%	2.00%	1.25%	
L&T India Prudence Fund*	1%	1.00%	1.00%		2.50%	1.00%	1.00%	
SBI Magnum Balanced Fund	0.20%	1.20%	1.20%		Nil	2.20%	1.20%	

*For investments > Rs.3 Crore, no prepaid commission will be paid. The prepaid commission indicated above would be paid out in 12 equal instalments.

Arbitrage Funds								
Birla Sun Life Enhanced Arbitrage Fund	NIL	0.75%	0.75%		NIL	0.75%	0.75%	
BNP Paribas Enhanced Arbitrage Fund	NIL	0.75%	0.75%			0.75%	0.75%	
Edelweiss Arbitrage Fund - Reg	NIL	0.70%	0.70%		NIL	*0.7%	0.70%	
HDFC Arbitrage Fund	NIL	0.60%	0.50%		NIL	0.60%	0.50%	
ICICI Prudential Equity - Arbitrage Fund - Reg	NIL	0.60%	0.60%		NIL	0.60%	0.60%	
IDFC Arbitrage Plus Fund - Reg	NIL	0.68%	0.68%		NIL	0.68%	0.68%	
Kotak Equity Arbitrage Fund	NIL	0.70%	0.70%		NIL	0.70%	0.70%	
Reliance Arbitrage Advantage Fund	Nil	0.70%	0.70%		NIL	0.70%	0.70%	

Debt Funds	Upfront	Trail 1st year	Trail 2nd year		Upfront	Trail 1st year	Trail 2nd year	
Liquid Funds								
Birla Sun Life Cash Plus	NIL	0.10%	0.10%		NIL	0.10%	0.10%	
ICICI Prudential Money Market Fund - Reg	NIL	0.075	0.025%		NIL	0.075	0.025%	
DSP BlackRock Liquidity Fund - IP	NIL	0.05%	0.05%		NIL	0.05%	0.05%	
Kotak Floater - ST	NIL	0.03%	0.03%		NIL	0.03%	0.03%	
Tata Money Market Fund - Reg	NIL	0.07%	0.07%		NIL	0.07%	0.07%	
Other Liquid Funds FOR STP into Equity Funds & Diversification for Large Investments								
JM High Liquidity - Growth	NIL	0.05%	0.05%		NIL	0.05%	0.05%	
ICICI Prudential Liquid - Reg	NIL	0.05%	0.05%		NIL	0.05%	0.05%	
Reliance Liquid Fund - TP	NIL	0.10%	0.08%		NIL	0.10%	0.08%	
UTI-Liquid Cash Plan - IP	NIL	0.05%	0.05%		NIL	0.05%	0.05%	
Ultra Short Term Debt Funds								
Birla Sun Life Floating Rate Fund - LTP	NIL	0.25%	0.25%		NIL	0.25%	0.25%	
Franklin India Ultra Short Bond Fund - Super IP	NIL	0.10%	0.10%		NIL	0.10%	0.10%	
HDFC Cash Mgmt Fund - Treasury Advantage	NIL	0.75%	0.75%		NIL	0.75%	0.75%	
ICICI Prudential Ultra Short Term Plan	NIL	0.20%	0.20%		NIL	0.20%	0.20%	
Kotak Low Duration Fund - Std	NIL	0.75%	0.75%		NIL	0.75%	0.75%	
Reliance Medium Term Fund	NIL	0.75%	0.30%		NIL	0.75%	0.30%	

Debt Funds	Upfront	Trail 1st year	Trail 2nd year		Upfront	Trail 1st year	Trail 2nd year	
Short Term Bond Funds								
Birla Sun Life Short Term Fund - Reg	NIL	0.15%	0.15%		NIL	0.15%	0.15%	
HDFC Medium Term Opportunities Fund	NIL	0.15%	0.15%		NIL	0.15%	0.15%	
ICICI Prudential STP	NIL	0.75%	0.75%		NIL	0.75%	0.75%	
Kotak Flexi Debt	NIL	0.70%	0.70%		NIL	0.70%	0.70%	
Reliance Corporate Bond Fund	1%	NIL	NIL					
Reliance Short Term Fund	NIL	0.90%	0.70%		NIL	0.90%	0.70%	
Bond Funds								
HDFC Income Fund	Nil	1.35%	1.35%		0.50%	1.35%	1.35%	
SBI Magnum Income Fund	0.10%	1.00%	1.00%		Nil	1.00%	1.00%	
Dynamic Bond Funds								
Birla Sun Life Dynamic Bond Fund - Ret	0.25%	1.00%	1.00%		0.50%	1.00%	1.00%	
ICICI Prudential LTP	NIL	0.80%	0.80%		Nil	0.80%	0.80%	
Gilt Based Funds								
HDFC Gilt Fund - L T P	Nil	0.60%	0.60%		NIL	0.60%	0.60%	
ICICI Prudential Long Term Gilt Fund	Nil	0.80%	0.80%		Nil	0.80%	0.80%	
High Yield Funds								
Birla Sun Life Medium Term Fund	0.25%	1.00%	1.00%		1.00%	1.00%	1.00%	
BOI AXA Corporate Credit Spectrum Fund	1%	0.50%	0.50%		1%	0.50%	0.50%	
DSP BlackRock Income Opportunities Fund	NIL	1.10%	1.10%		NIL	1.10%	1.10%	
HDFC Corporate Debt Opportunities Fund	0.60%	1.00%	1.00%		0.60%	1.00%	1.00%	
ICICI Prudential Regular Savings Fund	1.00%	0.40%	0.25%		1.00%	0.40%	0.25%	
Kotak Medium Term Fund - Reg	0.30%	1.25%	1.25%		1.10%	1.25%	1.25%	
Other Debt Funds								
Fixed Maturity Plans *	up to 1%	up to 0.30%	up to 0.30%		up to 1%	up to 0.30%	up to 0.30%	
Birla Sun Life Active Debt Multi Manager FoF Scheme	Nil	0.75%	0.75%		NIL	0.75%	0.75%	
ICICI Prudential Income Opportunities Fund	NIL	0.30%	0.30%		NIL	0.30%	0.30%	
IDFC Banking Debt Fund - Reg	NIL	0.12%	0.12%		NIL	0.12%	0.12%	
IDFC Corporate Bond Fund	NIL	0.35%	0.35%		NIL	0.35%	0.35%	
LIC Numura MF Bond Fund	Nil	0.15%	0.15%		Nil	0.15%	0.15%	
Kotak Banking and PSU Debt Fund	NIL	0.30%	0.30%		NIL	0.30%	0.30%	
Kotak Corporate Bond Fund	NIL	0.25%	0.25%		NIL	0.25%	0.25%	
Sundaram Flexible Fund - Flexible Income Plan	Nil	0.15%	0.15%		Nil	0.15%	0.15%	
Sundaram Flexible Fund - Short-Term Plan - Reg	NIL	0.15%	0.15%		NIL	0.15%	0.15%	

	T-15 Cities			Remarks	B-15 Cities			Remarks
	Upfront	Trail 1st year	Trail 2nd year		Upfront	Trail 1st year	Trail 2nd year	
MIP Funds								
Birla Sun Life MIP II - Wealth 25 - Reg	0.50%	1.25%	1.25%		2.00%	1.25%	1.25%	
Kotak MIP	1.00%	1.20%	1.20%		2.50%	1.20%	1.20%	
SBI Magnum MIP	Nil	1.10%	1.10%		Nil	1.60%	1.10%	

Hybrid - Capital Protection Oriented Funds, Dual Advantage	Up to 1%	0.25% to 1.25%	0.25% to 1.25%
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B. Commission / other fees for Products referred *

	UPFRONT	Trail
Equity PMS / AIF	upto 3.75%	Nil
RE NCDs	up to 2%	Nil
Structured Products	up to 3.0%	Nil
Direct Debt Instruments / Preference Shares - Primary	up to 1.75%	Nil
Direct Debt Instruments / Preference Shares - Secondary	up to 0.5%	Nil

Commission Rates are as on January 2017

- i. The above mentioned rates are subject to change without any prior consent and at a discretion and agreement between Kotak Bank and the respective AMCs
- ii. Bank may also distribute / advise the schemes / funds of its subsidiary company, Kotak Mahindra Asset Management Company Limited. Also, Bank may refer
- iii. Investments are subject to market risk. Please read the offer document carefully before investing. Please also take note of risks highlighted about the scheme

T-15 Cities
B-15 Cities

T-15 Cities shall mean top 15 cities based on AMFI data on 'AUM by Geography – Consolidated Data for
B-15 Cities shall mean beyond top 15 cities

* details of commission on Scheme level basis are available with the Relationship Manager and/or Investment Advisor and the same would be provided on