



## Load and Brokerage Structure For Debt / Income Schemes

Scheme	Plan	Slab Particulars (Rs. In Lacs)	Loads			Brokerage	
			Entry Load (% of Entry NAV)	Exit Load (% of Exit NAV)	Upfront Rate (% of Inv.Amt)	Trail Rate (% p.a.)	
						1st year	2nd year onwards
Kotak Liquid	Institutional Premium	-	NIL	NIL	NIL	0.05	0.05
	Institutional	-	NIL	NIL	NIL	0.10	0.05
	Regular	-	NIL	NIL	NIL	0.15	0.15
Kotak Floater Short Term	-	-	NIL	NIL	NIL	0.10	0.05
Kotak Floater Long Term	-	-	NIL	NIL	NIL	0.10	0.10
Kotak Bond Short Term	-	<=500	NIL	<= 182 days : 0.50, > 182 days : NIL	0.05	NIL	0.10
	-	>500	NIL		NIL	0.05	0.10
Kotak Bond	Deposit and Regular	<= 500	NIL	Within 1 year : 1.00 On or after 1 year : Nil	0.40	NIL	0.50
		> 500	NIL	Within 1 year : 1.00 On or after 1 year : Nil	NIL	0.40	0.25
Kotak Flexi-Debt	Regular	-	NIL	NIL	NIL	0.35	0.15
	Institutional	-	NIL	NIL	NIL	0.05	0.05
Kotak Income Plus	-	-	NIL	Within 1 year : 1.00 On or after 1 year : Nil	0.75	NIL	0.50
Kotak Gilt Investment	Provident Fund and Trust / Regular	-	NIL	NIL	NIL	0.25	0.50
Kotak Gilt Savings	All Plans	-	NIL	NIL	NIL	0.15	0.15



## Jan 2010 to Mar 2010 – Tax Saver’s Brokerage Structure

AUM Mobilised (Rs. in Lakhs)	Upfront (%)	Trail 1 <sup>st</sup> year (%) p. a.	Trail 2 <sup>nd</sup> year (%) p. a.	Trail 3 <sup>rd</sup> year (%) p. a.
Any Amount	1.50	0.50	0.50	0.50

### **NOTE :**

- = The above structure is applicable for lumpsum transactions only
- = The brokerage / trail fees computed and paid to you as per the above structure is inclusive of all taxes and levies, including service tax payable by us under Rule 2(1)(d)(vi) of the Service Tax Rules, 1994