

Scheme Name	ASSET CLASS	1st Year Trail Rates	2nd Year Trail Rates	3rd Year Trail Rates	4th Year Trail Rates	5th Year onwards Trail Rates
Kotak Rural Opportunities Fund	Equity	1.45	1.45	1.40	1.40	1.40

**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. Distribution commission paid to the distributor is inclusive of GST, as applicable. The distributor shall discharge his obligations, as applicable under the GST law.
- 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, only through [kotakadvisorh@kotak.com](mailto:kotakadvisorh@kotak.com) or an email address with domain of [camsonline.com](http://camsonline.com) 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/HO/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.
- xiv. As per point no 3. of SEBI circular SEBI/HO/IMD/IMD-PoD-1/P/CIR/2025/23 dated February 27, 2025, the distribution commission for any switch from a regular plan to NFO will be the lower of the commissions offered under the two schemes involved in the switch transaction. However, this requirement of lower commission will not apply if the source scheme is a liquid fund or an overnight fund, provided that the investment in the liquid or overnight fund was not made through a switch from any other scheme within the preceding 30 calendar days.