Dear Friends,

India’s GDP grew by around 4.8% yoy in July-Sept 2013 as against a growth rate of 4.4% in the Apr-June quarter. While the latest performance was better than expected, its mediocrity, given the latent potential for growth, is not lost on anyone. It was the robust performance in the agriculture sector (4.6% yoy) and the BFSI sector (10% yoy), that provided support to this flagging growth.

It is getting evident that incremental consumption expenditure in the economy is growing at a modest pace. The high inflation rate, as reflected by CPI on one end, and moderate growth in income, as reflected by GDP rate on the other, indicates the double-squeeze on the consumers. At a macro level, this may be indicative of ‘Stagflation’ (with some qualifiers). Having said that, it is expected that consumer inflation may moderate somewhat in the coming few weeks. This may be attributable to the high-base effect and the on setting boost to the agri-supply, which may temper down the prices.

Nonetheless, the wage inflation in the agri-sector may maintain a relatively high price floor for these commodities. It is this structural buoyancy in food, agri and other core commodity prices, which confines the possibility of a more robust growth oriented monetary policy. The redressal of this structural logjam is possible, largely by introducing reforms that frees-up labor and capital productivity.

In its absence, the debt markets are increasingly settling down to a new ‘normal’. The 10 year benchmark continues to trade well above the 8.50% level. The market is yet undecided about another 25 bps repo rate hike in the next policy meet and would look at inflation numbers for direction. For now, currency volatility based on the US Fed action regarding the QE3 tapering would be a keenly watched event.

RBI too seems to be waiting for the QE3 tapering schedule to play out, so as to absorb any unforeseen behavior in the domestic markets. This waiting period may also allow the repo rate hikes and the boosting agri-supply to restrain in on inflation. Post this, RBI may have obtained some room to effect a more growth oriented policy stance, before the election year budget sets in.

From the equity market standpoint, the market is increasingly pegging growth factors to political events and its outcomes. Despite the rally in the largecap segment (Nifty & Sensex grew by -1.95% and -1.76%), there is a sizeable investment opportunity that remains available, especially in the mid and small cap space. A keen perception for value and business potential is what is going to determine the long term winners in this space.

From the Mutual Fund standpoint, investor education and awareness are emerging as a key marker for enabling a more discerning and a long term investor. The future growth of the industry would be increasingly dependent on this rising profile of the investor and his/her growing financial literacy.

Regards,

Sandesh Kirkire
CEO
Kotak Mutual Fund

Mutual Fund investments are subject to market risks, read all scheme related documents carefully.

Equity Market View

The key equities benchmark, Sensex and Nifty, posted a net performance of -1.76% and -1.95% respectively during the month of November. The top performing sectors during the period were, Capital Goods (S&P BSE CG up by 7.26%), Metals (CNX Metal up by 2.71%) and Auto (S&P BSE Auto up 2.04%) while Consumer Durable and Media were the worst performers.

Indian equity market sentiment has been oscillating from one end to another; due to which the market has remained range bound for most of the period. The market seems to be factoring in an additional round of repo rate hike in the upcoming policy meet. The market also seems to be basing its future outlook on political issues and its outcome. Overall, India remained at the lagging end of the select grouping of key global benchmarks during the November period.

<table>
<thead>
<tr>
<th>Country Index</th>
<th>Country</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nikkei</td>
<td>Japan</td>
<td>9.31%</td>
</tr>
<tr>
<td>DAX Index</td>
<td>Germany</td>
<td>4.11%</td>
</tr>
<tr>
<td>SSE Composite Index</td>
<td>China</td>
<td>3.68%</td>
</tr>
<tr>
<td>Nasdaq</td>
<td>USA</td>
<td>3.56%</td>
</tr>
<tr>
<td>Dow Jones</td>
<td>USA</td>
<td>3.48%</td>
</tr>
<tr>
<td>HangSeng</td>
<td>Hong Kong</td>
<td>2.91%</td>
</tr>
<tr>
<td>Kospi</td>
<td>S Korea</td>
<td>0.73%</td>
</tr>
<tr>
<td>Swiss Market Index</td>
<td>Switzerland</td>
<td>0.36%</td>
</tr>
<tr>
<td>KLSE</td>
<td>Malaysia</td>
<td>0.32%</td>
</tr>
<tr>
<td>Euronext 100</td>
<td>EU</td>
<td>0.14%</td>
</tr>
<tr>
<td>CAC 40 Index</td>
<td>France</td>
<td>-0.11%</td>
</tr>
<tr>
<td>Strait Times</td>
<td>Singapore</td>
<td>-1.07%</td>
</tr>
<tr>
<td>FTSE</td>
<td>UK</td>
<td>-1.20%</td>
</tr>
<tr>
<td>CNX Nifty Index</td>
<td>India</td>
<td>-1.95%</td>
</tr>
<tr>
<td>Ibovespa Sao Paulo Index</td>
<td>Brazil</td>
<td>-3.27%</td>
</tr>
<tr>
<td>RTS Index</td>
<td>Russia</td>
<td>-5.23%</td>
</tr>
<tr>
<td>Jakarta Composite Index</td>
<td>Indonesia</td>
<td>-5.64%</td>
</tr>
</tbody>
</table>

(Source: ICRA)

Other News

- 2QFY14 GDP recovers modestly to 4.8%: GDP growth rate recovered modestly on sequential basis to 4.8% in Q2FY14 compared to 4.4% in previous quarter on account of better agril growth.
- RBI raises USD 32bn via FCNRB scheme: FCNRB swap scheme raised US$32bn as it closed on Nov 30th.
- April-Sept fiscal deficit touches 84.4% of Budget estimate: Fiscal deficit for the first 7 months of FY14 was 84% of the BE against the deficit of 71.6% of BE for the corresponding period last year.
- Trade deficit at $10.6bn: India’s exports grew by 13.5% to $27.3 billion in Oct, while imports down by 14.5% to $37.8bn, leaving a trade deficit of $10.6bn (vs. US$6.7bn previous month).
- Core sector growth at a year’s high of 8.0% in Sep‘13: Core sector rose to 8.0% in September signaling recovery in the infrastructure sector, aided by double digit growth in electricity, cement and coal segments.
- Forex reserves increased by $3.7bn: Forex reserves increased by ~5bn at US$326.3bn in Nov.
- Money supply growth: Money supply (M3) growth increased from 13.2% in Oct to 13.8% in Nov.

(Source: Internal Research)

Market Outlook

The long term outlook continues to remain positive for Indian equities as the economic growth momentum remains healthy with real GDP growth remaining at around 5-7%.

The next event on the calendar is the election results of the 4 states/union territories which will be announced on Dec 8th. The RBI continues to maintain its stance that any further action on its part may remain dependent on data that comes in. It is quite likely that another 25 bps of hike may be necessary to manage inflation.

The Fed continues to indicate that tapering may start soon. So far, the domestic corporate results have been more or less inline or better than expectations, especially in the Banking and Infra sectors. The IT sector results were largely above expectation.

We continue with our half and half theme. At any point in time, it is expected that half our sectors may be poised to do very well. If interest rates remain high then IT, Pharma and FMCG sectors may do well. If interest rates start to turn,
then the Banking, Infra, Cap goods and real estate may outperform. So overall, even though the index may not change levels much, sectors can generate huge outperformance. We maintain our view that markets will remain range-bound till inflation is brought under control.

### Debt Market View

<table>
<thead>
<tr>
<th>Items</th>
<th>November-13</th>
<th>October-13</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reverse Repo</td>
<td>6.75%</td>
<td>6.75%</td>
<td>Nil</td>
</tr>
<tr>
<td>Repo</td>
<td>7.75%</td>
<td>7.75%</td>
<td>Nil</td>
</tr>
<tr>
<td>CRR</td>
<td>4.00%</td>
<td>4.00%</td>
<td>Nil</td>
</tr>
<tr>
<td>SLR</td>
<td>23.00%</td>
<td>23.00%</td>
<td>Nil</td>
</tr>
<tr>
<td>Mibor Overnight</td>
<td>7.72%</td>
<td>7.86%</td>
<td>-14 bps</td>
</tr>
<tr>
<td>Call (O/N)</td>
<td>7.61%</td>
<td>8.70%</td>
<td>-109 bps</td>
</tr>
<tr>
<td>CBLO</td>
<td>6.99%</td>
<td>8.75%</td>
<td>-176 bps</td>
</tr>
<tr>
<td>1 yr T Bill</td>
<td>8.45%</td>
<td>8.58%</td>
<td>-13 bps</td>
</tr>
<tr>
<td>10 G Sec</td>
<td>8.74%</td>
<td>8.63%</td>
<td>11 bps</td>
</tr>
<tr>
<td>USD/INR</td>
<td>62.48%</td>
<td>62.071%</td>
<td>41 ps</td>
</tr>
</tbody>
</table>

Source: RBI; ICrAonline.

### Inflation Concerns

After a period of brief interlude, WPI based inflation has again begun to show an upward trend. The 18% yoy rise in the prices of food articles may primarily be the reason for this upward trend in WPI inflation. For the inflation in the fruits and vegetables segment was at 45% during Oct-13.

Moreover, the 10% yoy surge in the prices of fuel and power also has potential to spill over into a general inflationary trend. The price of electricity rose up by 22% yoy during the Oct-13 month. In the same period, the price of coal was down by around -8% yoy. The Core inflation also showed some buoyancy and rose by 2.6% yoy in Oct-13 as against 2.11% in Sept-13 month. The inflation in the CPI component rose up by 22% yoy during the Oct-13 month. In the same period, the price of coal was down by around -8% yoy.

**Inflation Position**

![Inflation Position Graph](image_url)

Source: Bloomberg

The flagging appetite in the erstwhile 10 year gsec saw the yield in security shoot up above the 9% mark. However, the fresh 10 year issuance at 8.83% coupon has moderated benchmark yields down to 8.70% levels.

Overall, the last month has seen the gscs yield curve shift up on account of rising volatility in the forex market, as the Rupee depreciated against the dollar. The forex and the debt markets are increasingly wary about the US Fed stance with respect to QE3 tapering, since the data signals continue to be mixed.

At the domestic front, the market remains undecided with regard to the upcoming repo rate hike; and further view would evolve depending on the incoming inflation figures. We believe that the oncoming kharif supply may begin to temper down the food price inflation and thus help reduce the general inflationary pressure. RBI may also want to take a more circumspect approach in wake of an impending announcement regarding the QE3 tapering programme before deciding on the future course. We believe that the 10 year gsec may continue to trade in the 8.60-8.90% range.

### Gold Corner

Gold prices continue to cool down as their prices fell again last month. For the month, spot gold closed at $1245.25 per ounce, down $88.50 per ounce or 6.64%. The fall coincided with the U.S GDP for Q3 and US payroll data which exceeded expectations. Later in the month the appreciation of the USD against the Australian dollar and Japanese Yen contributed to the decline in bullion prices. The minutes of the recent FOMC meeting may have reignited the speculations around tapering QE3 and the decision around the Fed’s cash rate. The minutes have also dragged the bullion prices down during the month.

**Outlook**

During the last week of November, the data which was released in US are:

- US jobless claims which decreased by 1000 to reach 316000,
- New orders of durable goods decreased by 2% during last month.
- Consumer confidence index fell by 2 percentage points,
- Pending home sales declined by 0.6%,
- New orders of durable goods decreased by 2% during last month.

Since not all the data which released are positive, these reports cover an unclear picture regarding the progress of the US economy. It also shows the unclear trend in the Gold prices. Going forward bullion prices trend will depend upon upcoming events which includes US non-farm payroll report, European Central Bank, Reserve Bank Australia, Bank Of Canada and Bank Of England rate decisions, U.S and China’s trade balance, U.S GDP for the third quarter, Ben Bernanke speech, U.S manufacturing PMI, U.S factory orders, Germany factory orders, and U.S. jobless claims.

Also going forward, seasonal factors, especially the approaching marriage season and associated rise in gold demand in India, continuing strong demand from China, and a pick-up in central-bank acquisitions, may contribute positive trend in demand.

(Source: Ibsma.co.in & Tradingngry)

**Balance Of Payment:**

**India’s Overall Balance of Payments : 2013-14 (US$ bn)**

<table>
<thead>
<tr>
<th>Items</th>
<th>Jul-Sep 2013 P</th>
<th>Jul-Sep 2012</th>
<th>% Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. CURRENT ACCOUNT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>I. MERCHANDISE</td>
<td>33.31</td>
<td>-47.8</td>
<td>-30.3%</td>
</tr>
<tr>
<td>II. INVISIBLES (a+b+c)</td>
<td>28.14</td>
<td>26.7</td>
<td>5.5%</td>
</tr>
<tr>
<td>a) Services</td>
<td>18.37</td>
<td>16.3</td>
<td>12.5%</td>
</tr>
<tr>
<td>b) Transfers</td>
<td>16.09</td>
<td>15.9</td>
<td>1.1%</td>
</tr>
<tr>
<td>c) Income</td>
<td>-6.32</td>
<td>-5.6</td>
<td>13.3%</td>
</tr>
<tr>
<td>Total Current Account</td>
<td>-5.17</td>
<td>-21.1</td>
<td>-75.5%</td>
</tr>
<tr>
<td>B. CAPITAL ACCOUNT</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Foreign Investment</td>
<td>0.29</td>
<td>15.9</td>
<td>-98.2%</td>
</tr>
<tr>
<td>a) Foreign Direct</td>
<td>6.89</td>
<td>8.2</td>
<td>-15.6%</td>
</tr>
<tr>
<td>b) Portfolio Investment</td>
<td>-6.60</td>
<td>7.7</td>
<td>-185.5%</td>
</tr>
<tr>
<td>2. Loans</td>
<td>-0.48</td>
<td>5.2</td>
<td>-109.2%</td>
</tr>
<tr>
<td>3. Banking Capital</td>
<td>1.71</td>
<td>5.5</td>
<td>-68.9%</td>
</tr>
<tr>
<td>4. Rupee Debt Service</td>
<td>0.00</td>
<td>5.0</td>
<td>-11.3%</td>
</tr>
<tr>
<td>5. Other Capital</td>
<td>-6.89</td>
<td>5.8</td>
<td>19.4%</td>
</tr>
<tr>
<td>Total Capital Account</td>
<td>-6.37</td>
<td>20.7</td>
<td>-125.9%</td>
</tr>
<tr>
<td>C. Errors &amp; Omissions</td>
<td>0.18</td>
<td>0.2</td>
<td>-16.0%</td>
</tr>
<tr>
<td>D. Overall Balance</td>
<td>-10.35</td>
<td>-0.2</td>
<td></td>
</tr>
</tbody>
</table>

(Source: RBI)
KOTAK OPPORTUNITIES
An Open - Ended Equity Growth Scheme

To generate capital appreciation from a diversified portfolio of equity and equity related securities.

A) Non Direct Plan B) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans) Trustee’s Discretion
Mr. Shantha Udupi
Entry Load: Nil. (applicable for all plans)

Exit Load:
I) For redemptions / switch outs (including SIP/STP) within 1 year from the date of allotment of units, irrespective of the amount of investment: 1% (applicable for all plans) Portfolio units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)
II) Any exit load charged (net off Service Tax, if any) shall be credited back to the respective Schemes for all portfolio units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

Initial Investment: Rs. 5000 and in multiples of Re. 1 for purchase and for Re 0.01 for switches
Additional Investment: Rs. 1000 & in multiples of Re 1
Ideal Investments Horizon: 3 years & above

Notes:
1. Principal will be at high risk under full growth option and at medium risk under medium growth option and at low risk under low growth option. Investors should consult their financial advisors if in doubt about whether the product is suitable for them.
2. Term Deposit as provided above is towards margin for derivatives transactions

Portfolio

Equity & related (Listed/ Awaiting listing on stock exchange)

Infoys Ltd. Software 8.82%
ITC Ltd. Consumer Non Durables 8.09%
HDFC Bank Ltd. Banks 7.46%
ICICI Bank Ltd. Banks 7.04%
Reliance Industries Ltd. Petroleum Products 5.48%
Tata Consultancy Services Ltd. Software 5.02%
HDFC Ltd. Finance 4.28%
Bharti Airtel Ltd. Telecom - Services 3.76%
Tata Motors Ltd. Auto 2.84%
Larsen And Toubro Ltd. Construction 2.68%

Others

40.49%

Total

96.07%

Other Than Hedging Positions through Futures as on 30th November, 2013

Total $age of existing assets hedged through futures 0.69%
Reverse Repo 0.55%
Term Deposits - Total 0.15%
Net Current Assets/(Liabilities) 2.73%
Grand Total 100%

This product is suitable for investors who are seeking:
• Long term capital growth
• Investment in portfolio of predominantly equity & equity related securities
• Low risk (Brown)
* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:

Term Deposit as provided above is towards margin for derivatives transactions

KOTAK 50
An Open-Ended Equity Scheme

To generate capital appreciation from a portfolio of predominantly equity and equity related securities. The portfolio will generally comprise of equity and equity related instruments of around 50 companies which may go up to 500 companies but will not exceed 59 at any point in time.

Available Plans/ Options

A) Non Direct Plan I) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans) Trustee’s Discretion
Mr. Pradeep Kumar and Mr. Harish Krishnan

Entry Load: Nil. (applicable for all plans)

Exit Load:
I) For redemptions / switch outs (including SIP/STP) within 1 year from the date of allotment of units, irrespective of the amount of investment: 1% (applicable for all plans) Portfolio units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)
II) Any exit load charged (net off Service Tax, if any) shall be credited back to the respective Schemes for all portfolio units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

Initial Investment: Rs. 5000 and in multiples of Re. 1 for purchase and for Re 0.01 for switches
Additional Investment: Rs. 1000 & in multiples of Re 1
Ideal Investments Horizon: 3 years & above

Notes:
1. Principal will be at high risk under full growth option and at medium risk under medium growth option and at low risk under low growth option. Investors should consult their financial advisors if in doubt about whether the product is suitable for them.
2. Term Deposit as provided above is towards margin for derivatives transactions

Notes:

Term Deposit as provided above is towards margin for derivatives transactions

Table:

<table>
<thead>
<tr>
<th>Sector Allocation</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cement</td>
<td>2.25</td>
</tr>
<tr>
<td>Construction</td>
<td>2.79</td>
</tr>
<tr>
<td>Project Finance</td>
<td>4.28</td>
</tr>
<tr>
<td>Telecom</td>
<td>4.99</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>4.94</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td>7.73</td>
</tr>
<tr>
<td>Banks</td>
<td>8.00</td>
</tr>
<tr>
<td>Others</td>
<td>10.15</td>
</tr>
<tr>
<td>Auto</td>
<td>10.98</td>
</tr>
<tr>
<td>Software</td>
<td>15.34</td>
</tr>
<tr>
<td>Others</td>
<td>25.12</td>
</tr>
</tbody>
</table>
KOTAK TAX SAVER
An Open-Ended Equity Linked Saving Scheme

To generate long-term capital appreciation from a diversified portfolio of equity and equity related securities and enable investors to avail the income tax rebate, as permitted from time to time.

Fund Details

Investment Objective
To generate long-term capital appreciation from a diversified portfolio of equity and equity related securities and enable investors to avail the income tax rebate, as permitted from time to time.

Available Plans/ Options
A) Non Direct Plan B) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

Dividend Freq.
Trusted’s Discretion

Fund Managers
Mr. Deepak Gupta

Load Structure
Entry Load: Nil (applicable for all plans)

Exit Load: Exit Load is not applicable for Kotak Tax Saver Scheme. (applicable for all plans)

Minimum Investment Amount
Initial Investment: Rs. 500 and in multiple of Rs. 1 for purchase and for Rs. 0.01 for switch

AAUM (In Crores) & Ratios
AAUM as on September 30, 2013: A) Non Direct Plan: 324.86 B) Direct Plan: 0.42

Benchmark
CNX 500 Index

Inception Date
November 23, 2005

Performance

Performance as on September 30, 2013
Kotak Tax Saver NAV as on September 30, 2013: Rs. 10.297 (Dividend Option), Rs. 10.354 (Direct Dividend Option), Rs. 16.816 (Growth Option), Rs. 17.083 (Direct Growth Option)

N.A stands for data not available.

Additional Investment:
CNX 500 Index

Net Current Assets/(Liabilities) 0.74%

Reverse Repo 3.30%

Total NPA’s provided for and percentage to NAV: Nil

Term Deposit as provided above is towards margin for derivatives transactions

High risk          (Brown)

Low risk          (Blue)

Medium risk       (Green)

This product is suitable for investors who are seeking:

• long term capital growth with a 3 year lock in
• Investment in portfolio of predominantly equity & equity related securities.
• High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:
Total NPAs provided for and percentage to NAV: Nil
Total value and percentage to Net Asset of Illiquid Equity Shares: Nil

Equity & Related Security (Listed/ Awaiting listing on Exchange)

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infosys Ltd.</td>
<td>Software</td>
<td>7.35%</td>
</tr>
<tr>
<td>ICICI Bank Ltd.</td>
<td>Banks</td>
<td>7.03%</td>
</tr>
<tr>
<td>HDFC Bank Ltd.</td>
<td>Banks</td>
<td>5.22%</td>
</tr>
<tr>
<td>Reliance Industries Ltd.</td>
<td>Petroleum Products</td>
<td>5.10%</td>
</tr>
<tr>
<td>Tata Consultancy Services Ltd.</td>
<td>Software</td>
<td>5.09%</td>
</tr>
<tr>
<td>Tata Motors Ltd.</td>
<td>Auto</td>
<td>3.93%</td>
</tr>
<tr>
<td>Bharti Airtel Ltd.</td>
<td>Telecom - Services</td>
<td>3.27%</td>
</tr>
<tr>
<td>HCL Infotech Ltd.</td>
<td>Finance</td>
<td>3.19%</td>
</tr>
<tr>
<td>ITC Ltd.</td>
<td>Consumer Non Durables</td>
<td>2.87%</td>
</tr>
<tr>
<td>HCL Technologies Ltd.</td>
<td>Software</td>
<td>2.66%</td>
</tr>
</tbody>
</table>

Others
Listed/Awaiting Listing on Stock Exchange - Total
Reversal
96.88%

Net Current Assets/(Liabilities)
-0.18%

Grand Total
100.00%

Sector Allocation

<table>
<thead>
<tr>
<th>Sector</th>
<th>%</th>
</tr>
</thead>
</table>
| CBLO & Term Deposits & Rev.Repo | 3.30%
| Finance                        | 4.36%
| Telecom - Services             | 4.84%
| Pharmaceuticals                 | 5.70%
| Consumer Non Durables          | 5.86%
| Media and Entertainment         | 5.92%
| Petroleum Products              | 6.12%
| Auto                            | 9.95%
| Software                       | 17.87%
| Banks                           | 20.49%
| Others                         | 15.57%

This product is suitable for investors who are seeking:

• long term capital growth with a 3 year lock in
• Investment in portfolio of predominantly equity & equity related securities.
• High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:
Total NPAs provided for and percentage to NAV: Nil
Total value and percentage to Net Asset of Illiquid Equity Shares: Nil

KOTAK MID-CAP
An Open-Ended Equity Growth Scheme

To generate capital appreciation from a diversified portfolio of equity and equity related securities.

Fund Details

Investment Objective
To generate capital appreciation from a diversified portfolio of equity and equity related securities.

Available Plans/ Options
A) Non Direct Plan B) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

Dividend Freq.
Trusted’s Discretion

Fund Managers
Mr. Parthak Tiwari

Load Structure
Entry Load: Nil (applicable for all plans)

Exit Load:
I) For redemptions / switch outs including SIP/STPTP within 1 year from the date of allotment of units, irrespective of the amount of investment: 1%
II) For redemptions / switch outs including SIP/STPTP after 1 year from the date of allotment of units, irrespective of the amount of investment: 2%
III) Any exit load charged (net off Service Tax, if any) shall be credited back to the Scheme (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

Initial Investment: Rs. 500 and in multiple of Rs. 1 for purchase for and for Rs. 0.01 for switches

Additional Investment: Rs. 1000 & in multiples of Rs. 1

Ideal Investments Horizon: 3 years & above

AAUM as on September 30, 2013: A) Non Direct Plan: 223.26 B) Direct Plan: 0.78

Benchmark
CNX Midcap

Inception Date
February 24, 2005

Performance

Performance as on September 30, 2013
Kotak Midcap NAV as on September 30, 2013: Rs. 14.920 (Dividend Option), Rs. 15.016 (Direct Dividend Option), Rs. 23.650 (Growth Option), Rs. 23.790 (Direct Growth Option)

N.A stands for data not available.

Additional Investment:
CNX Midcap

Net Current Assets/(Liabilities) -0.18%

Reverse Repo 3.30%

Total NPA’s provided for and percentage to NAV: Nil

Term Deposit as provided above is towards margin for derivatives transactions

High risk          (Brown)

Low risk          (Blue)

Medium risk       (Green)

This product is suitable for investors who are seeking:

• long term capital growth with a 3 year lock in
• Investment in equity & equity related securities predominantly in mid cap stocks.
• High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:
Term Deposit as provided above is towards margin for derivatives transactions For the period ended 30th November, 2013 hedging transactions through futures which have been squared off/expired are as follows;

Total Number of contracts where futures were bought 59, Gross Notional value of contracts where futures were bought Rs. 168.89 lacs, and Net profit/(loss) value on all these contracts combined Rs. 10.73 lacs

Industry/Rating

<table>
<thead>
<tr>
<th>Equity &amp; Related Security (Listed/ Awaiting listing on Stock Exchange)</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kewal Kiran Clothing Limited</td>
<td>3.82%</td>
</tr>
<tr>
<td>Dori s Laboratories Limited</td>
<td>3.17%</td>
</tr>
<tr>
<td>Whirlpool of India Ltd.</td>
<td>3.12%</td>
</tr>
<tr>
<td>Vimala Industries Ltd.</td>
<td>2.94%</td>
</tr>
<tr>
<td>Solar Industries India Limited</td>
<td>2.90%</td>
</tr>
<tr>
<td>Federal Bank Ltd.</td>
<td>2.85%</td>
</tr>
<tr>
<td>Shree Cement Ltd.</td>
<td>2.74%</td>
</tr>
<tr>
<td>Tata India Ltd.</td>
<td>2.67%</td>
</tr>
<tr>
<td>Yes Bank Ltd</td>
<td>2.50%</td>
</tr>
<tr>
<td>Hawkins Cooler Ltd</td>
<td>2.46%</td>
</tr>
</tbody>
</table>

Others
Listed/Awaiting Listing on Stock Exchange - Total
96.52%

Net Current Assets/(Liabilities)
0.74%

Grand Total
100.00%

This product is suitable for investors who are seeking:

• long term capital growth with a 3 year lock in
• Investment in equity & equity related securities predominantly in mid cap stocks.
• High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:
Term Deposit as provided above is towards margin for derivatives transactions For the period ended 30th November, 2013 hedging transactions through futures which have been squared off/expired are as follows;

Total Number of contracts where futures were bought 59, Gross Notional value of contracts where futures were bought Rs. 168.89 lacs, and Net profit/(loss) value on all these contracts combined Rs. 10.73 lacs

EQUITY FUNDS
(As on November 30, 2013)

Think Investments. Think Kotak.
KOTAK CLASSIC EQUITY

To generate capital appreciation from a diversified portfolio of equity and equity related securities.

A) Non Direct Plan B) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

Trustee’s Discretion
Mr. Emmanuel Elango
Entry Load: Nil. (applicable for all plans)

Exit Load:
- For redemptions / switches (including SIP/STP) within 1 year from the date of allotment of units, irrespective of the amount of investment:
  - Nil
- For redemptions / switches (including SIP/STP) after 1 year from the date of allotment of units, irrespective of the amount of investment: Nil

Additional Investment: Rs. 1000 & in multiples of Rs. 1

Ideal Investments Horizon: 3 years & above

Performance

Performance as on September 30, 2013

Since inception till September 30, 2013

<table>
<thead>
<tr>
<th>From Period From Period</th>
<th>Current Value of Standard</th>
<th>Benchmark</th>
</tr>
</thead>
<tbody>
<tr>
<td>September 30, 2013</td>
<td>Rs. 18.252 (Dividend Option)</td>
<td>Rs. 18.364 (Direct Option)</td>
</tr>
<tr>
<td>N.A</td>
<td>10.66</td>
<td>8.08</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2013</td>
<td>1.31</td>
<td>0.56</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2010</td>
<td>17.59</td>
<td>15.38</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2011</td>
<td>-11.06</td>
<td>-18.02</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kotak Classic Equity NAV as on September 30, 2013</td>
<td>Rs. 19.48 lacs</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Notes:
- * Investors should consult their financial advisors if in doubt about whether the product is suitable for them.
- ** Investors should consult their financial advisors if in doubt about whether the product is suitable for them.
- **(RED) investors understand that their principal will be at high risk

Sector Allocation

<table>
<thead>
<tr>
<th>Sector</th>
<th>Weightage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minerals/Mining</td>
<td>2.75</td>
</tr>
<tr>
<td>Auto Ancillaries</td>
<td>3.18</td>
</tr>
<tr>
<td>Debentures and Bonds</td>
<td>3.69</td>
</tr>
<tr>
<td>Petroleum Products</td>
<td>5.52</td>
</tr>
<tr>
<td>Pharmaceuticals</td>
<td>6.81</td>
</tr>
<tr>
<td>Consumer Non Durables</td>
<td>8.50</td>
</tr>
<tr>
<td>Banks</td>
<td></td>
</tr>
<tr>
<td>Software</td>
<td></td>
</tr>
<tr>
<td>CBLD &amp; Term Deposits</td>
<td>19.40</td>
</tr>
<tr>
<td></td>
<td>19.09</td>
</tr>
</tbody>
</table>

Common Equity Funds

EQUITY FUNDS

Think Investments. Think Kotak.
### KOTAK SELECT FOCUS FUND

**An Open - Ended Equity Scheme**

The investment objective of the scheme is to generate long-term capital appreciation from a portfolio of equity and equity related securities, generally focused on a few selected sectors.

**Portfolio**

- **Equity & Equity related (Listed/Awaiting listing on Stock Exchange)**
  - Infosys Ltd.: Software
  - ICICI Bank Ltd.: Banks
  - Reliance Industries Ltd.: Petroleum Products
  - Tata Consultancy Services Ltd.: Software
  - Tata Motors Ltd.: Auto Ancillaries
  - Bharti Airtel Ltd.: Telecom - Services
  - Industrial Bank Ltd.: Banks
  - HDFC Bank Ltd.: Banks
  - HCL Technologies Ltd.: Software
  - Bajaj Finance Limited: Finance
  - Others: Total 15.11%

This product is suitable for investors who are seeking:
- Long term capital growth
- Investment in predominantly equity & equity related securities generally focussed on a few selected sectors.

**Sector Allocation**

<table>
<thead>
<tr>
<th>Sector</th>
<th>Weightage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Media and Entertainment</td>
<td>3.00</td>
</tr>
<tr>
<td>Information Technology</td>
<td>2.88</td>
</tr>
<tr>
<td>Banking &amp; Financial Services</td>
<td>2.28</td>
</tr>
<tr>
<td>Auto Ancillaries</td>
<td>17.11</td>
</tr>
<tr>
<td>Auto &amp; Auto Ancillaries</td>
<td>18.63</td>
</tr>
<tr>
<td>Banks</td>
<td>18.33</td>
</tr>
<tr>
<td>Software</td>
<td>17.36</td>
</tr>
<tr>
<td>Others</td>
<td>0.04</td>
</tr>
</tbody>
</table>

**Issuer/Instrument**

- **% to Net Assets**
  - Total: 100.00%

**Benchmark**

- **CNX Nifty Index**

**Performance**

- **Since inception till** September 30, 2013: 15.11

---

### KOTAK EQUITY FOF

**An Open - Ended Equity Fund of Funds Scheme**

The Investment Objective of the Scheme is to generate long term capital appreciation from a portfolio created by investing predominantly in open-ended diversified equity schemes of Mutual Funds registered with SEBI.

**Portfolio**

- **Equity related (Listed/Awaiting listing on Stock Exchange)**
  - Kotak Equity FOF NAV as on September 30, 2013: Rs. 35.192 (Dividend Option), Rs. 35.536 (Direct Dividend Option), Rs. 35.192 (Growth Option), Rs. 35.536 (Direct Growth Option), Rs. 35.207 (Direct Growth Option)

This product is suitable for investors who are seeking:
- Long term capital growth
- Investment in predominantly in open-ended diversified equity schemes of mutual funds registered with SEBI

**Notes:**
- Term Deposit as provided above is towards margin for derivatives transactions
- Total Number of contacts where futures were bought 444. Total number of contracts where futures were sold 60. Gross Notional value of contracts where futures were sold Rs. 151.16 lacs and Net profit/(loss) value on all these contracts combined Rs. (10.55) lacs
**KOTAK GLOBAL EMERGING MARKET FUND**

**An Open-Ended Equity Scheme**

The investment objective of the scheme is to generate long-term capital appreciation by investing in a diversified portfolio of securities as prescribed by SEBI from time to time in global emerging markets.

<table>
<thead>
<tr>
<th>Available Plans/Options</th>
<th>Dividend Freq.</th>
<th>Fund Manager(S)</th>
<th>Minimum Investment Amount</th>
<th>Brokerage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A) Direct Plan</td>
<td>Nil</td>
<td>Mr. Deepak Gupta</td>
<td>Rs. 5000</td>
<td>Nil</td>
</tr>
<tr>
<td>B) Non Direct Plan</td>
<td>Nil</td>
<td>Mr. Deepak Gupta</td>
<td>Rs. 5000</td>
<td>Nil</td>
</tr>
</tbody>
</table>

**Portfolio**

<table>
<thead>
<tr>
<th>Investment in overseas mutual fund schemes that invest in a diversified portfolio of securities as prescribed by SEBI from time to time in global emerging markets.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class I</td>
</tr>
<tr>
<td>Total</td>
</tr>
</tbody>
</table>

**Notes**

- This product is suitable for investors who are seeking: (BLUE investors understand that their principal will be at low risk)
  - Long term capital growth
  - Investment in overseas mutual fund schemes that invest in a diversified portfolio of securities in global emerging markets
  - High risk (BROWN) investors should consult their financial advisors if in doubt about whether the product is suitable for them.

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity &amp; Equity related (Listed/ Awaiting listing on Stock Exchange)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MGF ASIAN SMALL EQUITY FUND</td>
<td>Overseas Mutual Fund</td>
<td>44.50%</td>
</tr>
<tr>
<td>CLASS I</td>
<td></td>
<td></td>
</tr>
<tr>
<td>I shares MSCI Emerging Markets ETF</td>
<td>Overseas Mutual Fund</td>
<td>35.84%</td>
</tr>
<tr>
<td>T Rowe Global Emerging Markets</td>
<td>Overseas Mutual Fund</td>
<td>14.05%</td>
</tr>
<tr>
<td>Equity Class A USD</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Mutual Fund Units - Total</td>
<td></td>
<td>94.39%</td>
</tr>
<tr>
<td>Reverse Repo</td>
<td></td>
<td>4.80%</td>
</tr>
<tr>
<td>Net Current Assets/(Liabilities)</td>
<td></td>
<td>0.81%</td>
</tr>
<tr>
<td>Grand Total</td>
<td></td>
<td>100.00%</td>
</tr>
</tbody>
</table>

**KOTAK EMERGING MARKET FUND**

**An Open - Ended Equity Growth Scheme**

The investment objective of the scheme is to generate long-term capital appreciation from a portfolio of equity and equity related securities, by investing predominantly in mid and small cap companies.

<table>
<thead>
<tr>
<th>Available Plans/ Options</th>
<th>Dividend Freq.</th>
<th>Fund Manager(S)</th>
<th>Minimum Investment Amount</th>
<th>Brokerage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A) Direct Plan</td>
<td>Nil</td>
<td>Mr. Deepak Gupta</td>
<td>Rs. 5000</td>
<td>Nil</td>
</tr>
<tr>
<td>B) Non Direct Plan</td>
<td>Nil</td>
<td>Mr. Deepak Gupta</td>
<td>Rs. 5000</td>
<td>Nil</td>
</tr>
</tbody>
</table>

**Portfolio**

<table>
<thead>
<tr>
<th>Investment in overseas mutual fund schemes that invest in a diversified portfolio of securities as prescribed by SEBI from time to time in global emerging markets.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class I</td>
</tr>
<tr>
<td>Total</td>
</tr>
</tbody>
</table>

**Notes**

- This product is suitable for investors who are seeking: (BLUE investors understand that their principal will be at low risk)
  - Long term capital growth
  - Investment in equity & equity related securities predominantly in mid and small cap companies
  - High risk (BROWN) investors should consult their financial advisors if in doubt about whether the product is suitable for them.

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity &amp; Equity related (Listed/ Awaiting listing on Stock Exchange)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Whirlpool of India Ltd.</td>
<td>Consumer Durables</td>
<td>4.92%</td>
</tr>
<tr>
<td>Solar Industries India Limited</td>
<td>Chemicals</td>
<td>4.72%</td>
</tr>
<tr>
<td>Hawkins Cooker Ltd</td>
<td>Household Appliances</td>
<td>4.03%</td>
</tr>
<tr>
<td>Kewal Kiran Clothing Limited</td>
<td>Textile Products</td>
<td>3.44%</td>
</tr>
<tr>
<td>Infosys Laboratories Ltd.</td>
<td>Pharmaceuticals</td>
<td>2.85%</td>
</tr>
<tr>
<td>Federal Bank Ltd</td>
<td>Banks</td>
<td>2.63%</td>
</tr>
<tr>
<td>Shree Cement Ltd.</td>
<td>Cement</td>
<td>2.53%</td>
</tr>
<tr>
<td>ICICI Bank Ltd</td>
<td>Banks</td>
<td>2.53%</td>
</tr>
<tr>
<td>ITC Ltd</td>
<td>Banks</td>
<td>2.49%</td>
</tr>
<tr>
<td>Raymond Limited</td>
<td>Textile Products</td>
<td>2.47%</td>
</tr>
<tr>
<td>Total Listed/Awaiting Listing on Stock Exchange - Total</td>
<td></td>
<td>97.51%</td>
</tr>
<tr>
<td>Net Current Assets/(Liabilities)</td>
<td></td>
<td>2.49%</td>
</tr>
<tr>
<td>Grand Total</td>
<td></td>
<td>100.00%</td>
</tr>
</tbody>
</table>

**Sector Allocation**

| CBL & Term Deposits & Rev.Repo | 4.80% |
| Overseas Mutual Fund | 94.39% |
| Others | 0.81% |

**Notes**

- (BLUE investors understand that their principal will be at low risk)
- (YELLOW investors understand that their principal will be at medium risk)
- (BROWN investors understand that their principal will be at high risk)

**Midcap and Small cap stocks as a % age of Net Assets: 79.93%**
The investment objective of the scheme is to generate capital appreciation and income by predominantly investing in arbitrage opportunities in the cash and derivatives segment of the equity market, and by investing the balance in debt and money market instruments.

A) Non Direct Plan II) Direct Plan
Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

Dividend Frequency: Monthly (Monday preceding the last Thursday of the month)

Fund Managers: Mr. Deepak Gupta

Load Structure: Entry Load: Nil (applicable for all plans)

Exit Load: I) For redemptions/switch out(s) (including STP/SWP) within 90 days from the date of allotment of units, irrespective of the amount of investment: 0.50%
II) For redemptions/ switch out(s) (including STP/SWP) after 90 days from the date of allotment of units, irrespective of the amount of investment: Nil

Note – 1) Any exit load charged (net of Service Tax, if any) shall be credited back to the Scheme.
2) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans) (w.e.f. April 6, 2013)

Initial Investment: Rs. 5000 and in multiples of Rs. 1 for purchase and for Rs. 0.01 for switches

Additional Investment: Rs. 500 & in multiples of Rs 1

Ideal Investments Horizon - 3 Months & above

Minimum Investment Amount

AAUM (in Crores) & Ratios

AAUM as on September 30, 2013: A) Non Direct Plan: 314.28 B) Direct Plan: 90.21

Ratios: Portfolio Turnover: 301.56% Beta*: 0.28 Sharpe*: 2.85 Alpha*: 1.55 Standard Deviation*: 0.66

*Source: Value Research.

Benchmark

CRISIL Liquid Fund Index

Inception Date

September 29, 2005

Performance

Performance as on September 30, 2013

Date KOTAK EQUITY Arbitrage Fund - Growth Scheme Returns (%) * CRISIL Liquid Fund Index (%) CXN Nifty % (#) Current Value of Standard Investment of Rs 10000 in (As on November 30, 2013) (Rs)

Since inception till September 30, 2013 7.65 7.02 10.32 18046 17217 21958

30/09/2012 to 8.70 8.54 0.56

30/09/2012 9.11 8.69 15.38

30/09/2012 to 8.30 7.77 -18.02

Since inception till September 30, 2013 33.94 14.14 77.27 596.08 348.91 332.58 317.38 205.62 187.93 184.38 169.86 103.01 109.30 109.95 87.65 58.69 85.41 82.53 63.22 52.54 76.58 40.16 42.94 26.19 33.04

Since inception till September 30, 2013 16.23 0.36 100.00

Kotak Equity Arbitrage NAV as on September 30, 2013 : Rs. 10.6898 (Dividend Option), Rs. 18.0492 (Growth Option), Rs. 18.0895 (Direct Redemption Option), Rs. 10.7191 (Direct Dividend Option).

N.A. stands for data not available. Note: Point to Point (PTP) Returns in INR show the value of Rs. 10,000/ investment made at inception. Source: ICRA-MF Explorer.

Name of Scheme Benchmark: All Name of Additional Benchmark. *Past performance may not be sustained in future.

All payouts during the period have been reinvested in the units of the scheme at the then prevailing NAV. Returns <= 1 year: Absolute; Returns > 1 year: CAGR (Compounded Annualised Growth Rate).

Hedging Positions through Futures as on November 30, 2013

Underlying

Long/ Short

Futures Price When purchased

Current Price of the Contract

Margin Maintained in Lakhs

Equity Fund

Commodity Market (Commodity Futures & Options - Total)

Low risk

Innovative Instruments

Low risk

Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Notes:

Term Deposit as provided above is towards margin for derivatives transactions

For the period ended 30th November, 2013 hedging transactions through futures which have been included offshore as are follows:

Total Number of contracts where futures were bought 15070, Total number of contracts where futures were sold 3099, Gross National value of contracts where futures were bought Rs.39600.19 lacs, Gross National value of contracts where futures were sold Rs.15751.70 lacs and Net profit/(loss) value on all these contracts combined Rs.(-367.99) lacs.

Sector Allocation

Total NOSage of existing assets hedged through futures (-78.13)

Think Investments. Think Kotak.
**KOTAK BANKING AND PSU DEBT FUND**

**Fund Details**

**Investment Objective**
To generate income by predominantly investing in debt & money market securities issued by Banks & PSUs and Reverse repos in such securities.

**Available Plans/Options**
A) Non Direct Plan B) Direct Plan

**Dividend Freq.**
Daily, Monthly (12th of every month) & Annual

**Fund Managers**
Mr. Abhishhek Bisen & Mr. Deepak Agrawal

**Performance**
Performance as on September 30, 2013

**Portfolio**
Issuer/Instrument | Industry/Rating | % to Net Assets
--- | --- | ---
Top Holdings
Canara Bank | CRISIL A+ | 6.37%
IDBI Bank Ltd | ICRA A1+ | 6.34%
ICICI Bank Ltd | ICRA A1+ | 8.26%
Axis Bank Ltd | CRISIL A1+ | 7.66%
National Housing Bank | CRISIL AAA | 5.62%
Indian Bank | CRISIL A1+ | 5.54%
Public Sector Undertakings - Total | 5.62%
Corporate Debt/Financial Institutions - Total | 15.92%
Public Sector Undertakings - Total | 22.35%
Reverse Repo | 46.44%
Collateral Borrowing & Lending obligation | 7.03%
Net Current Assets/(Liabilities) | 2.74%
Grand Total | 100.00%

This product is suitable for investors who are seeking:
- Income over a short to medium term investment horizon
- Investment in debt & money market securities of PSUs, Banks & government securities
- Low risk (Blue)

*Investors should consult their financial advisors if in doubt about whether the product is suitable for them.*

**Sector Allocation**
- Net Current Assets: 0.21
- CBLO & Term Deposits & Rev Repo: 4.62
- Commercial Paper (CP)/Certificate of Deposits (CD): 95.17

**Rating Profile**
- A1+: 95.17
- CBLO & Term Deposits & Rev Repo: 4.62
- Net Current Assets: 0.21

---

**KOTAK GILT INVESTMENT**

**An Open - Ended Dedicated Gilt Unit Scheme**

To generate risk-free returns through investments in sovereign securities issued by the Central and/or State Government(s) and/or reverse repos in such securities.

**Plans**
- A) Regular Plan, B) PF & Trust Plan, C) Direct Regular Plan, D) PF & Trust Direct Plan

**Dividend Options**
- Dividend Pay-out, Dividend Reinvestment & Growth (applicable for all plans)

**Fund Managers**
Mr. Abhishhek Bisen & Mr. Deepak Agrawal

**Performance**
Performance as on September 30, 2013

**Portfolio**
Issuer/Instrument | Industry/Rating | % to Net Assets
--- | --- | ---
Top Holdings
Central Government | SOV | 9.20%
State Government SOV | 7.10%
State Government Dated Securities | 3.20%
Reverse Repo | 5.98%
Net Current Assets/(Liabilities) | 100.00%

This product is suitable for investors who are seeking:
- Investments in sovereign securities issued by the Central and/or State Government(s) and/or reverse repos in such securities
- Low risk (Blue)

*Investors should consult their financial advisors if in doubt about whether the product is suitable for them.*

**Sector Allocation**
- Net Current Assets: 0.21
- CBLO & Term Deposits & Rev Repo: 4.62
- Government Securities: 95.17

**Rating Profile**
- A1+: 95.17
- CBLO & Term Deposits & Rev Repo: 4.62
- Net Current Assets: 0.21

---

**Notes:**
- Valuation of Government Securities are as per the Securities and Exchange Board of India (SEBI) circular No.MFD/CIR/No 14/442/2002 dated February 20, 2002.
- Total NPA provided and percentage to NAV: NIL
## DEBT FUNDS

### KOTAK MULTI ASSET ALLOCATION FUND

**Scheme Name:** KOTAK MULTI ASSET ALLOCATION FUND  
**Fund Details:**  
**Investment Objective:** The investment objective of the scheme is to generate income by investing predominantly in debt and money market securities, to generate growth by taking moderate exposure in debt and equity related instruments and to provide diversification by investing in Gold ETFs.  
**Available Plans/ Options:**  
- **A)** Non Direct Plan (i) Direct Plan 
- **Dividend Freq.:** Monthly (12th of Every Month), Quarterly (20th of Mar/Jun/Sep/Dec), Annual (12th of March)  
- **Load Structure:**  
  - **Entry Load:** Nil  
  - **Exit Load:** For exit within 1 year from the date of allotment of units: 1%  
  - **Minimum Investment Amount:** Initial Investment of Rs.1000 and multiple of Rs.15 for purchase and for Re 0.01 for switches  

### KOTAK MONTHLY INCOME PLAN

**Scheme Name:** KOTAK MONTHLY INCOME PLAN  
**Fund Details:**  
**Investment Objective:** To enhance returns over a portfolio of Debt Instrument with a moderate exposure in Equity and Equity related Instruments.  
**Available Plans/ Options:**  
- **A)** Non Direct Plan, **B)** Direct Plan  
- **Dividend Freq.:** Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)  
- **Load Structure:**  
  - **Entry Load:** Nil  
  - **Exit Load:** For redemptions / switch outs (including SIP/STP) within 1 year from the date of allotment of units, irrespective of the amount of investment; 1%  

### Performance as on September 30, 2013

<table>
<thead>
<tr>
<th>Date</th>
<th>MultiAsset Allocation Fund - Growth</th>
<th>MultiAsset Allocation Fund - Growth</th>
<th>CRISIL MIP Blended Index</th>
<th>Additional Benchmark # (#)</th>
<th>(% Of NAV)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Since inception</td>
<td>6.62</td>
<td>8.14</td>
<td>4.90</td>
<td>11884</td>
<td>12346</td>
</tr>
<tr>
<td>30/09/2010</td>
<td>1.55</td>
<td>1.91</td>
<td>2.38</td>
<td>Not applicable</td>
<td></td>
</tr>
<tr>
<td>30/09/2010 to 30/09/2011</td>
<td>10.41</td>
<td>12.98</td>
<td>9.07</td>
<td>48.20</td>
<td></td>
</tr>
<tr>
<td>30/09/2011 to 30/09/2012</td>
<td>NA</td>
<td>NA</td>
<td>3.25</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30/09/2012</td>
<td>NA</td>
<td>NA</td>
<td>1.30</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Portfolio

**Issuer/Instrument**  
**Equity & Equity related (Listed: Awaiting listing on Stock Exchange)**  
**Top 10 Holdings**  
1. 7.16% Central Government  
2. Tata Capital Housing Finance Ltd: CRISIL AA+  
3. Andhra Bank: CRISIL AA+  
5. Power Finance Corporation Ltd: CRISIL AAA  
6. Infosys Ltd: Software  
7. ICICI Bank Ltd.  
8. Tata Consultancy Services Ltd: Software  
9. Reliance Industries Ltd: Petroleum Products  
10. Indiabulls Ltd.  
**Net Current Assets/Liabilities:**  
- **Total:** 150.00%

### Issuer/Instrument

**Equity & Equity related (Listed: Awaiting listing on Stock Exchange)**  
**Top 10 Holdings**  
1. 7.16% Central Government  
2. Andhra Bank: CRISIL AA+  
3. Tata Capital Housing Finance Ltd: CRISIL AA+  
4. Reliance Jio Infocomm Limited: CRISIL AAA  
5. Infrastructure Leasing & Financial Services Limited: ICRA AAA  
7. Infosys Ltd.  
8. ITI Ltd: Consumer Non Durables  
9. Tata Consultancy Services Ltd: Software  
10. Reliance Industries Ltd: Petroleum Products  

### Sector Allocation

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrated</td>
<td>6.91</td>
<td>12.35</td>
<td>15.34</td>
<td>10.31</td>
<td>6.81</td>
<td>46.20</td>
</tr>
<tr>
<td>Rated</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Rating Profile

<table>
<thead>
<tr>
<th>CBLO &amp; Term Deposits &amp; Rev.Repo</th>
<th>A1+, AAA, SOV</th>
</tr>
</thead>
<tbody>
<tr>
<td>46.20</td>
<td>23.20</td>
</tr>
<tr>
<td>A1+, AAA</td>
<td>10.31</td>
</tr>
</tbody>
</table>

### Additional Benchmark

- **Portfolio Modified Duration:** 2.33 years  
- **Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments:** 1.64 years

---

*Note: This document is a sample representation of a fund's performance and portfolio details as per the information provided. For detailed analysis, please refer to the fund's official document.*
**Scheme Name**: KOTAK BOND  
**Category**: An Open - Ended Debt Scheme

### Fund Details

**Investment Objective**
To create a portfolio of debt and money market instruments of different maturities so as to spread the risk across a wide maturity horizon & different kinds of issuers in the debt market.

**Available Plans/Options**
- **Plans**: a) Deposit (discontinued for further subscriptions w.e.f. October 1, 2012)  
  - b) Plan A (Previously known as Regular Plan)  
  - c) Direct Plan  
  - Options: Dividend Payout, Dividend Reinvestment, Growth & Bonus (applicable for all plans)

**Minimum Investment Amount**
Initial Investment: **Plan A**: Rs. 5000 and in multiple of Ru. 1 for purchase and for Ru. 0.01 for switches  
Additional Investment: **Plan A**: Rs. 1000 & in multiples of Re1  
Ideal Investments Horizon: **1 year & above**

**Inception Date**
November 25, 1999

**Exit Load**
I) For redemptions / switch outs (including SIP/STP) within 180 days from the date of allotment of units, irrespective of the amount of investment: 1%. II) For redemptions / switch outs (including SIP/STP) after 180 days from the date of allotment of units, irrespective of the amount of investment: Nil. III) Any exit load charged (net off Service Tax, if any) shall be credited back to the scheme. (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

**Load Structure**
Entry Load: Nil. (applicable for all plans)

**Benchmark**
Crisil Composite Bond Fund Index

### Performance

**Performance as on September 30, 2013**

<table>
<thead>
<tr>
<th>Scheme</th>
<th>Returns (%)</th>
<th>Crisil Composite Bond Fund Index %</th>
<th>Crisil 10 Year Gilts Index %</th>
<th>Current Value of Standard Investment of Rs 10000 in the</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kotak Bond Plan A</td>
<td>9.06</td>
<td>NA</td>
<td>NA</td>
<td>33261</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2013</td>
<td>2.63</td>
<td>3.45</td>
<td>2.38</td>
<td></td>
</tr>
<tr>
<td>30/09/2011 to 30/09/2012</td>
<td>13.52</td>
<td>9.55</td>
<td>8.07</td>
<td></td>
</tr>
<tr>
<td>30/09/2010 to 30/09/2011</td>
<td>5.66</td>
<td>5.53</td>
<td>3.20</td>
<td></td>
</tr>
</tbody>
</table>

Kotak Bond Plan A NAV as on September 30, 2013 : Rs. 33.2612 (Growth Option), Rs. 33.4342 (Direct Growth Option), Rs. 9.8616 (Quarterly Dividend), Rs. 9.9870 (Direct Quarterly Dividend), Rs. 20.6494 (Annual Dividend), Rs. 20.7004 (Direct annual Dividend), Rs. 22.1718 (Bonus)  
**Additional Information:**  
- **Entry Load:** Nil. (applicable for all plans)  
- **Exit Load:** I) For redemptions / switch outs (including SIP/STP) within 180 days from the date of allotment of units, irrespective of the amount of investment: 1%. II) For redemptions / switch outs (including SIP/STP) after 180 days from the date of allotment of units, irrespective of the amount of investment: Nil. III) Any exit load charged (net off Service Tax, if any) shall be credited back to the scheme. (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

**Inception Date**
November 25, 1999

### Portfolio

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Top 10 Holdings</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8.24% Central Government</td>
<td>SOV</td>
<td>12.73%</td>
</tr>
<tr>
<td>8.28% Central Government</td>
<td>SOV</td>
<td>10.81%</td>
</tr>
<tr>
<td>7.16% Central Government</td>
<td>SOV</td>
<td>9.29%</td>
</tr>
<tr>
<td>8.32% Central Government</td>
<td>SOV</td>
<td>8.38%</td>
</tr>
<tr>
<td>8.3% Central Government</td>
<td>SOV</td>
<td>6.88%</td>
</tr>
<tr>
<td>9.39% State Government</td>
<td>SOV</td>
<td>6.48%</td>
</tr>
<tr>
<td>HPCL Mittal Energy Ltd.</td>
<td>ICRA AA-</td>
<td>5.48%</td>
</tr>
<tr>
<td>8.83% Central Government</td>
<td>SOV</td>
<td>4.63%</td>
</tr>
<tr>
<td>Rural Electrification Corporation Ltd.</td>
<td>CRISIL AAA</td>
<td>4.50%</td>
</tr>
<tr>
<td>Sterlite Industries (India) Ltd</td>
<td>CRISIL AAA</td>
<td>4.22%</td>
</tr>
<tr>
<td><strong>Corporate Debt/Financial Institutions - Total</strong></td>
<td></td>
<td>28.69%</td>
</tr>
<tr>
<td>28.69% Corporate Debt/Financial Institutions - Total</td>
<td></td>
<td>59.22%</td>
</tr>
<tr>
<td><strong>Government Dated Securities - Total</strong></td>
<td></td>
<td>0.24%</td>
</tr>
<tr>
<td>0.24% Corporate Debt/Financial Institutions - Total</td>
<td></td>
<td>6.43%</td>
</tr>
<tr>
<td><strong>Reverse Repo</strong></td>
<td></td>
<td>-3.40%</td>
</tr>
<tr>
<td>-3.40% Net Current Assets/(Liabilities)</td>
<td></td>
<td>100.00%</td>
</tr>
</tbody>
</table>

Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments : 11.26 years. Total NPA provided and percentage to NAV: NIL

### Rating Profile

- AAA, A1+, SOV: 73.49
- BWR-AA+(SO), AA+, CARE AA+, AA+(so), AA, AA(ind), AA-: 23.48
- CBLO & Term Deposits & Rev.Repo: 6.43
- Net Current Assets: -3.40

---

**Think Investments. Think Kotak.**
**KOTAK BOND SHORT TERM**

An Open - Ended Debt Scheme

**Fund Details**

**Investment Objective**
To provide reasonable returns and high level of liquidity by investing in debt & money market instruments of different maturities, so as to spread the risk across different kinds of issuers in the debt market.

**Available Plans/Options**
A) Non Direct Plan  
B) Direct Plan

**Dividend Freq.**
Monthly (12th of every Month), Half Yearly (20th of Mar/Sept) - w.e.f Oct 10, 2013

**Fund Managers**
Mr Abhishek Bisen & Mr Deepak Agrawal

**Load Structure**
Entry Load: Nil. (applicable for all plans)

**Minimum Investment Amount**

**AAUM (in Crores) & Ratios**
AAUM as on September 30, 2013: A) Non Direct Plan: 1630.88  
B) Direct Plan: 584.56

**Load Structure**
Entry Load: Nil. (applicable for all plans)

**Exit Load:**
(i) For redemptions/switch outs (including SIP/STP) within 90 days from the date of allotment of units, irrespective of the amount of investment: 0.50%
(ii) For redemptions/switch outs (including SIP/STP) after 90 days from the date of allotment of units, irrespective of the amount of investment: NIL

**Options**
(i) Dividend Re-investment & Growth - Rs. 5000 & above (ii) Dividend Payout (Monthly Dividend) - Rs. 50,000 & above

**Additional Investment: Rs. 1000 & in multiples of Rs 1**

**Ideal Investments Horizon:** 6 Months & above

**Performance**

**Performance as on September 30, 2013**

**Date**
Kotak Bond Short Term Plan (Growth)

**Scheme Returns (%)**
Since inception till September 30, 2013: 7.43
30/09/2012 to 30/09/2013: 7.17
30/09/2011 to 30/09/2012: 9.64
30/09/2010 to 30/09/2011: 6.36

**Crisil Short Term Bond Fund Index (%)**
Since inception till September 30, 2013: 6.63
30/09/2012 to 30/09/2013: 7.73
30/09/2011 to 30/09/2012: 9.23
30/09/2010 to 30/09/2011: 8.81

**CRISIL 1 Year T-Bill Index (%)**
Since inception till September 30, 2013: 5.39
30/09/2012 to 30/09/2013: 5.65
30/09/2011 to 30/09/2012: 8.16
30/09/2010 to 30/09/2011: 5.38

**Current Value of Standard Investment of Rs 10000 in the**

**Benchmark**
Crisil Short - Term Bond Fund Index

**Inception Date**
May 2, 2002

**Portfolio**

**Issuer/Instrument**
Rural Electrification Corporation Ltd
HDB Financial Services Ltd
Manavadar Holdings Private Limited
Oriental Bank of Commerce
State Bank of Hyderabad
Cholamandalam Investment and Finance Company Ltd
HDFC Ltd
LIC Housing Finance Ltd
Sterlite Industries (India) Ltd
Raymond Ltd

**Industry/Rating**
Crisil AAA
Crisil AAA
BRICKWORK BWR AA+(SO)
Crisil A1+
Crisil A1+
ICRA AA
Crisil AAA
Crisil AAA
Crisil AAA
CARE CARE AA-

**% to Net Assets**
10.22%
9.38%
8.71%
5.65%
5.41%
4.66%
4.46%
4.44%
4.07%
3.94%

**Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments:** 1.97 years.

**Rating Profile**
AAA, A1+, SOV

Think Investments. Think Kotak.
KOTAK INCOME OPPORTUNITIES FUND
An Open - Ended Debt Scheme

Performance

<table>
<thead>
<tr>
<th>Date</th>
<th>Kotak Income Opportunities Fund - Growth</th>
<th>Crisil Short Term Bond Fund Index</th>
<th>Crisil 1 Year T-Bill Index # (%)</th>
<th>Current Value of Standard Investment of Rs 10000 in the</th>
</tr>
</thead>
<tbody>
<tr>
<td>Since inception</td>
<td>7.65</td>
<td>7.44</td>
<td>5.81</td>
<td>12841</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2013</td>
<td>7.09</td>
<td>7.73</td>
<td>5.65</td>
<td>12756</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2011</td>
<td>9.72</td>
<td>9.23</td>
<td>8.16</td>
<td>12111</td>
</tr>
<tr>
<td>30/09/2010 to 30/09/2011</td>
<td>7.43</td>
<td>6.81</td>
<td>5.38</td>
<td>Not applicable</td>
</tr>
</tbody>
</table>

Portfolios

<table>
<thead>
<tr>
<th>Top 10 Holdings</th>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sesa Sterile Ltd.</td>
<td>CRISIL A1+</td>
<td>12.97%</td>
</tr>
<tr>
<td>2</td>
<td>L &amp; T Seawood Pvt Ltd.</td>
<td>CARE AA+(SD)</td>
<td>7.87%</td>
</tr>
<tr>
<td>3</td>
<td>HPCL Mittal Energy Ltd.</td>
<td>ICRA AA</td>
<td>7.60%</td>
</tr>
<tr>
<td>4</td>
<td>Indiabulls Capital Finance Private Limited</td>
<td>CARE AA</td>
<td>5.63%</td>
</tr>
<tr>
<td>5</td>
<td>Magma Fincorp Limited</td>
<td>CARE AA+</td>
<td>4.22%</td>
</tr>
<tr>
<td>6</td>
<td>Reliance Jio Infocomm Limited</td>
<td>CRISIL AAA</td>
<td>4.01%</td>
</tr>
<tr>
<td>7</td>
<td>India Infratel Limited</td>
<td>CARE AA</td>
<td>3.56%</td>
</tr>
<tr>
<td>8</td>
<td>Asian Satellite Broadcat Private Limited</td>
<td>BRICKWORK BWR A-(SO)</td>
<td>3.52%</td>
</tr>
<tr>
<td>9</td>
<td>HDB Financial Services Ltd.</td>
<td>CARE AAA</td>
<td>3.40%</td>
</tr>
<tr>
<td>10</td>
<td>Reliance Utilities And Power Private Limited</td>
<td>CRISIL AAA</td>
<td>3.25%</td>
</tr>
</tbody>
</table>

Corporate Debt/Financial Institutions - Total 51.12%
Public Sector Undertakings - Total 3.82%
Corporate Debt/Financial Institutions - Total 12.97%
Public Sector Undertakings - Total 0.95%
Reverse Repo 25.50%
Net Current Assets/Liabilities 5.64%
Grand Total 100.00%

Rating Profile

| AA+, AA+(SO), A, AA(RD), AA- | 34.14 |
| AAA, A1+, A1 | 28.69 |
| CBLO & Term Deposits & Rev Repo | 25.50 |
| A, BWR A-(SO) | 6.03 |
| Net Current Assets | 5.64 |
**KOTAK FLOATER LONG TERM**

An Open - Ended Debt Scheme

**Fund Details**

**Investment Objective**
To reduce the interest rate risk associated with investments in fixed rate instruments by investing predominantly in floating rate securities, money market instruments and using appropriate derivatives.

**Available Plans/ Options**
- A) Non Direct Plan
- B) Direct Plan

**Options**
- Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

**Dividend Freq.**
- Daily Monthly (12th of every Month), Weekly (Every Monday)

**Fund Managers**
Mr Deepak Agrawal & Mr. Abhishek Bisen

**Load Structure**
- Entry Load: Nil (applicable for all plans)
- Exit Load: Nil (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

**Minimum Investment Amount**
- Initial Investment: (i) Dividend Re-investment & Growth - Rs. 5000 & above (ii) Dividend Payout (Weekly) - Rs. 1,00,00,000 & above
- Additional Investment: Rs. 1000 & in multiples of Re1

**Ideal Investments Horizon:** 15 - 30 Days

**Rating Profile**
- AA, AA+(SO), AA, AA(ind)
- A1+, AAA(SO), AAA, SOV
- 82.52
- 11.63
- 8.68 7.77 5.38
- 9.72 8.69 8.16
- 7.54 6.70 5.38
- 8.62 8.54 5.65
- 9.27 8.25 5.11
- 10.25 9.35 6.25
- 8.36 8.25 5.11
- 8.54 8.16 5.38
- 8.68 8.16 5.38

**Portfolio**

**Issuer/Instrument**

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>91 Days Treasury Bill 27/02/2014</td>
<td>SOV</td>
<td>19.01%</td>
</tr>
<tr>
<td>Indian Oil Corporation Ltd.</td>
<td>ICRA A1+</td>
<td>14.68%</td>
</tr>
<tr>
<td>The South Indian Bank Ltd.</td>
<td>CARE A1+</td>
<td>10.25%</td>
</tr>
<tr>
<td>Canara Bank</td>
<td>CRISIL A1+</td>
<td>8.36%</td>
</tr>
<tr>
<td>Piramal Enterprises Limited</td>
<td>ICRA A1+</td>
<td>8.25%</td>
</tr>
<tr>
<td>Bajaj Finance Limited</td>
<td>CRISIL A1+</td>
<td>5.11%</td>
</tr>
<tr>
<td>Bahadur Chand Investments Private Limited</td>
<td>ICRA AA</td>
<td>4.21%</td>
</tr>
<tr>
<td>Shapoorji Pallonji &amp; Co.Limited</td>
<td>ICRA A1+</td>
<td>4.16%</td>
</tr>
<tr>
<td>Reliance Media Works Limited</td>
<td>CARE AAA(SO)</td>
<td>4.04%</td>
</tr>
<tr>
<td>L &amp; T Seawood Pvt Ltd.</td>
<td>CARE AA+(SO)</td>
<td>3.25%</td>
</tr>
</tbody>
</table>

**Corporate Debt/Financial Institutions - Total** 15.90%

**Corporate Debt/Financial Institutions - Total** 34.39%

**Public Sector Undertakings - Total** 24.85%

**Reverse Repo** 4.53%

**Treausry Bills - Total** 19.01%

**Net Current Assets/(Liabilities)** 1.15%

**Grand Total** 100%

**Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments:** 9.29 years.

**Rating Profile**
- A1+, AAA(SO), AAA, SOV
- AA+, AA+(SO), AA, AA(ind)
- CBLO & Term Deposits & Rev Repo
- Net Current Assets

**Think Investments. Think Kotak.**
To reduce the interest rate risk associated with investments in fixed rate instruments by investing predominantly in floating rate securities, money market instruments and using appropriate derivatives.

Investment Objective
Mr. Deepak Agrawal & Mr. Abhishek Bisen.

Fund Managers
Entry Load: Nil. (applicable for all plans)

Exit Load: Nil. (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

Minimum Investment Amount
Initial Investment: Rs. 5000 Under growth, weekly dividend and monthly dividend option & Rs. 1,00,000 under Daily Dividend Reinvestment option, Additional Investment: Rs. 1000 in multiples of Rs. 1.

Ideal Investments Horizon: 1- 15 Days

Load Structure

Daily Weekly (Every Monday), Monthly (12th of every Month)

Kotak Floater Short Term NAV as on September 30, 2013: Rs. 2008.42 (Growth Option), Rs. 1011.60 (Daily Dividend), Rs. 1006.57 (Monthly Dividend), N.A stands for data not available. Source: ICRA MFI Explorer. For Additional Benchmark (Debt Schemes): classification of schemes in short term & long term is based on the average maturity of the scheme.

Performance as on September 30, 2013

Performance
Date | Kotak Floater Short Term Scheme | Scheme Returns (%) | Crisil Liquid Fund Index (%) | CRISIL 1 Year T-Bill Index # (#) | Current Value of Standard Investment of Rs. 1000 in the
--- | --- | --- | --- | --- | ---
Since inception till September 30, 2013 | 7.06 | 6.42 | 5.27 | 20084 | 18890 | 16904
30/09/2012 to 30/09/2013 | 9.03 | 8.54 | 5.65 |
30/09/2011 to 30/09/2012 | 9.95 | 8.69 | 8.16 |
30/09/2010 to 30/09/2011 | 8.55 | 7.77 | 5.38 |

Portfolio

Issuer/Instrument | Industry/Rating | % to Net Assets
--- | --- | ---
91 Days Treasury Bill 26/12/2013 | SOV | 18.94%
Industrial Bank Ltd. | CRISIL A1+ | 18.60%
Punjab & Sind Bank | CRISIL A1+ | 14.89%
HDFC Bank Ltd | | 5.65%
IL & FS Financial Services Ltd. | ICRA A1+ | 3.76%
AXIS Bank Ltd | | 3.76%
Tata Motors Finance Ltd | ICRA A1+ | 3.74%
Reliance Capital Ltd | CRISIL A1+ | 3.73%
Primal Enterprises Limited | ICRA A1+ | 1.88%

Corporate Debt/Financial Institutions - Total | 0.57%
Corporate Debt/Financial Institutions - Total | 38.63%
Public Sector Undertakings - Total | 18.08%
Reverse Repo | 13.82%
Treasury Bills - Total | 18.94%
Term Deposits - Total | 9.41%
Net Current Assets/(Liabilities) | 0.55%
Grand Total | 100.00%

Top 10 Holdings

Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments : 0.08 years

Total NPA provided and percentage to NAV: NIL

Sector Allocation

Net Current Assets | 0.55
Debentures and Bonds | 0.57
Treasury Bills | 18.94
CBLO & Term Deposits & Rev.Repo | 23.23
Commercial Paper (CP)/Certificate of Deposits (CD) | 56.71

Rating Profile

A1+, SOV | 75.65
CBLO & Term Deposits & Rev.Repo | 23.23
AA+, CARE AA+ | 0.57
Net Current Assets | 0.55

Think Investments. Think Kotak.
KOTAK FLEXI DEBT
An Open - Ended Debt Scheme

To maximize returns through an active management of a portfolio of debt and money market securities.

Available Plans/ Options
A) Regular (discontinued for further subscriptions w.e.f. October 1, 2012) b) Plan A (Previously known as Institutional Plan) c) Direct Plan Options: Dividend Payout, Dividend Reinvestment & Growth (applicable for all plans)

Dividend Freq. Daily Dividend Reinvestment, Weekly Dividend Reinvestment (Every Monday), Quarterly Dividend Payout and Reinvestment (20th of March, June, September and December of every year) (applicable for all plans)

Fund Managers Mr. Deepak Agrawal & Mr. Abhishek Bisen

Load Structure Entry Load: Nil. (applicable for all plans)
Exit Load: Nil (applicable for all plans) Bonus units and units issued on reinvestment of dividends shall not be subject to exit load (applicable for all plans)

Minimum Investment Amount Initial Investment: Plan A - Rs. 5000 and in multiple of Rs. 1 for purchase and for Rs. 0.01 for switches Additional Investment: Rs. 1000 & in multiples of Rs. 1
Ideal Investments Horizon: 30 - 45 Days

AAUM (In Crores) & Ratios

<table>
<thead>
<tr>
<th>Issuer/Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>91 Days Treasury Bill 27/02/2014</td>
<td></td>
<td>15.56%</td>
</tr>
<tr>
<td>Indiabulls Housing Finance Limited</td>
<td>CARE AA+</td>
<td>14.53%</td>
</tr>
<tr>
<td>L &amp; T Seawood Pvt Ltd</td>
<td>CARE AA+(SO)</td>
<td>11.59%</td>
</tr>
<tr>
<td>Canara Bank</td>
<td>CRISIL AA+</td>
<td>11.03%</td>
</tr>
<tr>
<td>Shapoorji Pallonji &amp; Co.Limited</td>
<td>ICRAAA+</td>
<td>10.40%</td>
</tr>
<tr>
<td>Tata Motors Ltd</td>
<td>CRISIL1+</td>
<td>7.35%</td>
</tr>
<tr>
<td>Bahadur Chand Investments Private Limited</td>
<td>ICRAAA</td>
<td>6.66%</td>
</tr>
<tr>
<td>Vizag General Cargo Berth Private Limited</td>
<td>CRISILAA+(SO)</td>
<td>5.19%</td>
</tr>
<tr>
<td>Magma Fincorp Limited</td>
<td>CARE AA+</td>
<td>4.76%</td>
</tr>
<tr>
<td>Fullerton Indira Credit Co. Ltd</td>
<td>ICRAAA</td>
<td>3.70%</td>
</tr>
<tr>
<td>Corporate Debt/Financial Institutions - Total</td>
<td></td>
<td>46.57%</td>
</tr>
<tr>
<td>Public Sector Undertakings - Total</td>
<td></td>
<td>5.25%</td>
</tr>
<tr>
<td>Public Sector Undertakings - Total</td>
<td></td>
<td>19.05%</td>
</tr>
<tr>
<td>Treasury Bills - Total</td>
<td></td>
<td>11.03%</td>
</tr>
<tr>
<td>Net Current Assets/(Liabilities)</td>
<td></td>
<td>15.56%</td>
</tr>
<tr>
<td>Net Current Assets</td>
<td></td>
<td>0.16%</td>
</tr>
<tr>
<td>Treasury Bills</td>
<td></td>
<td>2.38%</td>
</tr>
<tr>
<td>Commercial Paper (CP)/Certificate of Deposits (CD)</td>
<td></td>
<td>15.56%</td>
</tr>
<tr>
<td>Debentures and Bonds</td>
<td></td>
<td>51.82%</td>
</tr>
</tbody>
</table>

Portfolio

The benchmark returns corresponds to Kotak Flexi Plan A.
Kotak Flexi Debt Plan ANAV as on September 30, 2013 - Rs. 15,0800 (Growth Option), Rs. 15,1273 (Direct Growth Option), Rs. 10,0475 (Daily Dividend), Rs. 10,0475 (Direct Daily Dividend), 10.3829 (Weekly Dividend), Rs. 10.4057 (Direct Weekly Dividend), Rs. 10.7770 (Quarterly Dividend), Rs. 10.8104 (Direct Quarterly Dividend)

Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments: 0.60 years.
Total NPA provided and percentage to NAV: NIL

Rating Profile

<table>
<thead>
<tr>
<th>Rating</th>
<th>Weightage</th>
</tr>
</thead>
<tbody>
<tr>
<td>AA+</td>
<td>49.11</td>
</tr>
<tr>
<td>AA+(SO)</td>
<td>46.70</td>
</tr>
<tr>
<td>A1+</td>
<td>2.65</td>
</tr>
<tr>
<td>BWR A-(SO)</td>
<td>2.38</td>
</tr>
<tr>
<td>Net Current Assets</td>
<td>0.16%</td>
</tr>
<tr>
<td>CBLO &amp; Term Deposits &amp; Rev.Repo</td>
<td>30.08%</td>
</tr>
</tbody>
</table>

Sector Allocation

This product is suitable for investors who are seeking:
- Income over a medium term investment horizon
- Investment in debt & money market securities
- Low risk (Blue)
- Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Think Investments. Think Kotak.
KOTAK LIQUID

An Open - Ended Debt Scheme

To provide reasonable returns and high level of liquidity by investing in debt and money market instruments of different maturities so as to spread risk across different kinds of issuers in the debt markets.

Performance as on September 30, 2013

<table>
<thead>
<tr>
<th>Date of Performance</th>
<th>Scheme Returns (%)</th>
<th>Crisil Liquid Fund Index (%)</th>
<th>CRISIL 1 Year T-Bill Index # (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Since inception till September 30, 2013</td>
<td>7.20</td>
<td>6.49</td>
<td>5.27</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2013</td>
<td>8.96</td>
<td>8.54</td>
<td>5.65</td>
</tr>
<tr>
<td>30/09/2011 to 30/09/2012</td>
<td>9.87</td>
<td>8.60</td>
<td>8.16</td>
</tr>
<tr>
<td>30/09/2010 to 30/09/2011</td>
<td>8.36</td>
<td>7.77</td>
<td>5.38</td>
</tr>
</tbody>
</table>

The benchmark returns corresponds to Kotak Liquid Plan's NAV as on September 30, 2013: Rs. 2485.7742 (Growth Option), Rs. 2486.6847 (Direct Growth Option), Rs. 1222.8100 (Daily Dividend), Rs. 1222.8100 (Direct Daily Dividend), Rs. 1002.0151 (Weekly Dividend), Rs. 1003.6479 (Direct Weekly Dividend). N.A. stands for data not available. Note: Point to Point (PTP) Returns in INR show the value of Rs. 10,000/- investment made at inception. Source: ICRA MFI Explorer. For Additional Benchmark (Debt Schemes): classification of schemes in short term & long term is based on the average maturity of the scheme.

Portfolio

<table>
<thead>
<tr>
<th>Top 10 Holdings</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Indian Oil Corporation Ltd.</td>
<td>ICRA A1+</td>
<td>15.96%</td>
</tr>
<tr>
<td>Allahabad Bank</td>
<td>CRISIL A1+</td>
<td>9.64%</td>
</tr>
<tr>
<td>Central Bank Of India</td>
<td>ICRA A1+</td>
<td>9.64%</td>
</tr>
<tr>
<td>Indiabulls Bank Ltd.</td>
<td>CRISIL A1+</td>
<td>8.66%</td>
</tr>
<tr>
<td>91 Days Treasury Bill 30/01/2014</td>
<td>SOV</td>
<td>6.50%</td>
</tr>
<tr>
<td>Canara Bank</td>
<td>CRISIL A1+</td>
<td>6.05%</td>
</tr>
<tr>
<td>Syndicate Bank</td>
<td>CRISIL A1+</td>
<td>5.30%</td>
</tr>
<tr>
<td>Steel Authority of India Ltd.</td>
<td>CARE A1+</td>
<td>5.25%</td>
</tr>
<tr>
<td>National Housing Bank</td>
<td>ICRA A1+</td>
<td>4.81%</td>
</tr>
</tbody>
</table>

The product is suitable for investors who are seeking:
- Income over a short term investment horizon
- Investment in debt & money market securities
- Low risk (Blue)
- Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Average Maturity of the portfolio based on total maturity of fixed rate and immediate reset date of floating rate instruments: 0.19 years.

Rating Profile

<table>
<thead>
<tr>
<th>A1+, AAA, SOV</th>
<th>CBLO &amp; Term Deposits &amp; Rev.Repo</th>
<th>Net Current Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>92.12</td>
<td>7.50</td>
<td>0.38</td>
</tr>
</tbody>
</table>

Risk free rate of returns for Sharpe ratio : 8.93%
## ETF SCHEMES

### KOTAK GOLD ETF

**An Open Ended Gold Exchange Traded Fund**

The investment objective of Kotak Gold ETF is to generate returns that are in line with the prevailing NAV. Returns <= 1 year: Absolute; Returns > 1 year: CAGR (Compounded Annualised Growth Rate).

**Portfolio**

<table>
<thead>
<tr>
<th>Commodity</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold</td>
<td>100.04%</td>
</tr>
</tbody>
</table>

**Commodities Grand Total**

<table>
<thead>
<tr>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>100.04%</td>
</tr>
</tbody>
</table>

This product is suitable for investors who are seeking:
- Returns in line with physical gold
- Investment in physical gold
- High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

### KOTAK PSU BANK ETF

**An Open Ended Exchange Traded Fund**

The investment objective of the scheme is to provide returns that closely correspond to the total returns of CNX PSU Bank Index, subject to tracking errors.

**Issuer/Instrument**

<table>
<thead>
<tr>
<th>Equity &amp; Equity related (Listed/Awaiting listing on Stock Exchange)</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Bank Of India Banks</td>
</tr>
<tr>
<td>Bank Of Baroda Banks</td>
</tr>
<tr>
<td>Punjab National Bank Banks</td>
</tr>
<tr>
<td>Bank of India Banks</td>
</tr>
<tr>
<td>Canara Bank Banks</td>
</tr>
<tr>
<td>Union Bank Of India Banks</td>
</tr>
<tr>
<td>Industrial Development Bank of India Ltd. Banks</td>
</tr>
<tr>
<td>Oriental Bank Of Commerce Banks</td>
</tr>
<tr>
<td>Allahabad Bank. Banks</td>
</tr>
<tr>
<td>Syndicate Bank. Banks</td>
</tr>
</tbody>
</table>

**Equity & Equity related (Listed/Awaiting listing on Stock Exchange)**

<table>
<thead>
<tr>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>99.95%</td>
</tr>
</tbody>
</table>

This product is suitable for investors who are seeking:
- Long term capital growth
- Investment in stocks comprising the underlying index and endeavour to track the benchmark index
- High risk (Brown)

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.
ETF SCHEMES

KOTAK SENSEX ETF

An Open Ended Exchange Traded Fund

[Eligible scheme under Rajiv Gandhi Equity Savings Scheme (RGESS)]

The investment objective of the scheme is to allocate returns before expenses that closely correspond to the total returns of the BSE SENSEX subject to tracking errors.

Scheme Name
KOTAK SENSEX ETF

Investment Objective
- A) Non Direct Plan
- B) Direct Plan

Available Plans/ Options
- Mr. Deepak Gupta

Fund Managers
- Entry Load: Nil (applicable for all plans)
- Exit Load: Nil (applicable for all plans)

Load Structure

Minimum Investment Amount (Fresh Purchase) & Additional Purchase

AAUM (In Crores) & Ratios

Benchmark
S&P BSE SENSEX

Inception Date
June 6, 2008

Options

Fund Details

Performance

Performance as on September 30, 2013

<table>
<thead>
<tr>
<th>Date</th>
<th>Scheme Returns (%)*</th>
<th>S&amp;P BSE Sensex (%)*</th>
<th>CNX Nifty (%)*</th>
<th>Current Value of Standard Investment of Rs 1000 as on:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Since inception till September 30, 2013</td>
<td>5.27</td>
<td>4.20</td>
<td>4.12</td>
<td>13142</td>
</tr>
<tr>
<td>30/09/2012 to 30/09/2013</td>
<td>4.65</td>
<td>3.29</td>
<td>0.96</td>
<td>Not applicable</td>
</tr>
<tr>
<td>30/09/2011 to 30/09/2012</td>
<td>15.32</td>
<td>14.03</td>
<td>13.58</td>
<td></td>
</tr>
<tr>
<td>30/09/2010 to 30/09/2011</td>
<td>-17.18</td>
<td>18.01</td>
<td>-18.02</td>
<td></td>
</tr>
</tbody>
</table>

Kotak Sensex ETF: NAV as on September 30, 2013 - Rs. 196.7002

Note: Point to Point (PTP) Returns in INR show the value of Rs. 10,000/- investment made at inception. Source: ICRAMFI Explorer

Equity & Equity related (Listed/ Awaiting listing on Stock Exchange)

Portfolio

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Industry/Rating</th>
<th>% to Net Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>ITC Ltd.</td>
<td>Consumer Non Durables</td>
<td>10.00%</td>
</tr>
<tr>
<td>Infosys Ltd.</td>
<td>Software</td>
<td>9.22%</td>
</tr>
<tr>
<td>Reliance Industries Ltd.</td>
<td>Petroleum Products</td>
<td>8.54%</td>
</tr>
<tr>
<td>HDFC Ltd.</td>
<td>Finance</td>
<td>7.23%</td>
</tr>
<tr>
<td>HDFC Bank Ltd.</td>
<td>Banks</td>
<td>7.13%</td>
</tr>
<tr>
<td>ICICI Bank Ltd.</td>
<td>Banks</td>
<td>6.94%</td>
</tr>
<tr>
<td>Tata Consultancy Services Ltd.</td>
<td>Software</td>
<td>6.63%</td>
</tr>
<tr>
<td>Larsen And Toubro Ltd.</td>
<td>Construction Project</td>
<td>4.90%</td>
</tr>
<tr>
<td>Tata Motors Ltd.</td>
<td>Auto</td>
<td>4.23%</td>
</tr>
<tr>
<td>Oil &amp; Natural Gas Corp Ltd</td>
<td>Oil</td>
<td>3.92%</td>
</tr>
</tbody>
</table>

Others | 31.55% |

Listed/Awaiting Listing on Stock Exchange - Total | 99.97% |

Net Current Assets/(Liabilities) | 0.03% |

Grand Total | 100.00% |

This product is suitable for investors who are seeking:
- Long term capital growth
- Investment in stocks comprising the underlying index and endeavours to track the benchmark index
- High risk

* Investors should consult their financial advisors if in doubt about whether the product is suitable for them.

Sector Allocation

<table>
<thead>
<tr>
<th>Sector</th>
<th>Power</th>
<th>Oil</th>
<th>Construction Project</th>
<th>Pharmaceuticals</th>
<th>Finance</th>
<th>Petroleum Products</th>
<th>Auto</th>
<th>Consumer Non Durables</th>
<th>Banks</th>
<th>Software</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2.45</td>
<td>3.60</td>
<td>4.90</td>
<td>5.61</td>
<td>7.23</td>
<td>8.54</td>
<td>11.08</td>
<td>12.53</td>
<td>16.88</td>
<td>17.81</td>
<td></td>
</tr>
</tbody>
</table>

Cement | 3.34 | 3.57 |
| Oil   | 4.22 | 3.60 |
| Construction Project | 7.01 |
| Pharmaceuticals | 7.39 |
| Finance | 9.34 |
| Petroleum Products | 11.97 |
| Auto | 16.04 |
| Consumer Non Durables | 19.59 |
| Software | 11.53 |
| Banks |       |
| Others |       |

Think Investments. Think Kotak.
<table>
<thead>
<tr>
<th>Date</th>
<th>Kotak Hybrid FTP - Series I - Growth</th>
<th>Kotak Gold Fund</th>
<th>Current Value of Standard Investment of Rs 10000 in the</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Scheme Returns (%) ^</td>
<td>Scheme Returns (%)</td>
<td>Benchmark R(Rs)</td>
</tr>
<tr>
<td></td>
<td>Crisil MIP Blended Index# (%)</td>
<td>Physical Gold Price # (%)</td>
<td>CRISIL 1 Year T-Bill Index (#(#</td>
</tr>
<tr>
<td>Since inception till Sep 30, '13</td>
<td>7.52</td>
<td>10.80</td>
<td>6.40</td>
</tr>
<tr>
<td>Sep 30, '12 to Sep 30, '13</td>
<td>6.69</td>
<td>-5.99</td>
<td>3.18</td>
</tr>
<tr>
<td>Sep 30, '11 to Sep 30, '12</td>
<td>--</td>
<td>20.16</td>
<td>10.64</td>
</tr>
<tr>
<td>Sep 30, '10 to Sep 30, '11</td>
<td>--</td>
<td>--</td>
<td>1.90</td>
</tr>
</tbody>
</table>

N.A stands for data not available. Past Performance may or may not be sustained in future. Note: Point to Point (PTP) Returns in INR show the value of Rs. 10,000/- investment made at inception. Source: ICRA MFI Explorer. For Additional Benchmark (Debt Schemes): classification of schemes in short term & long term is based on the average maturity of the scheme. # Name of Scheme Benchmark # Name of Additional Benchmark. ^ Past performance may or may not be sustained in the future. All payouts during the period have been reinvested in the units of the scheme at the then prevailing NAV. Returns <= 1 year: Absolute; Returns > 1 year: CAGR (Compounded Annualised Growth Rate).
### ABOUT OUR FUND MANAGERS

**Name:** Mr. Harsha Upadhyaya  
**Scheme (experience in managing these funds since):** Kotak Opportunities (Aug 1, ’12), Kotak Select Focus Fund (Aug 1, ’12)

- Mr. Harsha Upadhyaya has 18 years of rich experience spread over Equity Research & Fund Management. His prior stints have been with companies such as Prabhudas Lilladher Pvt. Ltd, SG Asia Securities, Reliance Group, UTI Asset Management Co. Ltd and DSP Blackrock.

**Name:** Mr. Abhishek Bisen  
**Scheme (experience in managing these funds since):** Kotak Balance (Apr. 15, 2008), Kotak Monthly Income Plan (Apr. 15, 2008), Kotak Bond Short Term (Apr. 15, 2008), Kotak Bond (Plan A) (Apr. 15, 2008), Kotak Banking and PSU Debt Fund (Apr. 15, 2008), Kotak Gilt Investment (Regular & PF-Trust) (Apr. 15, 2008), Kotak Flexi Debt (Apr. 15, 2008), Kotak Floater Long Term (Apr. 15, 2008)

- Mr. Abhishek Bisen has been associated with the company since October 2006 and his key responsibilities include fund management of debt schemes. Prior to joining Kotak AMC, Abhishek was working with Securities Trading Corporation Of India Ltd where he was looking at Sales & Trading of Fixed Income Products apart from doing Portfolio Advisory. His earlier assignments also include 2 years of merchant banking experience with a leading merchant banking firm.

**Name:** Mr. Deepak Agrawal  
**Scheme (experience in managing these funds since):** Kotak Bond Short Term (Jul. 11, ’07), Kotak Liquid (Jul. 11, ’07), Kotak Bond (Plan A) (Apr. 14, ’08), Kotak Kotak Banking and PSU Debt Fund (Apr. 14, ’08), Kotak Gilt - Investment & PF-Trust Plan (Apr. 14, ’08), Kotak Floater Long Term (Jul. 11, ’07), Kotak Income Opportunities Fund (May 11,’10)

- Mr. Deepak Agrawal’s career has started from Kotak AMC when he joined the organization in December 2002 where he was initially in Research, Dealing and then moved into Fund Management from November 2006.

**Name:** Mr. Deepak Gupta  
**Scheme (experience in managing these funds since):** Kotak Equity Arbitrage (Sept,1, ’08), Kotak Equity FOF (Sept,1, ’08), Kotak Global Emerging Market Fund (Apr,4, ’11), (Dedicated fund manager for over seas investment), Kotak Tax Saver (Sept,10, ’13), Kotak MultiAsset Allocation Fund (Sept,10, ’13)

- Mr. Deepak Gupta has 7 years of experience in the mutual fund industry and 5 years of experience in fund management related areas.

**Name:** Mr. Emmanuel Elango  
**Scheme (experience in managing these funds since):** Kotak Classic Equity (Sep, 1, ’08), Kotak Balance (Jul, 11, ’11)

**Name:** Mr. Mayank Prakash  
**Scheme (experience in managing these funds since):** All Fixed Maturity Plans (FMPs), All Quarterly Interval Plans (QIPs)

**Name:** Mr. Pankaj Tibrewal  
**Scheme (experience in managing these funds since):** Kotak Midsicap (Jan,21,’10), Kotak Emerging Equity (May27,’10), Kotak Monthly Income Plan (Dec,20,’10)

**Name:** Mr. Pradeep Kumar  
**Scheme (experience in managing this fund since):** Kotak 50 (Dec. 1, ’10)

**FUND MANAGER**

<table>
<thead>
<tr>
<th>Fund Manager</th>
<th>Mr. Abhishek Bisen</th>
<th>Refer Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 3</td>
<td>Kotak Floating ST - Growth</td>
<td>16</td>
</tr>
<tr>
<td>Bottom 3</td>
<td>Kotak Floating LT - Growth</td>
<td>15</td>
</tr>
</tbody>
</table>

**FUND MANAGER**

<table>
<thead>
<tr>
<th>Fund Manager</th>
<th>Mr. Deepak Agrawal</th>
<th>Refer Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 3</td>
<td>Kotak Liquid Scheme - Plan A - Growth</td>
<td>18</td>
</tr>
<tr>
<td>Bottom 3</td>
<td>Kotak Bond Scheme - Plan A - Growth</td>
<td>12</td>
</tr>
</tbody>
</table>

**FUND MANAGER**

<table>
<thead>
<tr>
<th>Fund Manager</th>
<th>Mr. Deepak Gupta</th>
<th>Refer Page No.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 3</td>
<td>Kotak Equity Arbitrage Fund - Growth</td>
<td>9</td>
</tr>
<tr>
<td>Bottom 3</td>
<td>Kotak PSU Bank ETF</td>
<td>19</td>
</tr>
</tbody>
</table>

**FUND MANAGER**: Mr. Mayank Prakash  
**Scheme (experience in managing these funds since):**
- Mr. Mayank Prakash has been associated with the company since September 2005. He has 4 years of experience in fund management related areas.

**FUND MANAGER**: Mr. Pankaj Tibrewal  
**Scheme (experience in managing these funds since):**
- Mr. Pankaj Tibrewal has more than 6 years experience in fund management area. Prior to joining Kotak AMC, he was in the fund management team of Principal PNB Asset Management Private Ltd.

**FUND MANAGER**: Mr. Pradeep Kumar  
**Scheme (experience in managing this fund since):**
- Mr. Pradeep Kumar has 14 years of total experience with 12 years experience in Fund Management and Equity Analysis and 2 years of engineering experience. Prior to joining Kotak Mahindra AMC Ltd. He was a fund manager of Religare Asset Management, ABN Amro Mutual Fund & DBS Cholamandalam AMC. Before his entry into the investment field, Pradeep has also worked as a Mechanical Engineer with Hindustan Copper Ltd.
Pursuant to SEBI circular no. CIR/IMD/DF/21/2012 dated September 13, 2012 and Gazette Notification No. LAD-NRO/GN/2012-13/17/21502 dated September 26, 2012, following changes are affected to Kotak Bond, Kotak Flexi Debt and Kotak Liquid, wherever applicable, with effect from October 1, 2012.

**Kotak Bond:**
1. W.e.f October 1, 2012, there shall be no fresh subscriptions under the Deposit Plan. Further, the Institutional Plan, has been renamed as “Plan A”.
2. All existing SIP/STP falling due from November 1, 2012 under the options in Deposit Plan will be processed in the same options under Plan A.
3. If subscriptions / switch request is received under an option in the Deposit Plan, the same will be processed under the same option, if any, in Plan A.
4. Where the investor has units in both the Deposit Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

**Kotak Liquid:**
Notes
1. W.e.f October 1, 2012, there shall be no fresh subscriptions under the Deposit Plan. Further, the Institutional Plan, has been renamed as “Plan A”.
2. If subscriptions / switch request is received under an option in the Deposit Plan or Institutional Plan, the same will be processed under the same option, if any, in Plan A.
3. Where the investor has units in both the Regular Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.
4. Where the investor has units in both the Institutional Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

**Kotak Flexi Debt:**
Notes
1. W.e.f October 1, 2012, there shall be no fresh subscriptions under the Deposit Plan. Further, the Institutional Plan, has been renamed as “Plan A”.
2. All existing SIP/STP falling due from November 1, 2012 under the options in Regular Plan will be processed in the same options under Plan A.
3. If subscriptions / switch request is received under an option in the Regular Plan, the same will be processed under the same option, if any, in Plan A.
4. Where the investor has units in both the Regular Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

**Kotak Bond:**
Notes
1. W.e.f October 1, 2012, there shall be no fresh subscriptions under the Deposit Plan. Further, the Institutional Plan, has been renamed as “Plan A”.
2. All existing SIP/STP falling due from November 1, 2012 under the options in Deposit Plan will be processed in the same options under Plan A.
3. If subscriptions / switch request is received under an option in the Deposit Plan, the same will be processed under the same option, if any, in Plan A.
4. Where the investor has units in both the Deposit Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

**Kotak Liquid:**
Notes
2. All existing SIP/STP falling due from November 1, 2012 under the options in Regular Plan will be processed in the same options under Plan A.
3. If subscriptions / switch request is received under an option in the Regular Plan, the same will be processed under the same option, if any, in Plan A.
4. Where the investor has units in both the Regular Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

**Kotak Flexi Debt:**
Notes
1. W.e.f October 1, 2012, there shall be no fresh subscriptions under the Deposit Plan. Further, the Institutional Plan, has been renamed as “Plan A”.
2. All existing SIP/STP falling due from November 1, 2012 under the options in Regular Plan will be processed in the same options under Plan A.
3. If subscriptions / switch request is received under an option in the Regular Plan, the same will be processed under the same option, if any, in Plan A.
4. Where the investor has units in both the Regular Plan and Plan A at the time of redemption / switch the investor must submit separate redemption / switch request.

Pursuant to SEBI circular no. CIR/IMD/DF/21/2012 dated September 13, 2012; and KMMF notice dated September 28, 2012; investors of Kotak Mahindra Liquid Scheme (Kotak Liquid); Kotak Flexi Debt; Kotak Mahindra Bond Unit Scheme 99 (Kotak Bond) are requested to take note the following change with effect from November 1, 2012:

- In case the investors are holding units under dividend reinvestment option in plans of the schemes which were closed for further subscriptions (discontinued plans) w.e.f. October 1, 2012 (vide KMMF notice dated September 28, 2012); the amount of dividend reinvestment shall be processed under the dividend reinvestment option of the Plan A of the respective scheme.
- In respect of Dividend Reinvestment in Plan A, the investors of discontinued plans shall be deemed to have complied with the minimum investment amount /additional investment amount criteria and the fresh investments by them can be made as per the additional minimum investment amount criteria.
Disclaimer on market outlooks:
The outlook provided is only a subjective understanding of an uncertain market phenomena, which may or may not occur, and may also not have any effect on the performance of the scheme, clement or otherwise. This outlook should not be construed as

Mutual Fund investments are subject to market risks, read all scheme related documents carefully.

THIRD PARTY PAYMENT
Reference to AMFI Best Practice Guidelines Circular No. 16/2010 -11 on Risk Mitigation process against Third Party Cheques in Mutual Fund. Subscriptions will not be accepted by the Scheme.

Definition of Third Party Cheques
Where payment is made through instruments issued from an account other than that of the beneficiary investor, the same is referred to as Third-Party payment.

In case of a payment from a joint bank account, the first holder of the mutual fund folio has to be one of the joint holders of the bank account from which payment is made. If this criterion is not fulfilled, then this is also construed to be a third party payment.

However, aforementioned clause of investment with Third-Party Payment shall not be applicable for the below mentioned exceptional cases.

a. Payment by Parents/Grand-Parents/related persons on behalf of a minor in consideration of
natural love and affection or as gift for a value not exceeding Rs. 50,000/- (each regular purchase or per SIP installment). However this restriction will not be applicable for payment made by a guardian whose name is registered in the records of Mutual Fund in that folio.

b. Payment by Employer on behalf of employee under Systematic Investment Plans or lump sum / one-time subscription, through Payroll deductions.

AMCshall exercise extra due diligence in terms of ensuring the authenticity of such arrangements from a fraud prevention and KYC perspectives.

c. Custodian on behalf of an FI or a client. For pre funded instruments such as DB/Pay order it is the onus of the investor to provided adequate supporting documents to prove that such instruments are issued by debiting the first holders account.

Kotak Mahindra Asset Management Co. Ltd. / Trustee retains the sole and absolute discretion to reject/not process application and refund subscription money if the subscription does not comply with the specified provisions of Payment Instruments

KNOW YOUR CLIENT (KYC)
With reference to SEBI Circular MIRSDC/Cir-26/2011 dated December 23, 2011, investors may kindly note w.e.f. January 1, 2012, it is mandatory for all individual/ non individual investors to be KYC Compliant. Investors can approach any SEBI registered KRA for doing KYC.

In the event of KYC Form being subsequently rejected for lack of information/ deficiency/insufficiency of inform mandatory documentation, the investment transaction will be cancelled and the amount may be redeemed at applicable NAV, subject to payment of exit load, wherever applicable.

IMPORTANT FACTS

RISK FACTORS

SERVICES & FACILITIES

- Network of Transaction Acceptance Points: Submit transaction requests at your convenience across our 27 Investor Service Centres and 171 Transaction Points of CAMS. (To locate these, visit the “Contact Us” section on our website.), assetmanagement.kotak.com

- Electronic Credit of Dividends and Redemption Proceeds: Have your dividend payouts and redemption proceeds paid directly into your bank account*. No more worrying about cheques lost in transit or queuing at a bank to deposit cheques. * Available for accounts in the following banks only: ABN Amro Bank, AXIS Bank, Corporation Bank, Deutsche Bank, HDFC Bank, HSBC, ICICI Bank, IDBI Bank, IndusInd Bank, Kotak Mahindra Bank, Standard Chartered Bank, Yes Bank.

- Systematic Investments, Withdrawals and Transfers: Our Systematic Investment Facility provides you with the option of investing a fixed amount over a period of time, in an disciplined manner. Through this process, you benefit from Rupee Cost Averaging (buying more units at lower NAV), and avoid the uncertainty involved with trying to time the market. Our Systematic Withdrawal Facility, withdraw fixed amounts, or the entire appreciation on your investment, in any scheme periodically and benefit by averaging out on market fluctuations. To systematically transfer investments from one Kotak scheme to another, try our Systematic Transfer Facility. This tool also helps you manage your investment portfolio among Kotak Mutual Schemes, in line with your asset allocation plan.

- Internet Transaction: You can now purchase, switch, Redeem , view your account statement Invest in NFO, electronically through our Internet Transaction Facility. For more details please log on to: assetmanagement.kotak.com

- E-mail Communication: Opt in to value-added information through e-mail: Daily NAV and Dividend Updates, Monthly Updates, weekly and more.

- Website Utilities : Plan and track your investments better. Use our Risk Profiler to assess your risk appetite, our Financial Planner to plan investments and financial goals and our Returns Calculator to measure your earnings from Kotak Mutual schemes. Just register, free, at assetmanagement.kotak.com and access all these facilities.

CONTACT DETAILS

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Website: assetmanagement.kotak.com

Corporate Office of Asset Management Company: 6th Floor, Vinay Bhavaya Complex, 159-A, C S T Road, Kaltina, Santacruz (E), Mumbai – 400 098.

To know more about mutual funds: Visit: assetmanagement.kotak.com

Toll Free Number : 1800 222 626
For daily NAVs: Call 022-66384400

Think Investments. Think Kotak.