

Earnings Update

Kotak Bank - Standalone Highlights

PAT

₹ 362 cr
(₹ 276 cr)
up 31% yoy

Networth

₹ 8,992 cr
(₹ 7,670 cr)

Loans

₹ 50,245 cr
(₹ 39,772 cr)
up 26% yoy

Restructured Loans- standard

₹ 9.7 cr
(₹ 25.1 cr)

Net NPA *

0.62% (0.49%)

CAR#

15.6% (17.5%)

Tier 1

14.2% (15.6%)

RoA

1.8% (1.8%)

CASA

₹ 13,359 cr
(₹ 10,615 cr)
up 26% yoy

* Excluding acquired stressed assets

As per Basel II. Includes audited profit for 9MFY13. CAR and Tier I excluding profit for 9MFY12 - 16.9% & 15.0%

Figures in brackets are Q3FY12 numbers

Consolidated Highlights

PAT

₹ 577 cr
(₹ 463 cr)
up 25% yoy

Networth

₹ 14,568 cr
(₹ 12,416 cr)

Loans

₹ 67,021 cr
(₹ 52,847 cr)
up 27% yoy

Net NPA *

0.53% (0.41%)

NIM

4.6% (4.7%)

RoA

2.1% (2.1%)

Total Assets

₹ 113,545 cr
(₹ 88,514 cr)
up 28% yoy

Book Value

₹ 195.8 per share
(₹ 167.9 per share)

* Excluding acquired stressed assets

Figures in brackets are Q3FY12 numbers

Consolidated Advances & Investments

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Corporate Banking	12,321	15,678	14,743	18,291	24%
Commercial Vehicles & Construction Equipment	7,798	8,183	7,540	8,071	7%
Agriculture Division	5,714	6,419	4,894	7,310	49%
Business Banking	3,515	4,571	3,428	5,024	47%
Auto Loans	10,600	11,748	9,771	12,217	25%
Mortgage Loans	8,333	9,286	7,935	9,869	24%
Personal Loans	1,868	2,141	1,689	2,420	43%
Others	2,995	3,229	2,847	3,819	34%
Total Advances	53,144	61,255	52,847	67,021	27%
Investments/ Treasury Assets *	23,261	23,990	19,902	28,738	44%
Total Advances and Investments	76,405	85,245	72,749	95,759	32%

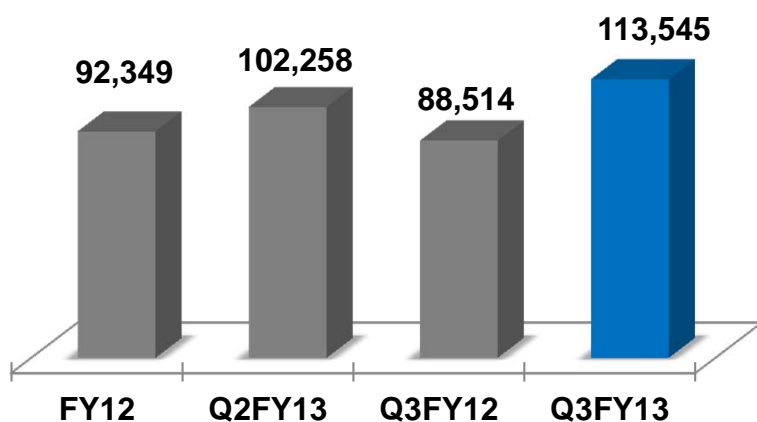
* Does not include policy holders' investments

Consolidated PAT

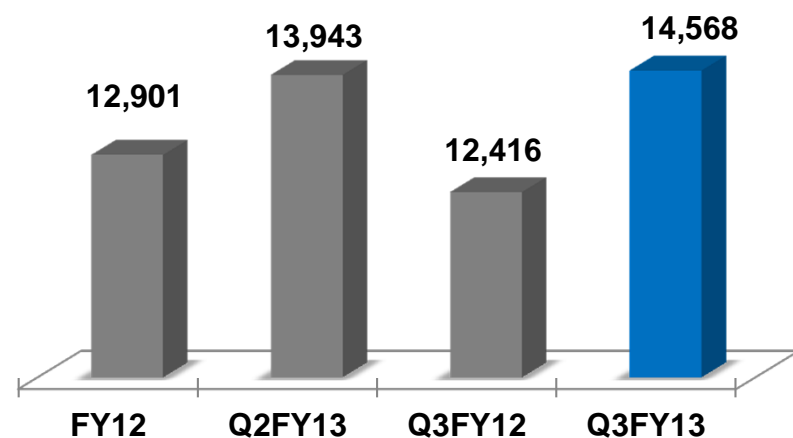
₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Kotak Mahindra Bank	1,085	280	276	362
Kotak Mahindra Prime	385	114	104	105
Kotak Securities	126	40	24	38
Kotak Mahindra Capital Company	6	4	4	2
Kotak Mahindra Old Mutual Life Insurance	203	47	47	53
Kotak Mahindra AMC & Trustee Co	22	(5)	3	11
International subsidiaries	(11)	8	(4)	5
Kotak Investment Advisors	36	9	7	6
Kotak Mahindra Investments	15	16	3	8
Total	1,867	513	464	590
Minority Interest, Equity Affiliates, others	(35)	(11)	(1)	(13)
Consolidated PAT	1,832	502	463	577

Consolidated Key Financials

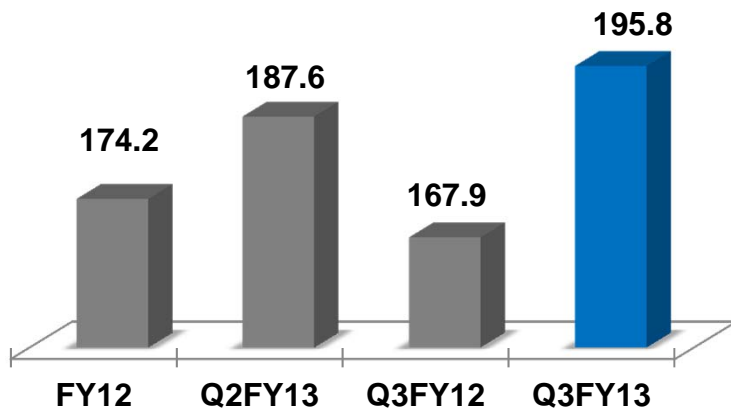
Total Assets (₹ cr)



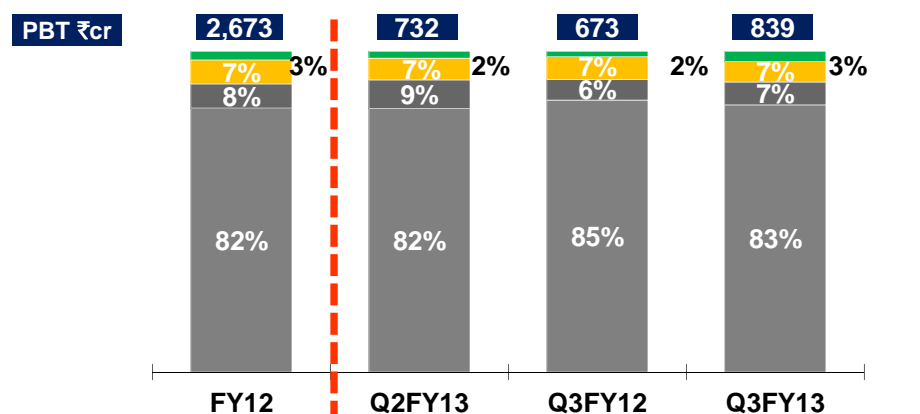
Networth (₹ cr)



Book Value per share (₹)



PBT Mix

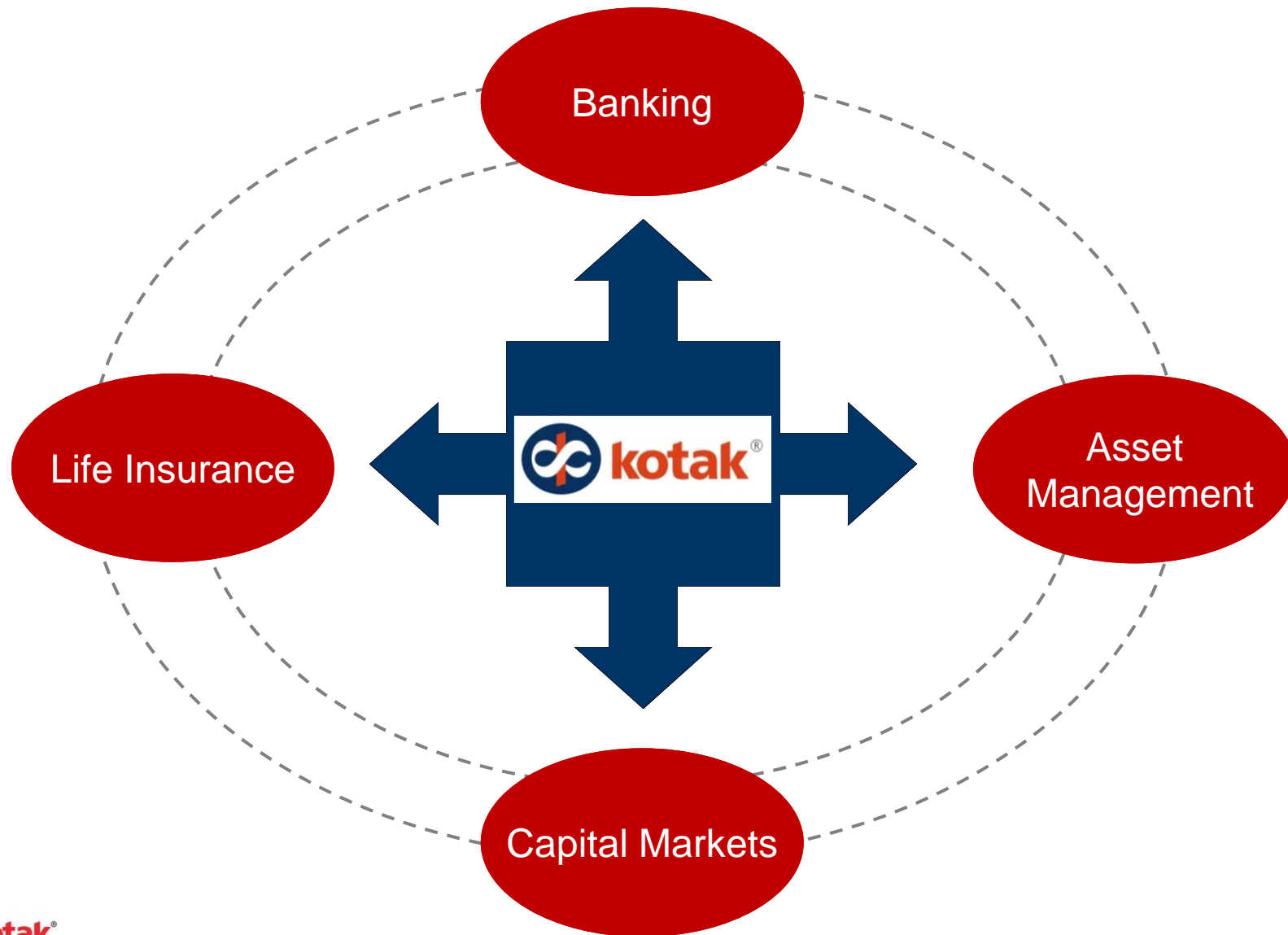


■ Financing ■ Capital Market ■ Insurance ■ Asset Management

PAT ₹ cr

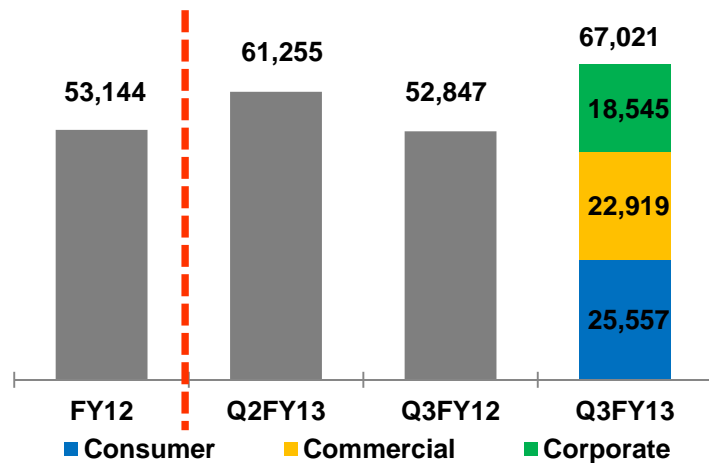
1,832	502	463	577
-------	-----	-----	-----

Integrated Financial Services

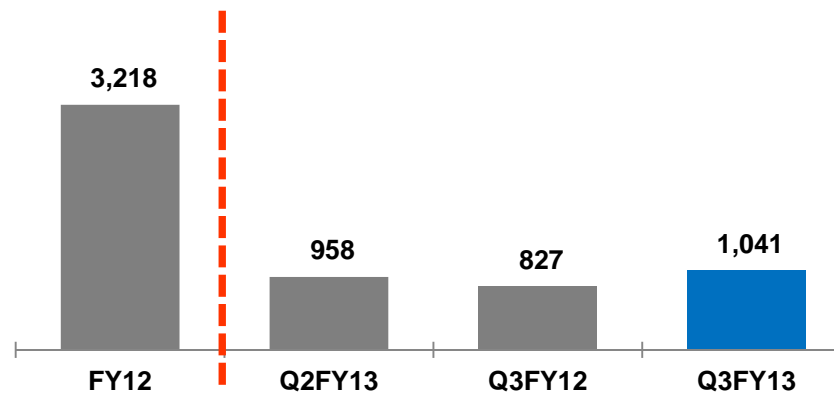


Financing Business

Advances (₹ cr)

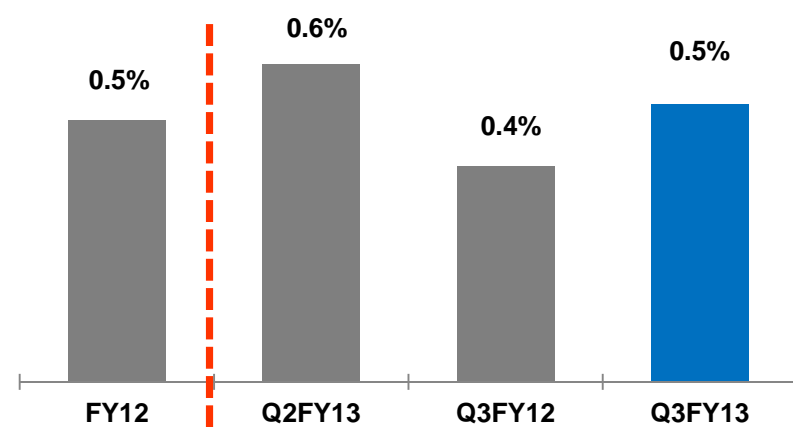


Net Interest Income (₹ cr)

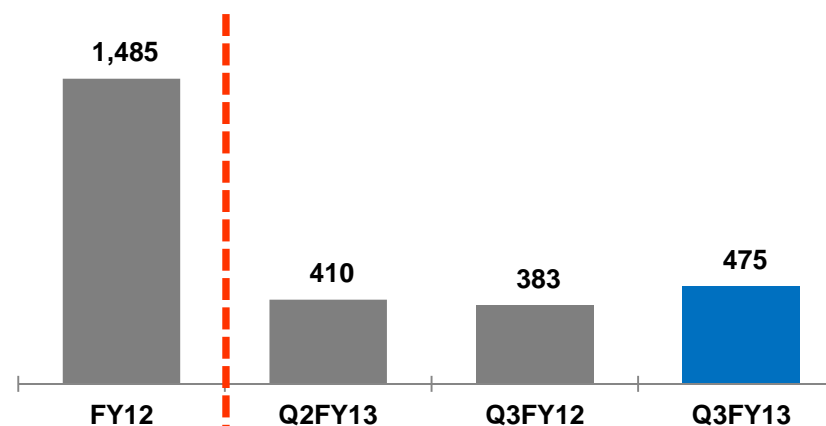


financing entities

Net NPA (%)*



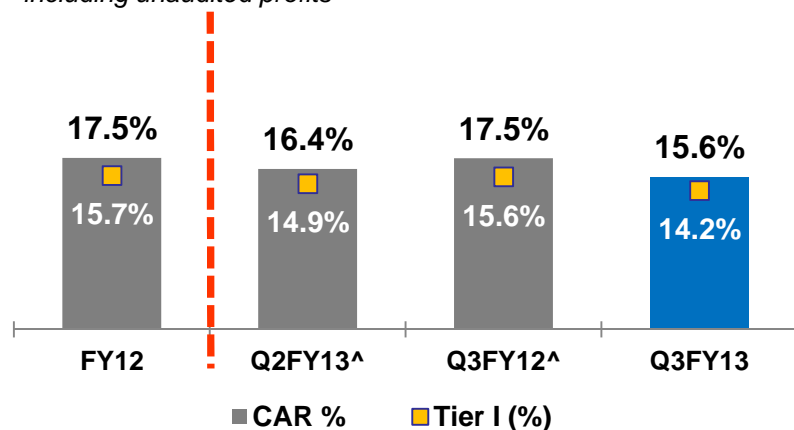
PAT (₹ cr)



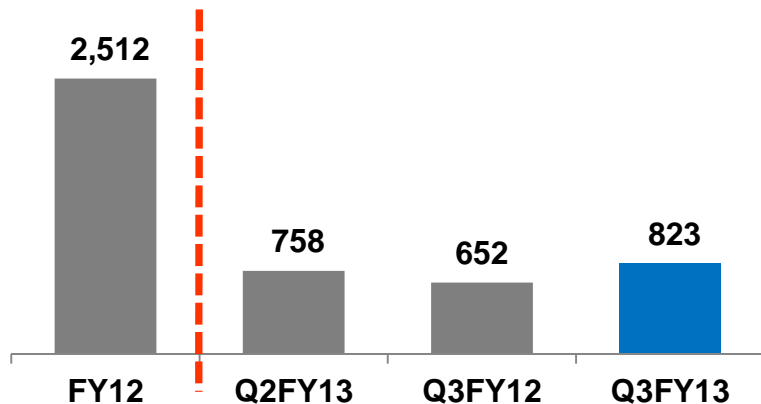
Bank Key Ratios

CAR & Tier I (%)

^ including unaudited profits

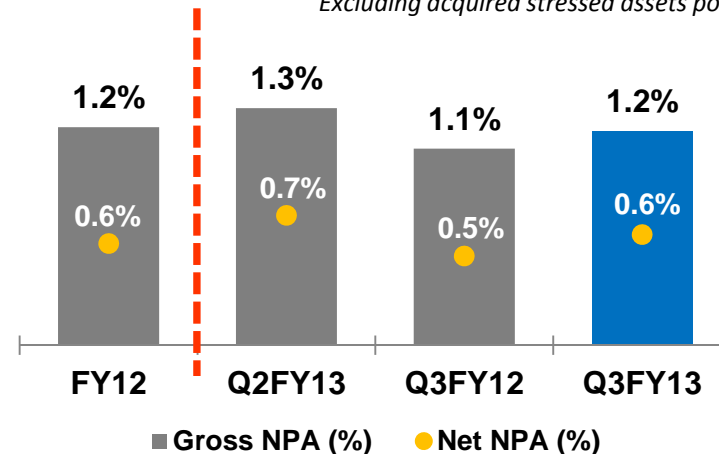


NII (₹ cr)



NPA * (%)

* Excluding acquired stressed assets portfolio



Asset Quality

- Restructured loans considered standard (as % of net advances)
 - ❖ Dec 31, 2012- ₹ 9.7 cr (0.02%)
 - ❖ Sep 30, 2012 - ₹ 8.4 cr (0.02%)
 - ❖ Dec 31, 2011- ₹ 25.1 cr (0.06%)
- PCR (as per RBI circular) as on Dec 31, 2012 – 66.6%

Bank Profit & Loss

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13	YoY Growth
Net Interest Income	2,512	758	652	823	26%
Other Income	978	251	282	305	8%
Net Total Income	3,490	1,009	934	1,128	21%
Employee Cost	872	243	226	264	17%
Other Operating Expenses	963	284	264	291	10%
Operating Expenditure	1,835	527	490	555	13%
Operating Profit	1,655	482	444	573	29%
Provision on advances & receivables	73	78	32	40	23%
Provision on investments	(18)	(7)	(1)	3	-
Provision & contingencies	55	71	31	43	38%
PBT	1,600	411	413	530	28%
Provision for Tax	515	131	137	168	23%
PAT	1,085	280	276	362	31%

Bank Segmental Performance

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Corporate/Wholesale Banking	997	296	265	325
Retail Banking	566	121	145	158
Treasury & BMU*	35	(6)	3	47
Unallocated Income	2	-	-	-
Total	1,600	411	413	530

* Balance Sheet Management Unit

Bank Advances & Investments

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Corporate Banking	10,942	13,868	13,542	16,325	21%
Commercial Vehicles & Construction Equipment	7,798	8,183	7,540	8,071	7%
Agriculture Division	5,714	6,419	4,894	7,310	49%
Business Banking	3,510	4,568	3,424	5,022	47%
Mortgage Loans	8,333	9,286	7,935	9,869	24%
Personal Loans	1,868	2,121	1,689	2,399	42%
Others	914	998	748	1,249	67%
Total Advances	39,079	45,443	39,772	50,245	26%

Advances – as per segmental classification

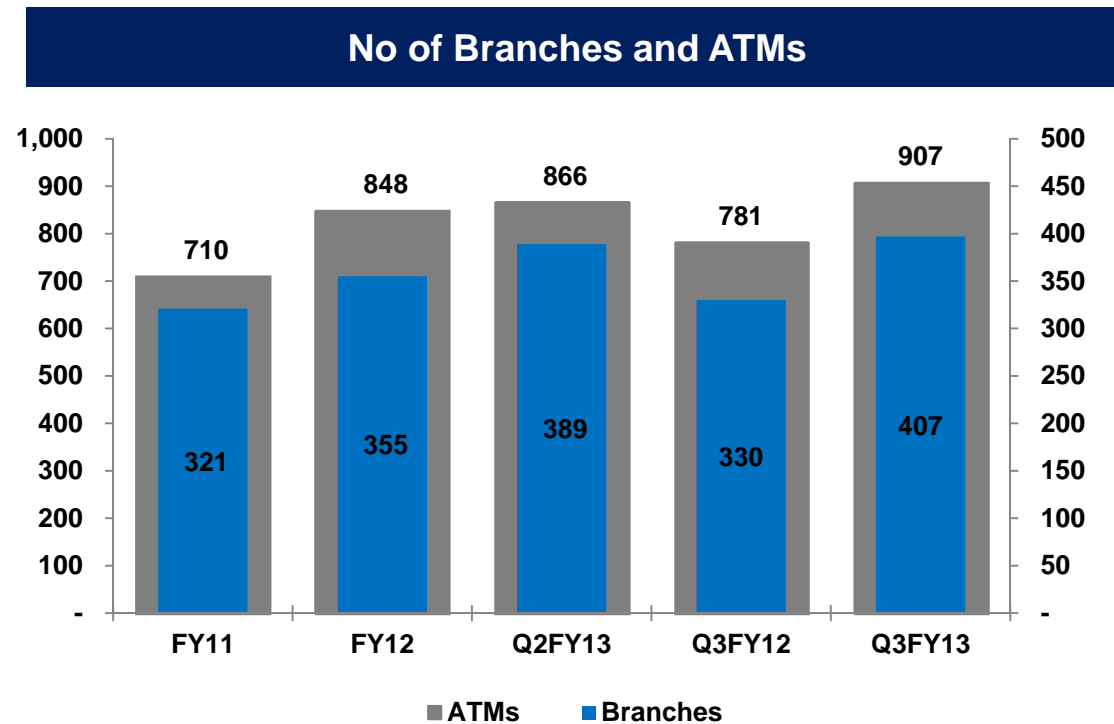
₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 30, 2011	Dec 31, 2012	YoY Growth
Retail	21,062	21,967	19,633	22,804	16%
Corporate	18,017	23,476	20,139	27,441	36%
Total Advances	39,079	45,443	39,772	50,245	26%
Investment / Treasury Assets	21,567	22,173	18,438	26,587	44%
Total Advances and Investments	60,646	67,616	58,210	76,832	32%

Bank Balance Sheet

₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Net Worth	7,946	8,597	7,670	8,992	17%
Deposits	38,537	45,463	38,385	51,524	34%
CA	7,352	6,395	6,189	6,743	9%
SA	5,050	5,926	4,426	6,616	49%
TD Sweep	2,710	3,332	2,569	3,668	43%
Certificate of Deposit	3,604	7,031	5,929	11,054	86%
Term Deposit Others	19,821	22,780	19,272	23,443	22%
Borrowings	16,595	15,991	15,242	18,566	22%
Other Liabilities and Provisions	2,588	2,843	2,876	3,346	16%
Total	65,666	72,894	64,173	82,428	28%
₹ cr	Mar 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	YoY Growth
Cash, Bank and Call	2,635	2,955	3,430	2,960	(14)%
Investments	21,567	22,173	18,438	26,587	44%
<i>Government Securities</i>	<i>16,587</i>	<i>16,672</i>	<i>15,360</i>	<i>20,477</i>	<i>33%</i>
<i>Other Securities</i>	<i>4,980</i>	<i>5,501</i>	<i>3,078</i>	<i>6,110</i>	<i>98%</i>
Advances	39,079	45,443	39,772	50,245	26%
Fixed Assets and Other Assets	2,385	2,323	2,533	2,636	4%
Total	65,666	72,894	64,173	82,428	28%

Consumer Banking - Liabilities

- 500 Branches in CY13
- Increased cross sell of asset products
- Savings balances increased 49.5% yoy
- Added around 2.1 lac customer accounts for the quarter
- TD sweep to total deposit ratio at 7.1%
- CASA and TDs below ₹ 5 cr constitute 54.7% of total deposits

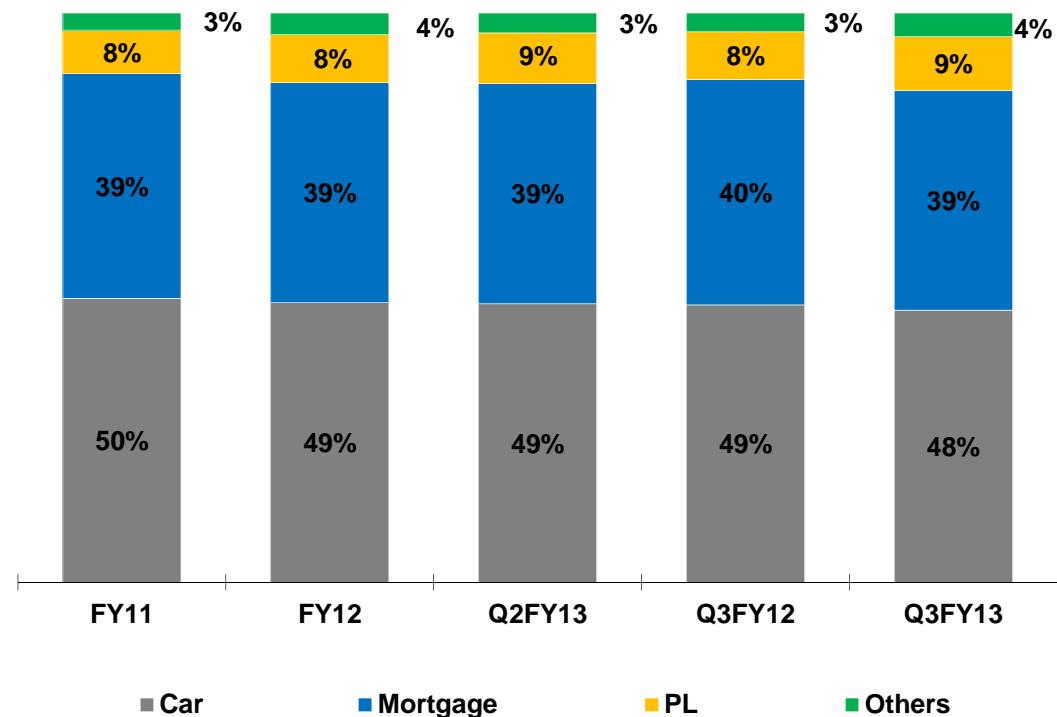


CA deposit ₹ cr	5,460	7,352	6,395	6,189	6,743
SA deposit ₹ cr	3,331	5,050	5,926	4,426	6,616
CASA %	30	32	27	28	26
TD Sweep deposit ₹ cr	1,897	2,710	3,332	2,569	3,668

Consumer Banking - Assets

- Focus on SENP and cross sell to bank branch
- Continued focus on Auto Sector
- Mortgages growth in select territories
- Selective growth in personal loans
- Continued low delinquencies

Advances break up



₹ cr

17,170

21,608

24,033

20,054

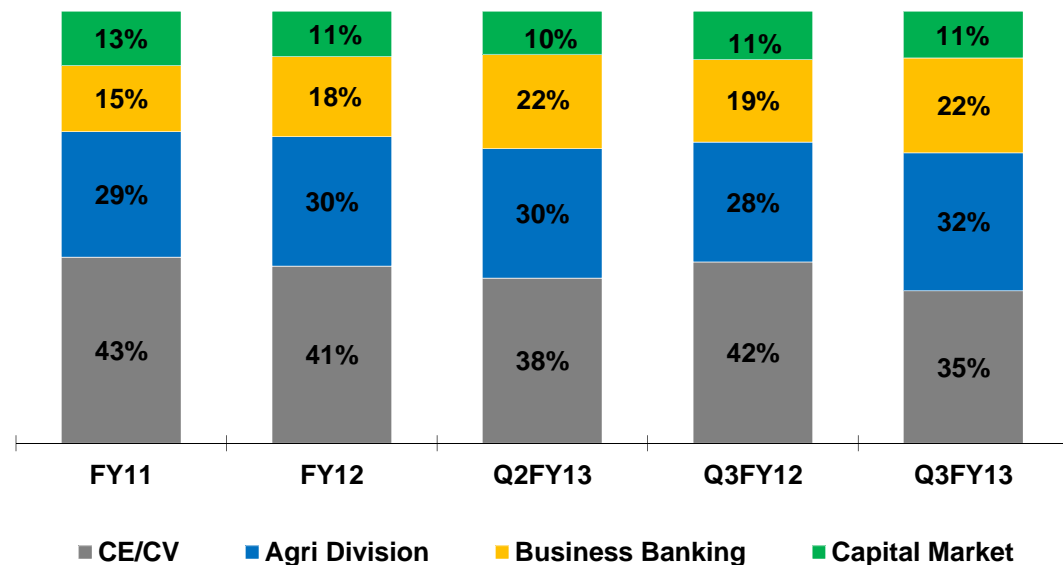
25,557

YoY
27%

Commercial Banking

- Focus on Bharat
(semi urban / rural areas)
- Asset focused branches
in rural areas
- Priority sector target met
consistently
- Consistent growth in Agri

Advances break up



₹ cr

14,512

19,028

21,329

17,874

22,919

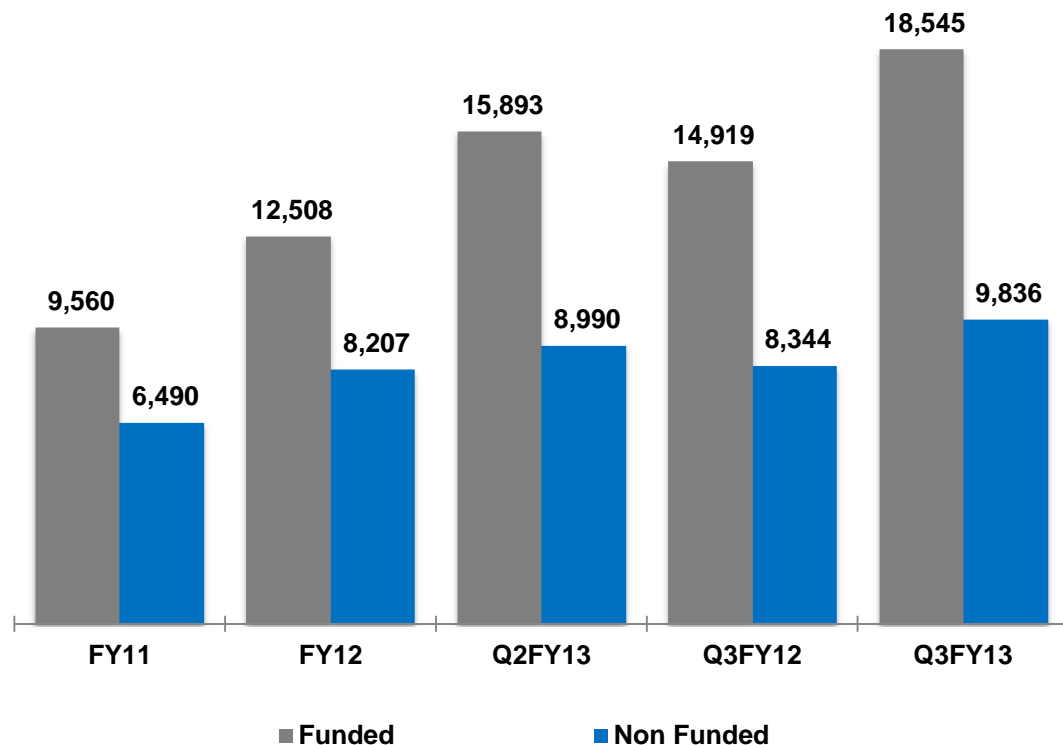
Includes Business Banking which was earlier a part of Wholesale Banking

**YoY
28%**

Wholesale Banking

- Largely Working Capital
- Continued focus on Transaction Banking
 - Vendor Financing, CMS and Operative Accounts
 - Focus on FX flows with increased treasury coverage
 - Custody & Transaction services
- Continued to deepen franchise across all customer segments

Funded & Non funded (₹ cr)



Excludes Business Banking which is now part of Commercial Banking

Kotak Mahindra Prime

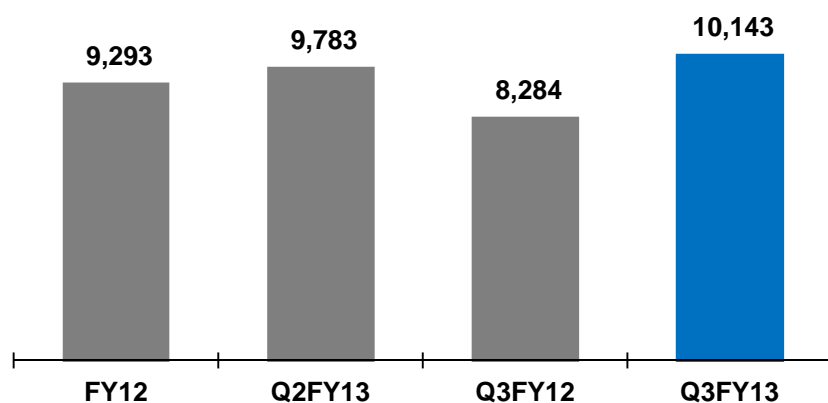
₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
NII and other income	816	225	231	244
Profit before tax	570	170	152	158
Profit after tax	385	114	104	105

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total Advances	13,386	15,173	12,379	16,042
Car Advances	10,577	11,756	9,737	12,237
Net NPA*	22	30	23	30
Net NPA* (%)	0.2%	0.2%	0.2%	0.2%
CAR (%)	16.3%	15.8%	16.8%	15.8%
ROA (%) - annualised	2.9%	2.8%	3.0%	2.4%

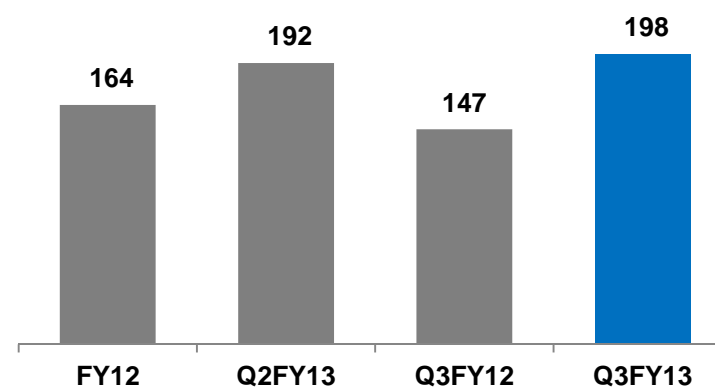
* Excluding acquired stressed assets portfolio

Kotak Mahindra Life Insurance

Policyholders' AUM (₹ cr)



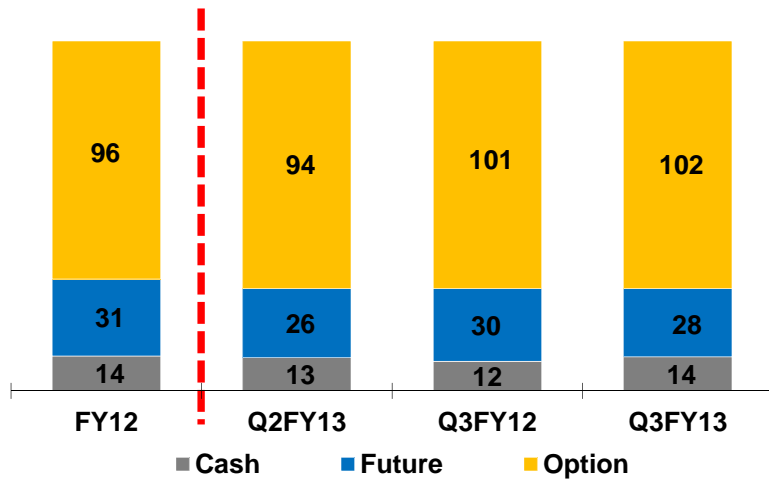
Sum Assured (₹ '000 cr)



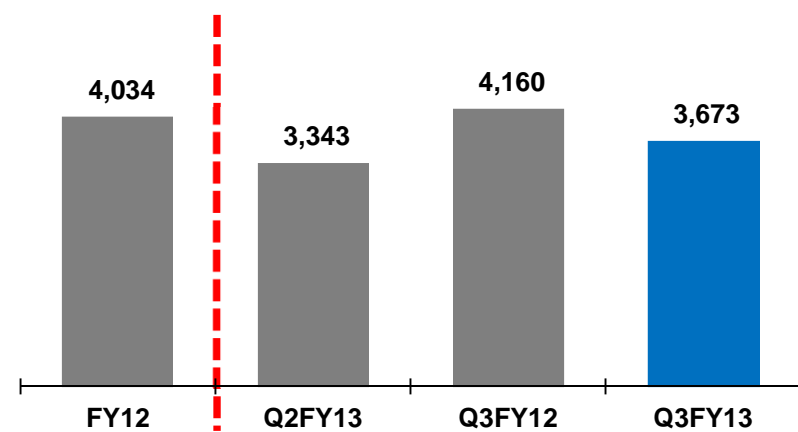
	FY12	Q2FY13	Q3FY12	Q3FY13
Capital (₹ cr)	562	562	562	562
Solvency ratio (%)	3.06	2.90	3.06	2.94
PAT	203	47	47	53
<i>Individual Regular</i>	436	96	97	96
<i>Single</i>	374	21	72	50
<i>Renewal</i>	1,773	396	413	359
<i>Group</i>	354	107	57	90
Total	2,937	620	639	595

Kotak Securities

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS











₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	610	155	134	146
Profit before tax	191	59	37	57
Profit after tax	126	40	24	38
Market Share* (%)	2.9	2.5	2.9	2.6

*excluding BSE Derivative segment

Kotak Securities services around 8 lac secondary market customers through 1,358 branches and franchises

Kotak Mahindra Capital Co.

Client	Deals – Q3FY13	Size (₹ cr)
	Initial Public Offerings (IPO)	4,173
	Tax Free Bonds in the nature of secured, redeemable, non-convertible debentures	2,017
Mahindra Finance	Qualified Institutional Program (QIP)	867
	Offer for Sale on Stock Exchange (OFS)	810
	Tax Free Bonds in the nature of secured, redeemable, non-convertible debentures	700
	Initial Public Offerings (IPO)	601
	Initial Public Offerings (IPO)	540
 DB Corp Ltd	Offer for Sale on Stock Exchange (OFS)	250
	Offer for Sale on Stock Exchange (OFS)	51

Kotak Mahindra Capital Co.

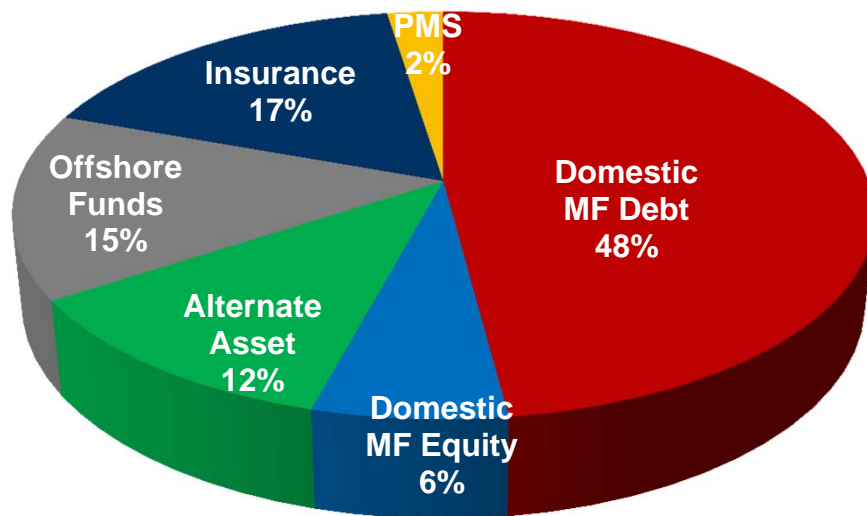
Client	Deals – Q3FY13	Size (₹ cr)
	Private equity investment led by Fidelity Growth Partners India	NA
	Sale of controlling stake to Sutherland	NA
	Delisting offer by Prolec-GE to shareholders of Indo Tech Transformer Ltd.	NA
	Restructuring of Wipro Limited (demerger of Wipro's non-IT business)	2,295*
	Merger of Shriram Retail Holdings Private Limited and Shriram Enterprise Holdings Private Limited with Shriram City Union Finance Limited	NA

* Assuming swap of shareholding of public shareholders in non-IT business with promoter shareholding in Wipro Limited

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	79	20	22	18
Profit before tax	9	6	6	3
Profit after tax	6	4	4	2

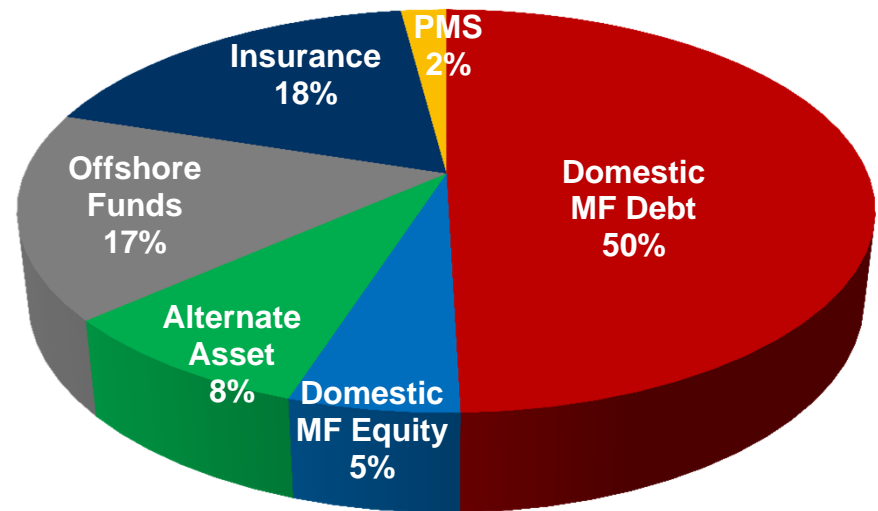
Asset Under Management

AUM ₹ 48,669cr



Dec 31, 2011

AUM ₹ 56,484 cr

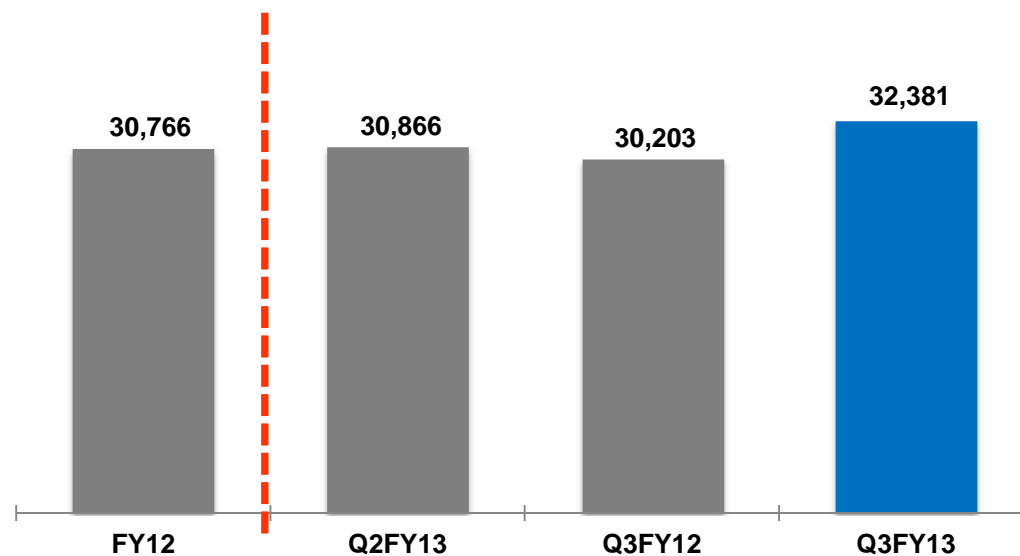


Dec 31, 2012

Kotak Mahindra AMC and Trustee Co.

Average Assets Under Management ₹ cr

- Over 8.8 lac folios
- 79 Branches
- 4 Kotak Equity Funds in quartile 1 of top performing equity funds



₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	125	23	27	41
Profit before tax	31	(5)	4	13
Profit after tax	22	(5)	3	11

Numbers in table are for KMAMC & KMTC combined

Kotak Investment Advisors

Realty Fund

- Corpus advised / managed – ₹ 2,791 cr
- 55 Investments

Private Equity Fund

- Corpus advised / managed – ₹ 2,001 cr
- 35 Investments

Propose to launch Infrastructure fund with SMBC and Brookfield

₹ cr	FY12	Q2FY13	Q3FY12	Q3FY13
Total income	97	22	23	20
Profit before tax	52	12	11	9
Profit after tax	36	9	7	6

Bank Awards and Recognition

Kotak Mahindra Bank's Board has been adjudged as one of the 'Best Managed Board' in the Aon Hewitt-Mint study of 2012

Kotak Mahindra Bank has made it once again in the list of the prestigious Forbes Asia's Fab 50 Companies in 2012 for the 3rd consecutive year (2010-12)

Kotak Mahindra Bank won the Asian E-payment Awards for the following categories at the Asian Leadership Awards –

- Best E-Payment Bank Award
- Best Online Payment Platform Award
- E-Payment Market Leadership award

Kotak Mahindra Bank's 6% campaign featuring Subbu won the Silver Effie - a prestigious advertising effectiveness award in the financial services category

Best Private Bank by Finance Asia Country Awards 2012

Best Local Cash Management Bank In India, as voted by corporates for Small companies (turnover < US\$ 100 Mn) by Asiamoney in 2012

Ranked #1 in multiple categories including range of investment products / advisory services, private equity investments, real estate investment in India & family office services by Euromoney Private Banking survey 2012

Ranked #2 in India for companies with "Best Corporate Governance Practices" – IR Global Rankings 2010 & 2011.

Kotak Mahindra Bank has been rated amongst the Top 25 Best Employers in India for 3 consecutive studies conducted since 2007 by Aon Hewitt

Awarded Gold in the "Best Local Trade Bank in India" category of Trade and Forfaiting Review Awards 2012

Kotak Mahindra Bank has been rated amongst the Top 10 in Top Companies for Leaders to work, in Asia Pacific in a Study conducted by RBL Group, Aon Hewitt and Fortune in 2011



Awards and Recognition



Businessworld India's
Best Dealmakers 2012

2012: Deal Maker of the year - QIP

2012: Deal of the year for the M&M
Financial Services QIP



**Best Investment Manager
in India**

Asiamoney Brokers Poll 2012

Best Local Brokerage

Among all domestic and foreign brokerages,
ranked:

#2 for Best Overall Country Research

#2 for Best Execution

#2 for Most Independent Research Brokerage

#3 for Best in Sales Trading



2012: Best Investment Bank in India
(Seventh year in a row)

2012: Best Equity House
(Third year in a row)

**BSE IPF – D&B Equity
Broking Awards for 2012**

Fastest growing Equity Broking House
(Large Size Firms category)



**Best Broker in India
2012**



**Securities Advisory
Firm
of the Year in India**



**ACQ Global
Awards 2012**

**Investment Bank of the
Year in India**

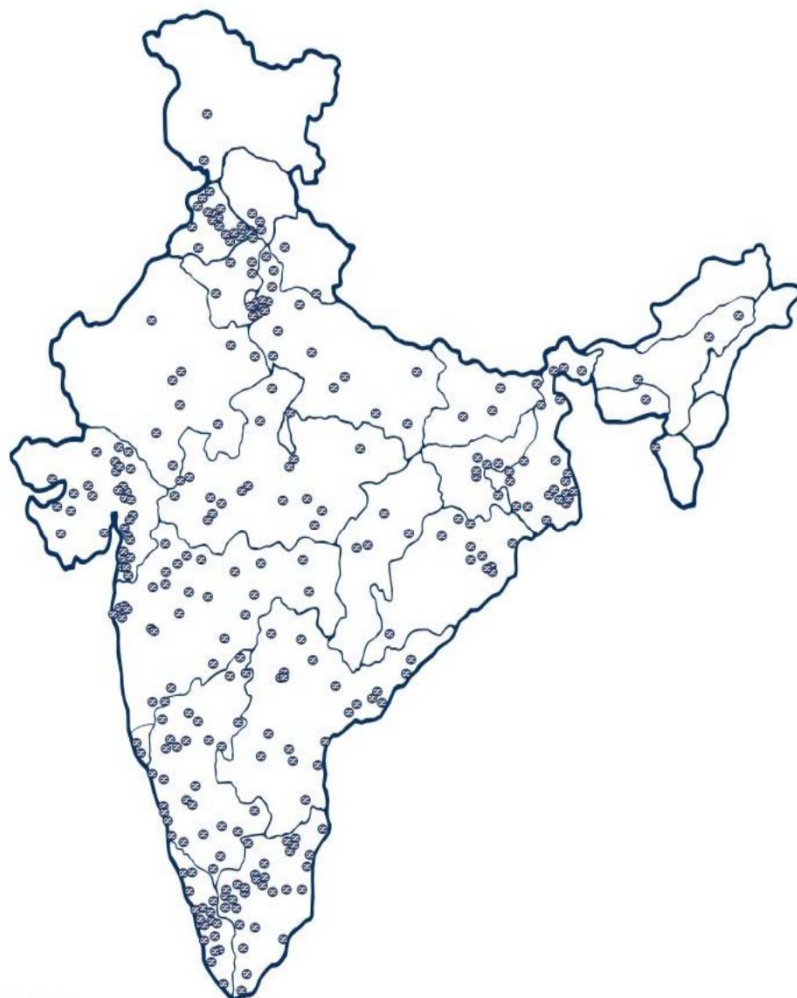


2012: Best Domestic Investment Bank
(Sixth year in a row)

KIE analysts ranked #1 in financial services; #3 in the media sector in the Wall Street Journal survey of Asia's best analysts – 2012

Geographical Presence

Wide National Footprint



..... With Multiple Points of Presence

Business	Dec 31, 2012
Banking	407
Car Finance	68
Life Insurance	196
Securities	1,358
Mutual Fund	79
Total	2,108

International offices situated in Abu Dhabi, Bahrain, California, Dubai, London, Mauritius New York and Singapore

Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Kotak Mahindra Bank Limited (the “Bank”) and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Bank will be made except by means of a statutory offering document containing detailed information about the Bank.

This presentation is not a complete description of the Bank. Certain statements in the presentation contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The information in this presentation is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

All information contained in this presentation has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Bank nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. This presentation may not be used, reproduced, copied, distributed, shared, or disseminated in any other manner.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

Figures for the previous period/ year have been regrouped wherever necessary to conform to current period's / year's presentation. Totals in some columns/ rows may not agree due to rounding off.

Contact

Jaimin Bhatt / R Sundarraman

Kotak Mahindra Bank Limited

Tel: +91 22 6672 6000, Fax: +91 22 6672 6430

E-mail: investor.relations@kotak.com