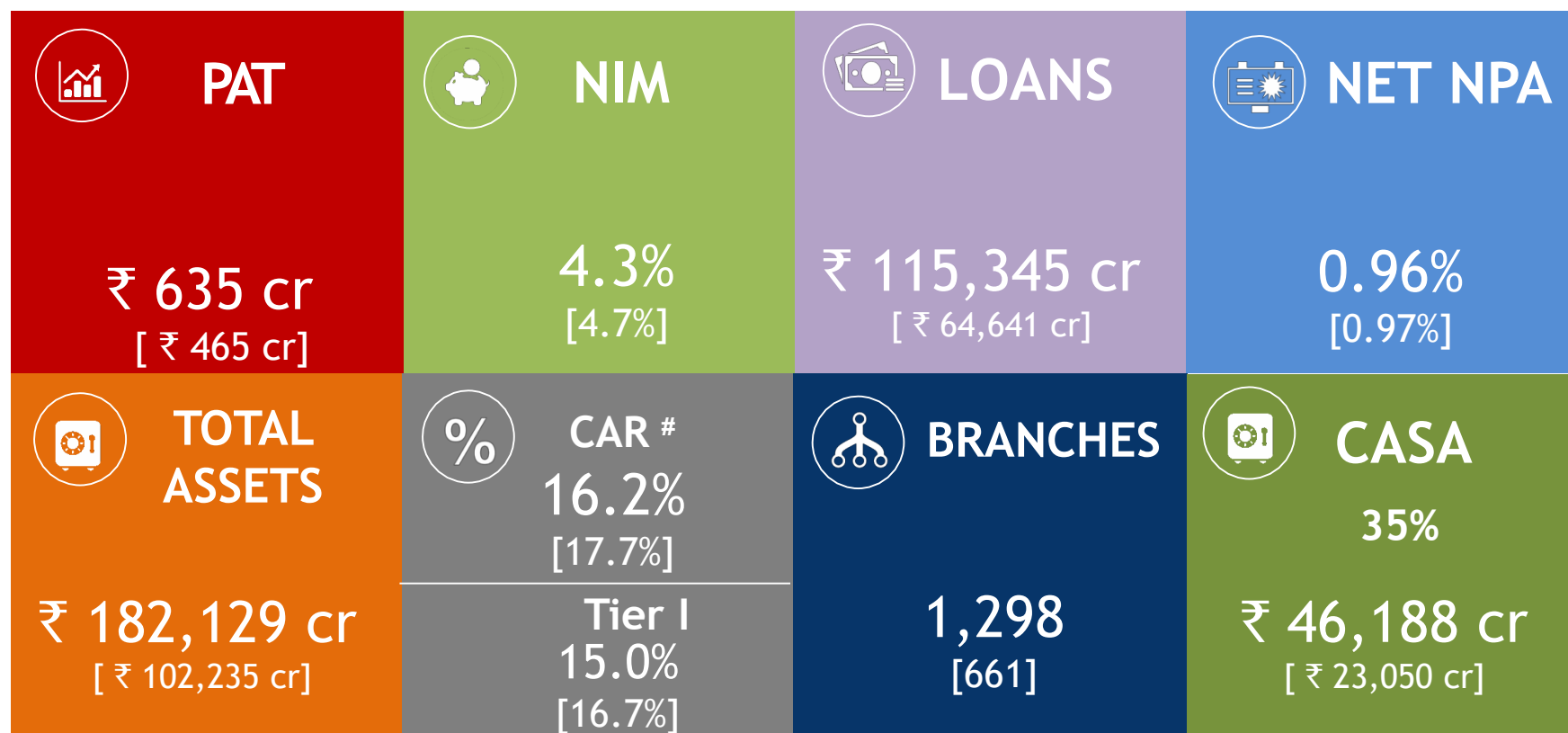


EARNINGS UPDATE Q3FY16

Presentation on financial results for the period ended December 31, 2015

January 18, 2016

Standalone Highlights Q3FY16



Figures in [brackets] are Q3FY15 numbers

As per Basel III, including unaudited profits. Excluding profit CAR 15.2%, Tier I 14.1% (CAR 16.0% and Tier I 15.0%)

Merger Integration update



- Integration broadly on schedule
- Based on current progress, we expect complete integration by April / May 2016
- We are in the final stage of two major pieces:
 - Technology
 - Organization structure



Revenue Synergy

- 6% impact helping SA growth in eIVBL network
 - Average SA at eIVBL branches grew 31% YoY, Kotak branches at 41%
- Continuing with momentum on customer acquisition
 - adding ~ 100,000 customers a month
- Average CA grew 32% YoY on a combined basis
- Insurance X-sell has picked up in 9MFY16
- Traction in credit cards, Trinity accounts (including KS)
- Significant opportunity in Privy segment

Cost Synergy

- Beginning to see benefits in numbers despite adding frontline people
- Utilisation of eIVBL currency chests across the combined network
- Space rationalization and rental savings being carried out
 - Rented premises surrendered and more such possibilities identified
 - Continuing with disposal of non-core premises

Stressed Book

- Bad Bank formed in Q1FY16 (~6% of funded and non funded book of eIVBL) under experienced asset reconstruction team
- Most of the stressed assets being managed by this team
- Continue with our estimate of credit cost of ~ 80 - 85 bps on combined book for FY16
- Impact on Q3FY16 results of ₹ 235 cr (₹ 305 cr in Q1FY16, ₹ 238 cr Q2FY16) of which a significant portion from eIVBL
 - Q3FY16 includes provision on SRs and credit substitutes

Other Merger Related Expenses

- Integration cost of ₹ 13 cr in Q3FY16, till date ₹ 142 cr
- ~ ₹ 35 cr for Q3FY16 - additional interest up to 6% on savings accounts of eIVBL

Kotak Mahindra Bank

- Mobile Transactions over ₹ 2,300 cr per month in December 2015
- 6.8% (Nov-15) share in value of mobile banking transactions; while share of industry advances & deposits is 1.6% & 1.4% resp. - RBI data
- 50% of TDs are booked Online
- Ranked No. 5 in terms of value of mobile banking transactions across all banks
- Payments campaign “Salebrations” in Oct 15 saw highest ever Online shopping transactions
- Mobile App continues to be one of the highest rated banking App in India (4.4)
- Digital Payments transactions (Online shopping, recharge & Online Trading) crossed 15 lac transaction volumes in Dec 15
- Various travel related initiatives launched in Mobile Banking & NetBanking platforms
- Launched instant Personal Loans through NetBanking for customers
- Continued focus on social commerce

Kotak Securities

- Mobile transaction volume crossed over ₹ 4,000 cr per month
- No. of trades on mobile app crossed over 3 lacs pm
- Contribution of Kotak Stock Trader app to overall brokerage crossed 7%
- Launched TradeSmart Insights and Derivatives - advance analytics tools to monitor portfolio movements, build derivatives strategies across Indian & 35,000 international stocks
- Launched Kotak Leap, a mobile application for sales teams to access, update, manage leads, track client application status, etc.

Kotak Life Insurance

- Genie (Tablet based end to end sales solution) crosses 10,000 policies in Dec 2015
- 19% (Sales in Dec) of business comes through Genie
- 3.7 Lacs customers registered on the online customer portal.
- 14% of renewal premium coming through digital platform
- 40% of switch requests serviced through online customer portal

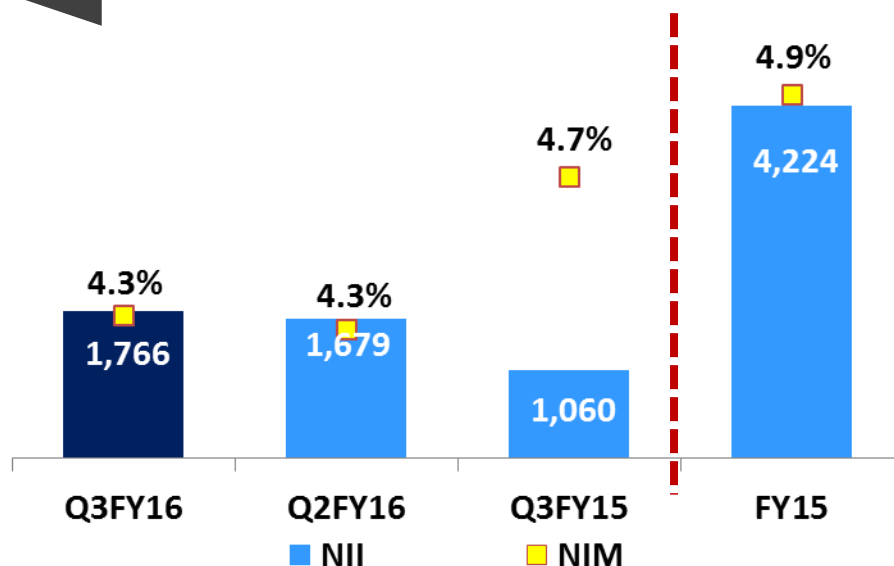
Profit and Loss Account



₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
Net Interest Income	1,766	1,679	1,060	4,224
Other Income *	722	616	494	2,028
Net Total Income	2,488	2,295	1,554	6,252
Employee Cost	618	623	368	1,450
Other Operating Expenses#	665	627	448	1,805
Operating Expenditure	1,283	1,250	816	3,255
Operating Profit	1,205	1,045	738	2,997
Provision On Advances (net)	148	189	84	275
Provision On Other Receivables	3	1	2	-
Provision On Investments	84	(14)	(56)	(111)
Provision & Contingencies	235	176	30	164
PBT	970	869	708	2,833
Provision For Tax	335	299	243	967
PAT	635	570	465	1,866

* Q2FY16 Includes reversal of income of ₹62 cr on account of a credit event w.r.t. a derivative customer

NII (₹ cr) and NIM



Asset Quality

- Restructured loans considered standard
₹ 346 cr (0.3%) of which ₹ 202 cr from eIVBL portfolio
- Post merger
 - No CDR participation
 - No transfer to ARC
 - No conversion to off-balance sheet
 - No 5/25 loans
 - No rectification

Other Income (₹ cr)	Q3FY16	Q2FY16	Q3FY15	FY15
Fee and Services	466	457	328	1,353
Others *	256	159	166	675
Total	722	616	494	2,028

* Q2FY16 Includes reversal of income of ₹62 cr on account of a credit event w.r.t. a derivative customer

Bank Segmental PBT

As per RBI (₹ cr)	Q3FY16	Q2FY16	Q3FY15	FY15
Corporate/Wholesale Banking	547	530	338	1,402
Retail Banking	318	328	240	957
Treasury, BMU* & Corporate Centre **	105	11	130	468
Unallocated Income	-	-	-	6
Total	970	869	708	2,833

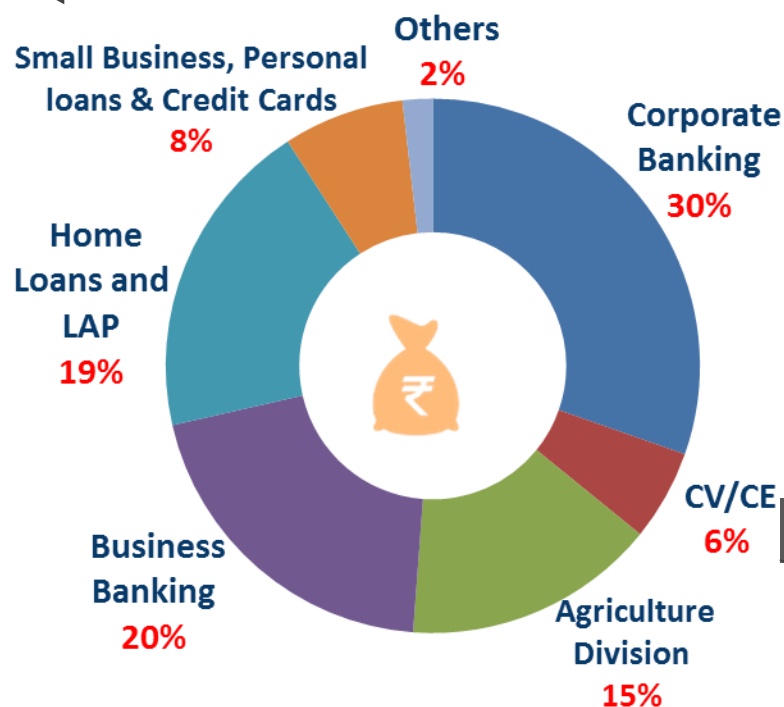
**Balance Sheet Management Unit*

*** integration costs are part of Treasury, BMU & Corporate Centre*

Q2FY16 Includes reversal of income of ₹ 62 cr on account of a credit event w.r.t. a derivative customer

Advances & Investments

31-Dec-15 [₹ 115,345 cr]



₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Corporate Banking	35,239	33,909	22,044	20,299
CV/CE	6,550	6,123	5,027	5,204
Agriculture Division	16,811	17,112	10,849	12,106
Business Banking	23,382	22,616	6,079	6,422
Home Loans and LAP	22,327	21,697	13,738	14,709
Small Business, PL & Credit Cards	8,813	8,171	5,929	6,263
Others	2,223	2,034	975	1,158
Total Advances	115,345	111,662	64,641	66,161

Advances as per Segmental Classification

₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Retail	48,651	48,339	26,317	29,113
Corporate	66,694	63,323	38,324	37,048
Total Advances	115,345	111,662	64,641	66,161
Investments / Treasury Assets	45,269	42,571	28,597	28,659
Total Advances and Investments	160,614	154,233	93,238	94,820

Balance Sheet

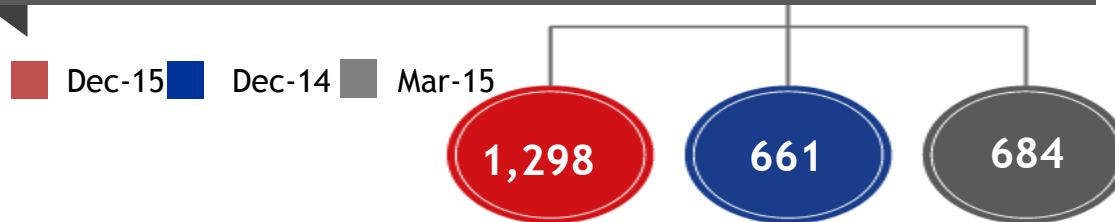


₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Networth	23,307	22,606	13,682	14,141
Deposits	130,939	123,211	73,066	74,860
CA	19,609	20,322	10,696	13,181
SA	26,579	24,335	12,354	14,036
<i>Certificate of Deposit</i>	11,505	8,987	5,206	3,785
<i>Term Deposit Others</i>	73,246	69,567	44,810	43,858
Borrowings	19,790	21,873	11,145	12,150
Other Liabilities and Provisions	8,093	7,736	4,342	4,861
Total Liabilities	182,129	175,426	102,235	106,012

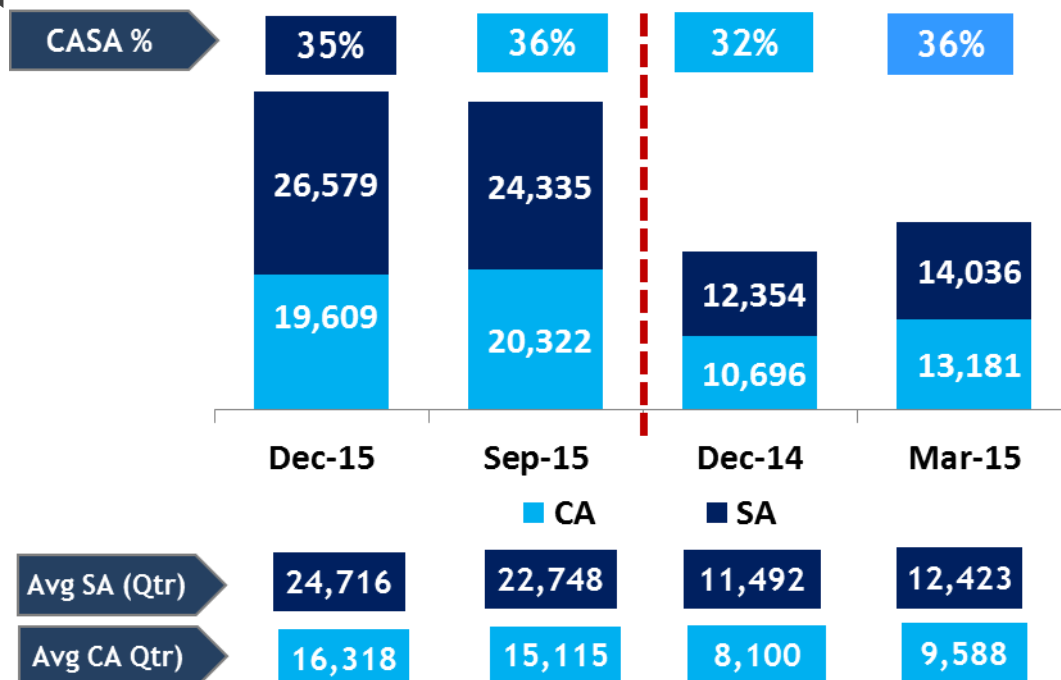
₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Cash, Bank and Call	9,817	9,498	4,366	6,262
Investments	45,269	42,571	28,597	28,659
<i>Government Securities</i>	39,038	36,358	23,267	22,882
<i>Others</i>	6,231	6,213	5,330	5,777
Advances	115,345	111,662	64,641	66,161
Fixed Assets and Other Assets	11,698	11,695	4,631	4,930
Total Assets	182,129	175,426	102,235	106,012

Branches & Deposits

No of Branches



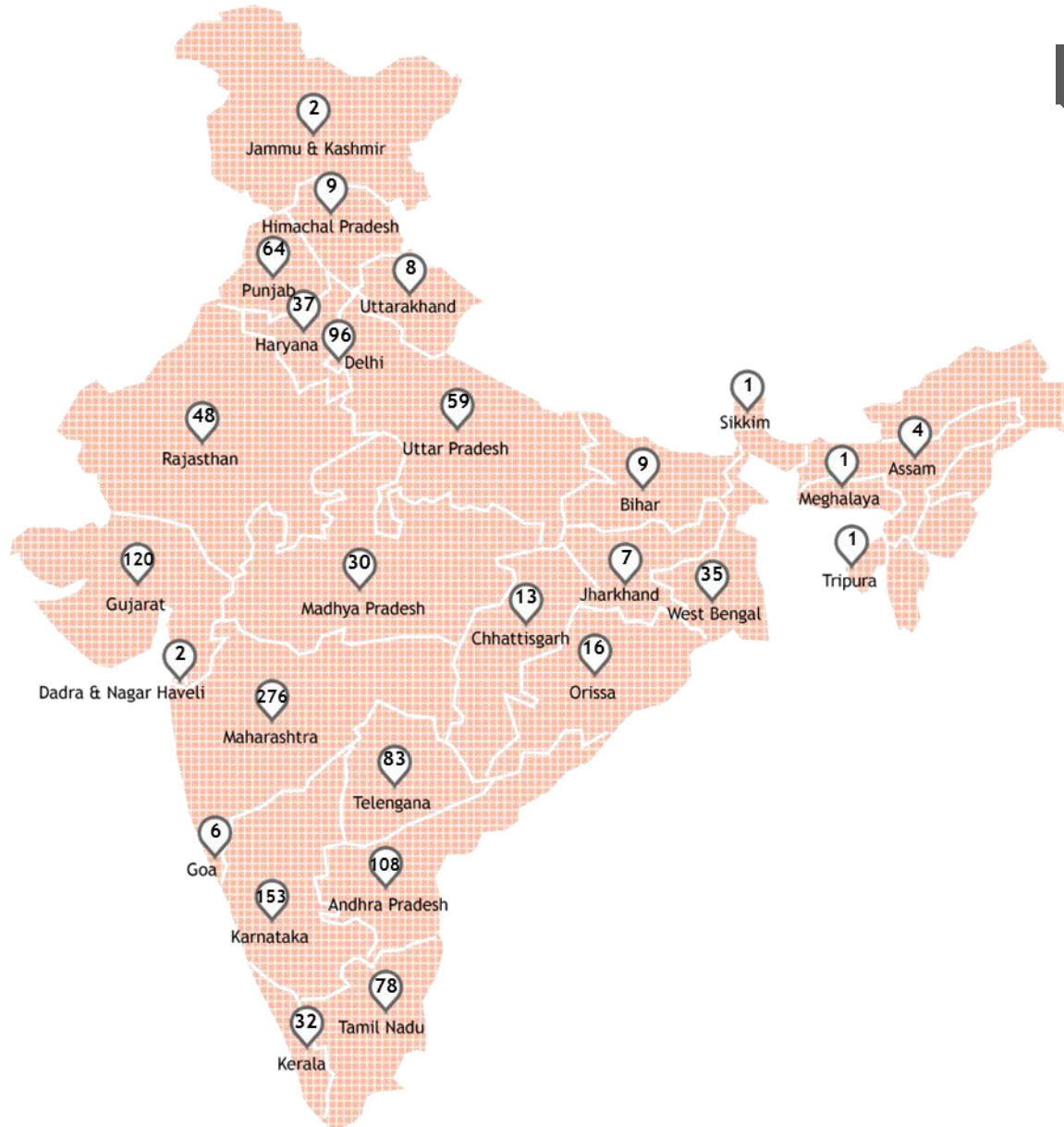
CASA (₹ cr)



Highlights

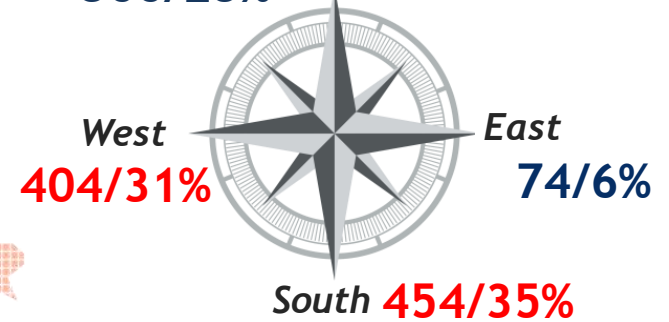
- Plan to reach 1,400 branches by CY 2017
- CASA and TDs below ₹ 5 cr constitute 69% of total deposits (65% as on Dec-14)
- TDs below ₹ 1 cr were ₹ 35,214 cr (₹ 18,360 cr as on Dec-14)
- TD sweep were ₹ 7,554 cr (₹ 5,642 cr as on Dec-14)
- Cost of SA - 5.50%

Geographical Presence



Branches 1,298 [No./%]

366/28% North

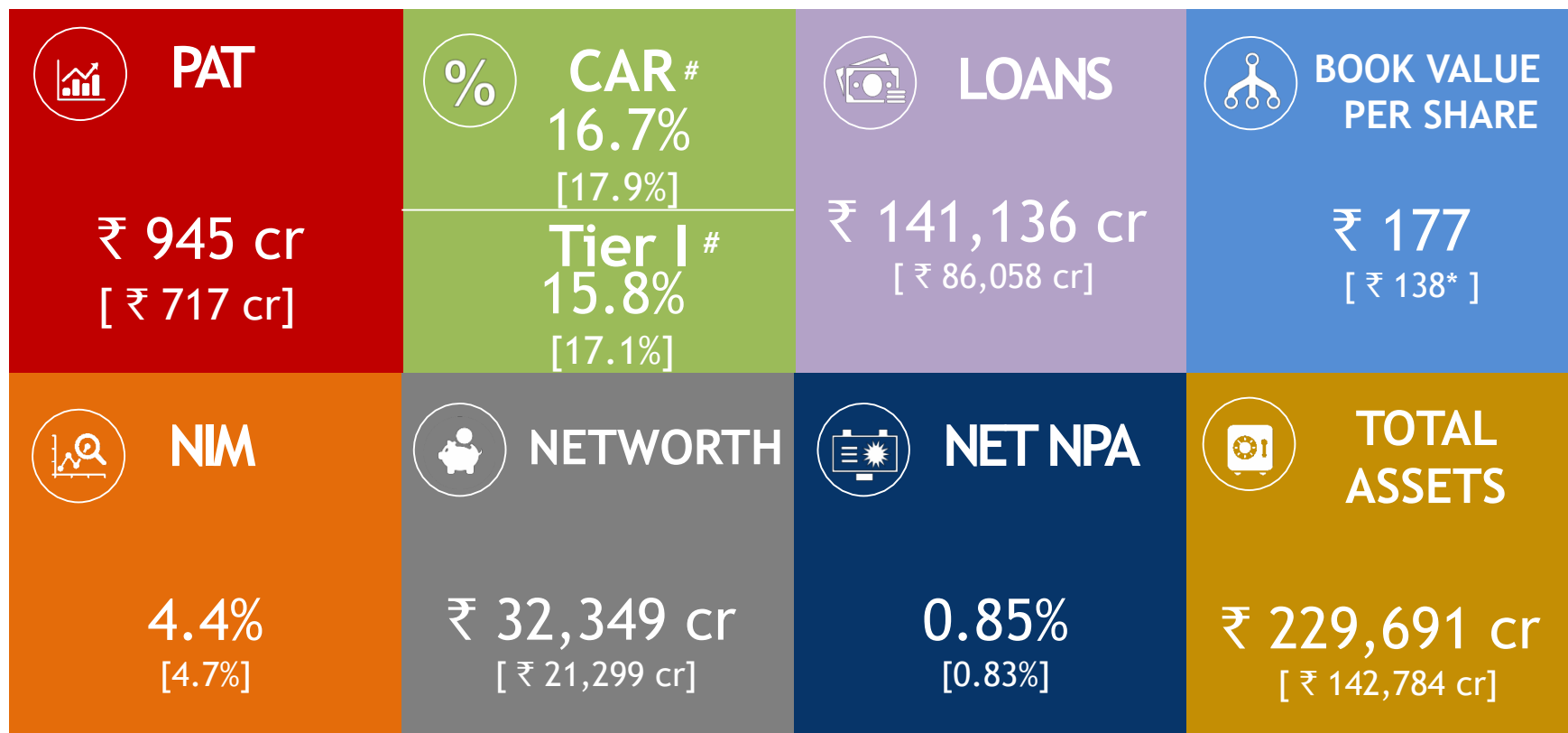


No of ATMs

1,987

Bank has a Rep office in Dubai

Consolidated Highlights Q3FY16



Figures in [brackets] are Q3FY15 numbers

As per Basel III, including unaudited profits. Excluding profit CAR 15.5%, Tier I 14.6% (CAR 16.2% and Tier I 15.4%)

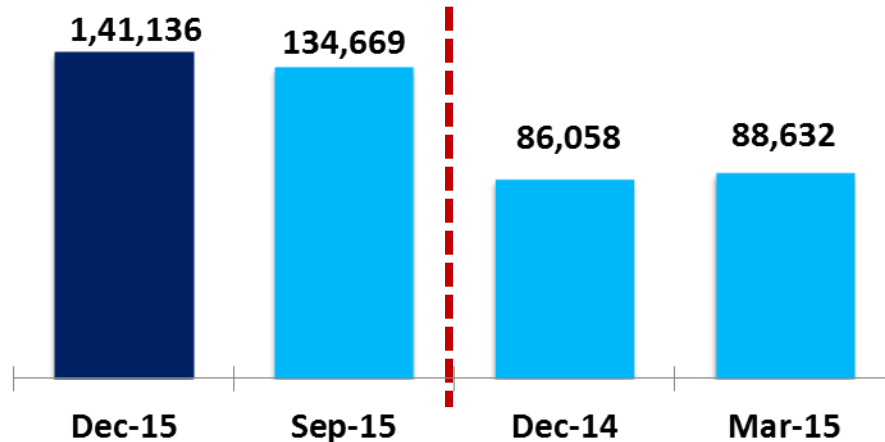
* Adjusted for bonus issue

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

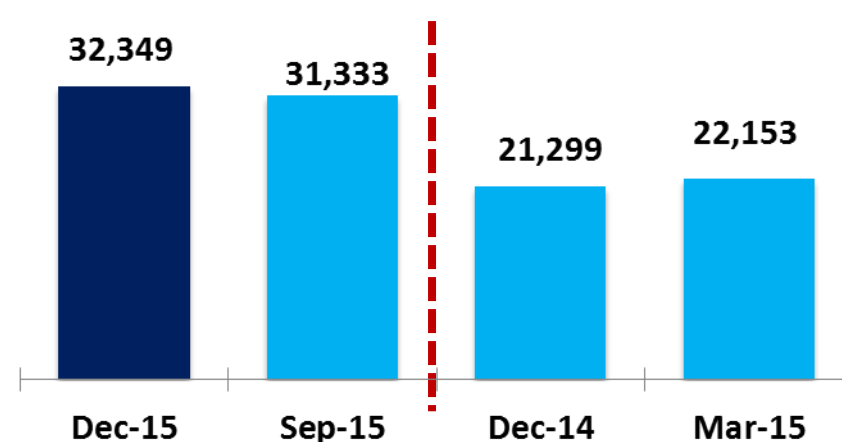
Consolidated Key Financials



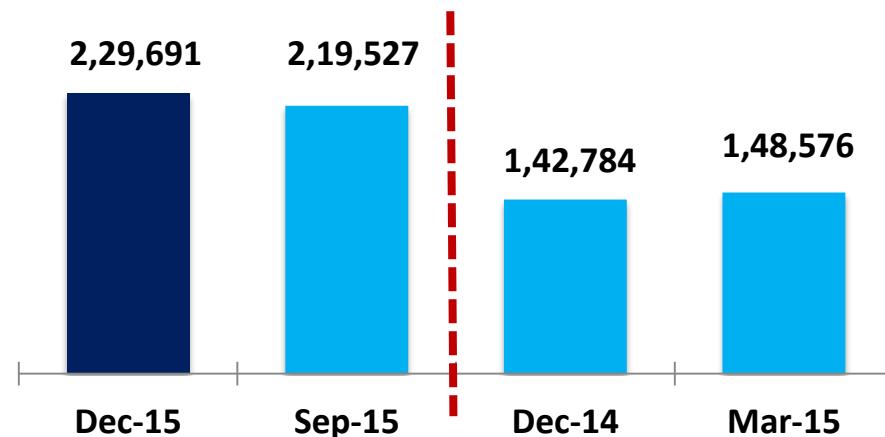
Advances [₹ cr]



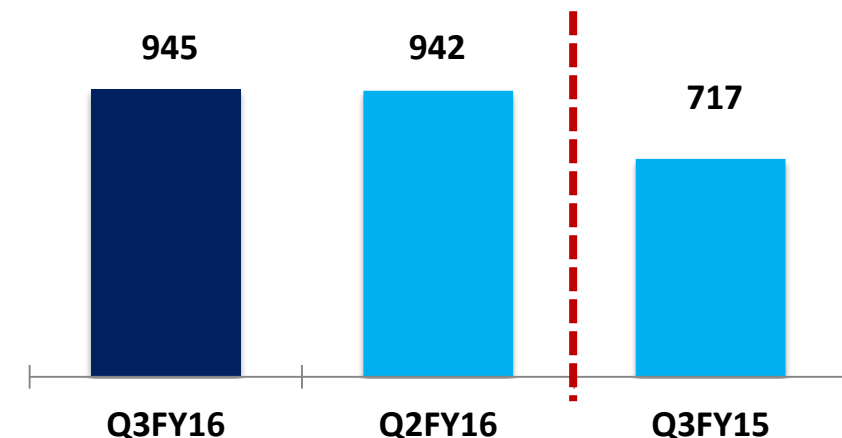
Network [₹ cr]



Total Assets [₹ cr]



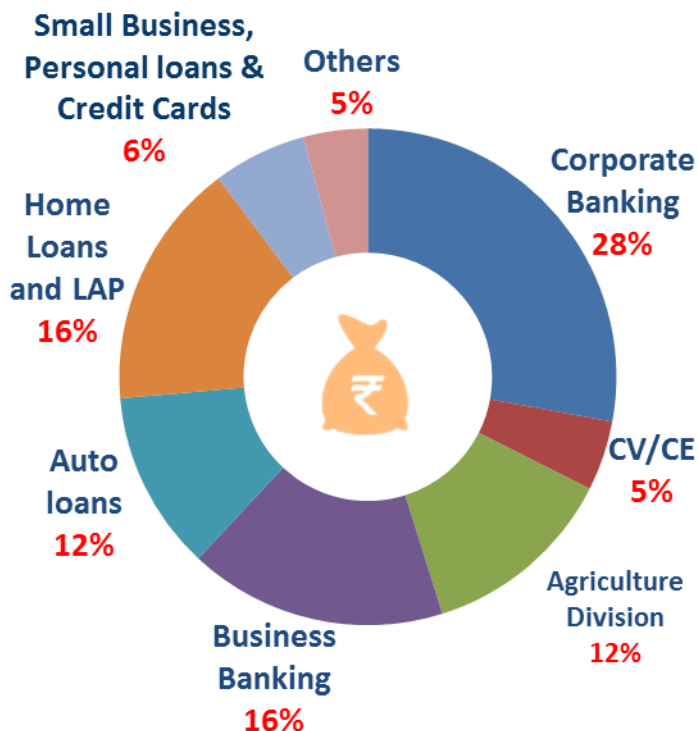
PAT [₹ cr]



Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

Consolidated Advances & Investments

31-Dec-15 (₹ 141,136 cr)



₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Corporate Banking	39,988	37,569	25,933	24,546
CV/CE	6,550	6,123	5,027	5,204
Agriculture Division	16,811	17,112	10,849	12,106
Business Banking	23,382	22,616	6,079	6,422
Auto loans	16,410	15,726	14,196	14,691
Home Loans and LAP	22,327	21,697	13,738	14,709
Small Business, PL & Credit Cards	8,835	8,199	5,968	6,298
Others	6,833	5,627	4,268	4,656
Total Advances	141,136	134,669	86,058	88,632
Investments/ Treasury Assets *	49,496	40,064	31,746	31,910
Total Advances & Investments	190,632	180,733	117,804	120,542

* Does not include policy holders' investments

Consolidated PAT



₹ cr	Q3FY16	Q2FY16	Q3FY15	9MFY16	9MFY15	FY15
Kotak Mahindra Bank	635	570	465	1,394	1,339	1,866
Kotak Mahindra Prime	126	127	120	372	365	507
Kotak Mahindra Investments	39	36	24	104	66	106
Kotak Life Insurance	60	48	51	174	153	229
Kotak AMC and TC	4	23	(10)	47	(11)	(29)
Kotak Securities	55	78	60	200	193	290
Kotak Mahindra Capital	6	7	(6)	16	(17)	12
International subsidiaries	26	32	14	83	33	51
Kotak Investment Advisors	(1)	-	2	-	15	26
Others	(1)	(2)	-	(3)	-	-
Total	949	919	720	2,387	2,136	3,058
Minority Interest	(15)	(13)	(13)	(45)	(40)	(60)
Affiliates and Others	11	36	10	62	37	47
Consolidated PAT	945	942	717	2,404	2,133	3,045

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

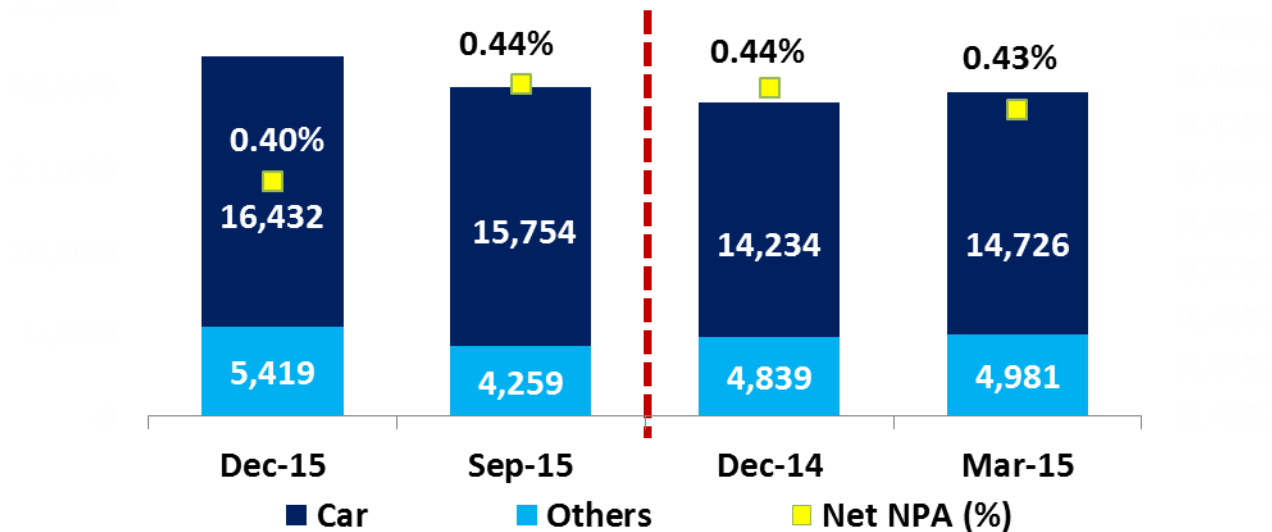
Entity Wise Network



₹ cr	31-Dec-15	30-Sep-15	31-Dec-14	31-Mar-15
Kotak Mahindra Bank	23,307	22,606	13,682	14,141
Kotak Mahindra Prime	3,721	3,596	3,207	3,350
Kotak Mahindra Investments	791	753	577	617
Kotak Life Insurance	1,445	1,385	1,194	1,291
Kotak AMC and TC	149	144	115	102
Kotak Securities	2,583	2,529	2,288	2,384
Kotak Mahindra Capital	431	425	385	415
Kotak Mahindra General Insurance	131	132	-	1
International subsidiaries	602	571	466	480
Kotak Investment Advisors	266	267	256	266
Other Entities	47	45	32	31
Total	33,473	32,453	22,202	23,078
Add: Associates	660	638	583	586
Less: Minority, Inter-company and Other Adjustments	(1,784)	(1,758)	(1,486)	(1,511)
Consolidated Network	32,349	31,333	21,299	22,153

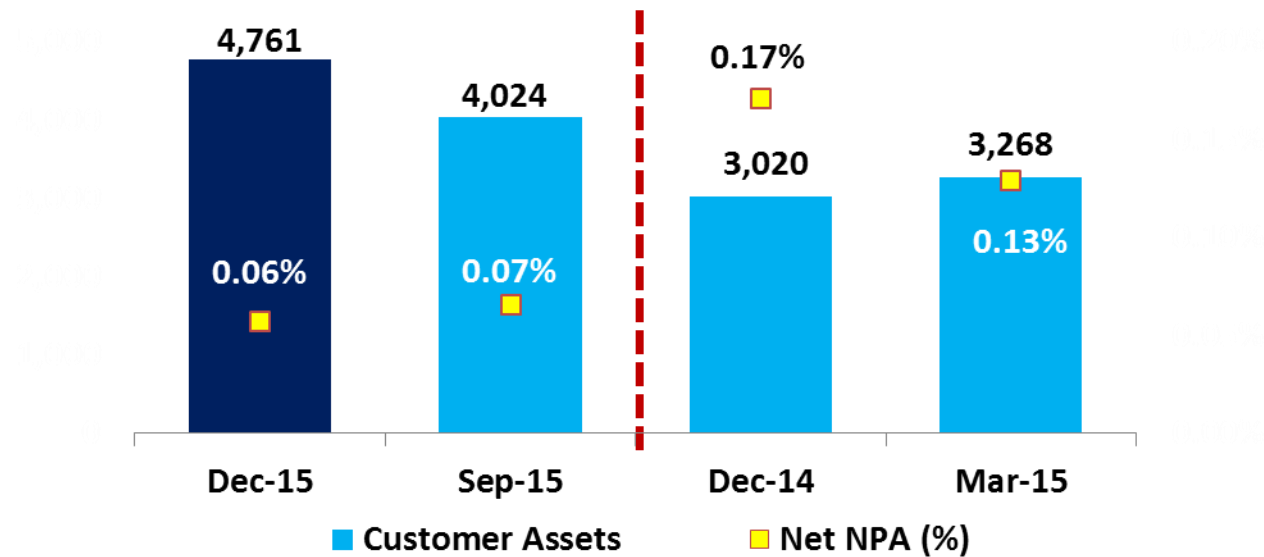
Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

Customer Assets (₹cr) & NPA (%)

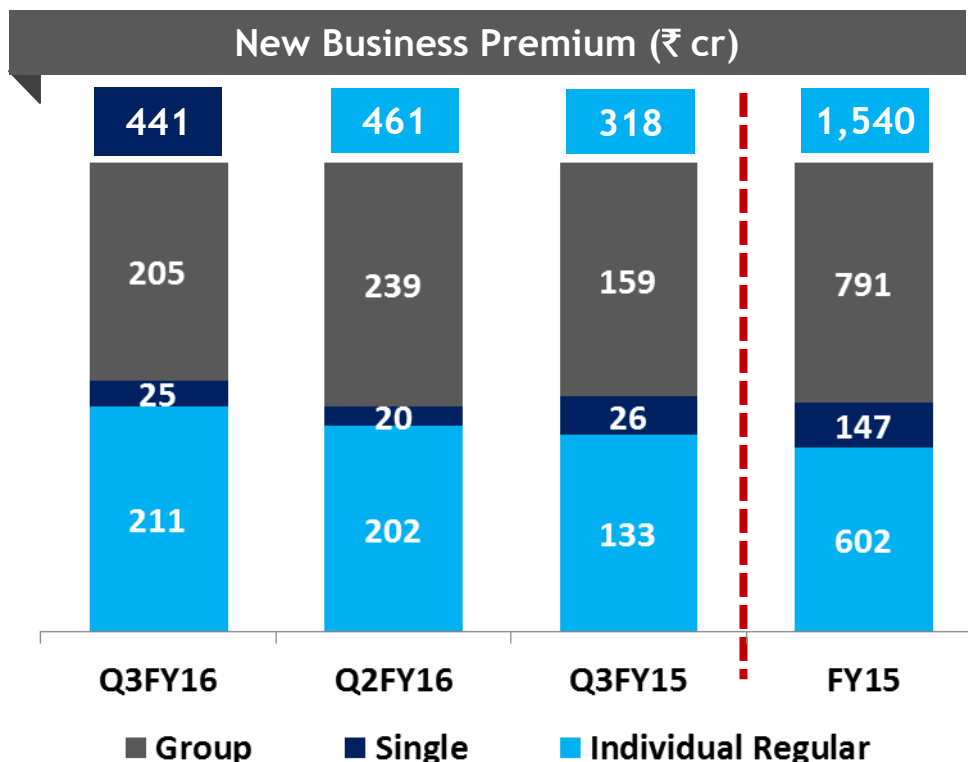


₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
NII	247	237	220	915
Other Income	50	61	48	206
Total Income	297	298	268	1,121
Profit Before Tax	193	195	183	774
Profit After Tax	126	127	120	507
CAR (%)				18.3
ROA (%) - annualised				2.5

Customer Assets (₹cr) & NPA (%)



₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
NII	70	63	44	164
Other Income	3	5	3	37
Total Income	73	68	47	201
Profit Before Tax	60	55	37	158
Profit After Tax	39	36	24	106
CAR (%)				18.3
ROA (%) - annualised				5.0

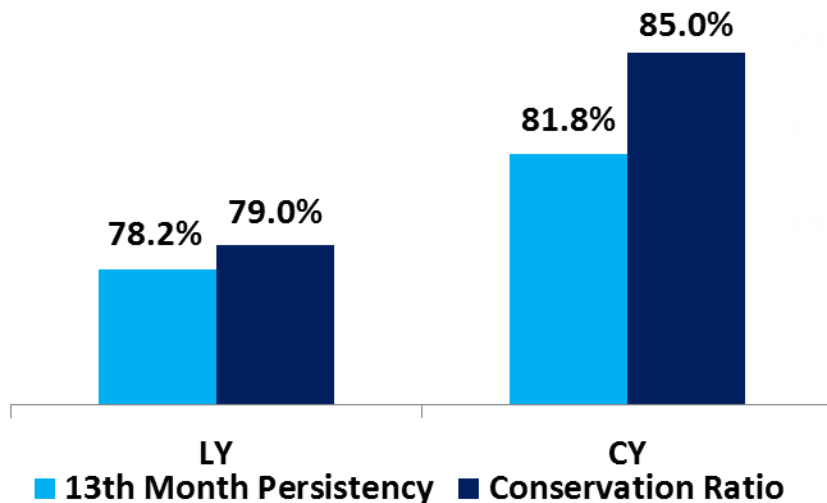


Highlights

- Individual regular business grew by 78% against private insurance industry growth of 13%
- Group business grew by 50%
- On APE basis, Kotak Bank share for Q3FY16 is 48% (PY - 34%) for first year individual premium
- Sum assured increased 29% yoy

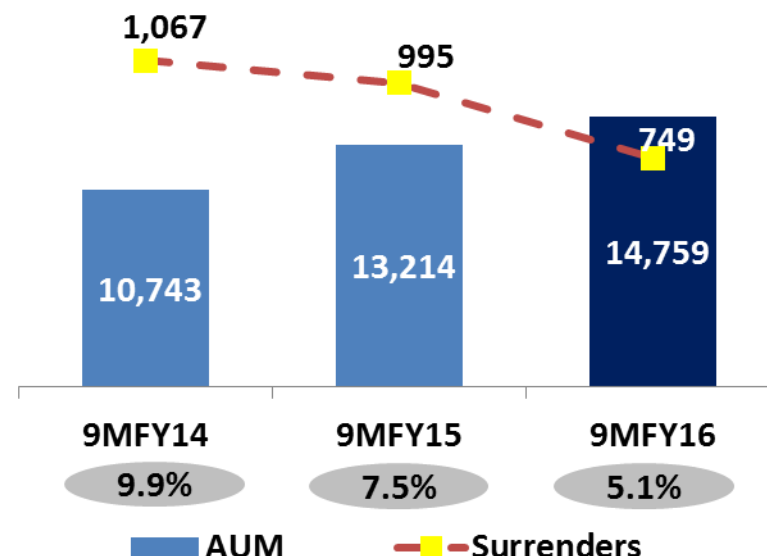
₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
Capital	562	562	562	562
Total Premium	842	842	668	3,038
Profit After Tax	60	48	51	229
Persistency Ratio (%)	87	86	86	89
Solvency Ratio (%)	3.20	3.16	2.95	3.13

13th Month Persistency* & Conservation Ratio



* The 13th Month persistency is after a time lag of 45 days from quarter end, accordingly the current number is of Q2FY16

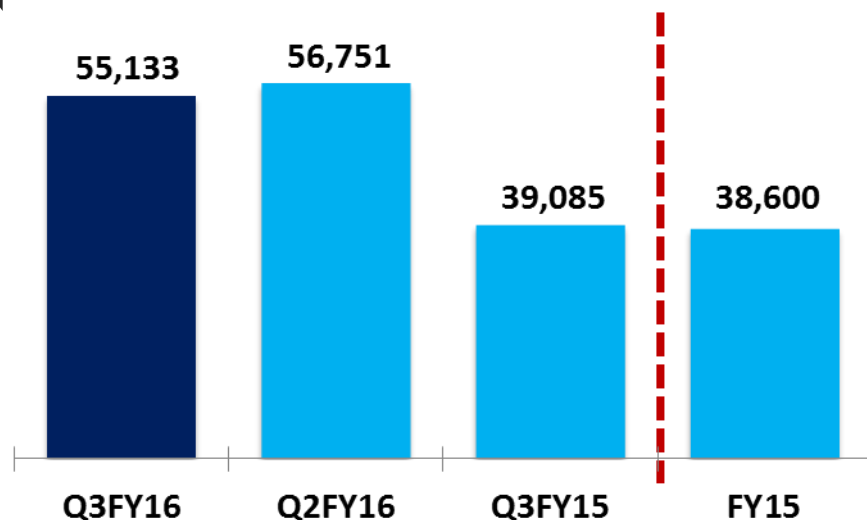
Surrenders and AUM (₹ cr)



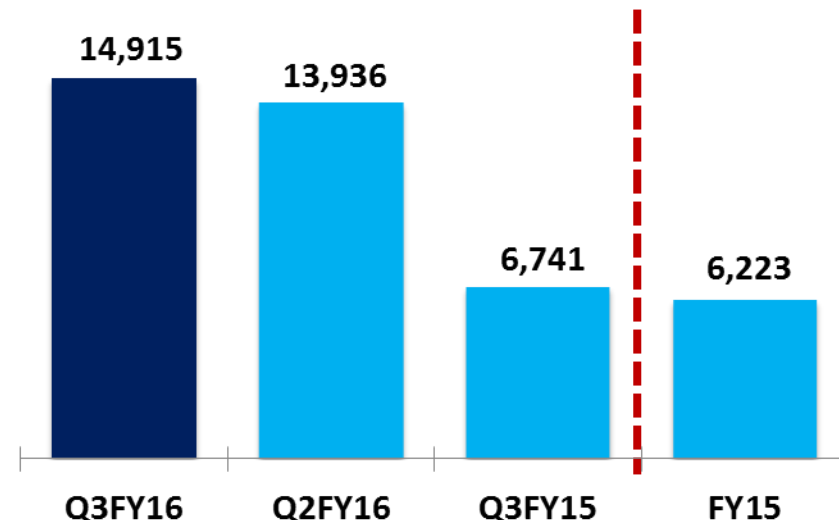
- KLI has shown improvement in Conservation ratio and persistency
- Policyholders' AUM increased at a CAGR (9MFY14-9MFY16) of ~17%
- The claims settlement ratio of KLI for 2014-15 stood at 98.4%, which is one of the best amongst the private players
- Number of lives covered grew by 47% YoY
- Investment Performance of 100% of Equity Funds in Quartile 1

Kotak Mahindra AMC & Trustee Co

Average Assets Under Management (₹cr) - Overall



Average Assets Under Management (₹cr) - Equity

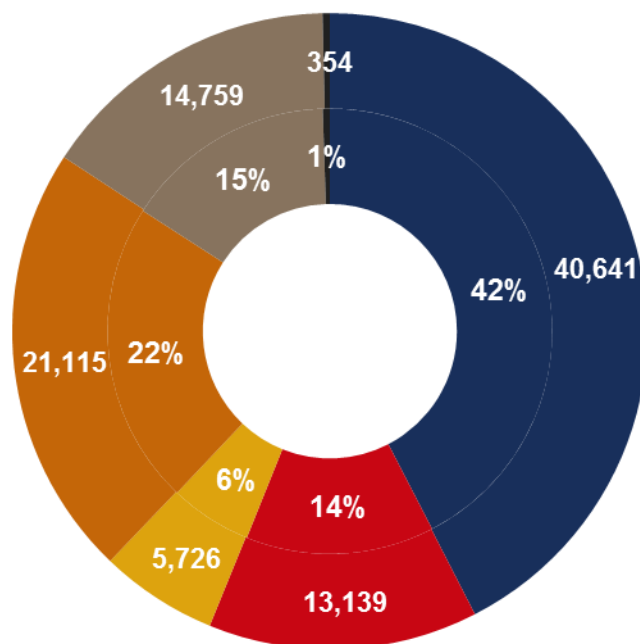


₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
Total Income	59	59	32	137
Profit Before Tax	13	24	(9)	(25)
Profit After Tax	4	23	(10)	(29)

Highlights

- On Avg AUM basis, ranked No. 8 in Q3FY16 (No. 9 - Q2FY16)
- Closing equity market share in Dec-15 at 3.29% (2.59% - Mar 15)
- Mobile factsheet app - first of its kind initiative

Dec 31, 2015

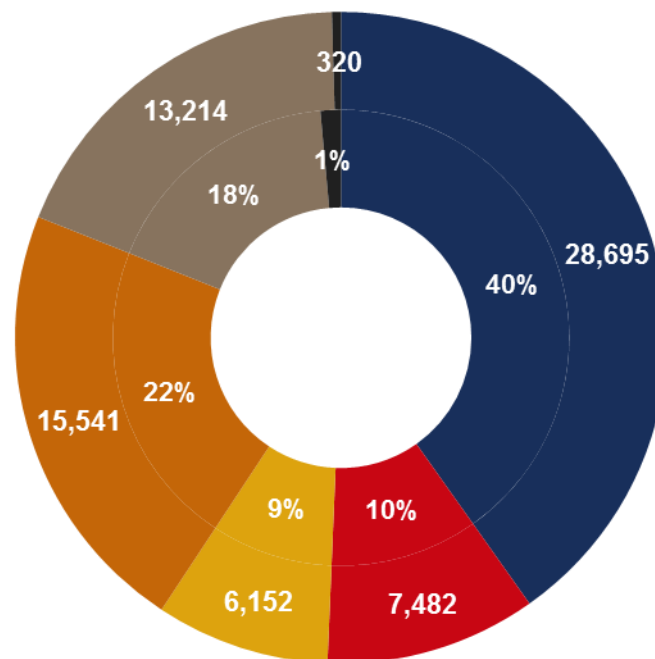


■ Domestic MF Debt ■ Domestic MF Equity ■ Alternate Asset
■ Offshore Funds ■ Insurance ■ PMS



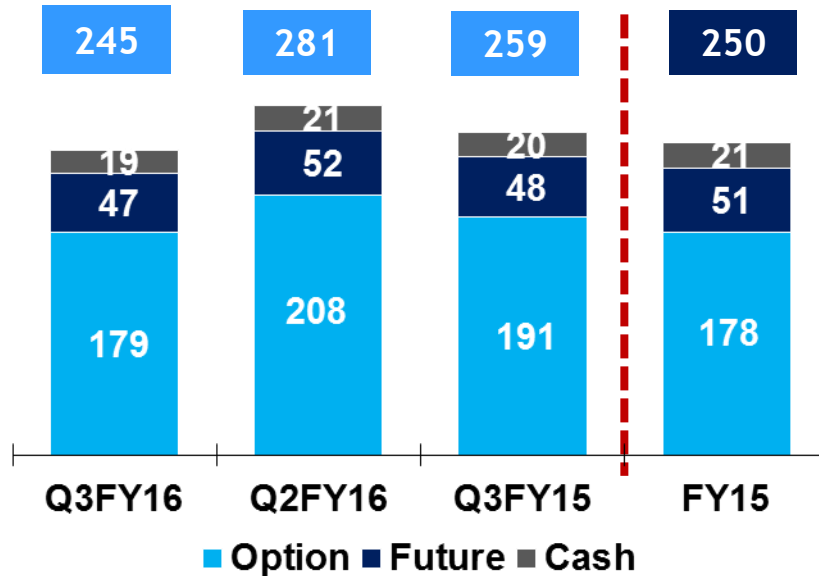
AUM ₹ 95,735 cr

Dec 31, 2014

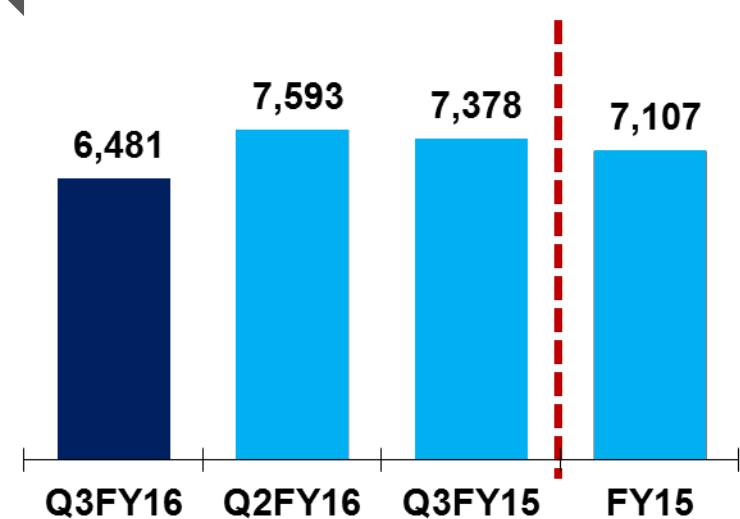


AUM ₹ 71,404 cr

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS



₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
Total Income	228	270	223	960
Profit Before Tax	83	120	91	441
Profit After Tax	55	78	60	290
Market Share * (%) (YTD)	2.7	2.7	2.8	2.8

*excluding BSE Derivative segment

Kotak Securities services more than 1.1 million secondary market customers through 1,197 branches & franchises

Mergers & Acquisitions



₹ 13,435 cr

Acquisition of controlling stake in Viom Networks Limited by American Tower Corporation



₹ 4,435 cr

Merger of Advanta Limited with UPL Limited



Air conditioning solutions

₹ 616 cr

Advisor to the Committee of Independent Directors of Hitachi Home & Life Solutions India Ltd. for Open Offer by Johnsons Control Inc



₹ 141 cr

Manager to the Buyback Offer



₹ 105 cr

Manager to the open offer for the acquisition of 25% stake in Xchanging Solutions Ltd. by CSC

Equity



₹ 3,017 cr

Initial Public Offering (IPO)



₹ 1,150 cr

Initial Public Offering (IPO)



₹ 632 cr

Initial Public Offering (IPO)



₹ 508 cr

Initial Public Offering (IPO)

SH Kelkar

₹ cr	Q3FY16	Q2FY16	Q3FY15	FY15
Total Income	28	29	13	89
Profit Before Tax	8	12	(6)	16
Profit After Tax	6	7	(6)	12

Bank Awards & Recognition



○ **Best Private Bank in India**
Euromoney Awards for
Excellence, Asia 2015

○ **Best Private Bank India**
FinanceAsia Country Awards
2015

○ **Best Retail Growth
Performance**
Dun & Bradstreet Awards
2015

○ **Best Private Bank India**
Global Private Banking Awards
2015

○ **AsiaMoney Cash Management
Poll 2015**

- **Best Local Cash
Management Bank in India**
(7th year in a row)
For SME
- **Best Overall Domestic Cash
Management Services**
Small, Medium & large Size
Corporates
- **Best Overall Cross-Border
Cash Management Services**
Small & Large Size
Corporates

○ **DataQuest Business
Technology Award 2015**
DataQuest Magazine

○ **Bank of the year-2015**
12th India International
Gold Convention in the
Emerging Nominated
Agency-Bullion category

○ **Shanti Ekambaram
Most Powerful Women
2015**
Business Today

○ **Jaimin Bhatt
CFO Awards - Banking 2015**
ICAI

○ **Excellent Performance
in CTS & IMPS
(Small bank Category)**
NPCI's National
Payments Excellence
Awards 2015

○ • **Market Outperformer**
• **Best in Technology**
Global Custodian India
Domestic Survey 2015

○ **Most Imminent Bank
2014**
by Outlook Money

○ **Mr. Uday Kotak
Business Leader of the year**
ET Awards 2015

○ **Entrepreneur of the Year**
Forbes India Leadership Awards
2015

○ **Ernst & Young World
Entrepreneur Of The Year**
India Award 2014

○ **IR Global Ranking - among
the top 5 Best Ranked
Companies for Corporate
Governance Practices**

Awards and Recognition



○ **Best Domestic Equity House**
Asiamoney - 2015

○ **SKOCH BSE Aspiring
Nation Award 2015**

○ **Best Investment Bank in India,**
FinanceAsia Country Awards for
Achievement 2014

○ **Best Domestic Investment
Bank - The Asset Triple A**
Country Awards 2014

○ **Securities Advisory Firm of the
Year in India - CorporateINTL**
Global Awards 2014

○ **Best ECM House in India**
FinanceAsia Country Awards
for Achievement 2014



○ **Ranked #1** across domestic &
foreign brokerages
Institutional Investor's 2015
All-India Research Team

○ **Ranked #2** across foreign &
domestic brokerages
Institutional Investor's 2015
All-India Sales Team

○ **Asiamoney Brokers Poll 2015**

- Ranked #1 in Overall Research for India across foreign & domestic brokerages
- Ranked #1 in Execution for India across foreign & domestic brokerages
- Ranked #2 for Most Independent Research Brokerage

○ **Best Brokerage House - India -**
The Asset Triple A Country
Awards 2014



○ **Best Broker in India**
FinanceAsia Country Awards for
Achievement 2015

○ **Best SEO for Website, India**
Digital Media Awards (IDMA) 2015

○ **Best SEO for Website**
Silver Award at DMAI 2015

○ **NSDL Star Performers Award 2014**
Top Performer in New Accounts Opened
(Non-Bank Category)

○ **Kotak Mahindra Asset Management**
Awarded ETF Manager of the Year (India)
under Country
Category Awards by ETFI Asia -ETF &
Indexing Awards 2015

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 / Nimesh Kampani

Kotak Mahindra Bank Limited

Tel: +91 22 61660000

E-mail: investor.relations@kotak.com