

Earnings Update

Kotak Bank - Standalone Highlights

PAT

₹ 282 cr
(₹ 252 cr)

Networth

₹ 8,288 cr
(₹ 7,077 cr)

Loans

₹ 42,318 cr
(₹ 32,339 cr)
up 31% yoy

**Restructured
Loans- standard**

₹ 12 cr
(₹ 38 cr)

**Net
NPA ***

0.78% (0.49%)

CAR#

16.6% (18.2%)
as per Basel II

Tier 1 #

15.0% (16.1%)
as per Basel II

CASA

₹ 11,054 cr
(₹ 8,254 cr)
Up 34% yoy

- Excluding acquired stressed assets

Excluding unaudited profits. CAR & Tier 1 including profits – 17.1% & 15.5% resp

Figures in brackets are Q1FY12 numbers

Consolidated Highlights

PAT

₹ 443 cr
(₹ 416 cr)

Networth

₹ 13,430 cr
(₹ 11,406 cr)

Loans

₹ 57,049 cr
(₹ 44,699 cr)
up **28%** yoy

**Net
NPA ***

0.64% (0.41%)

NIM

4.7% (5.0%)

RoA

1.9% (2.2%)

Total Assets

₹ 96,842 cr
(₹ 78,542 cr)
up **23%** yoy

Book Value

₹ 180.9 per share
(₹ 154.6 per share)

* Excluding acquired stressed assets

Figures in brackets are Q1FY12 numbers

Consolidated Advances & Investments

₹ cr	Mar 31, 2012	Jun 30, 2011	Jun 30, 2012
Commercial vehicles & Construction equipment	7,798	6,771	8,469
Agriculture Finance	5,714	4,356	6,106
Auto loans	10,600	8,978	11,161
Mortgage Loans	8,333	7,077	8,739
Personal loans	1,868	1,360	1,944
Business Banking	3,515	2,533	3,423
Corporate Banking	12,321	11,078	14,386
Others	2,995	2,546	2,821
Total Advances	53,144	44,699	57,049
Investments/ Treasury Assets *	23,261	19,422	23,219
Total Advances and Investments	76,405	64,121	80,268

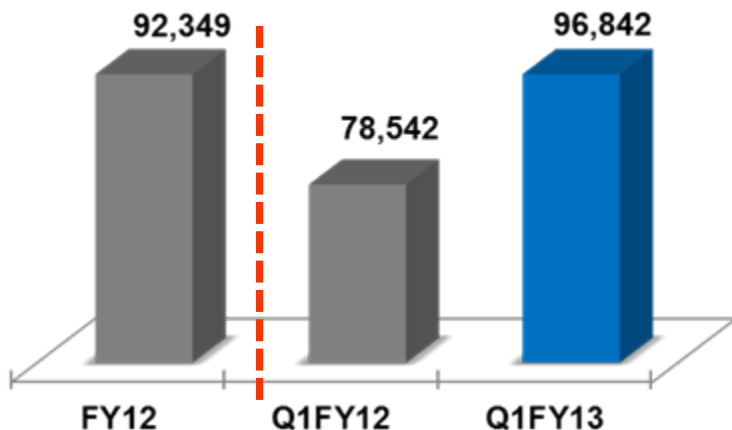
* Does not include policy holders' investments

Consolidated PAT

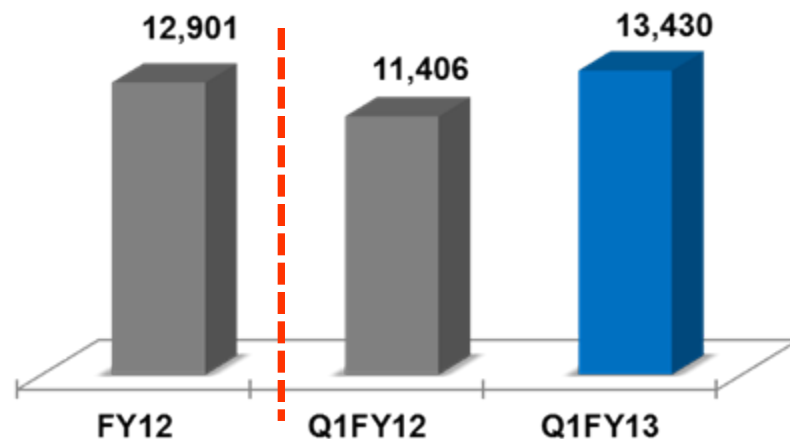
₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Kotak Mahindra Bank	1,085	297	252	282
Kotak Mahindra Prime	385	97	94	94
Kotak Securities	126	50	23	23
Kotak Mahindra Capital Company	6	5	1	6
Kotak Mahindra Old Mutual Life Insurance	203	57	46	32
Kotak Mahindra AMC & Trustee Co	22	3	9	4
International subsidiaries	(11)	3	(3)	(5)
Kotak Investment Advisors	36	10	11	8
Kotak Mahindra Investments	15	6	3	4
Total	1,867	528	436	448
Minority Interest, Equity Affiliates, others	(35)	(7)	(20)	(5)
Consolidated PAT	1,832	521	416	443

Consolidated Key Financials

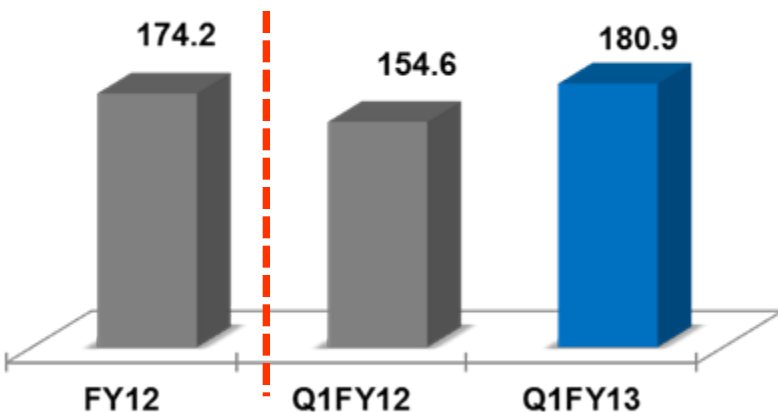
Total Assets (₹ cr)



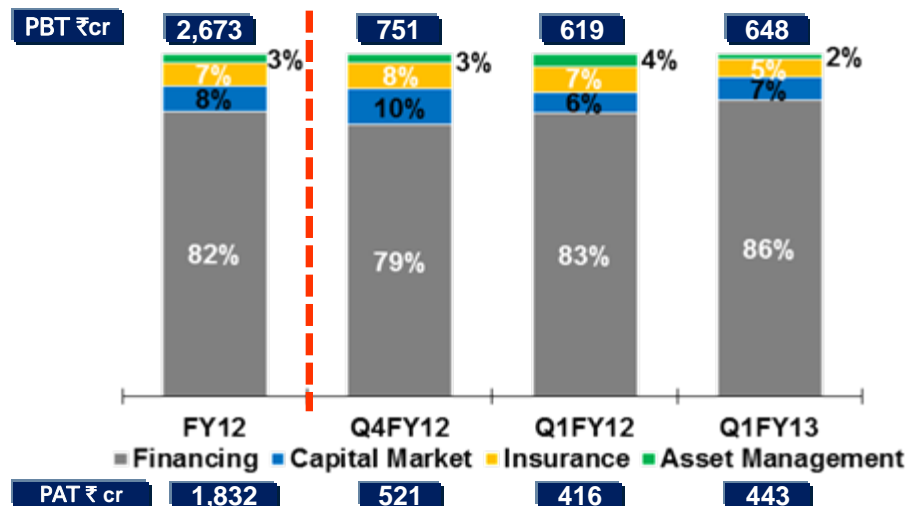
Networth (₹ cr)



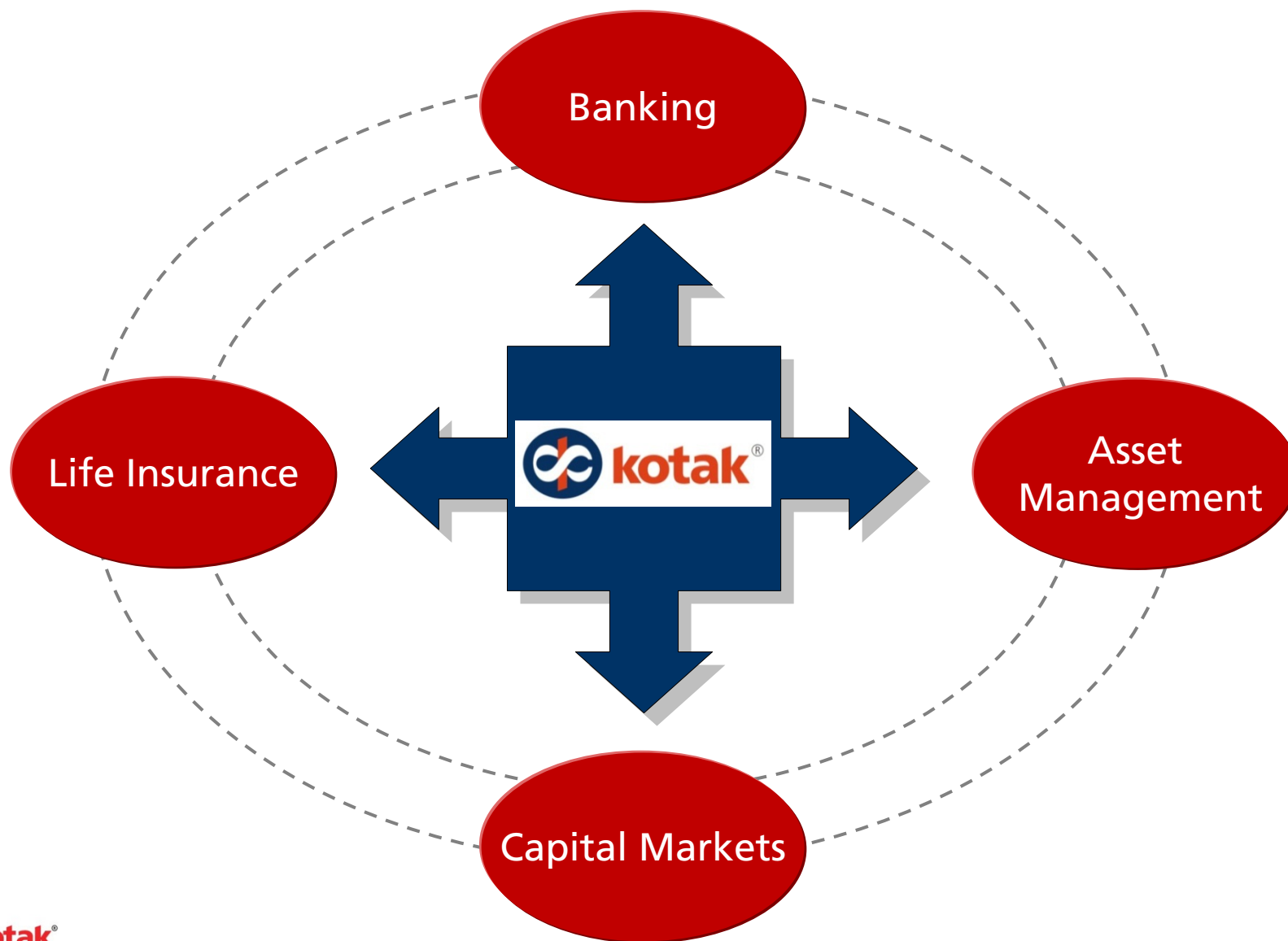
Book Value per share (₹)



PBT Mix

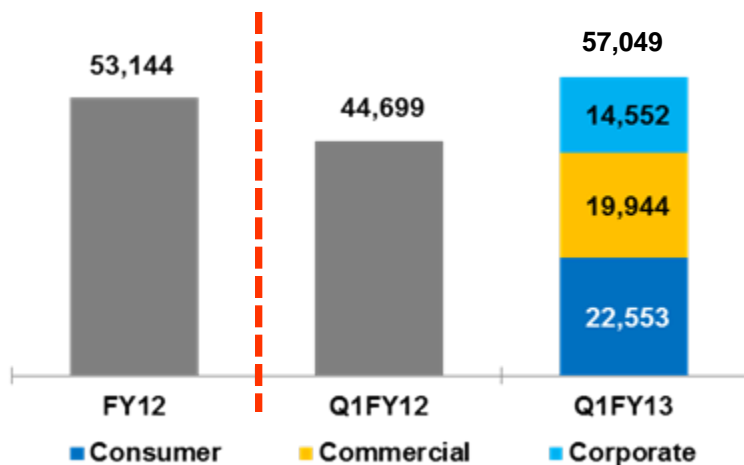


Integrated Financial Services

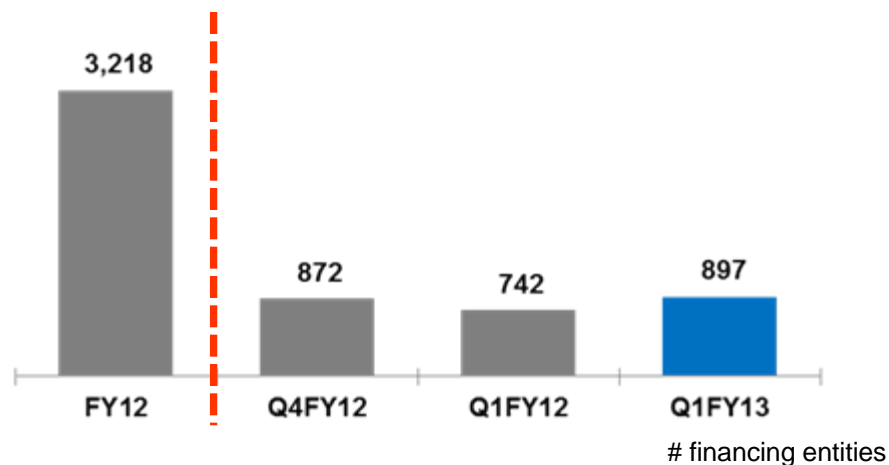


Financing Business

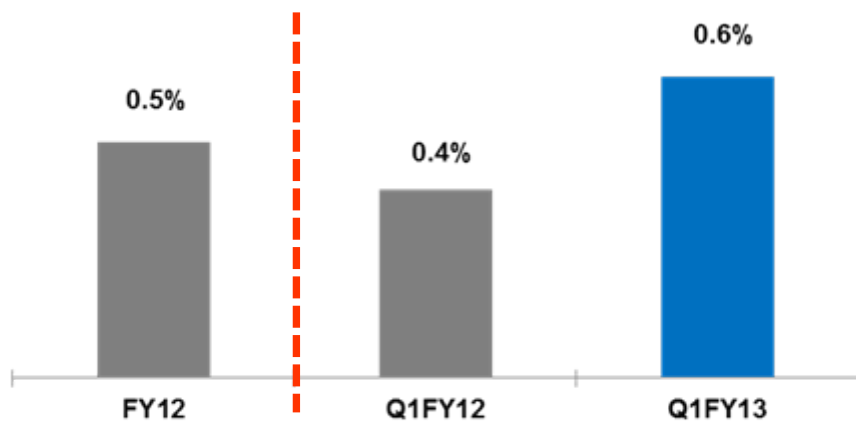
Advances (₹ cr)



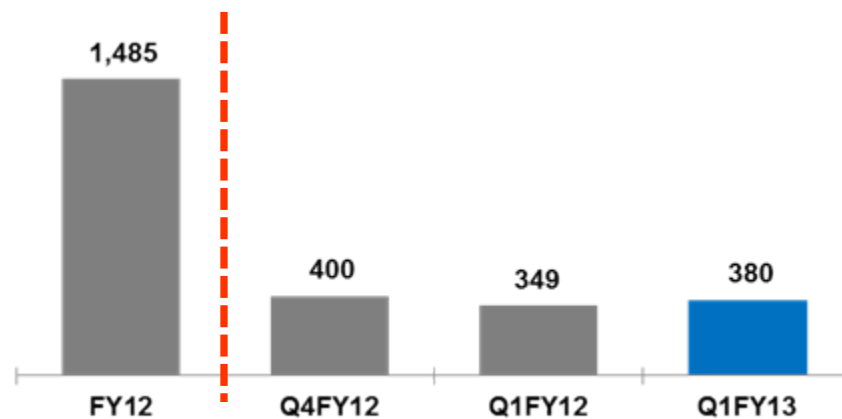
Net Interest Income (₹ cr)



Net NPA (%)*

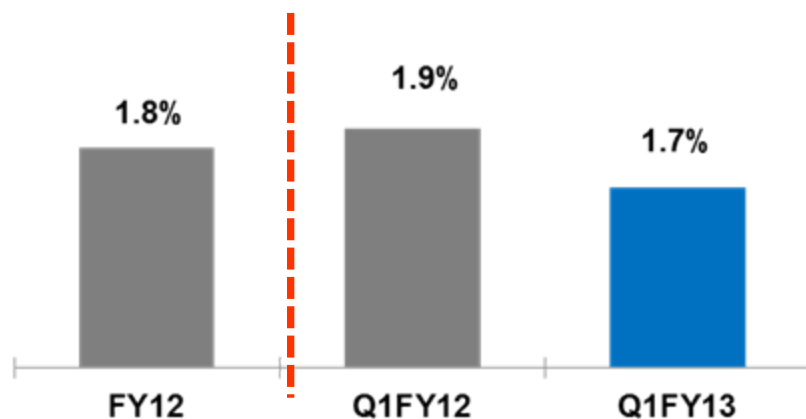


PAT (₹ cr)

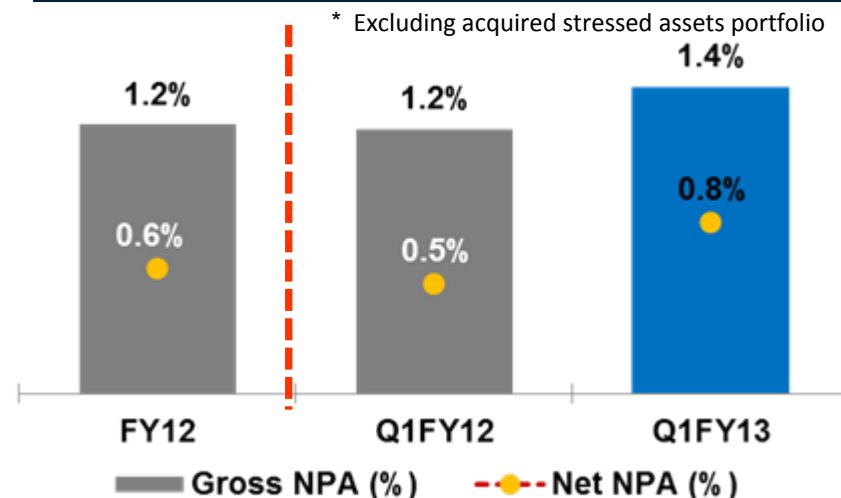


Bank Key Ratios

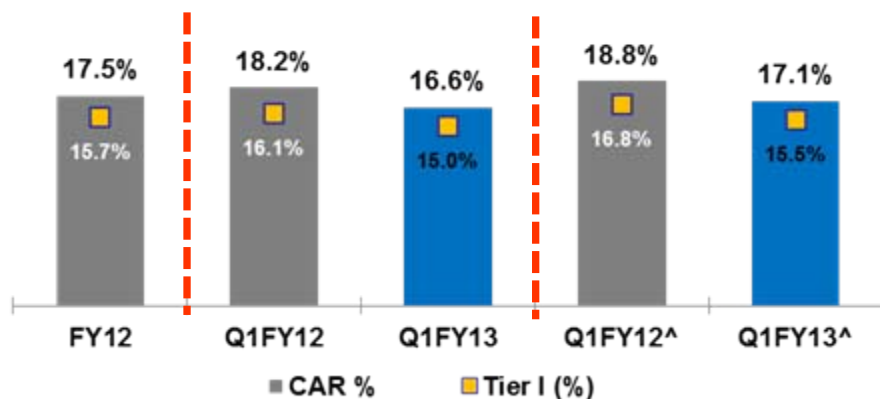
RoA (%)



NPA * (%)



CAR & Tier I (%)



Asset Quality

- Restructured assets considered standard (as % of net advances)
 - ❖ Jun 30, 2012 - ₹ 12 cr (0.03%)
 - ❖ Mar 31, 2012 - ₹ 20 cr (0.05%)
 - ❖ Jun 30, 2011 - ₹ 38 cr (0.12%)
- PCR (as per RBI circular) as on Jun 30, 2012 – 62.5%

Bank Profit and Loss

₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Net Interest Income	2,512	688	568	721
Other Income	978	254	228	241
Net Total Income	3,490	942	796	962
Employee Cost	872	225	206	257
Other Operating Expenses	963	272	204	257
Operating Expenditure	1,835	497	410	514
Operating Profit	1,655	445	386	448
Provision on advances & receivables	73	12	13	52
Provision on investments	(18)	(8)	9	(18)
Provision & contingencies	55	4	22	34
PBT	1,600	441	364	414
Provision for Tax	515	144	112	132
PAT	1,085	297	252	282

Bank Segment performance

₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Corporate/Wholesale Banking	997	296	238	238
Retail Banking	566	121	135	133
Treasury & BMU*	35	22	(9)	42
Unallocated Income	2	2	-	1
Total	1,600	441	364	414

* Balance Sheet Management Unit

Bank Advances & Investments

₹ cr	FY12	Q1FY12	Q1FY13
Commercial vehicles & Construction equipment	7,798	6,772	8,469
Agriculture Finance	5,714	4,355	6,106
Mortgage loans	8,333	7,077	8,739
Personal loans	1,868	1,359	1,935
Business Banking	3,510	2,527	3,419
Corporate Banking	10,942	9,669	12,843
Others	914	580	807
Total Advances	39,079	32,339	42,318

Advances – as per segmental classification

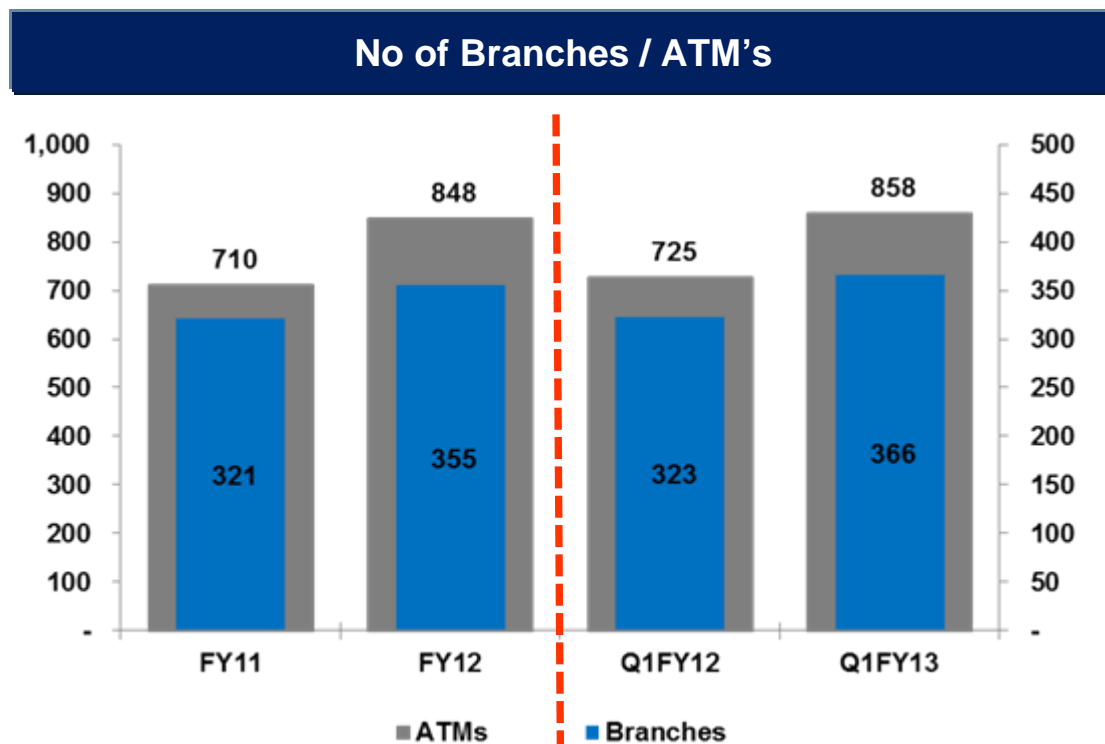
₹ cr	FY12	Q1FY12	Q1FY13
Retail	21,062	17,906	21,329
Corporate	18,017	14,433	20,989
Total Advances	39,079	32,339	42,318
Investment / Treasury Assets	21,567	17,925	21,184
Total Advances and Investments	60,646	50,264	63,502

Bank Balance Sheet

₹ cr	FY12	Q1FY12	Q1FY13
Net Worth	7,946	7,077	8,288
Deposits	38,537	31,047	41,632
CA	7,352	4,947	5,514
SA	5,050	3,307	5,540
TD Sweep	2,710	2,246	3,254
Term Deposit Others	19,821	14,573	22,011
Certificate of Deposit	3,604	5,974	5,313
Borrowings	16,595	13,863	16,181
Other Liabilities and Provisions	2,588	3,086	2,827
Total	65,666	55,073	68,928
₹ cr	FY12	Q1FY12	Q1FY13
Cash, Bank and Call	2,635	2,842	2,854
Investments	21,567	17,925	21,184
Government Securities	16,587	14,331	16,124
Other Securities	4,980	3,594	5,060
Advances	39,079	32,339	42,318
Fixed Assets & Other Assets	2,385	1,967	2,572
Total	65,666	55,073	68,928

Consumer Banking - Liabilities

- 500 Branches in CY13
- Increased cross sell of asset products
- Positive impact of savings account interest deregulation
 - savings balances increased 68% yoy
- Added around 1.4 lac customer accounts for the quarter
- TD sweep to total deposit ratio at 7.8%
- Focus on affluent segment

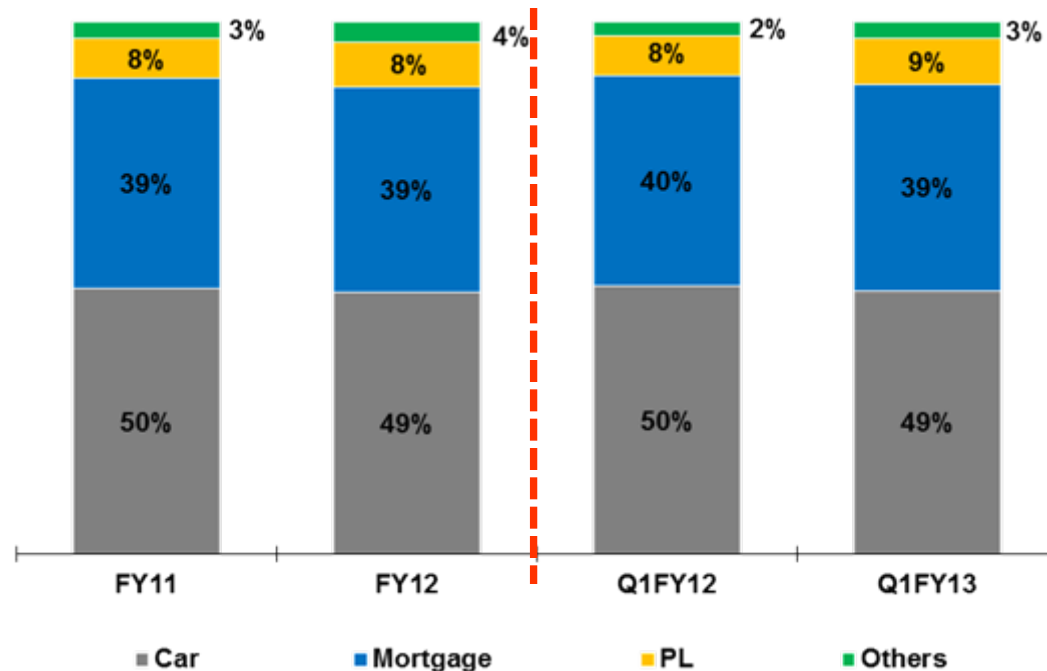


CA deposit ₹ cr	5,460	7,352	4,947	5,514
SA deposit ₹ cr	3,331	5,050	3,307	5,540
CASA %	30	32	27	27
TD Sweep deposit ₹ cr	1,897	2,710	2,246	3,254

Consumer Banking - Assets

Advances break up

- 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



₹ cr

17,170

21,608

17,873

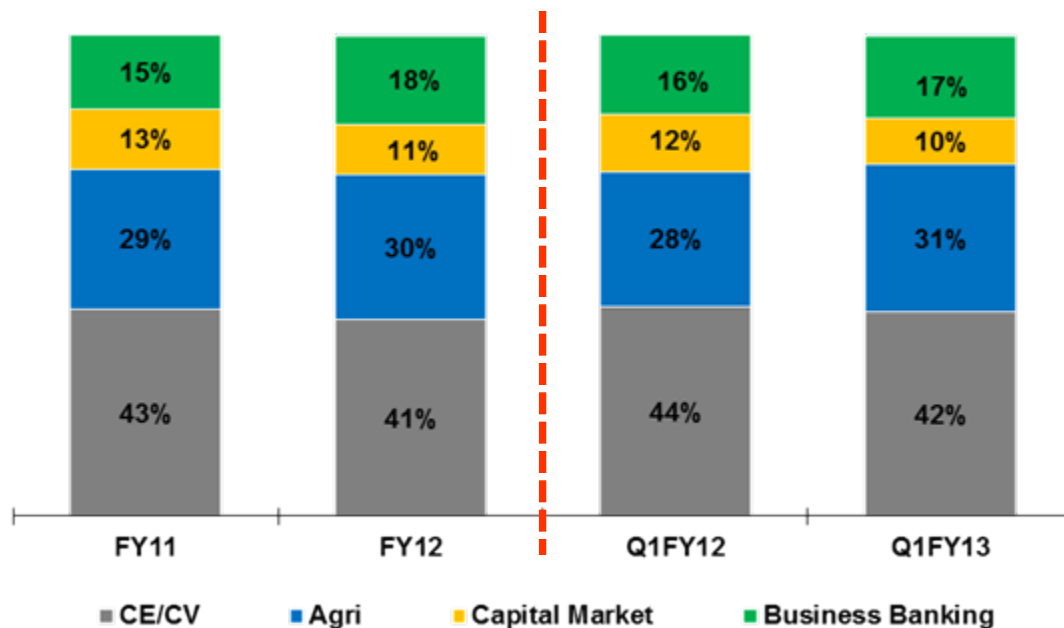
22,553

YoY
26%

Commercial Financing

Advances break up

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



₹ cr

14,512

19,028

15,534

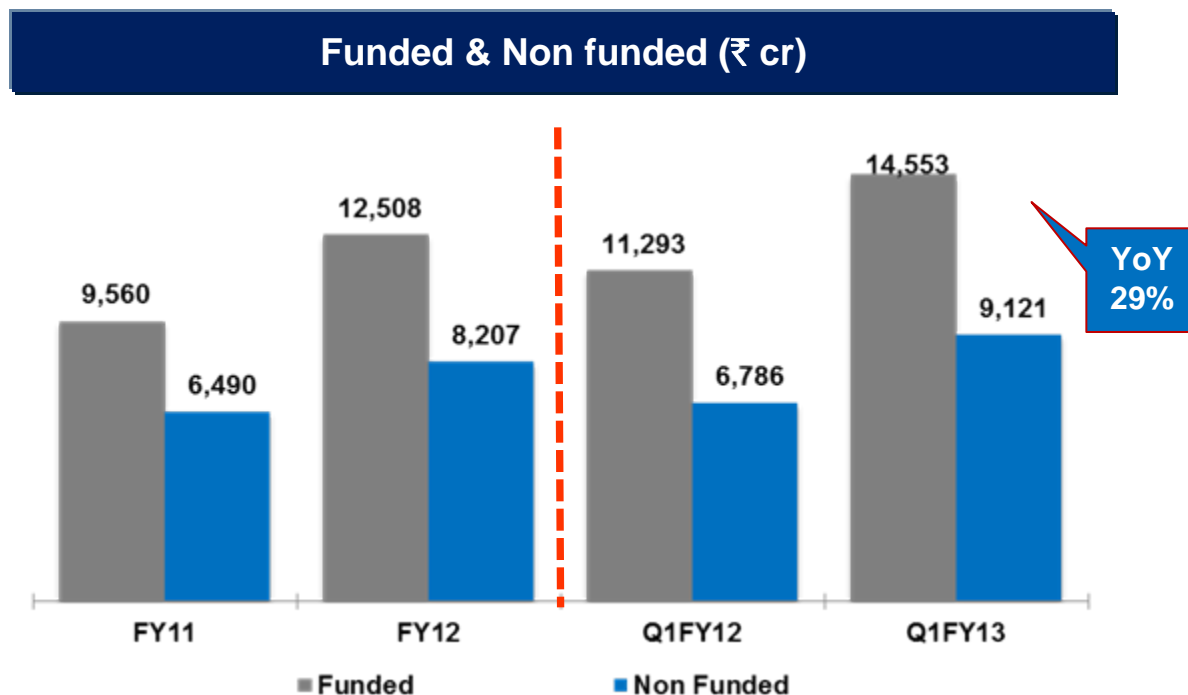
19,944

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
- Focus on Govt. business



Excludes Business Banking which is now a part of Commercial Banking

Kotak Mahindra Prime

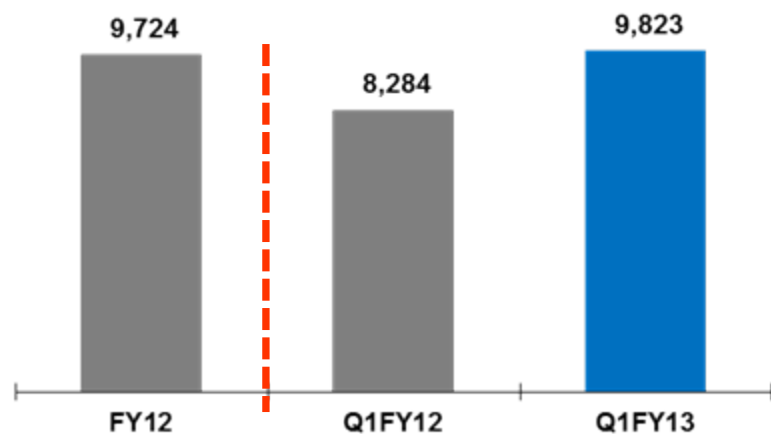
₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Total income	1,805	470	396	510
Profit before tax	570	143	141	139
Profit after tax	385	97	94	94

₹ cr	FY12	Q1FY12	Q1FY13
Total Advances	13,386	11,569	14,114
Car Advances	10,577	8,938	11,154
Net NPA*	22	26	21
Net NPA* (%)	0.2	0.2	0.1
CAR (%)	16.3	16.0	15.9
ROA (%) - annualised	2.9	3.1	2.4

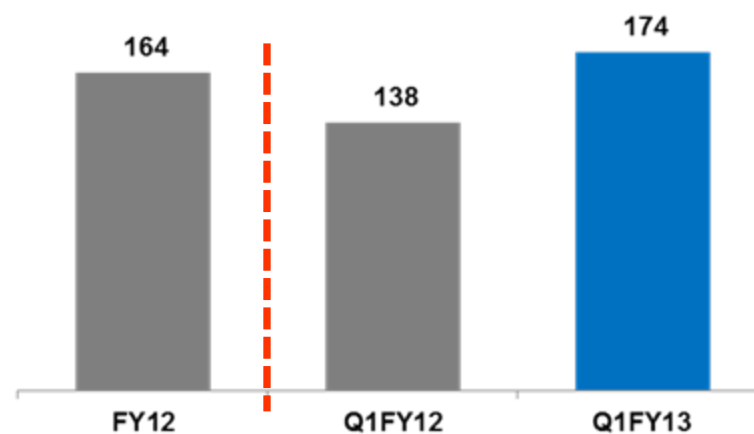
* Excluding acquired stressed assets portfolio

Kotak Mahindra Life Insurance

AUM (₹ cr)



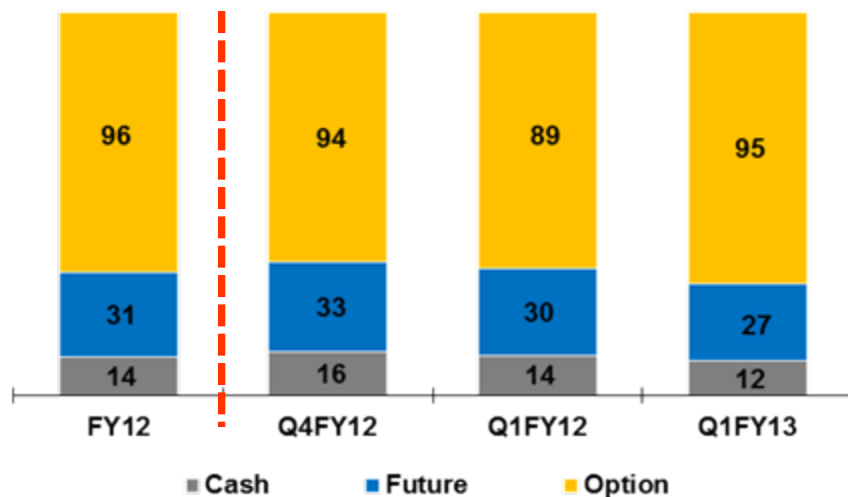
Sum Assured (₹ '000 cr)



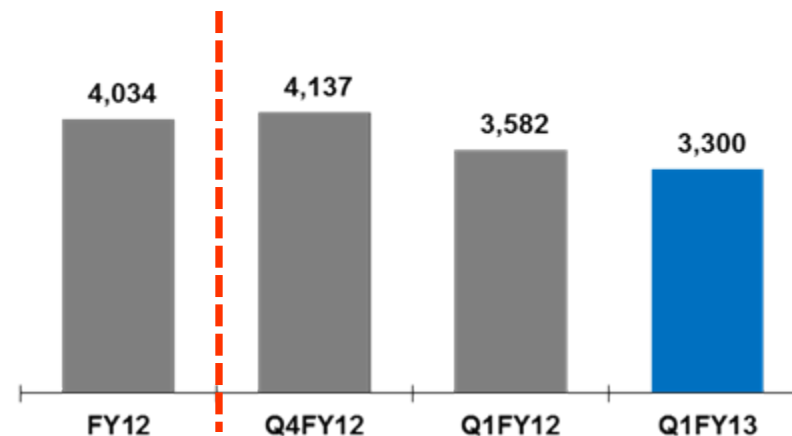
	FY12	Q4FY12	Q1FY12	Q1FY13
Capital (₹ cr)	562	562	562	562
Solvency ratio (%)	3.06	3.06	2.85	2.97
PAT	203	57	46	32
<i>Individual Regular</i>	436	185	65	58
<i>Single</i>	374	184	40	17
<i>Group</i>	354	155	60	63
<i>Renewal</i>	1,773	588	346	319
Total	2,937	1,112	511	457

Kotak Securities

Market ADV (₹ '000 cr)













ADV (₹ cr) - KS



₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Total income	610	178	145	132
Profit before tax	191	74	36	35
Profit after tax	126	50	23	23
Market Share (%)	2.9	2.9	2.7	2.5

Kotak Securities services around 7.70 lac secondary market customers thru 1,358 branches & franchises.

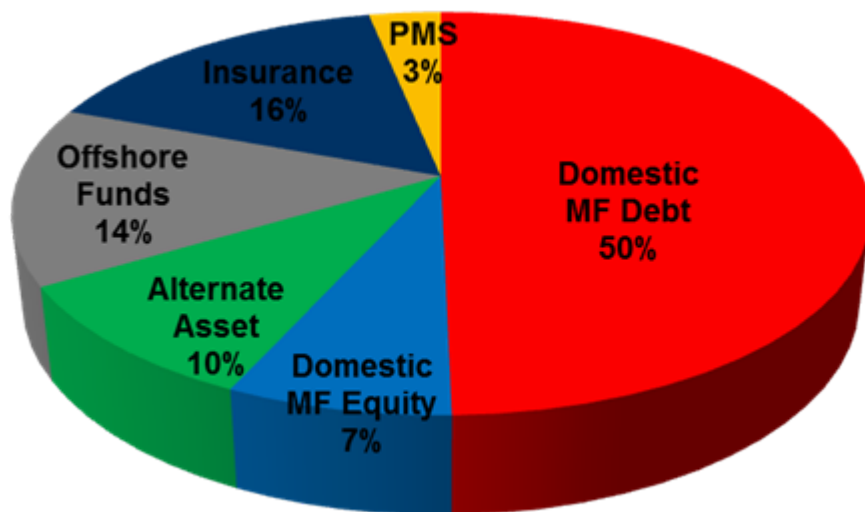
Kotak Mahindra Capital Co.

Client	Transaction	Size (₹ cr)
	Preferential allotment to GIC and Baring India PE	500
	Private equity investment by Jacob Ballas and International Finance Corporation (IFC)	370
	Open Offer for Future Capital Holdings Ltd, by Warburg Pincus	288
	Private equity investment by KKR and Goldman Sachs	269
	Speciality Restaurants (IPO)	176
	Strategic Alliance Agreement (SAA) between Essar Ports Limited (EPL) and Port of Antwerp International (PAI) and placement of Global Depository Receipts	175
	EPC Industrié Limited (Rights Issue)	41
	Open offer for Shree Digvijay Cement Co. Ltd. by Votorantim Cimentos S.A.	40
	Transaction Advisor for the amalgamation of Hero Investments Private Limited and Hero MotoCorp Limited	ND
	Transaction Advisor and fairness opinion provider for the merger of Suzuki Powertrain India Limited into Maruti Suzuki India Limited	ND

₹ cr	FY12	Q4FY12	QFY12	QFY13
Total income	79	22	23	23
Profit before tax	9	7	2	8
Profit after tax	6	5	1	6

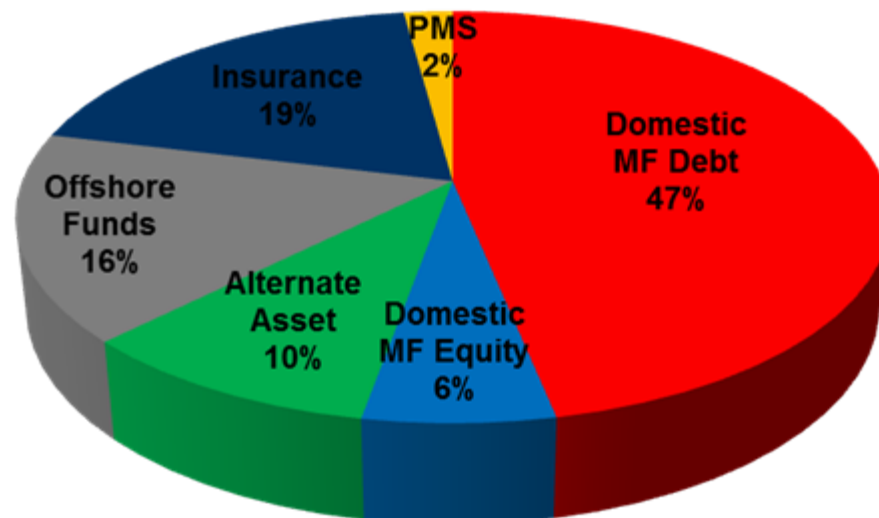
Asset Under Management

AUM ₹ 51,661 cr



Jun 30, 2011

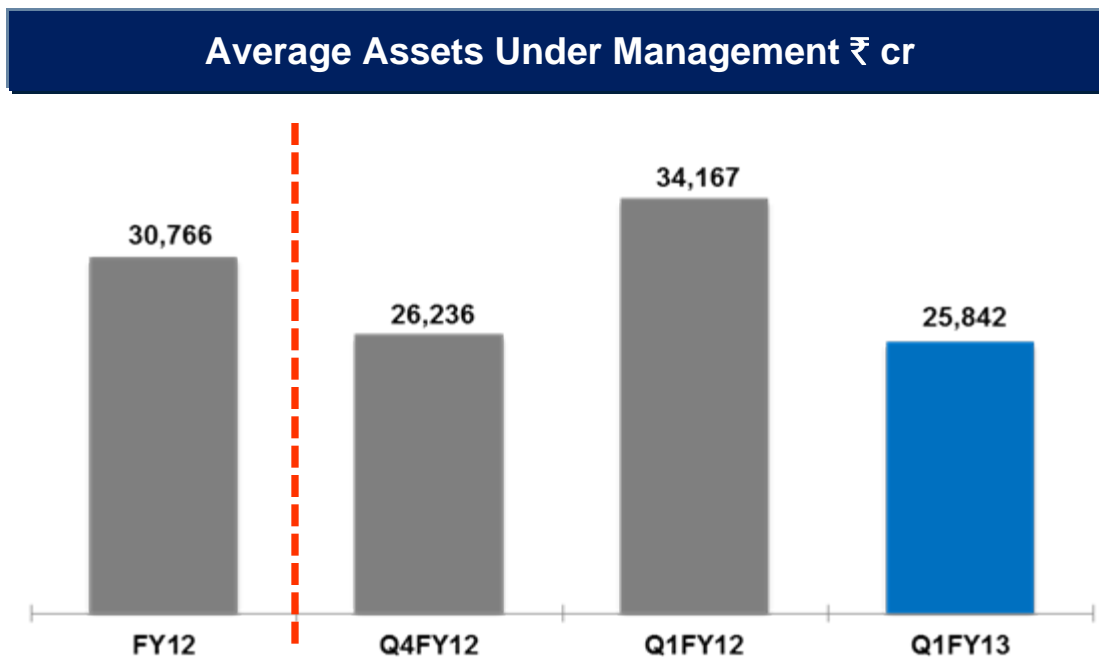
AUM ₹ 51,534 cr



Jun 30, 2012

Kotak Mahindra AMC and Trustee Co.

- Over 9 lac folios
- 83 Branches
- Regulatory challenges



₹ cr #	FY12	Q4FY12	Q1FY12	Q1FY13
Total income	125	27	37	28
Profit before tax	31	4	13	4
Profit after tax	22	3	9	4

AMC & Trustee Co

Kotak Investment Advisors

Realty Fund

- Corpus advised / managed – ₹ 2,981 cr
- 49 Investments

Private Equity Fund

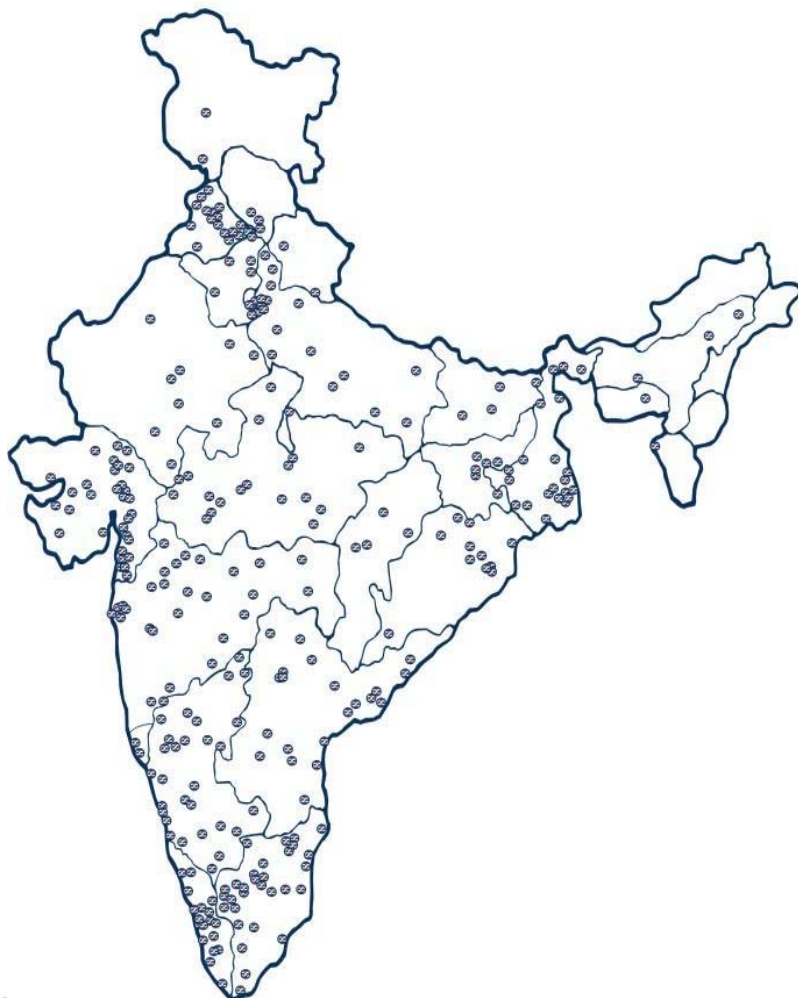
- Corpus advised / managed – ₹ 2,030 cr
- 33 Investments

Propose to launch Infrastructure fund with SMBC and Brookfield

₹ cr	FY12	Q4FY12	Q1FY12	Q1FY13
Total income	97	24	25	22
Profit before tax	52	14	15	11
Profit after tax	36	10	11	8

Geographical Presence

Wide National Footprint



..... With Multiple Points of Presence

Business	Jun – 2012
Banking	366
Car Finance	66
Life Insurance	204
Securities	1,358
Mutual Fund	83
Total	2,077

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

Bank Awards & Recognition



Best Private Bank by Finance Asia Country



Best Local Cash Management Bank Asia Money 2011 and 2010



“The ingenious 100” Award by IDG India’s CIO Magazine for Storage Virtualization & Ingenious Technology Solutions



Services by Euromoney

Ranked # 1 in 7 categories including range of investment products / advisory



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

Ranked among Top 5 in India by IR Global as “ Best Ranked IR website in India”



Awarded Hewitt Best Employers in India 2011 & 2009; only Bank to be in top 25



Awarded Gold in the “Best Local Trade Bank in India” category of Trade and Forfeiting Review Awards 2012



at Awards USA

Kotak Bank Annual Report 2011-12 was awarded Gold - “Best among Banking category”, Bronze in the “Most Creative Report, APAC”, ranked # 30 the top 50 reports, APAC and “Top 10 India reports” in the LACP Vision



Best Companies to work for 2010 & 2009 by Great places to work Institute India

Awards & Recognition



Lipper Fund Award 2011 for Kotak Bond Regular – ‘Best Fund over 10 years Bond Indian Rupee’



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

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



ASIAMONEY

2011: Best Domestic Equity House
(Fourth year in a row)



Best Broker in India 2012



2011: Best Domestic Investment Bank
(Fifth year in a row)



EUROMONEY
Award for Excellence

2011: Best Bank for Equity Finance in India
(Real Estate)

(Second year in a row)

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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.

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