

Earnings Update

Kotak Bank - Standalone Highlights – FY15

PAT

₹ 1,866 cr
(₹ 1,503 cr)
Up 24%

RoA

2.0% (1.8%)

Loans

₹ 66,161 cr
(₹ 53,028 cr)
Up 25%

Branches

684
(605)

NIM

4.87%
(4.90%)

CAR

17.2% (18.8%)
Tier 1
16.2% (17.8%)

**Net
NPA**

0.92% (1.08%)

CASA

₹ 27,217 cr
(₹ 18,828 cr)
Up 45%

Merger with ING Vysya Bank effective from April 1, 2015

Board approves 1:1 Bonus and a dividend of ₹0.90 per equity share



Bank Profit & Loss

₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Net Interest Income	1,060	967	1,123	3,720	4,224
Other Income	494	340	668	1,400	2,028
Net Total Income	1,554	1,307	1,791	5,120	6,252
Employee Cost	368	316	379	1,159	1,450
Other Operating Expenses*	448	384	552	1,384	1,805
Operating Expenditure	816	700	931	2,543	3,255
Operating Profit	738	607	860	2,577	2,997
Provision on advances (net)	84	(35)	61	147	275
Provision on other receivables	2	1	-	(19)	-
Provision on investments	(56)	28	5	176	(111)
Provision & contingencies	30	(6)	66	304	164
PBT	708	613	794	2,273	2,833
Provision for Tax	243	206	267	770	967
PAT	465	407	527	1,503	1,866

* Includes merger related expenses of ₹ 54 cr for Q4FY15 and FY15

Bank Performance

Other Income (₹ cr)	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Fee and Services	328	276	389	942	1,353
Treasury Income	118	12	164	299	421
ARD Buyout Income	46	46	116	141	239
Others	2	6	(1)	18	15
Total	494	340	668	1,400	2,028

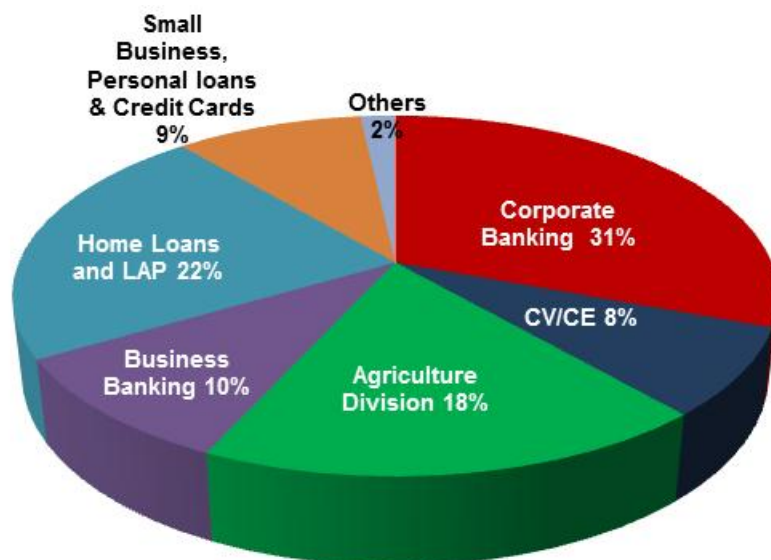
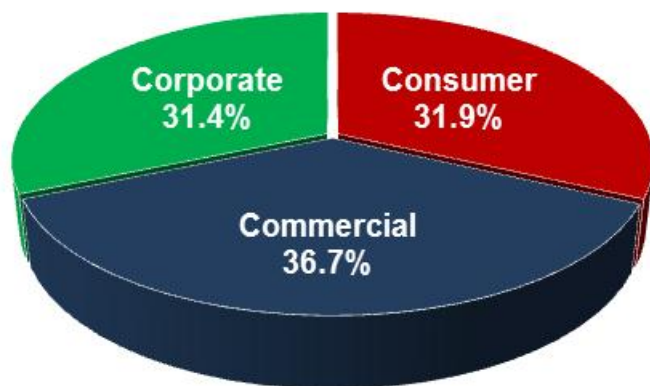
Bank Segmental Performance

As per RBI (₹ cr)	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Corporate/Wholesale Banking	338	380	438	1,301	1,402
Retail Banking	240	226	292	793	957
Treasury & BMU *	130	7	63	176	468
Unallocated Income	-	-	1	3	6
Total	708	613	794	2,273	2,833

* Balance Sheet Management Unit

Bank Advances & Investments

Mar-15 (₹ 66,161 cr)



₹ cr	Mar 31, 2014	Mar 31, 2015
Corporate Banking	14,377	20,299
CV/CE	5,441	5,204
Agriculture Division	10,468	12,106
Business Banking	5,388	6,422
Home Loans and LAP	12,100	14,709
Small Business, Personal loans & Credit Cards	4,632	6,263
Others	622	1,158
Total Advances	53,028	66,161

Advances – as per segmental classification

₹ cr	Mar 31, 2014	Mar 31, 2015
Retail	23,682	29,113
Corporate	29,346	37,048
Total Advances	53,028	66,161
Investments / Treasury Assets	25,485	30,421
Total Advances and Investments	78,513	96,582

Bank Balance Sheet

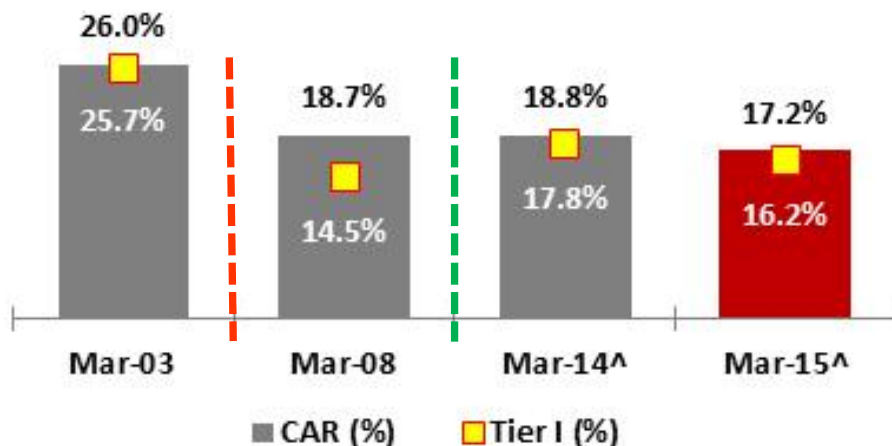
₹ cr	Mar 31, 2014	Mar 31, 2015	YoY Growth
Net Worth	12,275	14,141	15%
Deposits	59,072	74,860	27%
CA	8,741	13,181	51%
SA	10,087	14,036	39%
<i>Certificate of Deposit</i>	5,726	3,785	(34%)
<i>Term Deposit Others</i>	34,518	43,858	27%
Borrowings	12,896	12,150	(6%)
Other Liabilities and Provisions	3,342	4,861	45%
Total	87,585	106,012	21%

₹ cr	Mar 31, 2014	Mar 31, 2015	YoY Growth
Cash, Bank and Call	5,980	6,262	5%
Investments	25,485	30,421	19%
<i>Government Securities</i>	17,466	22,882	31%
<i>Others</i>	8,019	7,539	(6%)
Advances	53,028	66,161	25%
Fixed Assets and Other Assets	3,092	3,168	2%
Total	87,585	106,012	21%

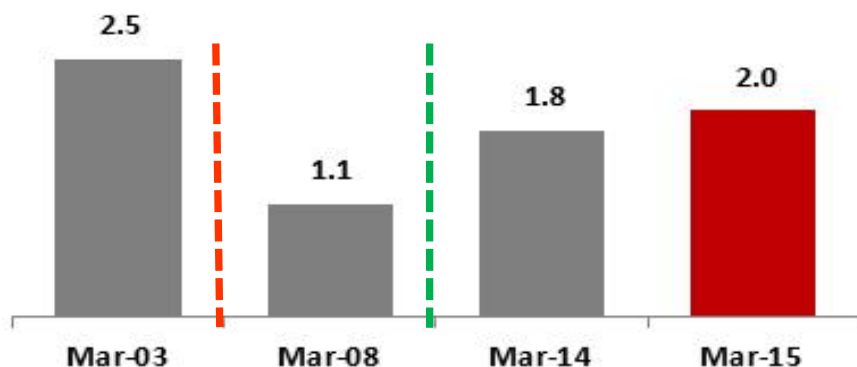
Bank Key Ratios

CAR & Tier I (%)

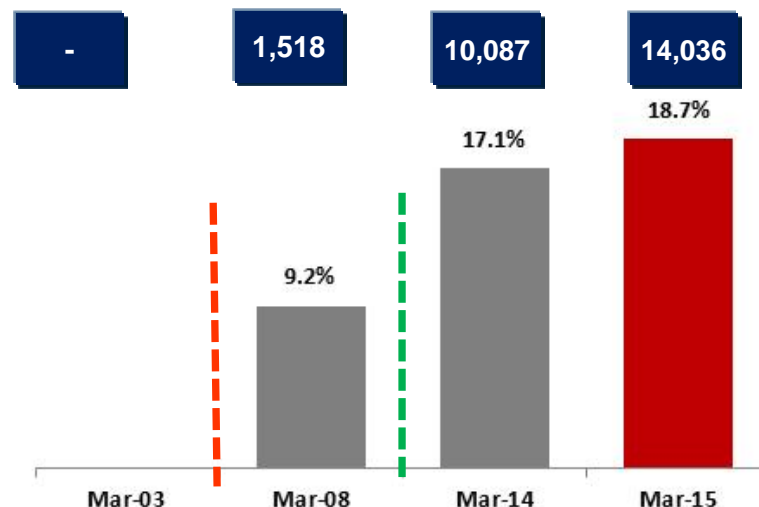
^ as per BASEL III



RoA (%)



Savings Account (₹ cr & % of deposits)



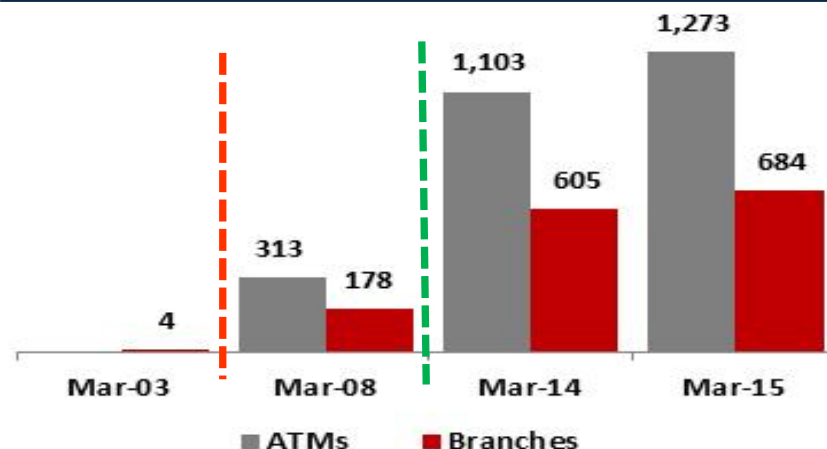
Asset Quality

Restructured loans considered standard
 ₹ 158.1 cr (0.24%)
 No CDR participation
 No transfer to ARC
 No conversion to off-Balance sheet

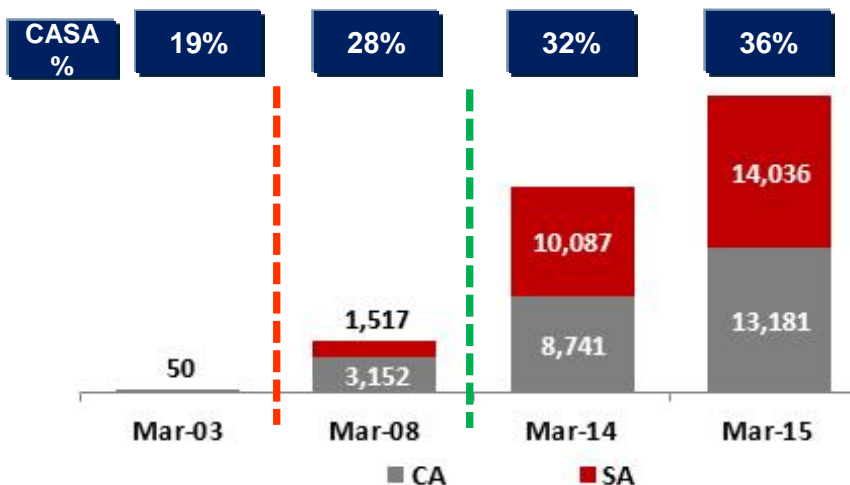
Consumer Banking Liabilities

- ❑ CA grew 51% yoy and SA grew 39% yoy
- ❑ TD sweep to total deposit ratio at 7.3% (7.2% as on Mar-14)
- ❑ CASA and TDs below ₹ 5 cr constitute 70% of total deposits (63% as on Mar-14)
- ❑ TDs below ₹ 1 cr grew 34% yoy
- ❑ Added ~ 2.4 lac customer accounts for the quarter
- ❑ Digital initiatives: Kaypay, Kotak Jifi, Mail Money
- ❑ Cost of SA – 5.43%

No of Branches / ATM's



CASA (₹ cr)



Consolidated Highlights – FY15

PAT

₹ 3,045 cr
(₹ 2,465 cr)
Up 24%

Networth

₹ 22,153 cr
(₹ 19,076 cr)

**Total
Assets**

₹ 148,576 cr
(₹ 122,237 cr)

Loans

₹ 88,632 cr
(₹ 71,693 cr)
Up 24%

NIM

4.93% (4.97%)

**Book
Value**

(per share)
₹ 286.8
(₹ 247.6)

RoA

2.3% (2.1%)

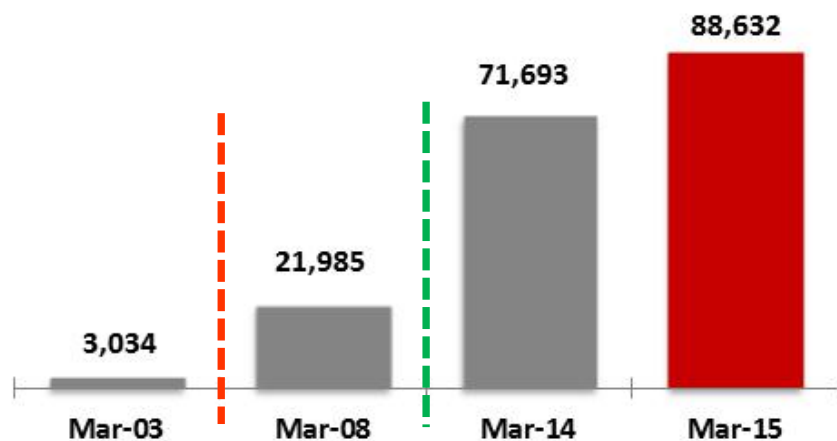
**Net
NPA**

0.79% (0.88%)

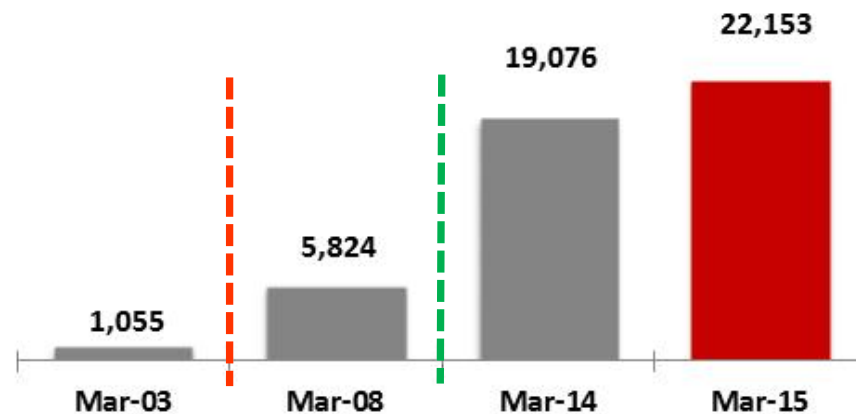
Figures in brackets are FY14 numbers

Consolidated Key Financials

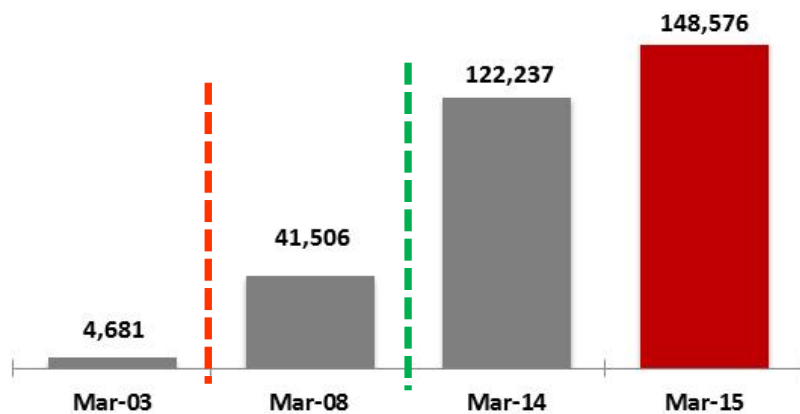
Advances (₹ cr)



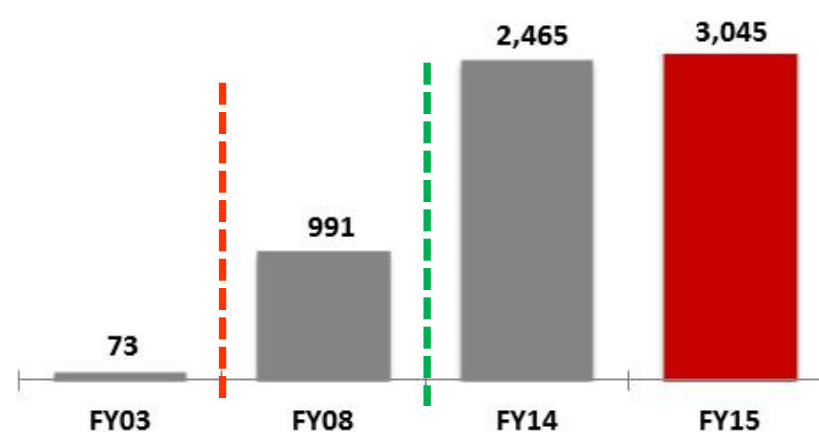
Networth (₹ cr)



Total Assets (₹ cr)

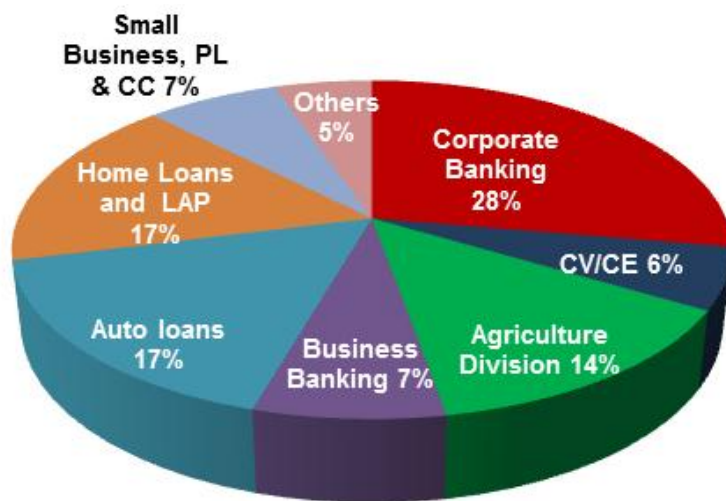
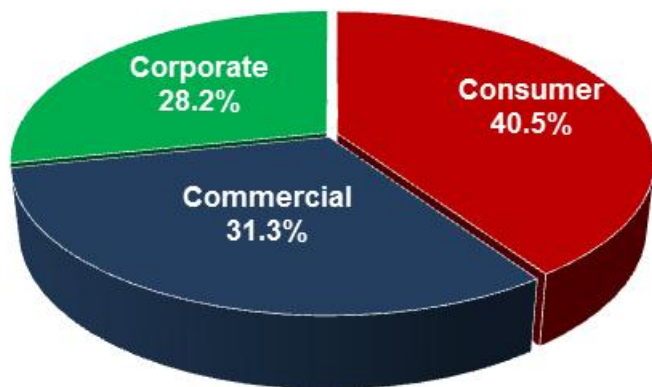


PAT (₹ cr)



Consolidated Advances and Investments

Mar -15 (₹ 88,632 cr)



₹ cr	Mar 31, 2014	Mar 31, 2015
Corporate Banking	17,319	24,546
CV/CE	5,441	5,204
Agriculture Division	10,468	12,106
Business Banking	5,388	6,422
Auto loans	13,223	14,691
Home Loans and LAP	12,100	14,709
Small Business, Personal loans & Credit Cards	4,667	6,298
Others	3,087	4,656
Total Advances	71,693	88,632
Investments/ Treasury Assets *	27,788	33,672
Total Advances and Investments	99,481	122,304

* Does not include policy holders' investments

Consolidated PAT

₹ cr	FY03	FY08	FY14	FY15	YoY%
Kotak Mahindra Bank	45	294	1,503	1,866	24%
Kotak Mahindra Prime	11	101	491	507	3%
Kotak Mahindra Investments	15	43	42	106	153%
Kotak Securities	24	409	160	290	81%
Kotak Mahindra Capital Company	31	115	14	12	(13%)
Kotak Mahindra Old Mutual Life Insurance	(42)	(72)	239	229	(4%)
Kotak Mahindra AMC & Trustee Co	3	8	41	(29)	
International subsidiaries	-	64	7	51	
Kotak Investment Advisors	(1)	13	18	26	50%
Total	86	975	2,515	3,058	22%
Minority Interest, Affiliates, others	(13)	16	(50)	(13)	
Consolidated PAT	73	991	2,465	3,045	24%

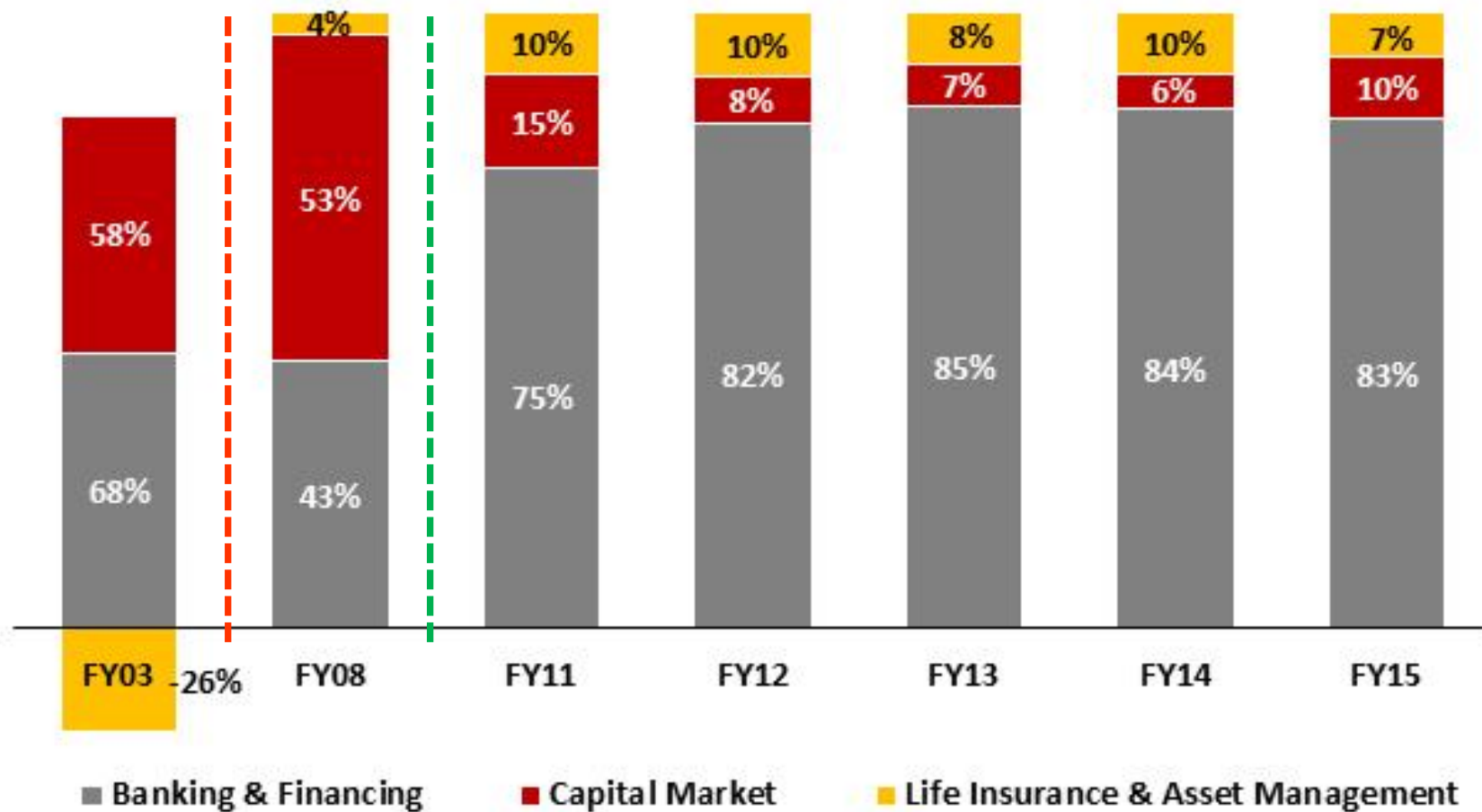
Consolidated PAT – cont'd

₹ cr	Q3FY15	Q4FY14	Q4FY15	QoQ%	YoY%
Kotak Mahindra Bank	465	407	527	13%	29%
Kotak Mahindra Prime	120	126	143	19%	13%
Kotak Mahindra Investments	24	16	40	66%	158%
Kotak Securities	60	44	96	62%	121%
Kotak Mahindra Capital Company	(6)	5	30		
Kotak Mahindra Old Mutual Life Insurance	51	65	76	49%	18%
Kotak Mahindra AMC & Trustee Co	(10)	4	(18)		
International subsidiaries	14	6	18	26%	190%
Kotak Investment Advisors	2	5	11		116%
Total	720	678	923	28%	36%
Minority Interest, Affiliates, others	(3)	(15)	(10)		
Consolidated PAT	717	663	913	27%	38%

Entity Wise Network

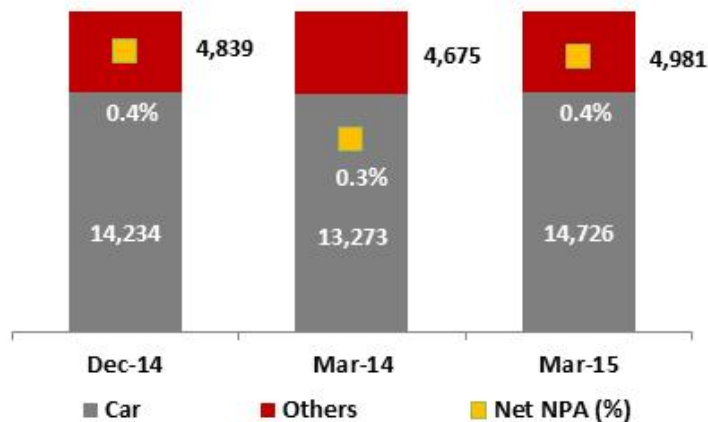
₹ cr	Mar 31, 2003	Mar 31, 2008	Mar 31, 2014	Mar 31, 2015
Kotak Mahindra Bank	541	3,536	12,275	14,141
Kotak Mahindra Prime	416	708	2,843	3,350
Kotak Mahindra Investments	66	180	436	617
Kotak Securities	108	1,142	2,094	2,384
Kotak Mahindra Capital Company	196	401	403	415
Kotak Mahindra Old Mutual Life Insurance	118	197	1,042	1,291
Kotak Mahindra AMC & Trustee Co	22	44	126	102
International Subsidiaries	11	145	410	480
Kotak Investment Advisors	4	36	240	266
Other Entities	1	1	32	32
Total	1,483	6,390	19,901	23,078
Add: Associates	3	417	549	586
Less: Minority, Inter-company and Other Adjustments	(430)	(983)	(1,374)	(1,511)
Consolidated Network	1,056	5,824	19,076	22,153

Consolidated Profit (PBT) Mix



Kotak Mahindra Prime

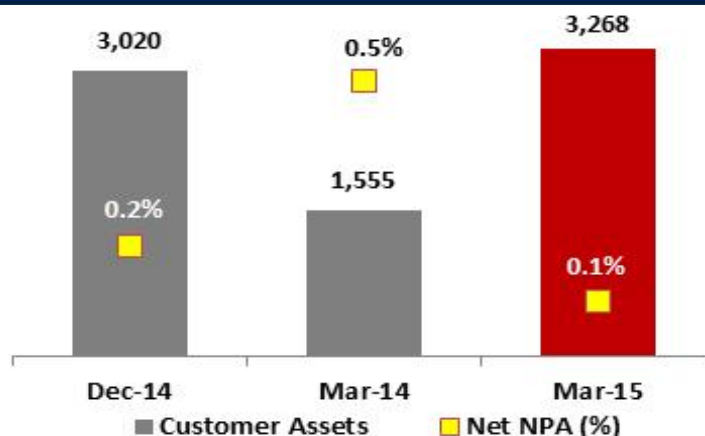
Customer Assets (₹ cr) & NPA (%)



₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
NII	220	240	252	880	915
Other income	48	43	57	181	206
Total Income	268	283	309	1,061	1,121
Profit before tax	183	192	218	752	774
Profit after tax	120	126	143	491	507
CAR (%)				17.7	18.3
ROA (%) - annualised				2.6	2.5

Kotak Mahindra Investment

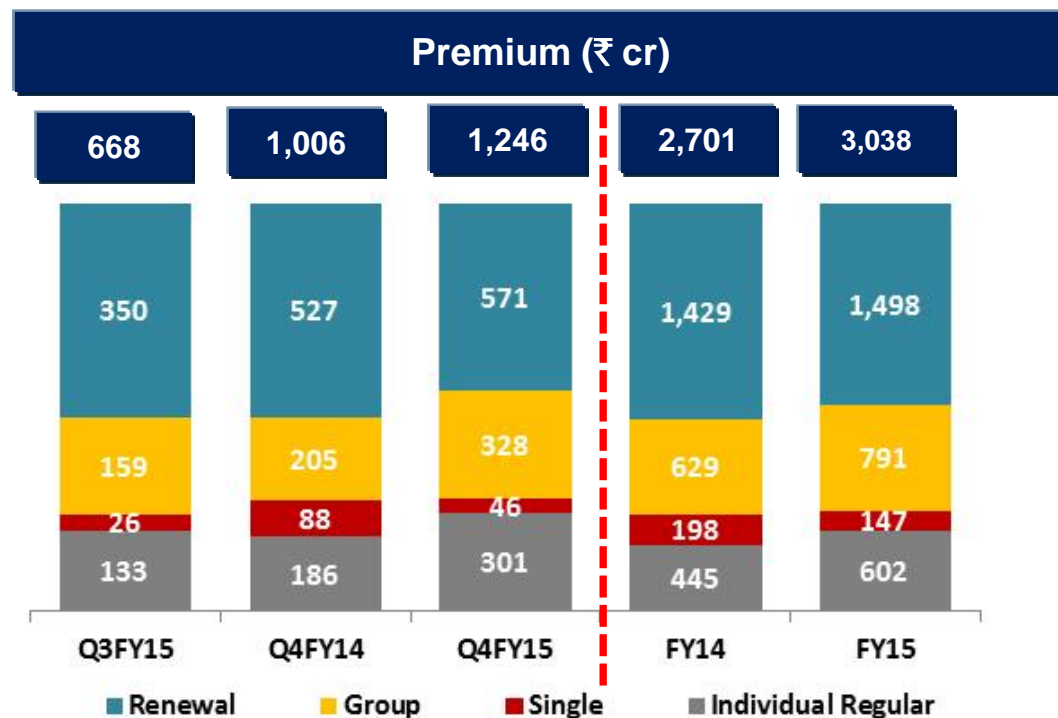
Customer Assets (₹ cr) & NPA (%)



₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
NII	44	27	50	78	164
Other income	3	4	21	10	37
Total Income	47	31	71	88	201
Profit before tax	37	24	57	64	158
Profit after tax	24	16	40	42	106
CAR (%)				26.3	18.3
ROA (%) - annualised				4.2%	5.0%

Kotak Mahindra Life Insurance

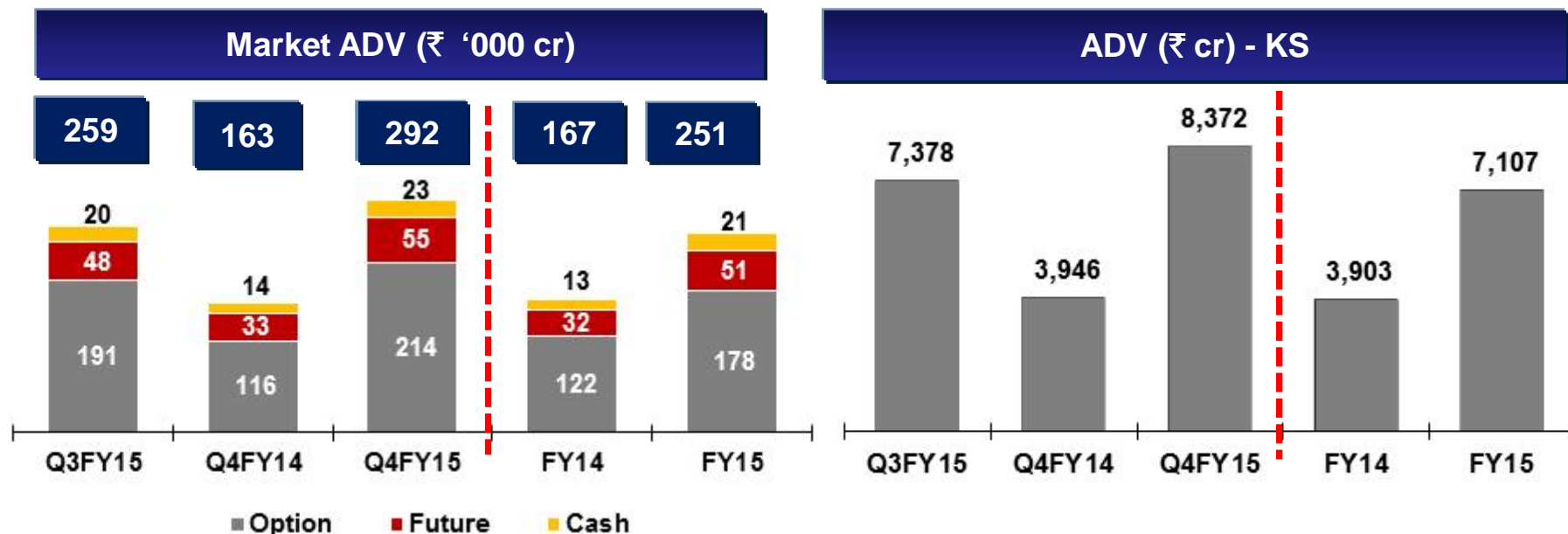
- Individual Business grew by 35% against industry degrowth of 11%
- Agency's Regular Business grew by 42%
- On APE (Single @ 1/10th) Basis, Share of Kotak Bank* for FY15 is at 40% (PY – 36%) for first year individual premium
- Group Business grew by 26 %
- In force Sum Assured has increased 29% from ₹ 2,592 bn to ₹ 3,333 bn



₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Capital	562	562	562	562	562
Solvency ratio (%)	2.95	3.02	3.13	3.02	3.13
PAT	51	65	76	239	229

* Including ING Vysya Bank

Kotak Securities








₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Total income	223	160	289	627	960
Profit before tax	91	55	147	234	441
Profit after tax	60	44	96	160	290
Market Share* (%)	2.8	2.4	2.9	2.3	2.8

*excluding BSE Derivative segment

Kotak Securities services more than 1 million secondary market customers through 1,128 branches and franchises

Kotak Mahindra Capital Co.

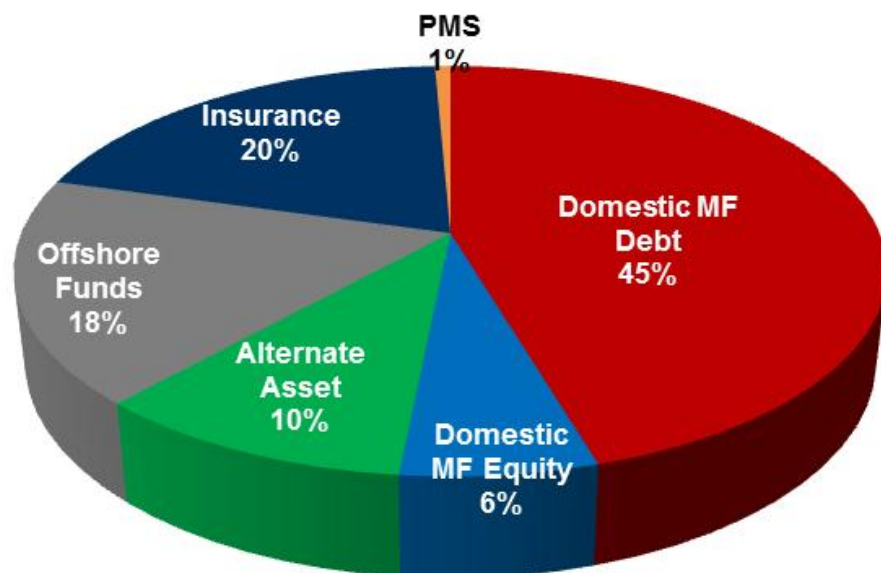
Client (M&A)	Announced Transactions	Size (₹ cr)
	Financial Advisor to TPG Capital for acquisition of significant minority stake in Manipal Health Enterprises Private Limited	900
	Financial Advisor to SVB, USA for sale of 100% shareholding in SVB India to Temasek	280
	Financial Advisor to Tubacex SA, Spain for acquisition of 67.53% stake of Seamless Stainless Steel Tubes division of Prakash Steelage Ltd	254

Client (Equity)	Transactions	Size (₹ cr)
	Coal India - Offers for Sale (OFS)	22,558
	Qualified Institutional Placements (QIP)	810
	Initial Public Offerings (IPO)	375
	Qualified Institutional Placements (QIP)	250
	Initial Public Offerings (IPO)	174

₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Total income	13	25	52	84	89
Profit before tax	(6)	7	35	18	16
Profit after tax	(6)	5	30	14	12

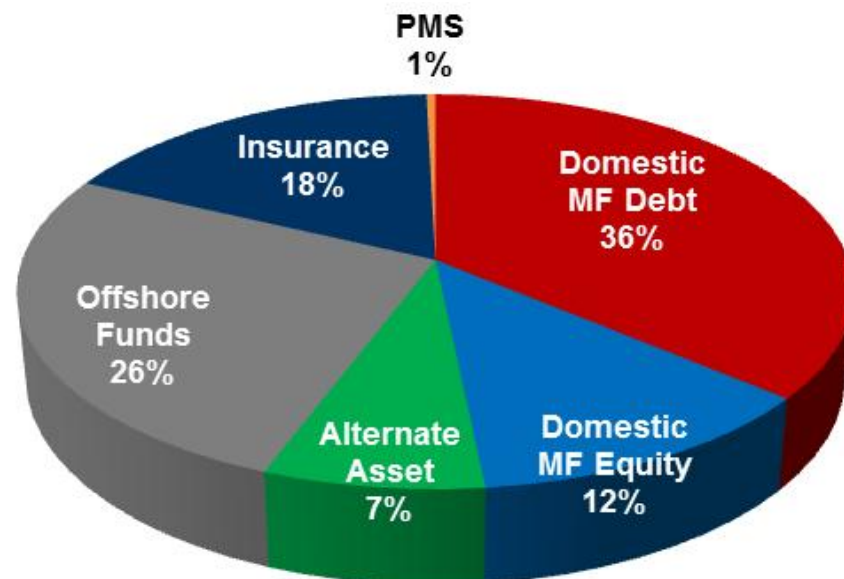
Asset Under Management

AUM ₹ 56,564 cr



Mar 31, 2014

AUM ₹ 80,635 cr

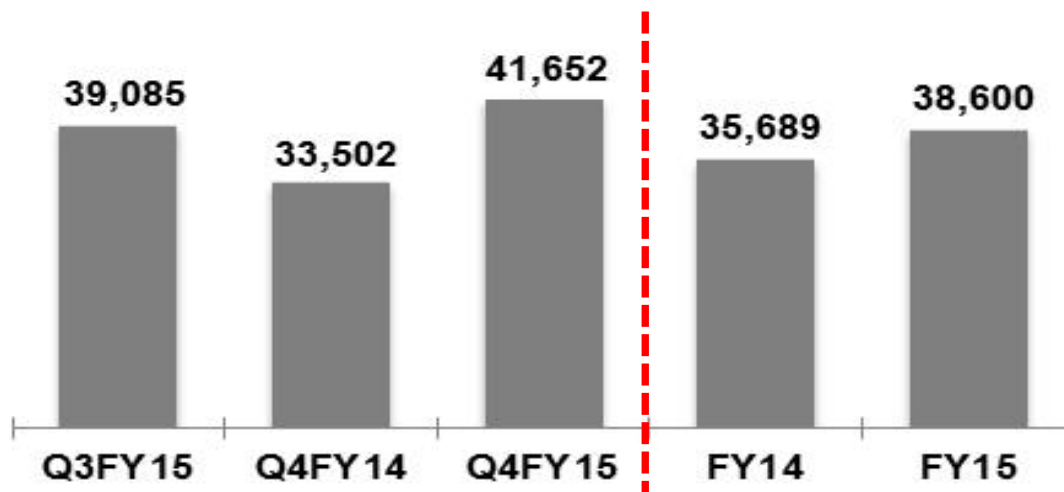


Mar 31, 2015

Kotak Mahindra AMC and Trustee Co.

Average Assets Under Management ₹ cr

- ❑ Equity AAUM doubled during FY15
- ❑ Loss largely on account of higher equity asset acquisition costs
- ❑ Pine Bridge schemes acquisition completed in Jan 2015



₹ cr #	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Total income	32	42	38	177	137
Profit before tax	(9)	5	(16)	60	(25)
Profit after tax	(10)	4	(18)	41	(29)
Average AUM (₹ bn)	391	335	417	357	386
Average AUM - Equity (₹ bn)	67	34	90	31	62

AMC & Trustee Co

Kotak Investment Advisors Limited

- Set up in 2005 for a focused approach to investing in the Indian Private Equity & Real Estate space
- Advises /manages an AUM of ₹ 5,919 cr with dedicated, independent and experienced investment teams

Real Estate

- AUM - ₹ 3,788 cr
- 59 investments - 6 funds
- Pioneered the Residential Debt strategy

Private Equity

- AUM - ₹ 1,575 cr
- 41 investments - 5 funds
- Amongst the most experienced team
- Several marquee transactions

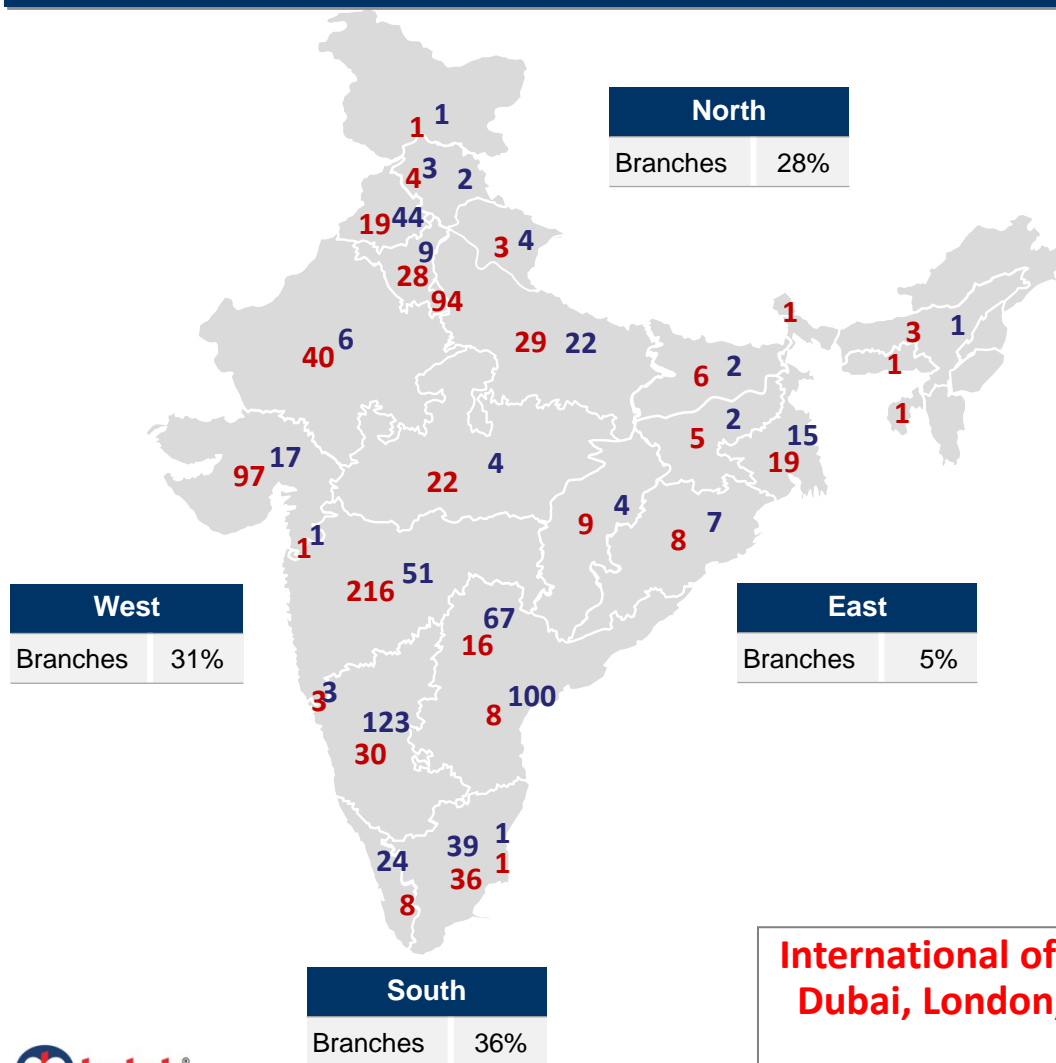
Infrastructure

- AUM ₹ 556 cr
- Experienced team
- Focused sectors

₹ cr	Q3FY15	Q4FY14	Q4FY15	FY14	FY15
Total income	15	18	25	83	81
Profit before tax	2	6	12	25	30
Profit after tax	2	5	11	18	26

Geographical Presence

Strong Regional Presence *



Wider Coverage and Balanced Footprint

Branches *	ING Vysya	Kotak	Kotak (Merged)
West	13%	46%	31%
North	22%	33%	28%
South	61%	15%	36%
East	4%	6%	5%
Total	577	684	1,261

Business With Multiple Points of Presence..... Apr 1, 2015

Banking	1,261
Car Finance	77
Life Insurance	211
Securities	1,128
Mutual Fund	79
Total	2,756
ATM Count	1,930

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

Bank Awards and Recognition



Best Private Bank 2015 by Euromoney



Best Bank in 2014 by Business India



Excellence in Security under 'Security in Bank' category at Data Security Council of India Excellence Awards 2014



Special Award for Innovation (IMPS) at National Payments Excellence Award 2014



Best Medium Sized Bank of the Year Award by Businessworld



IR Global Ranking – one of the top 5 Best Ranked Companies for Corporate Governance Practices



'Most Imminent Bank 2014' by Outlook Money



Kotak Junior ad, adjudged the Best Banking Ad Worldwide 2013, by Bank Innovation, a leading global blog on Banking



#2 best midsized bank in the BW-PWC Best Bank Survey 2014
#3 fastest growing midsized bank in the BW-PWC Best Bank Survey 2014



Annual Report 2012 – 2013 (LACP Vision Awards, USA & ARC Awards)



Asian Banker's IT Award in Best Self Service category for Courtesy Callback feature

- Mr. Uday Kotak
- Ernst & Young World Entrepreneur Of The Year India Award 2014
 - Banker of the Year 2014 by Businessworld

Awards and Recognition



CorporateINTL
GLOBAL AWARDS
WINNER 2014

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



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



Asiamoney Brokers Poll 2014

**Best Local Brokerage
Ninth year in a row**

Among all domestic and foreign brokerages, ranked:
#2 for Most Independent Research Brokerage
#2 for Best Overall Country Research
#2 for Best Execution



2014: Best Investment Bank in India
2014: Best Equity House

D&B

Equity Broking Awards for 2013

**Best Equity Broking House
Depository Participant of the year**

Asset Country Awards for 2013

Best Brokerage House



**Best Broker in
India 2014**



**Best Domestic Equity House
by Asiamoney – 2014**



Broker of the Year in India

**The Asian Banker Financial
Markets Awards 2014**



**2014: Best Domestic Investment Bank
(Ninth year in a row)**



**Euromoney
Awards for Excellence
Best M&A House in India
2013**



**Businessworld Survey of India's Most
Respected Companies 2013**

**8th most respected company in India's
BFS & Insurance space**



**NSDL Star Performers Award
2014**

**Top Performer in New Accounts
Opened (Non-Bank Category)**



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 / Nimesh Kampani

Kotak Mahindra Bank Limited

Tel: +91 22 61660000

E-mail: investor.relations@kotak.com