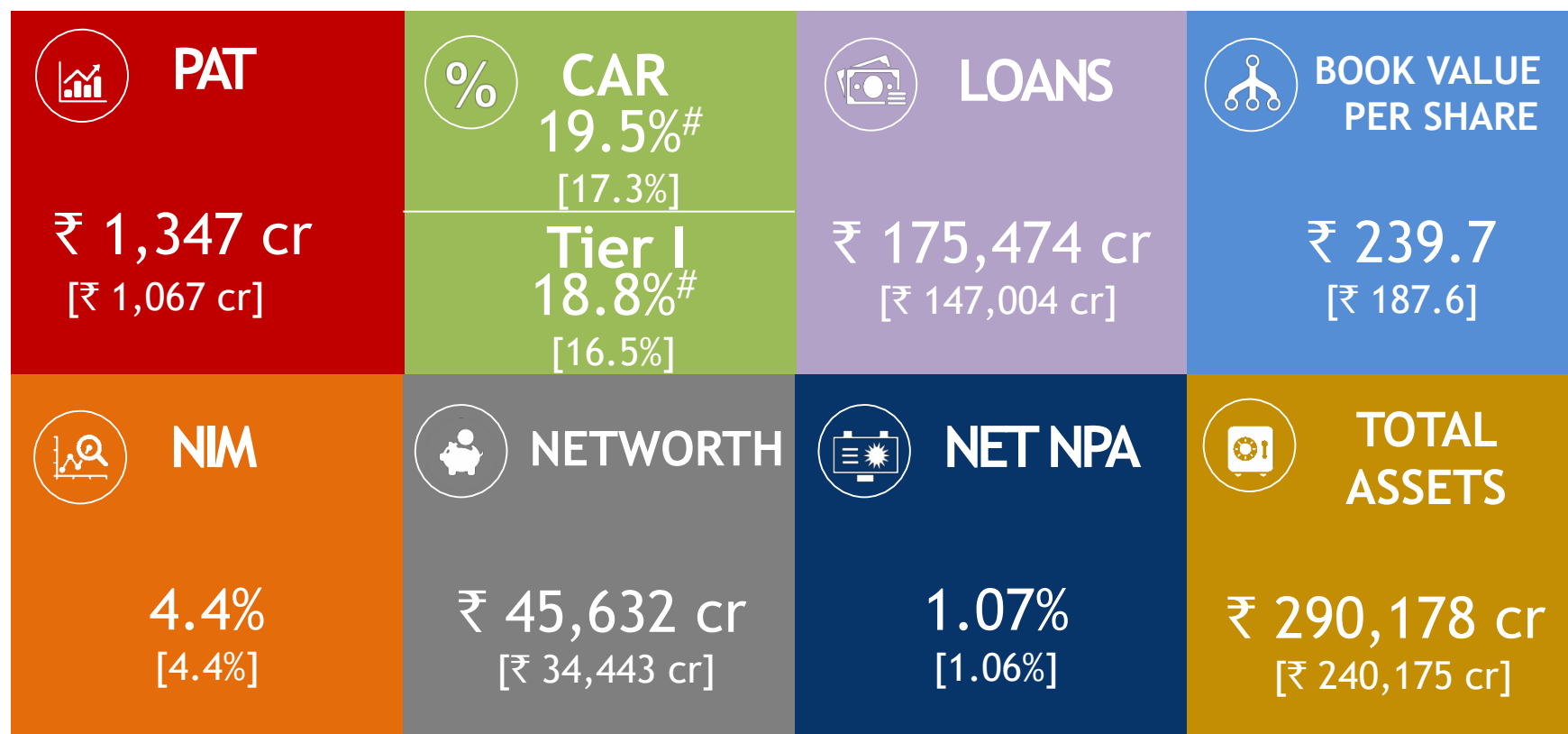


INVESTOR PRESENTATION Q1FY18

Consolidated Highlights Q1FY18



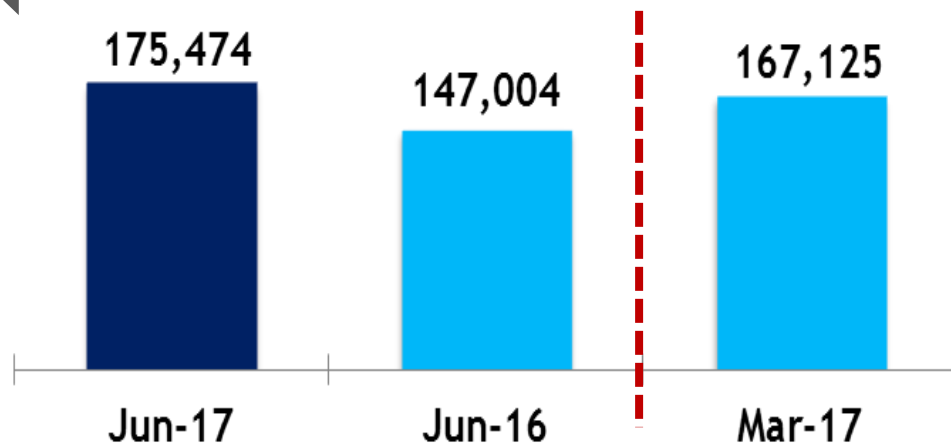
Figures in [brackets] are Q1FY17 numbers

As per Basel III, including unaudited profits. Excluding profits CAR 19.0%, Tier I 18.3% (CAR 16.8% and Tier I 16.0%)

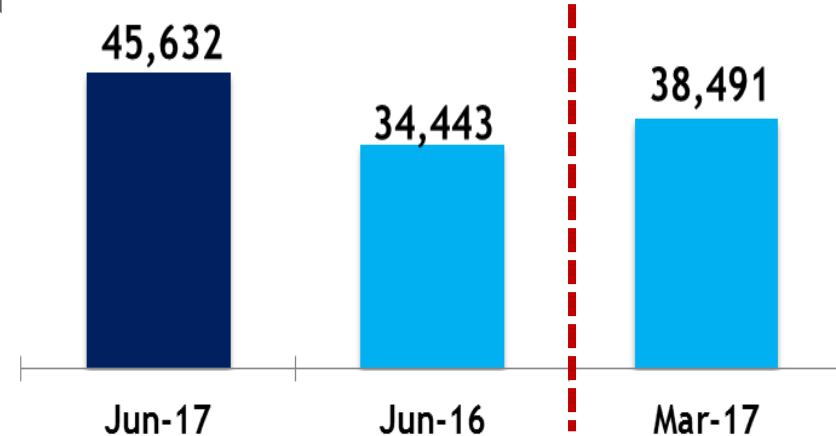
- Raised ₹ 5,803 cr through a QIP Issuance at ₹ 936 per share
- Agreed to acquire Old Mutual 26% Stake in Kotak Life, awaiting regulatory approvals
- Regulatory approvals received to acquire BSS Microfinance
- KMP launched consumer durable financing business
- KIDF (Infra development fund) commenced operations
- Group Assets Under Management crossed ₹ 150,000 cr

Consolidated Key Financials

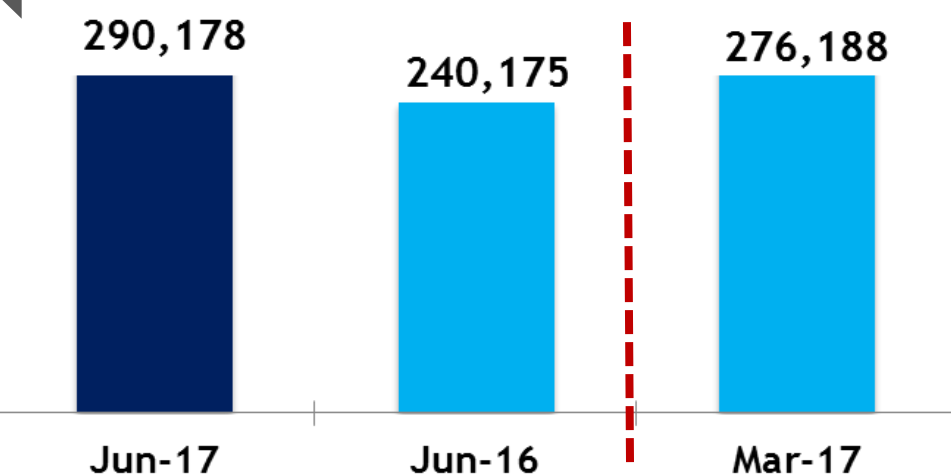
 Advances [₹ cr]



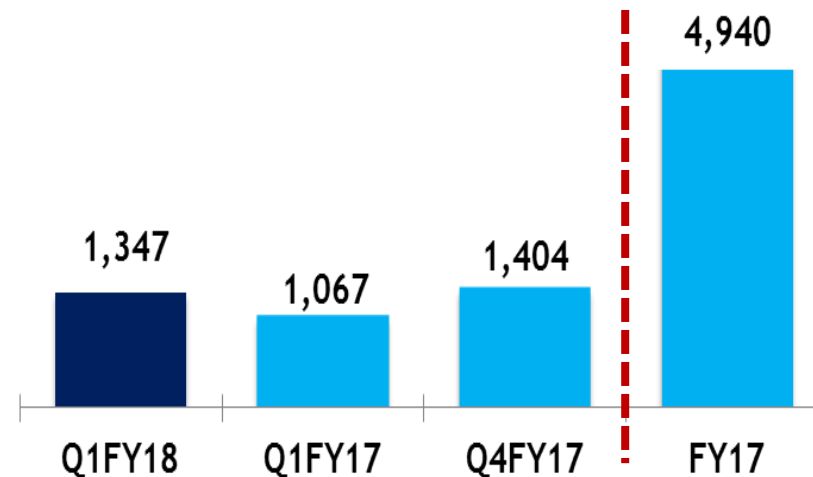
 Network [₹ cr]



 Total Assets [₹ cr]

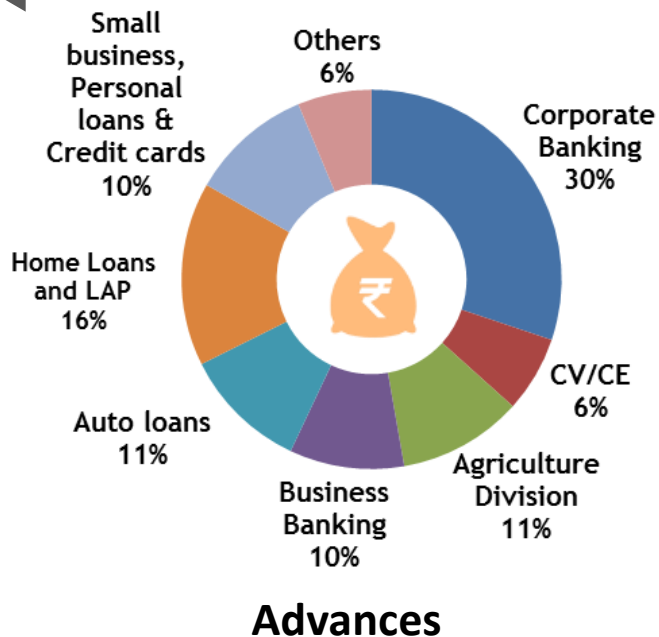


 PAT [₹ cr]



Consolidated Customer Assets

30-Jun-17 (₹ 175,474 cr)



Customer Assets

₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Corporate Banking	52,479	42,732	48,220
CV/CE	11,442	8,454	10,827
Agriculture Division	18,563	16,365	18,969
Business Banking	17,527	16,990	17,884
Auto loans	18,488	16,824	18,330
Home Loans and LAP	27,459	23,479	26,121
Small Business, PL & Credit Cards	18,277	14,701	17,398
Others	11,238	7,459	9,377
Total Advances	175,474	147,004	167,125
Investment Credit Substitutes	9,798	6,665	7,689
Total Customer Assets	185,272	153,669	174,814

Consolidated PAT



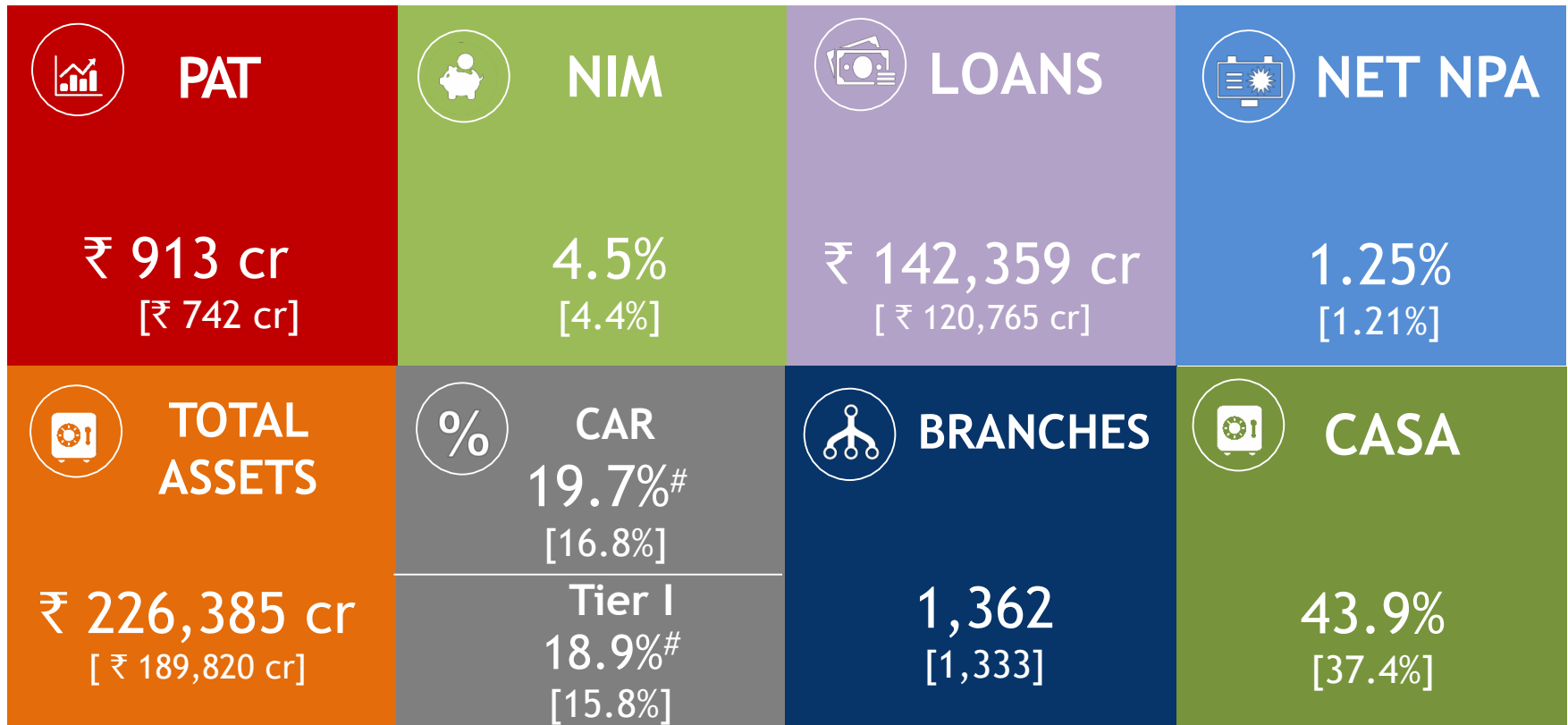
₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Kotak Mahindra Bank	913	742	976	3,411
Kotak Mahindra Prime	132	120	133	515
Kotak Mahindra Investments	45	40	56	196
Kotak Securities	125	60	121	361
Kotak Mahindra Capital	5	23	11	46
Kotak Mahindra Old Mutual Life Insurance	103	71	101	303
Kotak AMC and TC	15	19	13	56
International Subsidiaries	17	13	21	86
Others	(1)	2	(12)	(23)
Total	1,354	1,090	1,420	4,951
Minority Interest	(26)	(19)	(26)	(79)
Affiliates and Others	19	(4)	10	68
Consolidated PAT	1,347	1,067	1,404	4,940

Entity wise Network



₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Kotak Mahindra Bank	34,318	24,744	27,616
Kotak Mahindra Prime	4,359	3,832	4,227
Kotak Mahindra Investments	1,082	881	1,038
Kotak Securities	3,121	2,694	2,996
Kotak Mahindra Capital	499	470	493
Kotak Mahindra Old Mutual Life Insurance	1,927	1,593	1,825
Kotak AMC and TC	233	192	229
Kotak Infrastructure Debt Fund	312	-	309
Kotak Mahindra General Insurance	121	115	90
International Subsidiaries	708	649	693
Kotak Investment Advisors	331	282	277
Other Entities	46	43	44
Total	47,057	35,495	39,837
Add: Affiliates	787	683	750
Less: Minority, Inter-company and Others	(2,212)	(1,735)	(2,096)
Consolidated Network	45,632	34,443	38,491

Standalone Highlights Q1FY18



Figures in [brackets] are Q1FY17 numbers

As per Basel III, including unaudited profits. Excluding profits CAR 19.2%, Tier I 18.4% (CAR 16.3% and Tier I 15.3%)

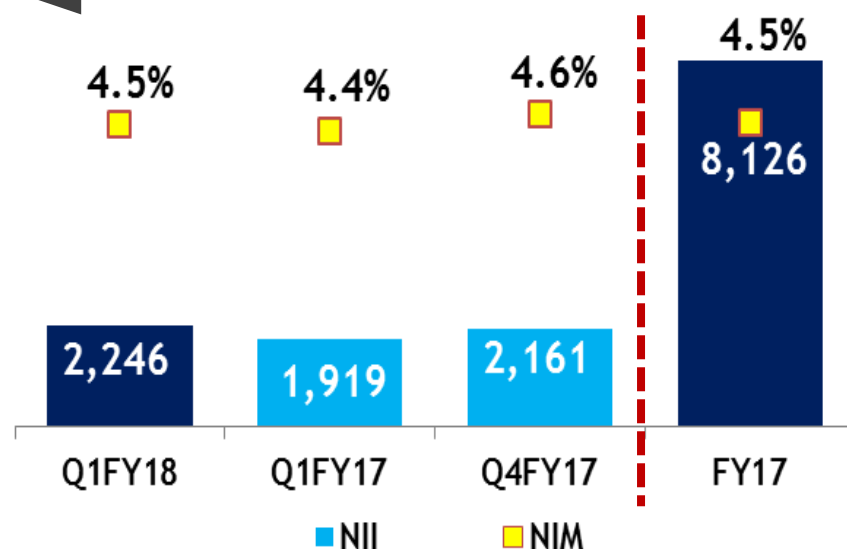
Profit and Loss Account

₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Net Interest Income	2,246	1,919	2,161	8,126
Other Income	907	733	1,003	3,477
Net Total Income	3,153	2,652	3,164	11,603
Employee Cost	706	667	681	2,745
Other Operating Expenses	851*	670	781	2,873
Operating Expenditure	1,557	1,337	1,462	5,618
Operating Profit	1,596	1,315	1,702	5,985
Provision On Advances/Receivables (net)	193	167	252	698
Provision On Investments	11	12	15	139
Provision & Contingencies	204	179	267	837
PBT	1,392	1,136	1,435	5,148
Provision For Tax	479	394	459	1,737
PAT	913	742	976	3,411

* Includes 811 related marketing and other expenses of ₹63 cr

Income and Asset Quality

NII (₹ cr) and NIM



Asset Quality

- Restructured loans considered standard ₹ 80 cr; 0.06% of net advances
- SMA2 outstanding - ₹ 305 cr
 - 0.21% of net advances
- Bank has total exposure of ₹ 236 cr to 4 of 12 accounts identified by RBI for insolvency proceedings
 - All 4 accounts inherited from ING Vysya Bank at merger on April 1, 2015
 - Kotak Mahindra Bank on its own had no exposure to any of the 12 accounts
 - Provision well in excess of RBI stipulation

Other Income (₹ cr)	Q1FY18	Q1FY17	Q4FY17	FY17
Fee and Services	805	564	757	2,677
Others	102	169	246	800
Total	907	733	1,003	3,477

Segment Performance

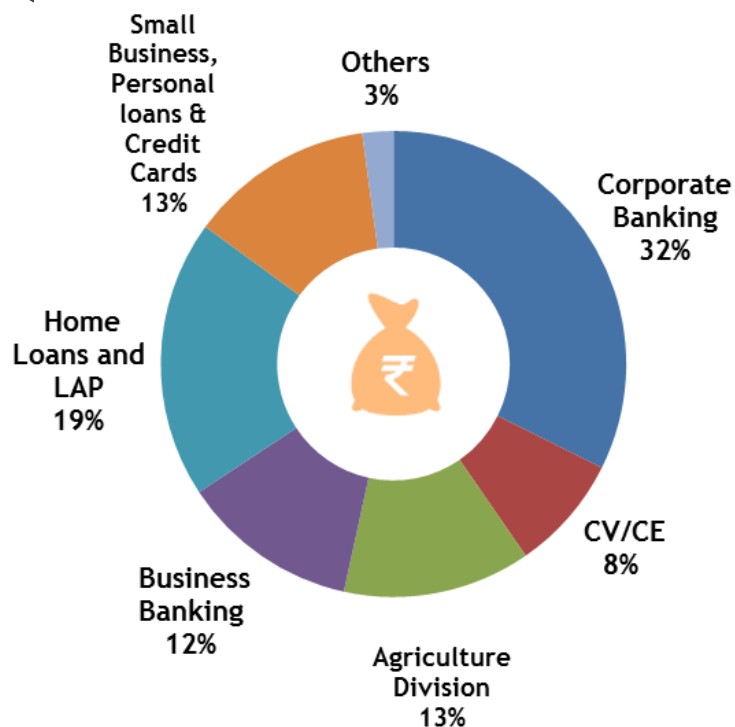
Bank Segmental PBT

As per RBI (₹ cr)	Q1FY18	Q1FY17	Q4FY17	FY17
Corporate/Wholesale Banking	724	601	738	2,670
Retail Banking	279	250	358	1,195
Treasury, BMU* & Corporate Centre	389	285	339	1,283
Total	1,392	1,136	1,435	5,148

* Balance Sheet Management Unit

Customer Assets

30-Jun-17 (₹ 142,359 cr)



Advances

Customer Assets

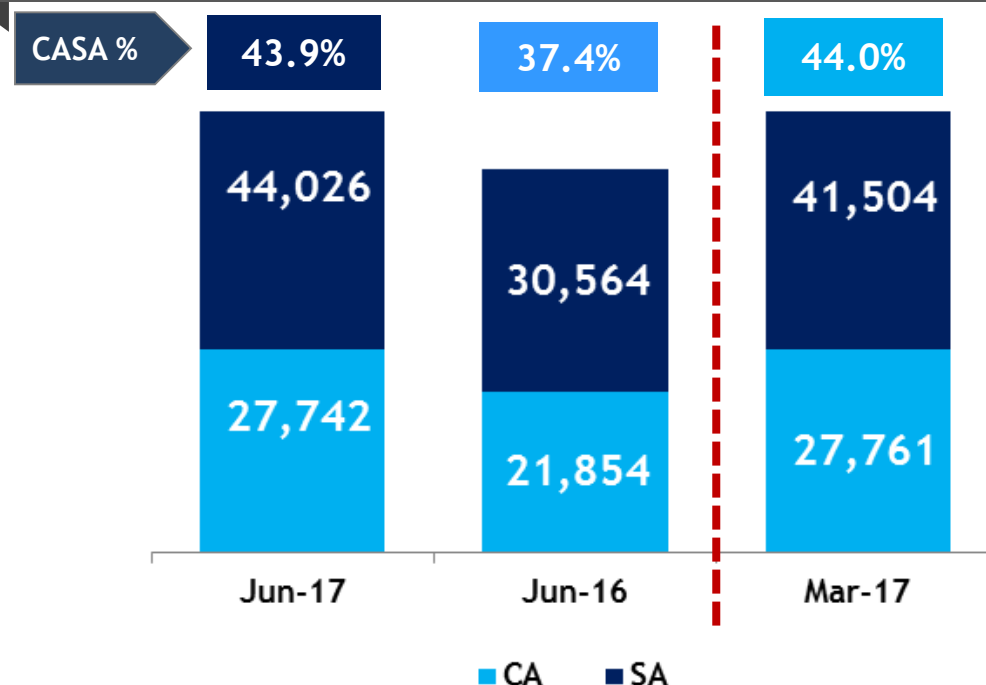
₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Corporate Banking	46,046	38,067	41,703
CV/CE	11,442	8,454	10,827
Agriculture Division	18,563	16,365	18,969
Business Banking	17,527	16,990	17,884
Home Loans and LAP	27,459	23,479	26,121
Small Business, PL & Credit Cards	18,257	14,684	17,387
Others	3,065	2,726	3,191
Total Advances	142,359	120,765	136,082
Investment Credit Substitutes	9,370	5,897	6,872
Total Customer Assets	151,729	126,662	142,954

As per segmental classification

₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Retail	56,528	49,548	55,237
Corporate	85,831	71,217	80,845
Total Advances	142,359	120,765	136,082
Investment Credit Substitutes	9,370	5,897	6,872
Total Customer Assets	151,729	126,662	142,954

Branches & Deposits

CASA (₹ cr)



Highlights

- 1,362 branches as on 30th Jun, 2017
- Plan to reach ~1,400 branches by FY18
- CASA and TDs below ₹ 5 cr constitute 74% of total deposits
- TDs below ₹ 1 cr were ₹ 41,456 cr
- TD Sweep deposits 6.8% of the total deposits
- Cost of SA for Q1FY18 - 5.51%

■ CA ■ SA

YoY %

Avg SA (Qtr)

40,932

44%
▲

28,523

38,628

Avg CA (Qtr)

21,520

16%
▲

18,575

21,637

Balance Sheet

₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Networth	34,318	24,744	27,616
Deposits	163,518	140,028	157,426
CA	27,742	21,854	27,761
SA	44,026	30,564	41,504
<i>Term Deposits</i>	91,750	87,610	88,161
<i>Of which: TD Sweep</i>	11,126	8,691	10,079
Borrowings	19,696	17,063	21,095
Other Liabilities and Provisions	8,853	7,986	8,453
Total Liabilities	226,385	189,820	214,590

₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Cash, Bank and Call	19,859	10,527	22,572
Investments	52,251	47,545	45,074
<i>Government Securities</i>	40,980	40,219	36,190
<i>Others</i>	11,271	7,326	8,884
Advances	142,359	120,765	136,082
Fixed Assets and Other Assets	11,916	10,983	10,862
Total Assets	226,385	189,820	214,590

The 811 Customer

47%

Of 811
Customers are
Salaried
employees

82%

Customers are
between
18-35 yrs of
age



63%

Of 811
Customers
come from
top 20 Cities

9M+

Total
customers of
the bank
exceed 9 mn

Digital - Best In Class Experience



Mobile Banking app rated 4.5 on Google Play Store

MOBILE BANKING GROWTH

134%
Value
(QnQ)

117%
Volume
(QnQ)

June'17



55% of Bank
Active are
Digitally Active
(30th Jun 17)



Mobile Banking
login more than
4X of Net
Banking



63% of Mobile
banking
customers bank
ONLY on Mobile
App.



Launched
online
Consumer
durable loans
thru FINTECH
Tie ups



Instant Online
In-Principle
Credit Card
Approval /
Eligibility



Instant Online
In-Principle
Home Loan
Approval /
Eligibility



24/7 Real-
Time outward
paperless
online
remittance
platform

Q1FY18

69%

Recurring Deposit
sourced digitally

59%

Term Deposit
sourced digitally

21%

Digital Share of
Salaried Personal
Loan

Payments highlights

115%

Monthly transactions on Mobile was ₹ 6,075 cr in June'17 (Jun'17 v/s Jun'16)

89%

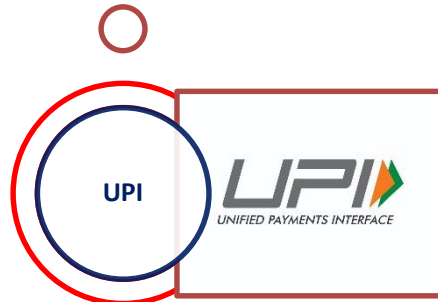
Payment Gateway transactions Value growth (Jun'17 v/s Jun'16)

32%

Payment Gateway volume growth (Jun'17 v/s Jun'16)

97%

Online Shopping Payment Gateway transactions from Mobile growth (Jun'17 v/s Jun'16)



Transformation



Service Requests

- Digitized scan workflow
- TAT of 4 hours
- 90% SR's Processed in 0-1 Day

Robotics Process Automation

- Significant reduction in Turn around time for majority of the projects
- Towards Error Free and provides scalability, 24X7



Digital Branch – Launch 2017

- 24X7 - State of the Art Elobby and Customer Friendly layout
- WIFI, Digital Signages, Quick Service Tablets

Digital transformation everywhere

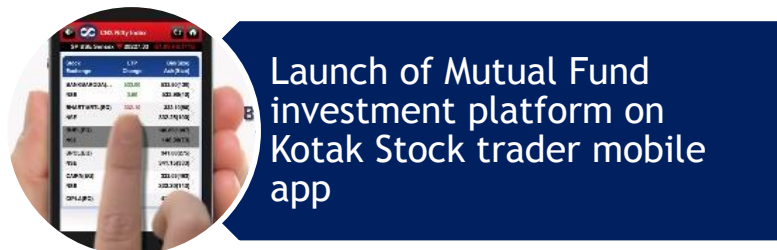


Customer Experience
and Journey - Prime
drivers for
Transformation Projects

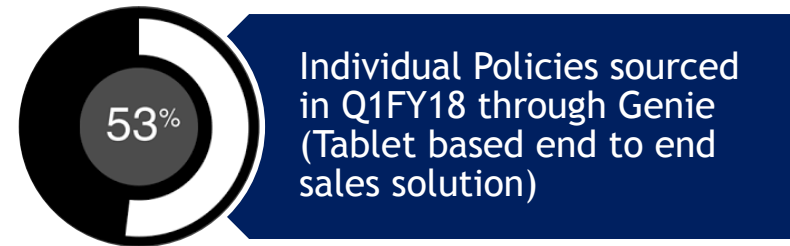
Digital Update - Subsidiaries



Kotak Securities



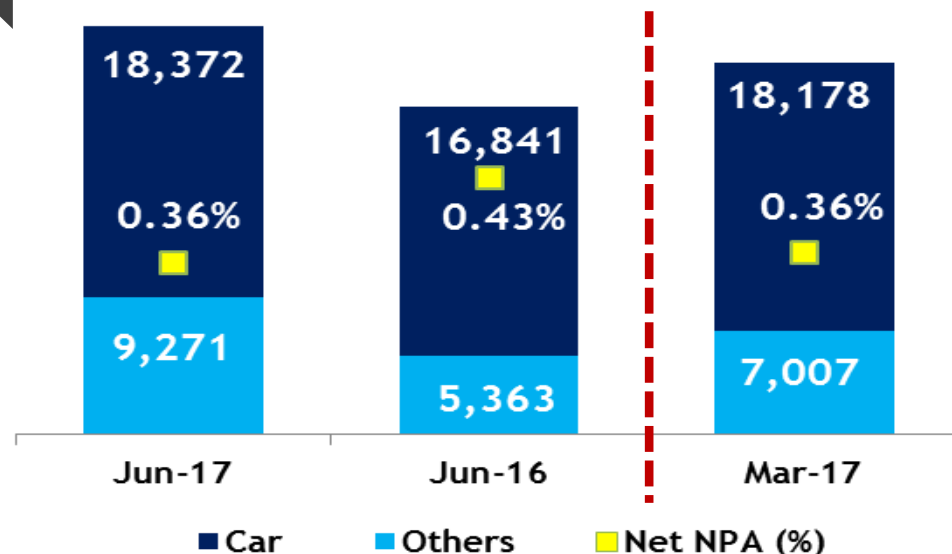
Kotak Life Insurance



Kotak General Insurance



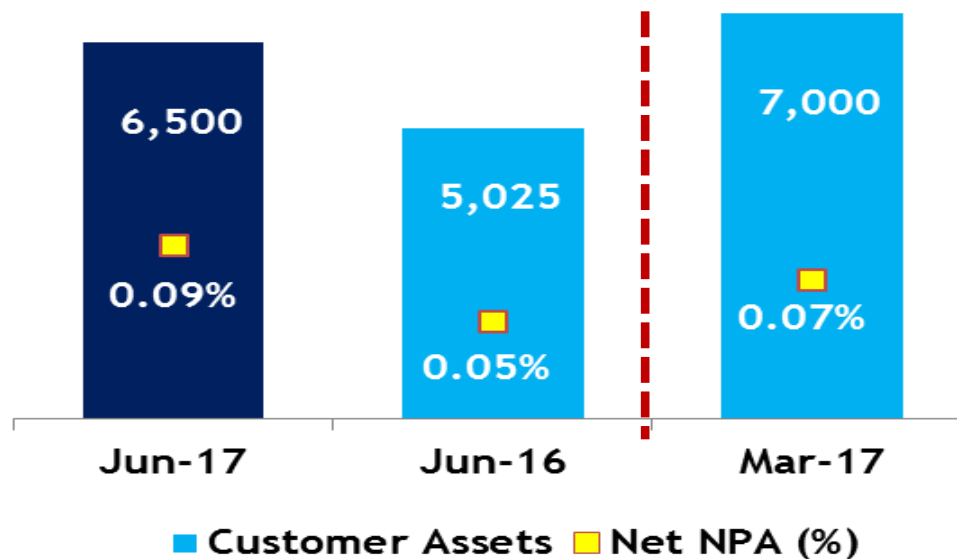
Customer Assets* (₹ cr) & NNPA (%)



₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
NII	272	242	265	1,017
Other Income	57	52	65	225
Total Income	329	293	330	1,242
Profit Before Tax	203	183	203	788
Profit After Tax	132	120	133	515
CAR (%)				17.2
ROA (%) - annualised				2.0

* Customer Assets includes loans and credit substitutes

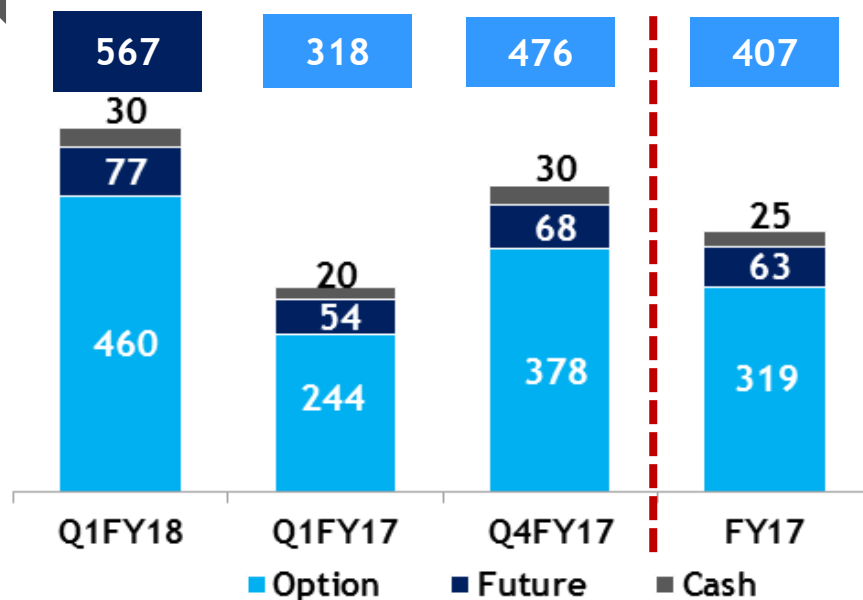
Customer Assets* (₹ cr) & NNPA (%)



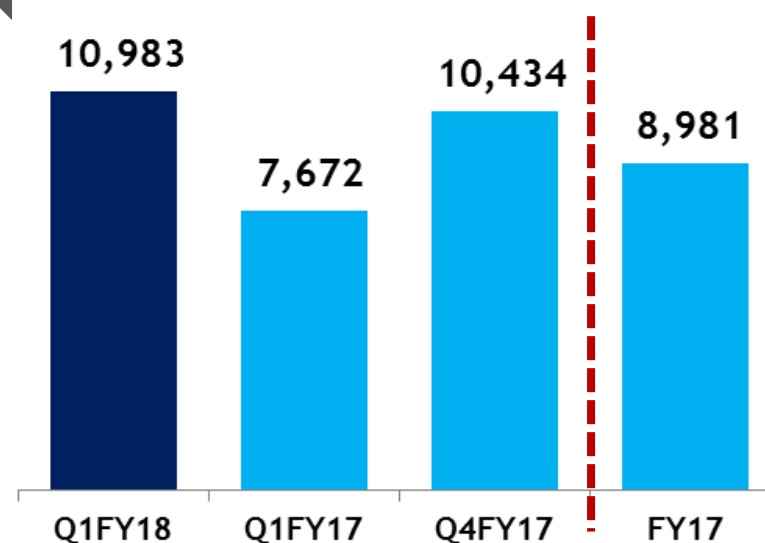
₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
NII	73	60	77	270
Other Income	7	12	23	81
NII and Other Income	80	72	100	351
Profit Before Tax	69	61	83	290
Profit After Tax	45	40	56	196
CAR (%)				16.8
ROA (%) - annualised				3.1

* Customer Assets includes loans and credit substitutes

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS



₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Total Income	365	238	366	1,184
Profit Before Tax	187	92	182	543
Profit After Tax	125	60	121	361
Market Share * (%) (YTD)	1.9	2.4	2.2	2.2

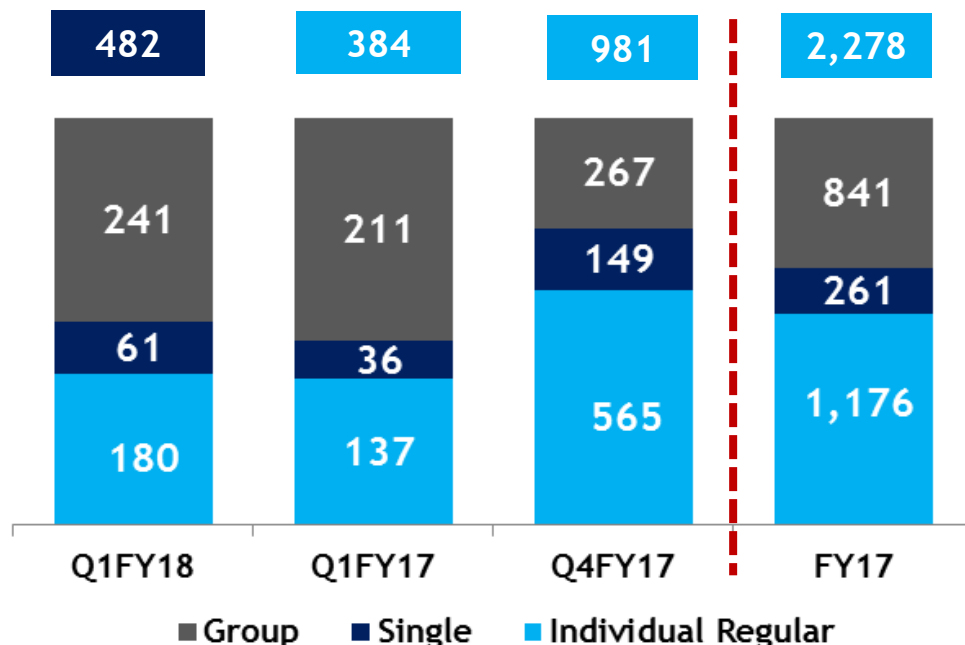
*excluding BSE Derivative segment

Kotak Securities services has registered customer base of ~ 1.4 million secondary market customers through 1,455 branches, franchises and referral co-ordinators

Kotak Mahindra Old Mutual Life Insurance



New Business Premium (₹ cr)



Highlights

- Individual Regular NBP grew at 31% YoY. of which ULIP is 33%
- Sum assured increased by 22% YoY
- Investment Performance of 100% Equity Funds in Quartile 1 on three and five year basis
- KLI Individual renewal premium grew 24.4% YoY
- KLI FY17 conservation ratio of 85.2%, best in the industry
- Claims settlement ratio FY17: 99.5%

₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Capital	562	562	562	562
Other Reserves and Surplus	1,365	1,031	1,263	1,263
Total Premium	972	788	2,132	5,140
Profit After Tax	103	71	101	303
Solvency Ratio (x)	3.04	3.13	3.00	3.00

Kotak Mahindra Capital Company



Advisory



₹ 1,293 cr

Financial Advisor to Kotak Mahindra Bank for acquisition of 26% stake in Kotak Life from Old Mutual Plc



₹ 270 cr

Buyback of equity shares by Mindtree Limited via tender offer



Undisclosed

Financial Advisor to Rubique for primary fund raise

Equity



₹ 15,000 cr

Qualified Institutional Placement of State Bank of India



₹ 5,803 cr

Qualified Institutional Placement of Kotak Mahindra Bank Limited



₹ 2,500 cr

Qualified Institutional Placement of Federal Bank Limited

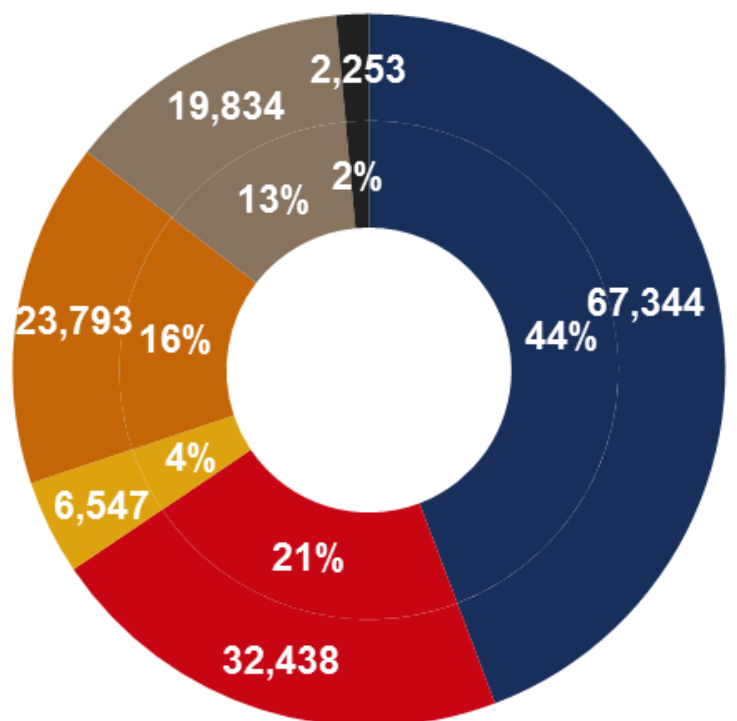


₹ 500 cr

Qualified Institutional Placement of Brigade Enterprises Limited

₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Total Income	27	52	34	136
Profit Before Tax	8	31	15	61
Profit After Tax	5	23	11	46

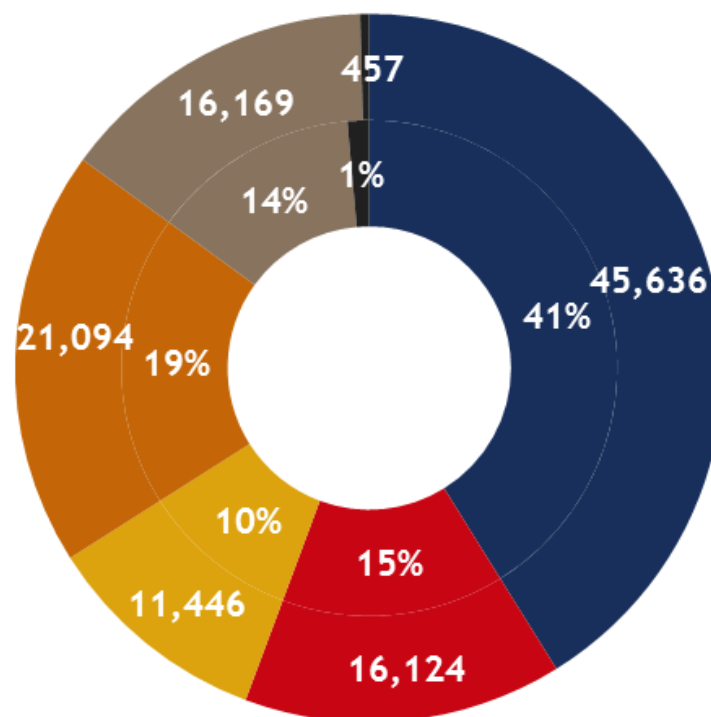
Jun 30, 2017



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

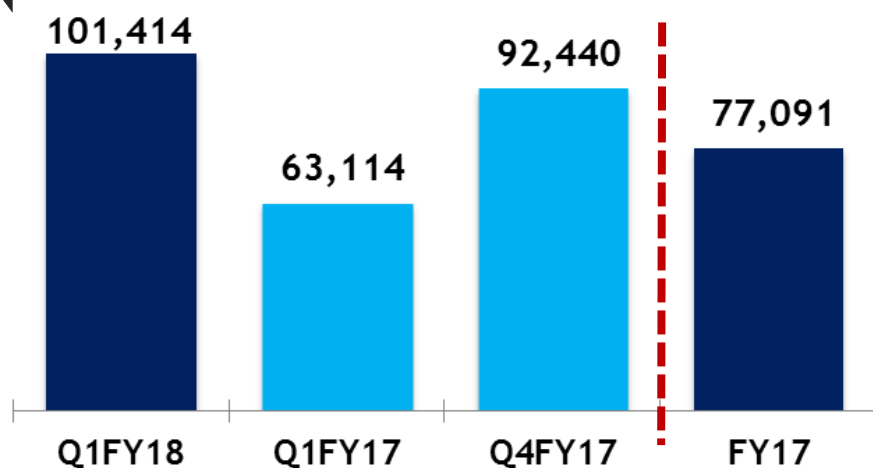
 **AUM ₹ 152,209 cr**

Jun 30, 2016

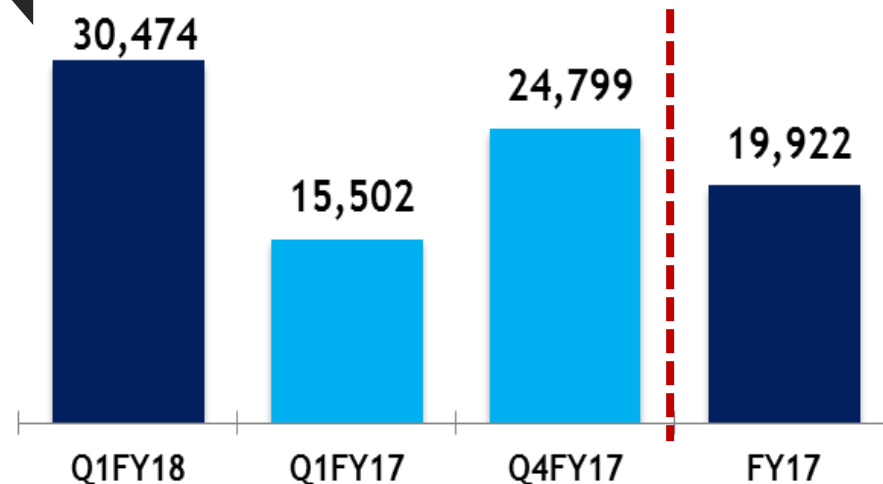


 **AUM ₹ 110,926 cr**

Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity

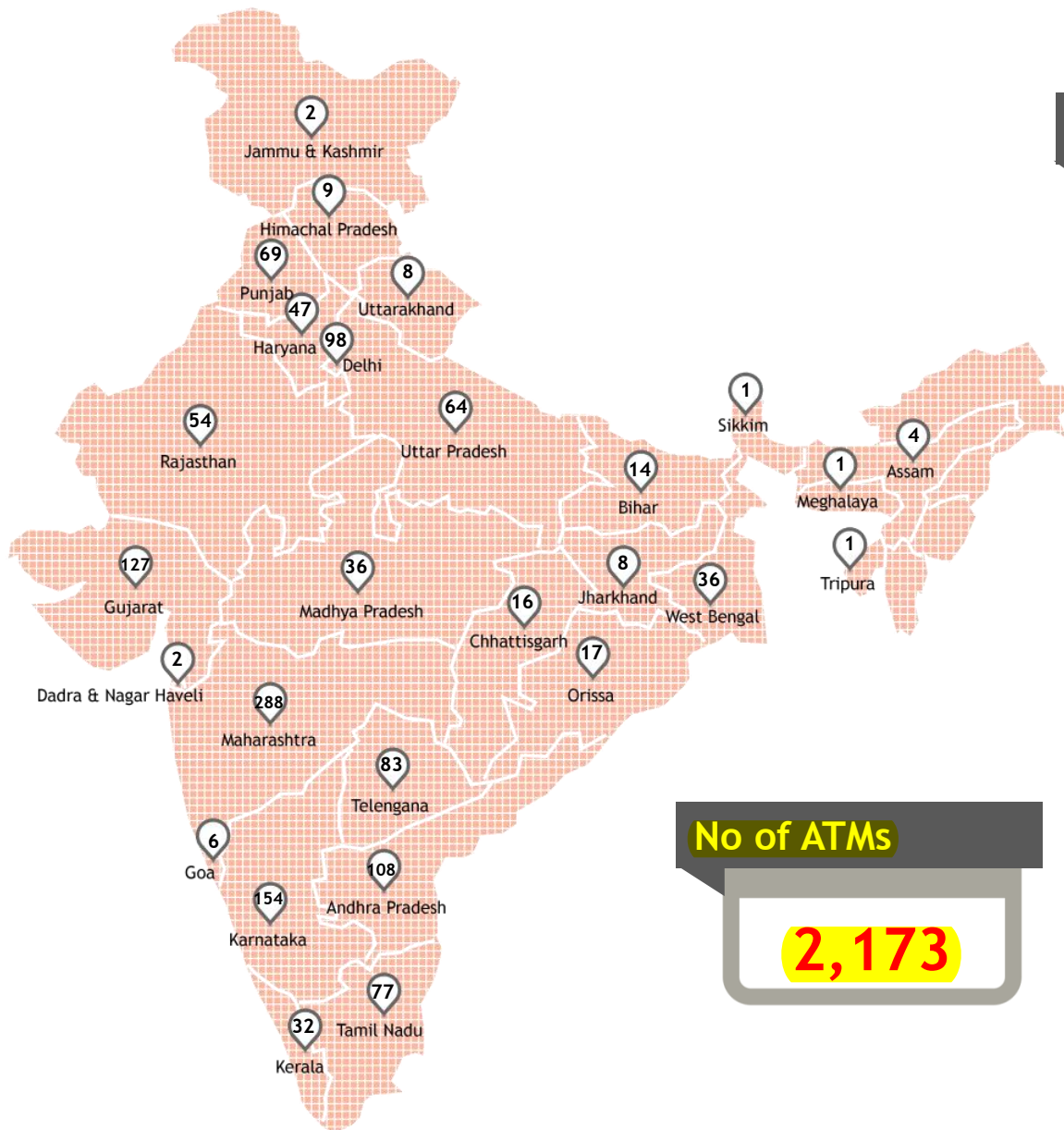


Highlights

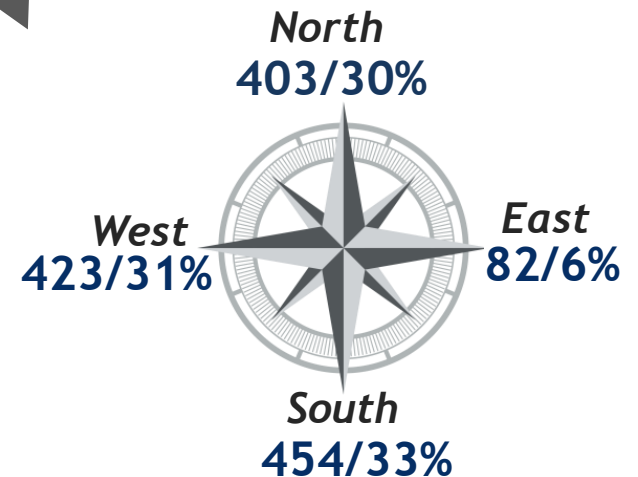
- AAUM crossed ₹ 100,000 cr during qtr
- Equity (ex-arbitrage) AAUM grew 118% Vs Industry growth of 55% YoY
- Overall Market share rose to 5.18% in Q1FY18 Vs. 4.36% in Q1FY17
- PMS AUM grew 7 times YoY

₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Profit Before Tax	21	29	20	84
Profit After Tax	15	19	13	56

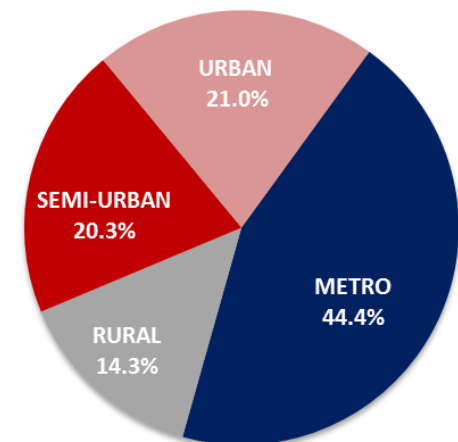
Geographical Presence



Branches 1,362 [No./%]



Branch Classification

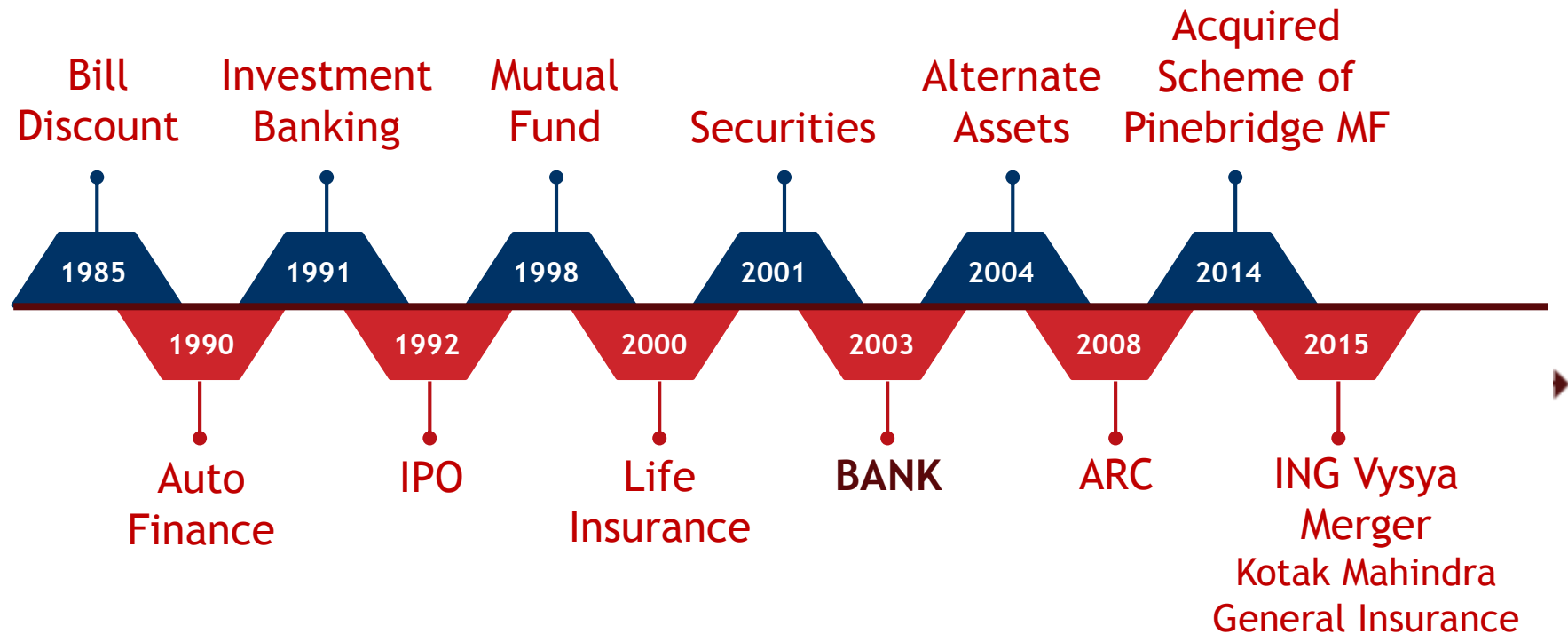


No of ATMs

2,173

GROUP PROFILE

The Journey So far...



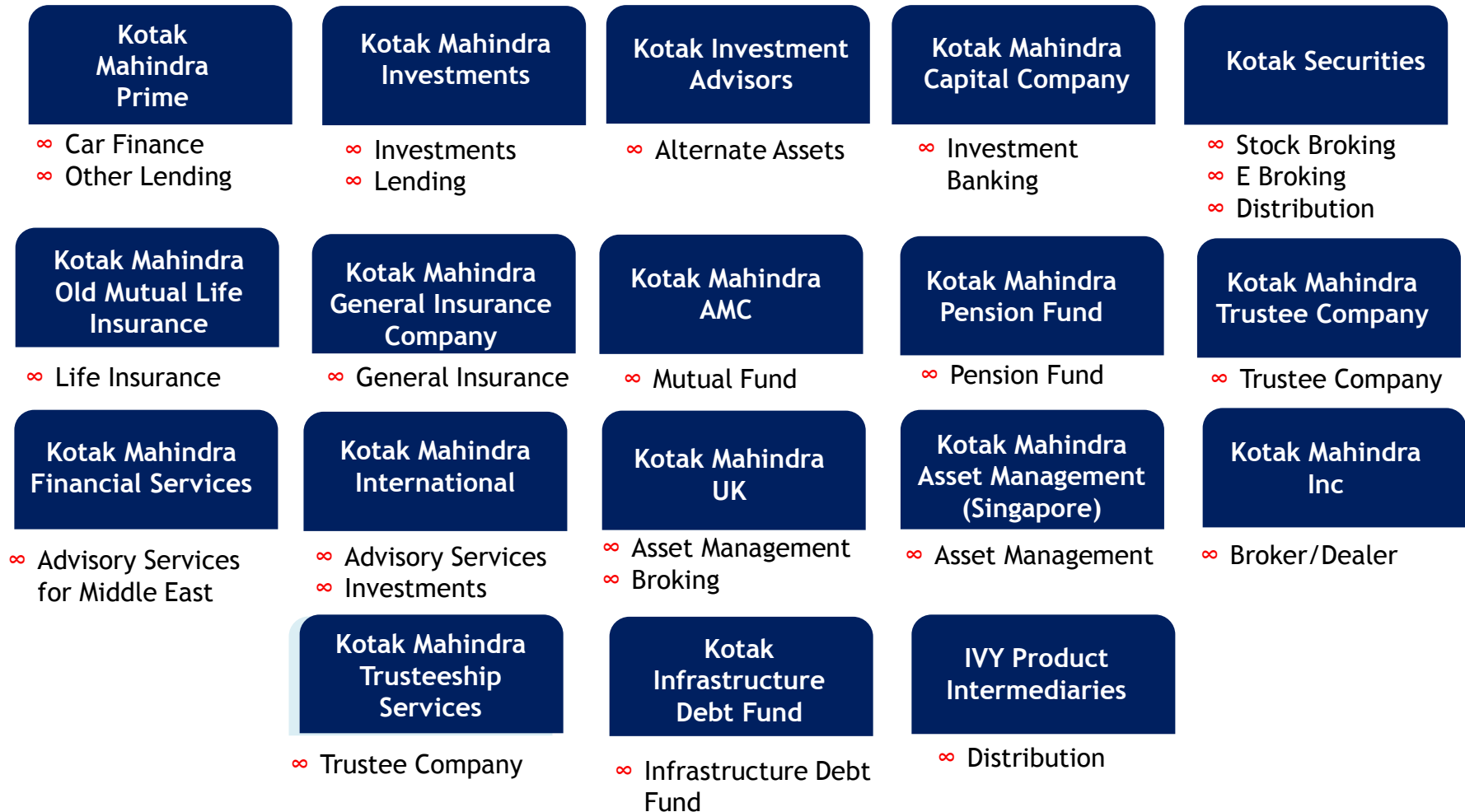
2016 – Acquisition of BSS Microfinance Private Limited – Regulatory approvals recd.

Kotak Mahindra Bank is the 4th Largest Private Sector Bank



Rating for Bank, KMP, KMIL, KS, KIAL

KOTAK MAHINDRA BANK Commercial Bank & Holding Company



Note: All subsidiaries are fully owned beneficially by the Bank except for KMOM Life Insurance where Group holds 74% & Old Mutual Plc (Old Mutual) holds 26%. On 27th April, 2017, Kotak Mahindra Bank has executed an SPA with Old Mutual Plc to acquire 26% stake in KMOM Life Insurance subject to regulatory approvals.

Present Across the Entire Value Chain



Platform with Wide Product Portfolio

Corporate Banking

- ∞ Corporate Loans
- ∞ Trade Finance
- ∞ Commercial Real Estate
- ∞ Infra Debt Finance (IDF)
- ∞ Forex/ Treasury
- ∞ Cash Management
- ∞ Custody Business
- ∞ Distressed Assets
- ∞ Off-shore Lending

Commercial Banking

- ∞ Agriculture Finance
- ∞ Tractor Finance
- ∞ Business Banking
- ∞ Commercial Vehicles
- ∞ Construction Equipment
- ∞ Loan against Shares
- ∞ Gold Loans

Consumer Banking

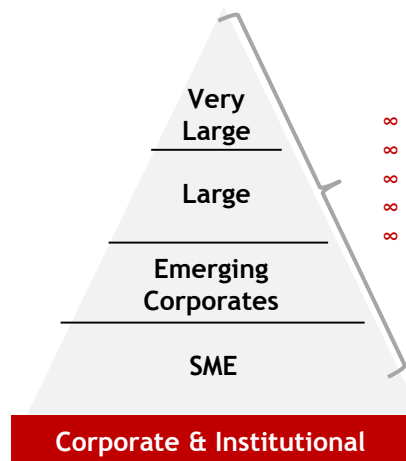
- ∞ Auto Loans
- ∞ Home loans, LAP
- ∞ Personal Loans
- ∞ Consumer Durable Finance
- ∞ Credit Cards
- ∞ Unsecured Business Loans
- ∞ Private Banking

Non-Banking

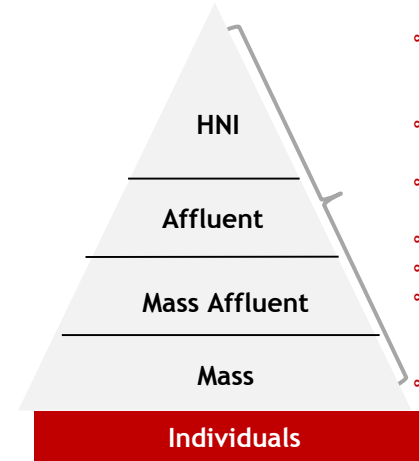
- ∞ Mutual Funds
- ∞ Alternate Assets
- ∞ Off-shore Funds
- ∞ Life Insurance
- ∞ General Insurance
- ∞ Investment Banking / DCM
- ∞ Broking
- ∞ Asset Reconstruction

Deposits across all customer segments

Wide Customer Coverage



- ∞ I-Banking
- ∞ Corporate banking products
- ∞ Transaction banking
- ∞ Fund and Fee based products
- ∞ Salary accounts



- ∞ Private/ Priority Banking
- ∞ Commercial banking
- ∞ Consumer loans
- ∞ LAS
- ∞ Mutual fund
- ∞ Insurance

∞ 811

Organisation structure and culture drives cross-sell and customer cross-buying across various products



An integrated and diversified business model

- ∞ Balance sheet, market and knowledge driven businesses
- ∞ Integrated business model strengthened by cross-group expertise



Ability to identify and capitalise on opportunities

- ∞ Relative latecomers in banking, but among the largest private sector banks in India by balance sheet size as on Mar 2017
- ∞ Innovated product and services offerings to enter and compete in established segments



Prudent risk management capabilities

- ∞ Guiding philosophy 'return of capital is as much more important than return on capital'
- ∞ Prudent risk management and credit evaluation processes, coupled with our ability to evaluate and appropriately price risk



Strong brand and leadership in various businesses

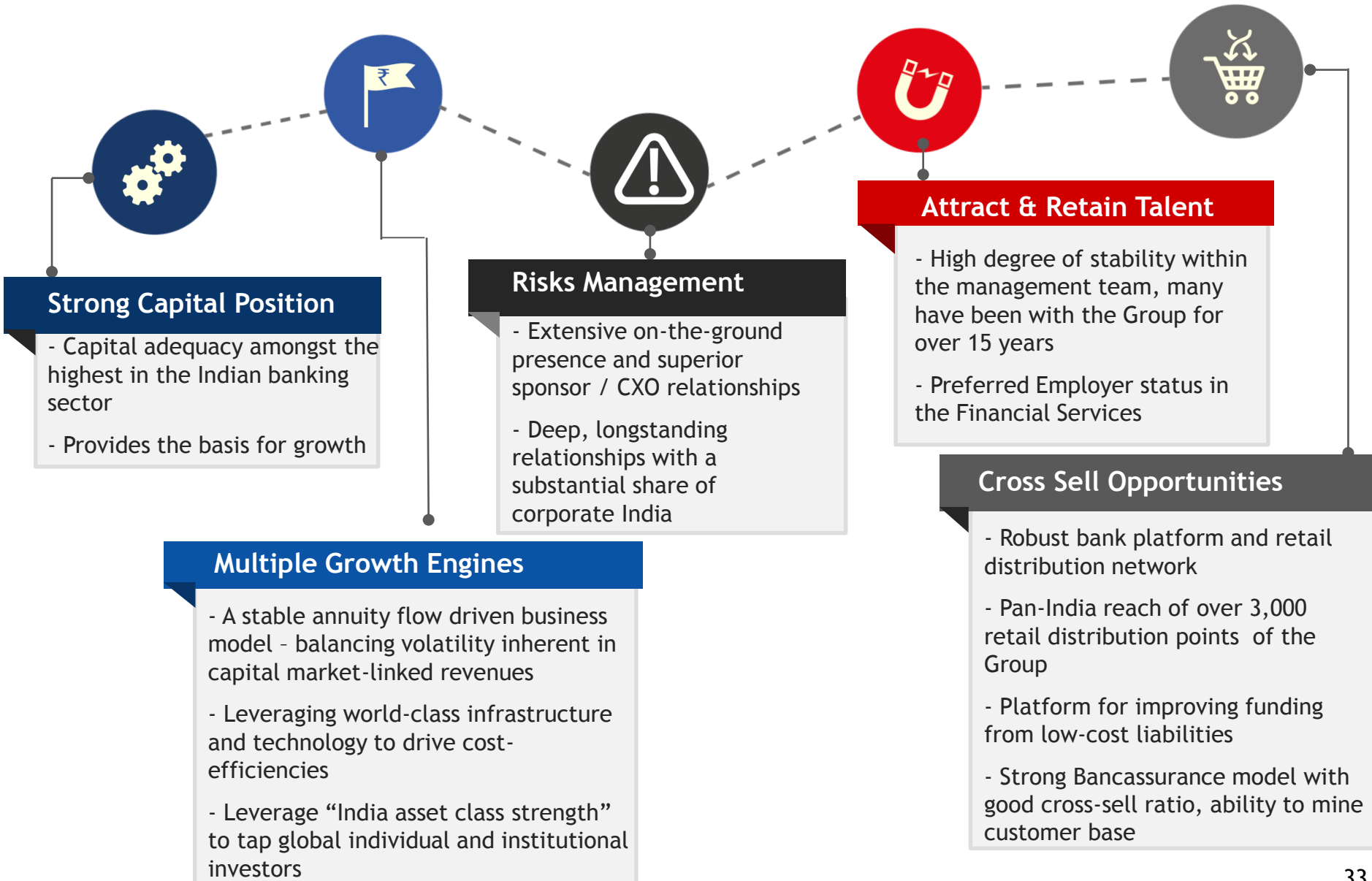
- ∞ Numerous industry accolades reflect the governance culture as well as trust in our offerings
- ∞ Recognition to various businesses for leadership / innovations



Strong governance culture with experienced management

- ∞ Executive Board comprises professional entrepreneurs
- ∞ 10/13 having 20+ years' experience with our Group
- ∞ Management team with significant experience across business segments

The Path of Leadership



Bank Awards & Recognition



Best Corporate & Investment Bank for India
Asiamoney Best Bank Awards 2017 - India

Fastest Growing Midsized Bank 2017
Business Today-Money Today Financial Awards

Best Growing Mid-Size Bank
Businessworld Magna Best Banks Awards 2017

Best Savings Bank Product
FE India's Best Banks Award 2015-16

National Payments Excellence Awards 2016 by NPCI:
Best Mid-Sized Bank for excellent performance in:
• Cheque Truncation System
• IMPS

Company with Great Managers
The Great Managers Award 2016 by People Business & Tol

AsiaMoney Cash Management Poll 2016
• Best Local Cash Management Bank in Indian mid-cap space

Best Cash Management Bank
Asian Banker Transaction Banking Awards 2017, 2016 (India)

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

Best Private Bank India
Global Private Banking Awards 2016

Best Private Bank India
FinanceAsia Country Awards 2016

Most Future Ready Bank
in Business Today-KPMG's Best Bank Study 2015

Finnoviti Award 2016
for Bharat Banking App
Banking Frontier's magazine

Mr. Narayan SA recognized as CA Business Leader
Banking at ICAI Awards 2016

Mr. G Murlidhar recognized as CA Business Leader
Banking at ICAI Awards 2016

Ms. Shanti Ekambaram
One of the 50 Most Powerful Women in the country
Fortune India



Company of the Year 2016
The Economic Times Awards for Corporate Excellence

Mr. Uday Kotak

Business Leader
LakshmiPat Singhania IIM Lucknow National Leadership Awards 2017

Businessman of The Year 2016 - Business India

Best Transformational Leader Award 2015
Asian Centre for Corporate Governance & Sustainability in 2016

Business Leader of the year
ET Awards 2015

Entrepreneur of the Year
Forbes India Leadership Awards 2015

Awards and Recognition



Securities Advisory Firm of the Year in India

Corporate Intl Global Awards - 2017, 2016, 2014, 2012

The Asset Triple A Country Awards 2016, India

- Best Equity House
- Best IPO, QIP
- Best M&A Deal

IPO Dealmaker of the Year

Businessworld PwC I-Banking Survey 2016

Best Domestic Equity House

Asiamoney - 2016

Best Domestic Investment Bank and Best Domestic Equity House over the last 20 years

FinanceAsia Platinum Awards -20 Years of Excellence



Best Broker in India

FinanceAsia Country Awards for Achievement 2015

BSE recognised K-Sec (FY 15-16)

- Top 5 in Equity Retail Segment, Equity Institutional Segment
- Top 3 in OFS Segment

NSDL Star Performer Awards, 2016

#1 in New Accounts opened (Non-Bank category)

Institutional Investor's 2016

- #1 in All-India Research Team
- #1 in All-India Sales Team

Asiamoney Brokers Poll 2015

- #1 in Overall Research for India
- #2 in Execution for India
- #3 for Most Independent Research Brokerage
- India's Best Local Brokerage - 11th year in a row



Business World Award

Excellence in L&D for 2016



Special award for Innovative Approach to Investor Awareness

Outlook Money

Best new ETF and ETF Manager of the Year -India

ETF I - ETF & Indexing Awards 2016 by Asia Asset Management - Hong Kong

I - invest (London) in 2016 ETF Awards

- Best Asia - Focused ETF Manager
- Best Open-Ended Gold ETF (Since inception): Kotak Gold ETF



DIPAK GUPTA

- ❑ Joined Kotak in 1992; **First charge** | Senior Manager, Kotak Mahindra Finance
- ❑ **Current charge** | Joint Managing Director, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | I used to be an engineer and then a consultant. My first job at Kotak was to look after the Lease and Hire Purchase business. We built one of the largest leasing businesses in the country. When Ford Credit came to India around 1995-96, we entered into a joint venture with them and it was very interesting discussing, debating and negotiating with them. I went on to become the head of that joint venture. Running different businesses while still being in the same fold gives you the twin benefit of a deeper perspective and wider all-round growth.



SHANTI EKAMBARAM

- ❑ Joined Kotak 1991; **First charge** | Senior Manager - Bill Discounting
- ❑ **Current charge** | President - Consumer Banking, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | I joined Kotak from a foreign bank. Since financial services was still a new area I was apprehensive but here was a company that seemed young and hungry. In the back of my mind, I knew I could always go back to a MNC if things didn't work out. That was 26 years ago and I'm still here and raring to go. I have run the Bill Discounting business, serviced FIs and started the M&A desk. When we entered into a strategic alliance with Goldman Sachs, I moved to look after that business and we dominated the GDR and private placement markets. I subsequently moved into the domestic Investment Banking business to develop corporate relationships, then head Fixed Income. In 1998, I took over as the CEO of the Investment Bank and we went on to top the league tables. In 2003 when the bank project was launched I was given the opportunity to build the wholesale bank. I handled the corporate banking business till Mar-14, I am now handling consumer banking business. I don't think any MNC would give me so many opportunities for learning and growth.



ARVIND KATHPALIA

- ❑ Joined Kotak in 2003; **First charge** | Group Head, Operations, Technology & Finance, Kotak Mahindra Finance
- ❑ **Current charge** | President and Group Chief Risk Officer, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | I joined Kotak Mahindra Bank in 2003 after working for two decades in a Foreign Bank in a variety of Senior Leadership roles. The nature of my first role in Kotak - the thrill of setting up the technology platform, Operations policies and processes for a new bank was truly entrepreneurial. There were daily "innovations" to ensure we met the challenges of the market as the new bank ramped up. I learnt more and never had worked harder (without ever feeling it) in any of my previous roles. In 2009, at the height of the banking crisis I moved to head the Risk function - having never worked in the function earlier - that's Kotak.

Talent: Professional Entrepreneurs at work



D. KANNAN

- ❑ Joined Kotak in 1991; **First charge** | Assistant Manager, Kotak Mahindra Finance
- ❑ **Current charge** | Group Head, Commercial Banking, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | Joined Kotak Mahindra Finance as Assistant Manager and was part of the start up team which set up the Karnataka operations and moved up to be the State Head. Was Asst. Vice President, Asset Finance Division, between 1995 to 1998. Took over as Vice President Sales and Marketing, Ford Credit India Ltd, in 1998 and continued till 2000. Moved to Kotak Securities, in 2000, launched Kotak Securities.com, the internet broking platform and set up the Retail brokerage business. Have been the Managing Director of Kotak Securities since April 2010 and have moved to the Bank in August 2014



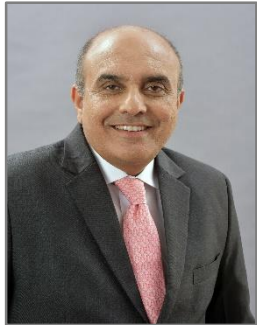
GAURANG SHAH

- ❑ Joined Kotak in 1996; **First charge** | Chief Operating Officer, Kotak Mahindra Primus;
- ❑ **Current charge** | President - Asset Management, Insurance and International Business
- ❑ **On being a professional entrepreneur** I came from a corporate finance background and joined Kotak's Car Finance business. That was in 1996. I was totally new to retail finance. In 1999, I took over as Executive Director of Car Finance and by 2002, we had built one of India's most profitable car finance companies. In 2002, I took over as head of Retail Assets and we added Home Loans, Subprime Lending in automobile financing and agricultural finance to our retail portfolio. In 2004, I moved into Life Insurance with my knowledge of insurance restricted to a single policy that I owned.



G. MURLIDHAR

- ❑ Joined Kotak in 2001; **First charge** | Chief Financial Officer, Kotak Life Insurance;
- ❑ **Current charge** | Managing Director & Chief Executive Officer - Kotak Life Insurance
- ❑ **On being a professional entrepreneur** Coming from a manufacturing & financial background, I transitioned to the new & emerging insurance sector for the challenges it would entail, in the role of CFO & founding member of Kotak Life Insurance in 2001. I initially focussed on building financial, operations & servicing capabilities of the company. I was appointed COO in 2007 and then MD & CEO in 2011. In this phase, my focus is to build an efficient distribution network and improve customer experience so as to deliver value to customer and all stakeholders. Kotak has provided me the opportunity to put my beliefs into action.



JAIDEEP HANSRAJ

- ❑ Joined Kotak in 1993; **First charge** | Assistant Manager, Kotak Mahindra Finance
- ❑ **Current charge** | CEO - Wealth Management and Priority Banking, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** My first job at Kotak was to garner liabilities for the Group. I then moved to Kotak Securities to head the Eastern region and then to Dubai as Head of the Middle East operations. I came back to India in 1999 to run the Private Client Group at Kotak Securities which is now the Wealth Management business of the Bank. From 2014, I have been responsible for the priority banking group of the bank as well. The independence and freedom given by the bank has helped me becoming a professional entrepreneur.



JAIMIN BHATT

- ❑ Joined Kotak in 1995; **First charge** | Proprietary Investments
- ❑ **Current charge** | President & Group CFO, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | My initial work at Kotak was in the area of Proprietary Investments, where I worked with Narayan SA. Around the time of the Ford JV, I was invited to be on the team structuring the JV and that was very exciting. I moved to the Investment Bank and handled M&A. I was involved in a number of exciting transactions. Thereafter my role grew into larger operational role at the Investment Bank and also included doing structuring work for the Group. What stands out for me is the freedom and sense of responsibility that one gets and this, in turn, instills a lot of self-confidence. As you grow and inculcate the same sense of self-confidence in those around you, it becomes a part of the culture.



K.V.S.MANIAN

- ❑ Joined Kotak in 1995; **First charge** | Compliance, Kotak Mahindra Capital Company;
- ❑ **Current charge** | President - Corporate, Institutional & Investment Banking, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | After two years in Investment Banking, I moved into Corporate Finance. I was instrumental in turning around and building the Retail Asset Finance Division (including the early stages of the Commercial Vehicle and Personal Loans Businesses). When the Group restructured its business in preparation for the conversion to a bank, I managed the team working on viability, decision making and structuring of the banking business as a project. I used to oversee the Personal customer segment comprising of the Home Finance Division, the Consumer Services Group, Credit Cards and the Auto Finance Business, in addition to the Branch Banking and Retail Liabilities business. I handled the consumer banking business till Mar-14, I am now handling Corporate, Institutional & Investment banking business. It's been a diverse set of responsibilities and looking back, I realize that I had no prior experience in any of the functions.



MOHAN SHENOI

- ❑ Joined Kotak in 2002;
- ❑ **Current charge** | President & Chief Operating Officer, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | Very few in the banking industry have the experience of starting a new bank. I had this rare privilege of associating with two banks right from their inception. The first was ICICI Bank and the second is Kotak Mahindra Bank. I was instrumental in setting up and managing the treasury in both banks. At Kotak, Treasury is one of the important contributors to the revenues of the Bank. Over a 39-year banking career, I have worked in branch banking, credit, recoveries, strategic planning and retail banking (apart from treasury). The environment at Kotak allows me to leverage this diversity of experience to the fullest.



NARAYAN S.A.

- ❑ Joined Kotak in 1991; **First charge** | Associate Vice President, Kotak Mahindra Finance (Operations);
- ❑ **Current charge** | President - Commercial Banking, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | In 1996, broking was largely seen as an institutional business. I believed that retail broking was an opportunity waiting to happen and took up the challenge of going retail. I always wanted to be an entrepreneur and Kotak gave me an opportunity to build a business that any entrepreneur would be proud of.



VENKATTU SRINIVASAN

- ❑ Joined Kotak in 1993; **First charge** | Branch Manager, Pune Branch, Kotak Mahindra Finance
- ❑ **Current charge** | Group Head - Asset Reconstruction and Structured Credit, Kotak Mahindra Bank
- ❑ **On being a professional entrepreneur** | Kotak Mahindra Group provided me a great platform and opportunity to kick start and grow many of the embedded businesses of Commercial Banking, mainly in the areas of CV/CE, Agri Finance etc. Later on when the opportunity unfolded with NPAs burgeoning in the economy in the late 90s, I was incharge of pioneering and starting the Asset Reconstruction business, when the concept was nascent or unheard of in the country. Over the last 18 years, I have grown the Asset Reconstruction business significantly through nursing and structuring of several Non Performing loans with dedicated teams & providing a work out through focussed stressed resolution process. Professional entrepreneurship at Kotak has taught me that for success, one needs the following three sides of triangle, Vision, Strategy & Execution and at the centre piece of it are the values and ethics which the firm and you stand for.

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 61660001

E-mail: investor.relations@kotak.com