

Investor Presentation

Q1FY23

Presentation on financial results for
the period ended 30th June, 2022

23rd July, 2022



Consolidated Highlights Q1FY23



PAT

₹ 2,755 cr

₹ 1,806 cr



ROA

2.04%

1.49%



ROE

11.22%

8.44%



Customer Assets*

₹ 337,112 cr

₹ 263,995 cr



CAR#

24.0%

24.9%

CET I#

23.0%

24.1%



Book Value per Eq.
Share

₹ 502

₹ 435

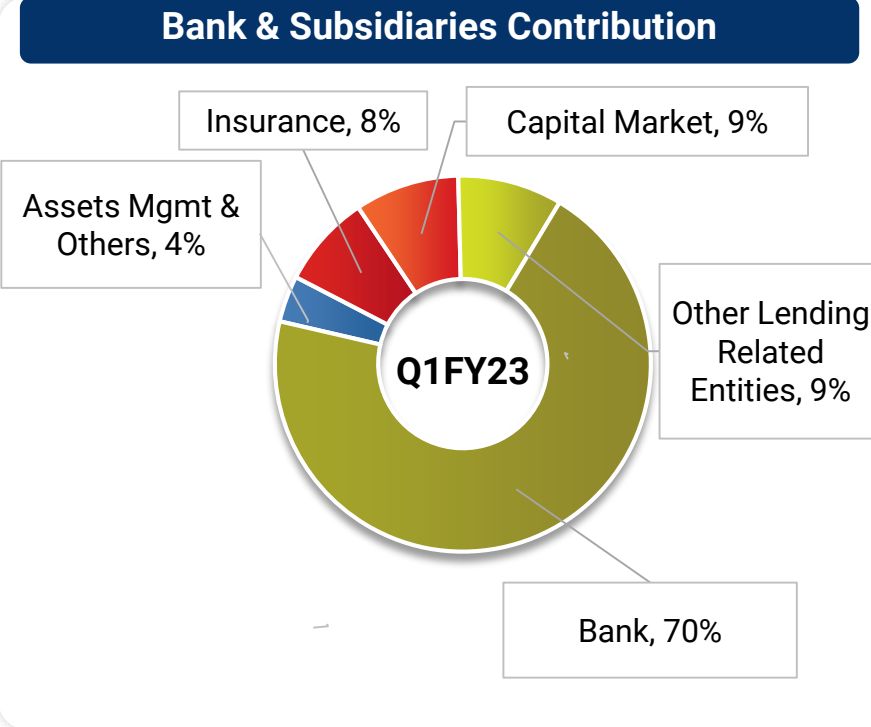
Figures in grey are Q1FY22 numbers

As per Basel III, including unaudited profits. Excluding profits CAR: 23.3%, CET I: 22.4% (30th Jun, 2021: CAR: 24.2%, CET I: 23.3%)

* Customer Assets include Advances and Credit Substitutes

Consolidated PAT

₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Kotak Mahindra Bank	2,071	1,642	2,767	8,573
Kotak Mahindra Prime (KMP)	157	79	313	886
Kotak Mahindra Investments	63	71	101	371
Kotak Securities	219	236	252	1,001
Kotak Mahindra Capital	51	42	42	245
Kotak Mahindra Life Ins	248	(243)	267	425
Kotak Mahindra General Ins	(18)	(5)	(46)	(83)
Kotak AMC and TC	106	107	102	454
International Subs	14	30	20	118
BSS Microfinance	56	7	43	83
Others	6	22	26	92
Bank & Subsidiaries	2,973	1,987	3,888	12,165
Affiliates	43	11	33	158
Interco Adjustments	(261)	(192)	(29)	(234)
Consolidated PAT	2,755	1,806	3,892	12,089
ROA (annualised)	2.04%	1.49%	2.94%	2.36%



Accounting policy change for brokerage,
PBT impact in KMP: ₹ 111 cr

Entity-wise Capital & Reserves and Surplus

₹ cr	30-Jun-22	30-Jun-21	31-Mar-22
Kotak Mahindra Bank	74,652	65,472	72,456
Kotak Mahindra Prime	7,634	6,702	7,494
Kotak Mahindra Investments	2,552	2,189	2,489
Kotak Securities	6,462	5,526	6,291
Kotak Mahindra Capital	902	711	885
Kotak Mahindra Life Ins	4,522	3,720	4,389
Kotak Mahindra General Ins	365	187	233
Kotak AMC and TC	1,659	1,280	1,627
Kotak Infrastructure Debt Fund	453	425	449
International Subsidiaries	1,617	1,422	1,539
Kotak Investment Advisors	767	418	764
Other Entities	473	308	419
Total	102,058	88,359	99,035
Affiliates	1,229	1,040	1,186
Inter-company and Others	(3,209)	(2,632)	(3,087)
Consolidated Capital & Reserves and Surplus	100,078	86,768	97,134

Consolidated Cap & Reserves
crosses ₹ 1 trillion

Standalone Highlights Q1FY23



PAT

₹ 2,071 cr

₹ 1,642 cr



NII

₹ 4,697 cr

₹ 3,942 cr



NIM

4.92%

4.60%



CASA Ratio

58.1%

60.2%



Customer Assets[&]

₹ 303,629 cr

₹ 235,340 cr



Net NPA

0.62%

1.28%



Capital & Reserves

₹ 74,652 cr

₹ 65,472 cr



CAR[#]

22.8%

23.7%

CET I[#]

21.6%

22.6%

Figures in grey are Q1FY22 numbers

[#] As per Basel III, including unaudited profits. Excluding profits CAR: 22.1%, CET I: 21.0% (30th Jun, 2021: CAR: 23.1%, CET I: 22.0%)

[&]Customer Assets include Advances and Credit Substitutes

Profit and Loss Account

₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Net Interest Income	4,697	3,942	4,521	16,818
Other Income	1,244	1,351	1,827	6,354
<i>Fee and Services</i>	1,656	1,169	1,697	5,781
<i>Others</i>	(412)	182	130	573
Net Total Income	5,941	5,293	6,348	23,172
Employee Cost	1,173	1,082	1,123	4,582
Other Operating Expenses	1,985	1,321	1,885	6,539
Operating Expenditure	3,158	2,403	3,008	11,121
Operating Profit	2,783	2,890	3,340	12,051
Provision On Adv/Receivables (net)	88	725	187	1,513
General provision - COVID related	(65)	-	(453)	(732)
Provision On Investments	-	(21)	(40)	(91)
Provision & Contingencies	23	704	(306)	690
PBT	2,760	2,186	3,646	11,361
Provision For Tax	689	544	879	2,788
PAT	2,071	1,642	2,767	8,573

*On fixed income book, net of OIS

Notes for Q1FY23



Trading and MTM hit* Q1FY23: ₹ 857 cr;
(Q1FY22: ₹ 274 cr, Q4FY22: ₹ 302 cr; FY22: ₹ 1,163 cr)



AFS+HFT book as % of Investment book: 61%



Modified duration of AFS +HFT*: 1.04 years

Fees & Services

₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Distribution & Syndication Income	262	183	376	1,102
General Banking Fees	1,352	946	1,279	4,511
Others	42	40	42	168
Fees and Services	1,656	1,169	1,697	5,781

Asset Quality

₹ cr	30-Jun-22	30-Jun-21	31-Mar-22
GNPA	6,379	7,932	6,470
NNPA	1,749	2,792	1,737
GNPA (%)	2.24%	3.56%	2.34%
NNPA (%)	0.62%	1.28%	0.64%
PCR (excl standard and COVID prov)	72.6%	64.8%	73.2%



Credit cost on advances for Q1FY23:

16 bps annualised
(excl COVID & restructuring prov/reversal)
(Q4FY22: 15 bps; Q1FY22: 131 bps)



Slippages for Q1FY23

₹ 1,435 cr (0.5% of Advances)
Of which ₹ 781 cr got upgraded within Q1FY23.

Hence, Net Slippages: ₹ 654 cr (0.2% of Advances)

- Recoveries and upgrades during the quarter: ₹ 1,295 cr
- SMA2^ O/s as on 30th Jun, 2022: ₹ 159 cr [31st Mar, 2022: ₹ 186 cr]
- No sale of any loans during the year
- Total provisions held: ₹ 6,532 cr
 - COVID-19 provision of ₹ 482 cr (₹ 65 cr reversed in Q1FY23)
 - Restructuring provision of ₹ 221 cr, 10% higher than regulatory requirement
- Standard Restructured FB o/s under various frameworks: COVID: ₹ 379 cr; MSME: ₹ 697 cr [0.38% of Advances]

^ Fund based outstanding for borrowers with exposure > ₹ 5 cr

Balance Sheet

₹cr	30-Jun-22	30-Jun-21	31-Mar-22
Capital & Reserves and Surplus	74,652	65,472	72,456
Deposits	316,483	286,560	311,684
CA	57,062	52,433	64,662
Fixed rate SA	117,552	109,790	117,908
Floating rate SA	9,277	10,212	6,564
Term Deposits	132,592	114,125	122,550
Of which: TD Sweep	23,458	23,050	21,906
Borrowings	15,390	29,231	25,967
Other Liabilities and Provisions	18,243	13,608	19,321
Total Liabilities	424,768	394,871	429,428

₹cr	30-Jun-22	30-Jun-21	31-Mar-22
Cash, Bank and Call	40,065	56,135	42,924
Investments	89,183	106,292	100,580
Government Securities	61,349	84,271	75,135
Credit Substitutes	23,458	17,893	21,227
Others	4,376	4,128	4,218
Advances	280,171	217,447	271,254
Fixed Assets and Other Assets	15,349	14,997	14,670
Total Assets	424,768	394,871	429,428

Customer Assets

₹ cr	30-Jun-22	30-Jun-21	31-Mar-22	YoY	QoQ
Home Loans & LAP	80,975	55,623	76,077	46%	6%
Consumer Bank WC (Secured)	26,487	21,047	26,444	26%	-
PL, BL and Consumer Durables	11,616	6,561	10,071	77%	15%
Credit Cards	6,819	3,848	5,572	77%	22%
CV/CE	23,246	19,339	22,490	20%	3%
Agriculture Division	24,604	20,119	25,200	22%	-2%
Tractor Finance	11,015	9,276	10,766	19%	2%
Retail Micro Finance	3,650	1,812	3,060	101%	19%
Corporate Bkg	66,633	60,157	66,674	11%	-
SME	20,529	16,404	20,444	25%	-
Others	4,597	3,261	4,456	41%	3%
Total Advances	280,171	217,447	271,254	29%	3%
Credit Substitutes	23,458	17,893	21,227	31%	11%
Total Customer Assets	303,629	235,340	292,481	29%	4%

Composition of Advances	30-Jun-22
Floating	69%
EBLR (repo-linked)	50%
MCLR/Base rate/Others	19%
Fixed rate (basis cash flows)	31%
< 1 year	11%
> 1 year	20%

Floating + Fixed rate book < 1 year: 80%

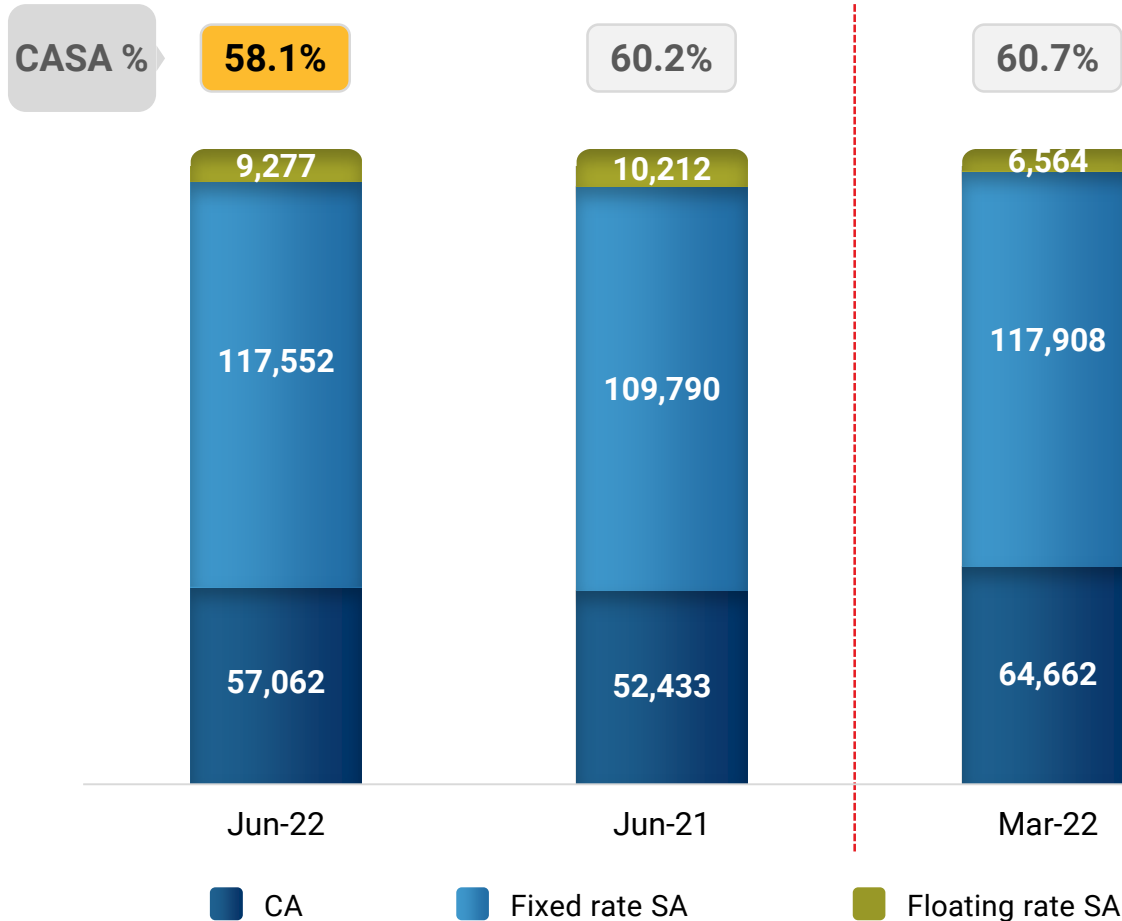
Unsecured retail advances (incl Retail Micro Finance): 7.9% of Advances
(30th Jun, 2021: 5.6%)

Acquired Agri & Health Equipment
Financing standard loan outstanding of
₹ 582 cr of DLL India* in Jul'22

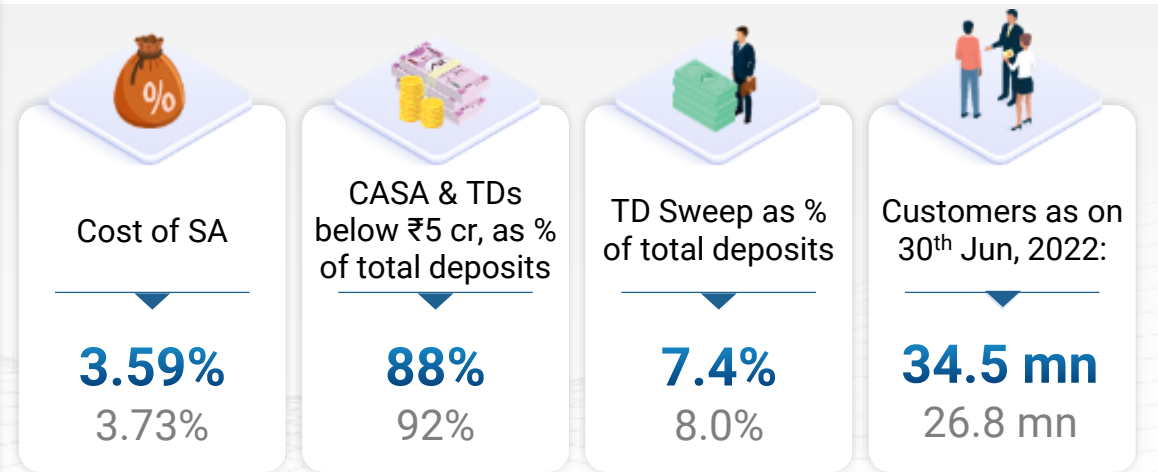
*De Lage Landen Financial Services India Private Limited (DLL India)

Deposit

CASA (₹ cr)



Avg	Q1FY23	YoY %	Q1FY22
Current Account	55,081	19%	46,341
Fixed rate SA	114,237	8%	105,724
Term Deposit	130,035	16%	112,406



Investing in Technology Backbone

For Acquisition, Engagement, Experience



Key Projects Completed in Q1

Infrastructure & Information Security



Build Resiliency & Adopt Cloud

Capacity Augmentation within Data Centres

Next- generation Security Operations Center (SOC) with additional Mitre framework use cases

Core Applications



Reinforce Core Systems

Direct Tax Payments through Kotak as an agency banker

New Clearing System Platform

Digital



DIY Journey, STP & Automation

Home Loan LOS, DIY, and assisted journeys

Digitized Credit card onboarding, Loan Partner portal, and other enhancements

Spendz: New prepaid account and card

New UPI payment experience

Kotak Mobile Banking App

SuperApp for all financial needs

Key launches in the app in Q1



1

Loan Service Request

2

Forex Cash

3

Marathi Language Support

4

Connect with Expert

5

Guaranteed Savings Insurance Plan

6

Kotak Smart Life

4.8

Among the top rated banking apps on iOS

4.4

Among the top rated banking apps on Android

1.4X

90 day active Users YoY

2.5X

Transaction Volume YoY

1.8X

Transaction Value YoY

Conversational Banking

AI-enabled Automated Customer Support



Keya Chatbot

1.6X 90 day active users YoY

2.2X YoY queries handled successfully

44 SRs / Enquiries live

WhatsApp Banking

1.8X 90 day active users YoY

44X YoY queries handled successfully

36 Services live

A Prepaid account for Kotak customers for managing everyday expenses

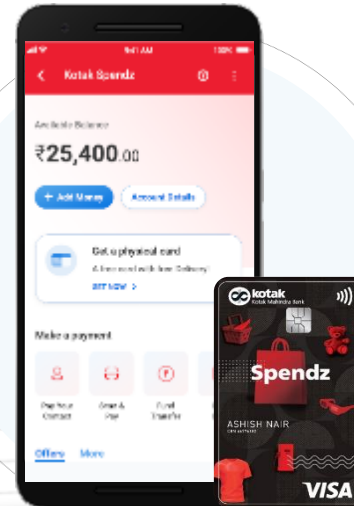
Born Out of Customer Feedback *

58% Need to segregate and track expenses

66% Ask for cashback and offers

80% Worried about security

**Kotak Market Research with Individual savings clients*



Secure transactions, without exposing main account or Debit Card

Track expenses conveniently without clutter

Pay conveniently through UPI (Pay Your Contact, Scan & Pay) or Spendz Card

1% cashback rewards on Spendz Card transactions on POS or PG (No cap and no minimum spends)

UPI payment experience

Key launch in Q1: UPI Number & Centralized Mapper

Send money using UPI number instead of UPI ID, without needing to remember UPI handle



Customer Convenience



Mobile no usable as UPI number



One time number creation



Interoperable across UPI apps

2.6X YoY UPI transaction volume Q1 FY23 vs Q1 FY22

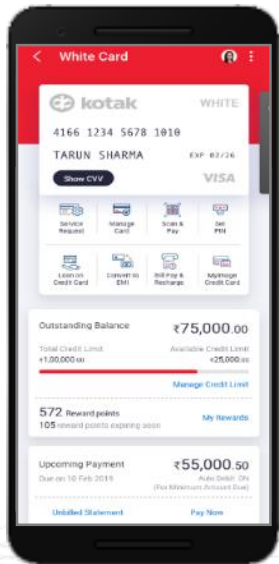
3.5X YoY UPI acquiring transaction volume Q1 FY23 vs Q1 FY22

3.4X YoY UPI transactions within Mobile App Q1 FY23 vs Q1 FY22

11X YoY Pay Your Contact transactions Jun '22 vs Jun '21

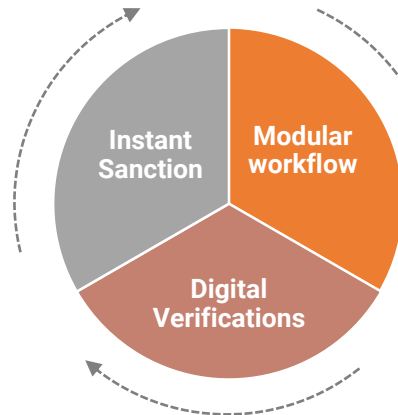
Credit Cards

E2E digitization of onboarding journeys
Straight through journeys for life cycle management



Home Loans

Assisted Digital Journey



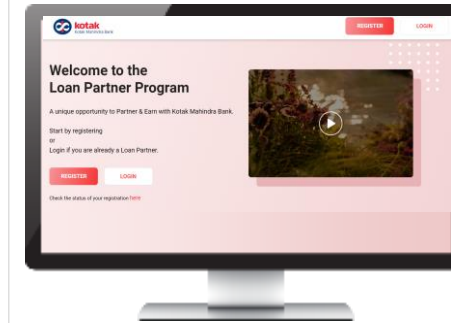
Loan Origination System

Digital Validations
& Credit Automation

Digital Document
Processing

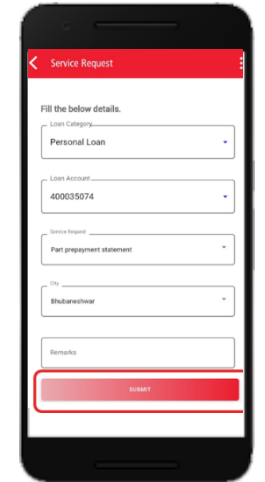
End to End
Digital workflow

Loan Partner Portal



Loan Service Request

Customers can raise 46 types of SRs from MB app



3.2X YoY Digitally sourced Credit Cards Q1 FY23 vs Q1 FY22

2.7X YoY Digitally sourced HL Q1 FY23 vs Q1 FY22

4.6X YoY Digitally sourced PL Q1 FY23 vs Q1 FY22

5.5X QOQ Digitally availed Business Loans



Digitizing Merchant Offerings

Key launches in Q1



kotak.biz mobile app

Enhancements in Q1

- SMS Pay – send sms to customers to pay using UPI, wallets, cards or netbanking
- 100% Digital Onboarding of merchant
- Acceptance through PG offering multiple digital options



Kotak Biz Connect

Billing, Inventory & business solutions VAS- embedded in POS machine



Merchant One Account

New Best in class current account with Bundled Merchant Solutions

Transforming Transaction Banking

Launches in Q1

1

UPI Autopay
Platform capability for easing recurring payments via UPI

2

Reporting Module
Robust, DIY, Scalable and Secured

3

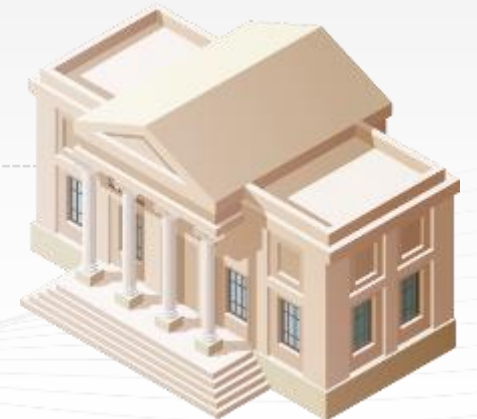
Electronic General Banking Operations channel enabled for RERA resulting in reduced TATs

4

DUAL Account Opening Form for SME clients resulting in ease of operations

5

Direct Tax
End to end tax workflow with instant challan capability



Digital Highlights

Netbanking

16% Fund Transfer Volume growth Q1 FY23 vs Q1 FY22

25% Fund Transfer Value growth Q1 FY23 vs Q1 FY22

Website

53% Unique Visitors growth Q1 FY23 vs Q1 FY22

33% Page views growth Q1 FY23 vs Q1 FY22

Adoption & Cross-sell

95% RDs and **81%** FDs booked digitally

93% investment a/cs sourced via App & Netbanking

54% of MF/SIPs booked through digital channels

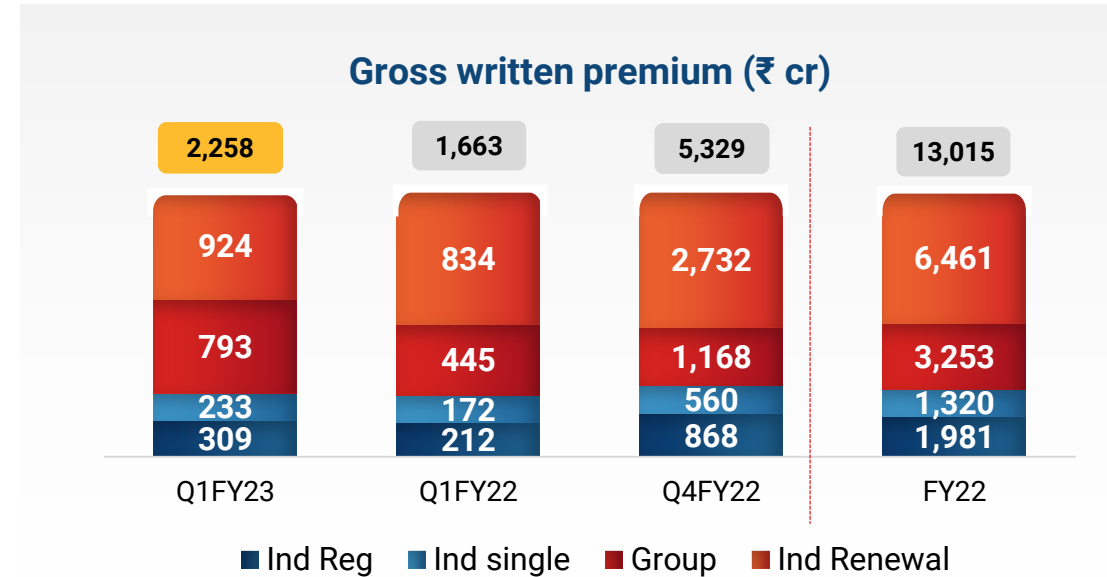
In-app shopping Kaymall

1.9X YoY value in Kaymall in-app shopping, Q1FY23 vs Q1FY22

1.5X YoY 90 day active users, Q1FY23 vs Q1FY22

98.1% of SA transaction volumes were in digital or non-branch modes in Q1

₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Capital	562	562	562	562
Other Reserves and Surplus	3,960	3,158	3,827	3,827
Total Premium	2,258	1,663	5,329	13,015
Profit After Tax (Shareholders')	248	(243)	267	425
Solvency Ratio (x)	2.72	2.57	2.73	2.73



Q1FY22 had significantly higher death claims and Covid-19 related provisions

Gross written premium Q1FY23 grew 35.8% YoY

Individual APE NB premium for Q1FY23 grew 44.6% YoY

Group premium for Q1FY23 grew 78.3% YoY

AUM (Policyholders') as on 30th Jun, 2022: ₹ 51,082 cr, growth 15.0% YoY

Claims net of reinsurance amounted to ₹ 306 cr (Q1FY22: ₹ 562 cr)

₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Total Income	616	571	661	2,502
Profit Before Tax	291	315	335	1,334
Profit After Tax	219	236	252	1,001
Market Share Cash* (%)	10.4	9.6	11.5	10.6
Overall Market Share* (%)	4.3	2.4	3.7	3.0

1,479 branches, franchises and referral co-ordinators

*excluding BSE Derivative & Proprietary Segments



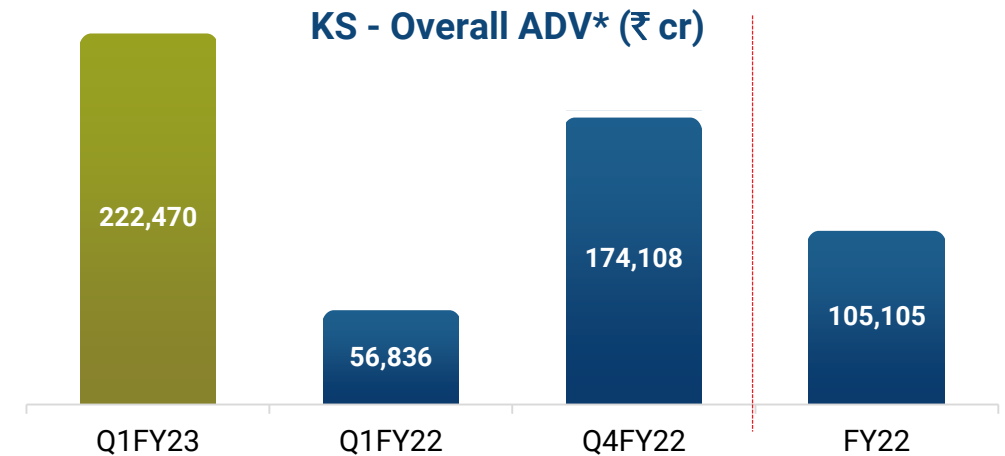
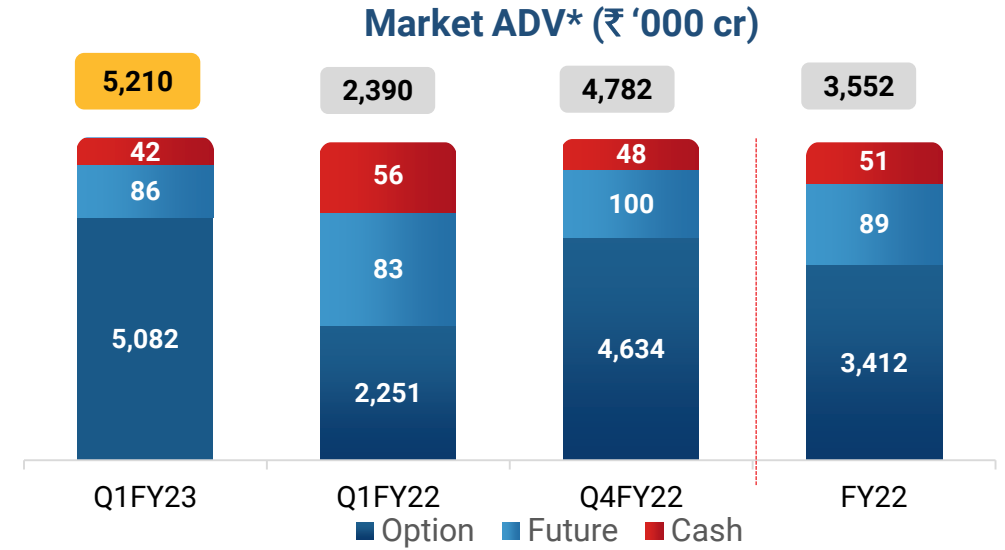
363%

Growth YoY in Internet Trading ADV



426%

Growth YoY in mobile Trading ADV



Equity



₹ 20,557 cr

Life Insurance Corporation of India

Initial Public Offering

DELHIVERY

₹ 5,235 cr

Delhivery Limited

Initial Public Offering



Extraordinary Together

₹ 2,172 cr

Zee Entertainment Enterprises Limited

Block deal



₹ 1,581 cr

Rainbow Children's Medicare Limited

Initial Public Offering



₹ 1,400 cr

Campus Activewear Limited

Initial Public Offering



₹ 808 cr

Aether Industries Limited

Initial Public Offering

Advisory



WITH YOU, RIGHT THROUGH



₹ 436,259 cr

Advisor to HDFC Limited in relation to merger of HDFC Limited with HDFC Bank Limited



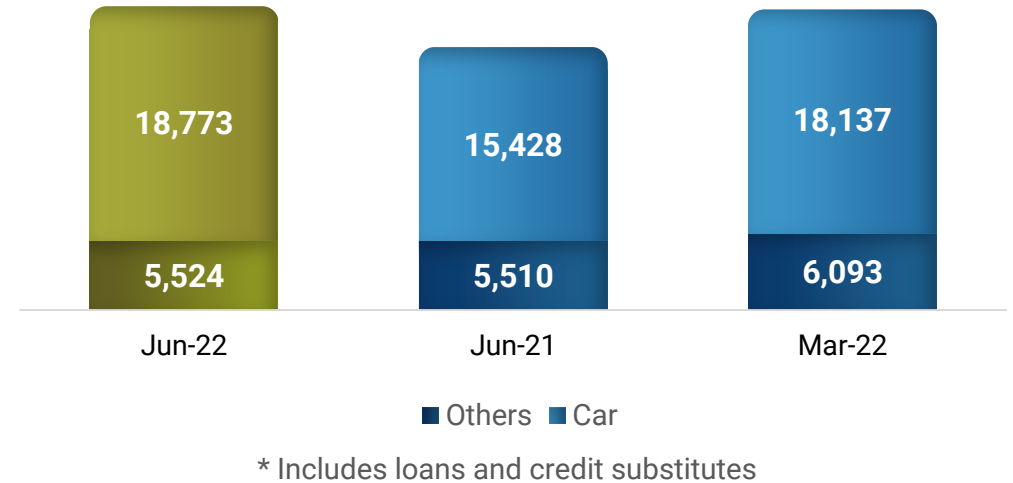
₹ 1,558 cr

Financial advisor to Pickrr Technologies Private Limited in relation to its acquisition by BigFoot Retail Solutions Pvt Ltd


₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Total Income	99	71	89	440
Profit Before Tax	66	51	55	316
Profit After Tax	51	42	42	245


₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
NII	417	307	427	1,457
Other Income	68	48	77	331
NII and Other Income	485	355	504	1,789
Profit Before Tax	210	106	416	1,180
Profit After Tax	157	79	313	886
NNPA (%)	1.5%	2.4%	1.7%	1.7%
CAR (%) (incl unaudited profits)	31.0%	30.9%	30.1%	30.1%
ROA (%) - annualised	2.3%	1.3%	4.5%	3.4%

Customer assets* (₹ cr)

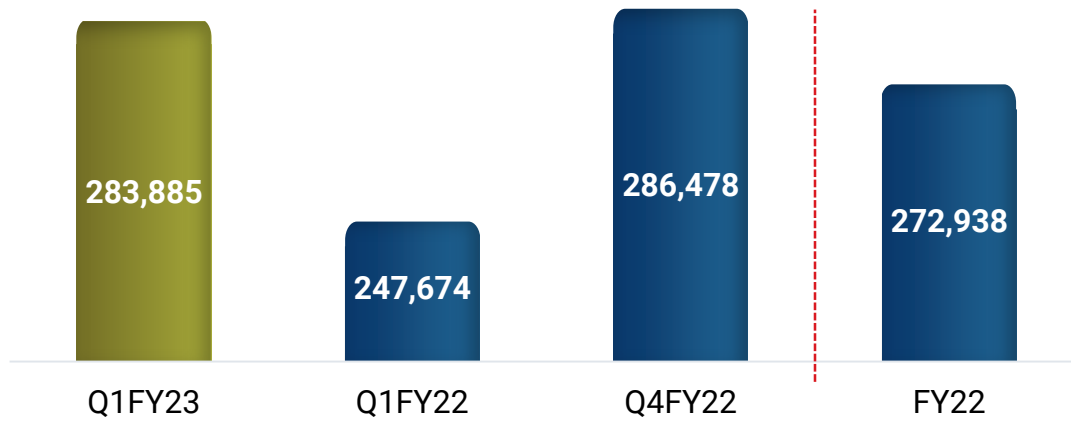


Notes

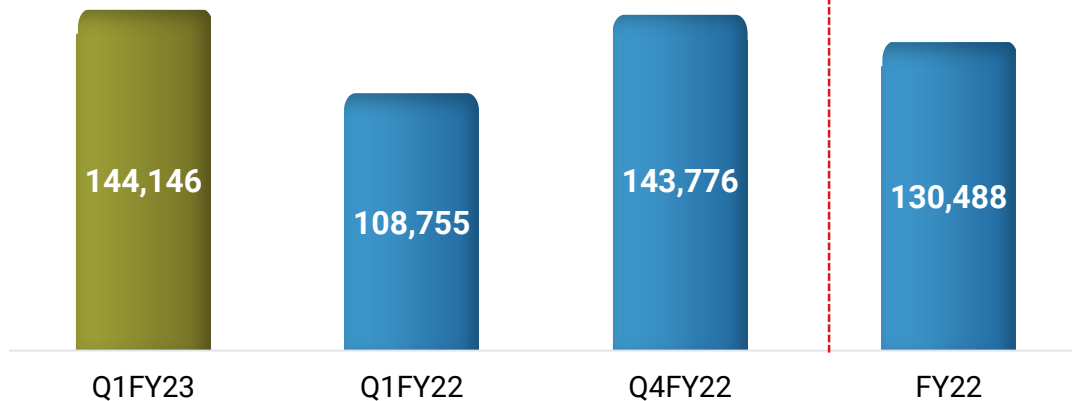

Accounting policy change for brokerage; Q1FY23 PBT lower by ₹ 111 cr


COVID-19 provision reversed during Q4FY22: ₹ 53 cr and Q1FY23 ₹ 1 cr

Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity



₹ cr	Q1FY23	Q1FY22	Q4FY22	FY22
Profit Before Tax	143	143	136	601
Profit After Tax	106	107	102	454

Notes

Overall ranking on AAUM moved to 4 in Q1FY23 from 5 in Q1FY22

Individual MAAUM Mix- 49%

Overall AAUM Market share 7.43% in Q1FY23 (Q1FY22: 7.40%)

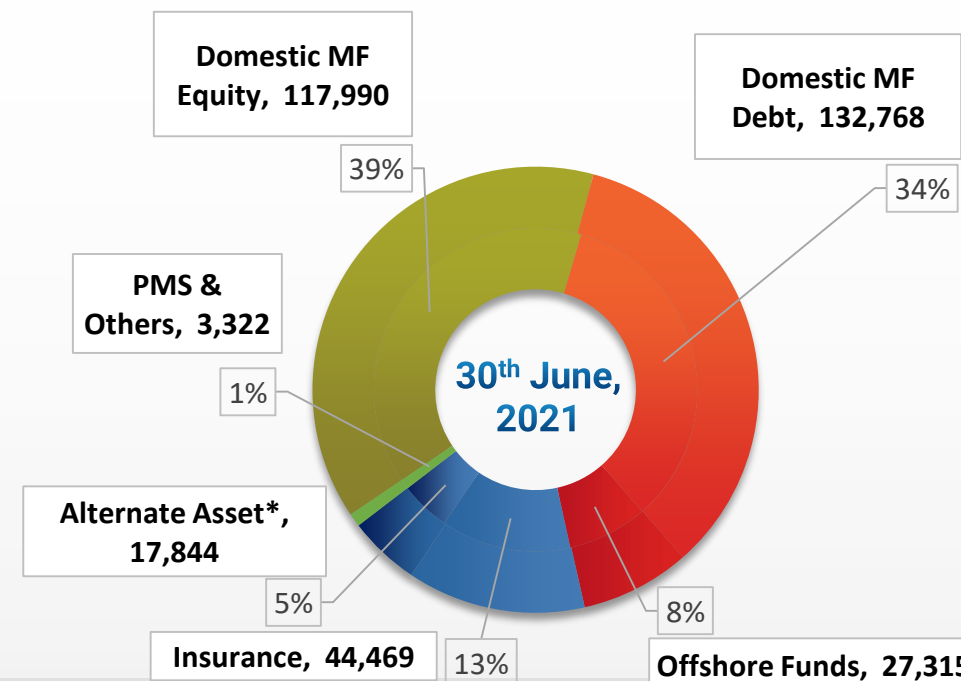
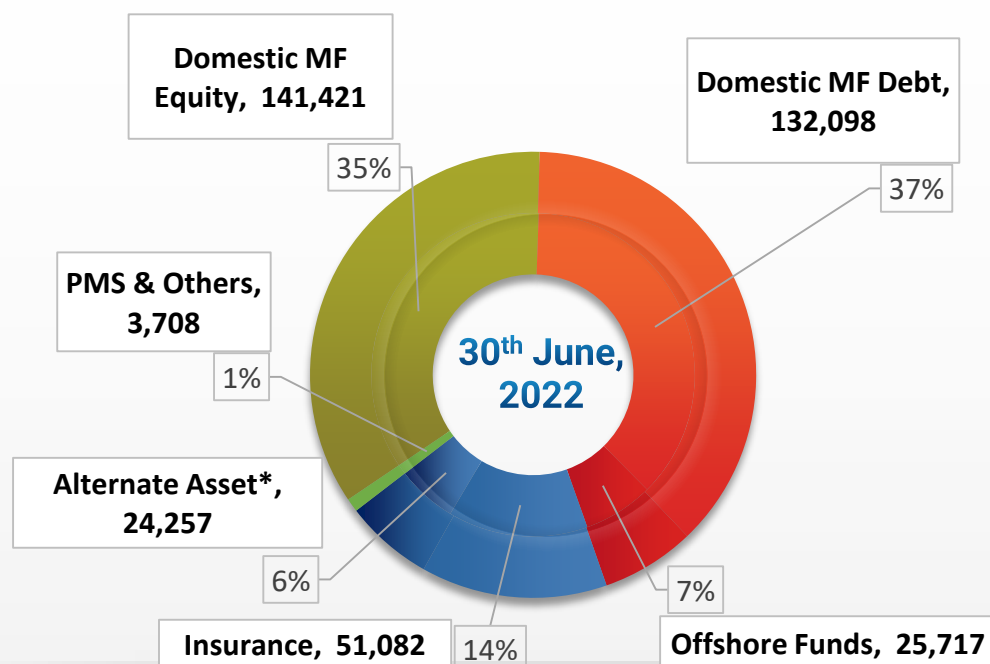
Monthly SIP Inflows for Jun'22: ₹ 7.3 bn, up 34% YoY

Assets Under Management and Relationship Value

(Total: ₹378,283 cr)

10%

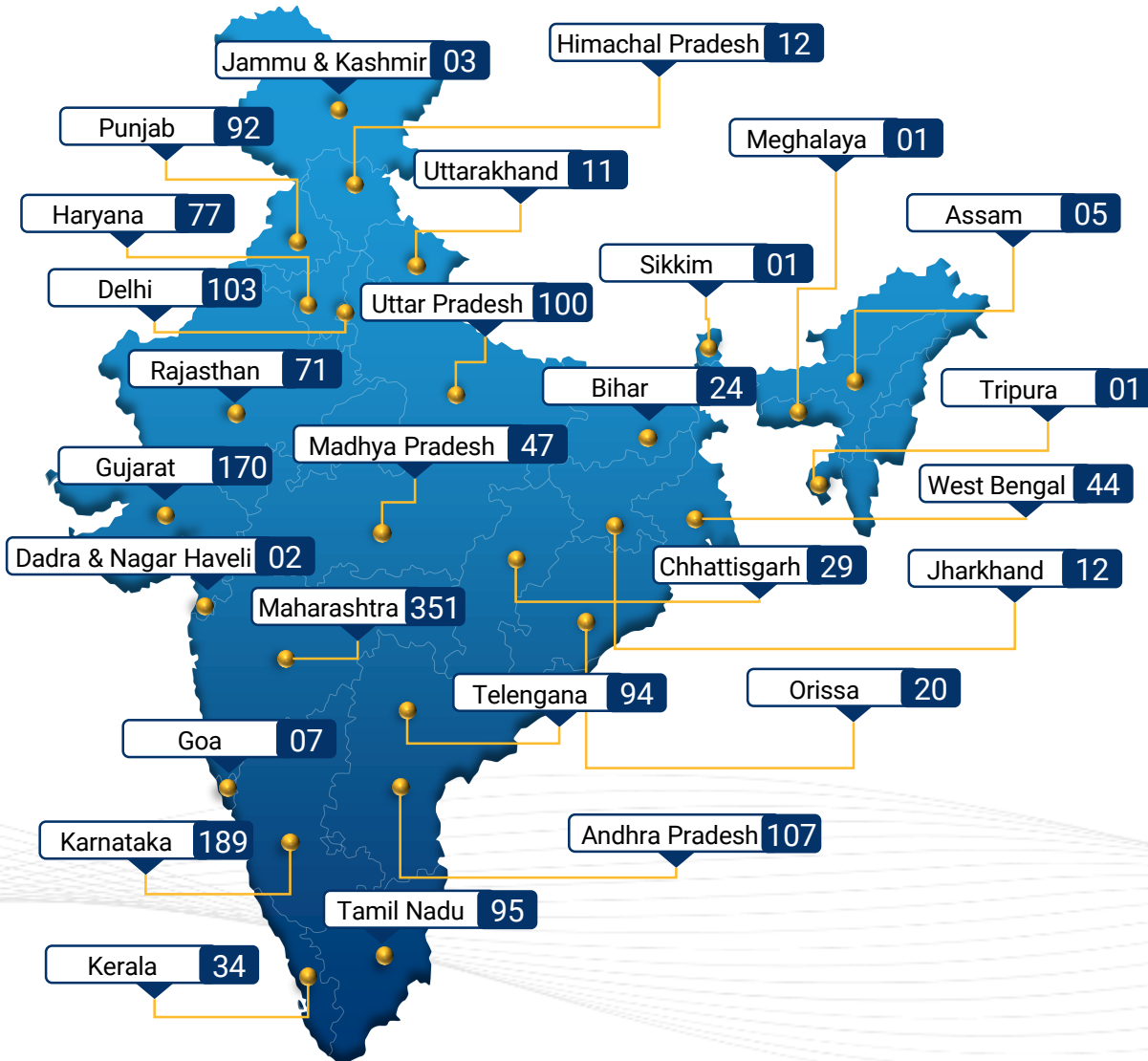
(Total: ₹343,708 cr)



Relationship Value of **Private Banking + Priority + Investment Advisory** as on
30th Jun, 2022 ~ ₹ 501,000 cr (PY: ~ ₹ 404,000 cr) – up 24%

Geographical presence

Branches distributed across various geographies



Branches
1,702* [No. / %]

West
530 / 31%

South
519 / 31%

North
517 / 30%

East
136 / 8%



Branch Classification

Urban 21%

Semi Urban 18%

Rural 16%

Metro 45%

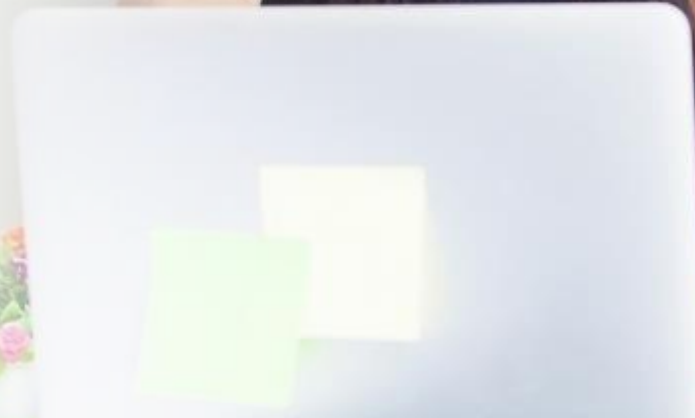


No. of ATMs

2,761

* Does not include branches in DIFC, Dubai & GIFT city, Gujarat

GROUP PROFILE



The Journey So far...

Ability to Identify and Capitalize on Opportunities



1985

Bill Discount



1990

Auto Finance



1991

Investment
Banking



1992

IPO



1998

Mutual Funds



2000

Life Insurance*



2001

Securities



2003

BANK



2022

Cherry



2022

Kotak Fyn



2020

Digital Video
KYC



2019

First
International
Branch



2017

Microfinance
Digital Bank - 811
Kotak IDF



2014

ING Vysya Merger
General Insurance



2008

ARC



2004

Alternate
Assets



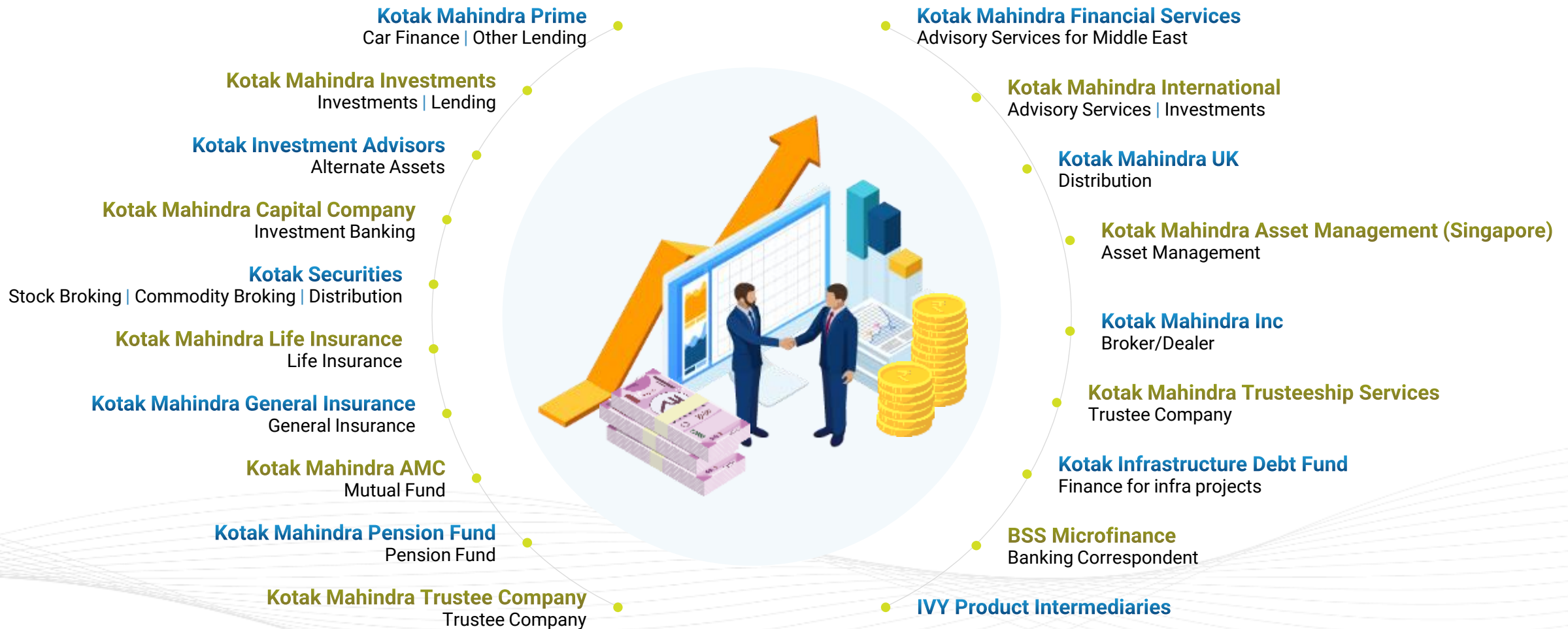
Rating for Bank, KMP, KMIL, KS, KIAL

* License to commence was in 2001

Kotak - Diversified and integrated financial services



Commercial Bank & Parent Company



Note: All subsidiaries are 100% owned beneficially by the Bank

Present Across the Entire Value Chain

Platform with Wide Product Portfolio



Wholesale Banking

- Corporate Loans
- Trade Finance
- Business Banking
- Commercial Real Estate
- Forex/ Treasury
- Cash Management
- Custody Business
- Off-shore Lending



Commercial Banking

- Agriculture Finance
- Tractor Finance
- Commercial Vehicles
- Construction Equipment
- Microfinance
- Gold Loans



Consumer Banking

- Branch Banking
- Kotak811
- Home loans & LAP
- Personal Loans
- Consumer Finance
- Credit Cards
- Priority Banking
- Small Business Loans
- Working Capital
- NRI Banking
- Rural Housing & Business Loans
- Forex Cards
- FASTag
- Loan against Shares



Other Financial Services

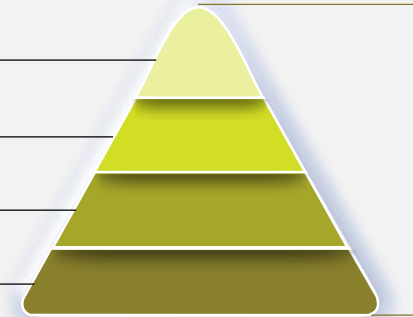
- Private Banking
- Car and 2W Loans
- Mutual Funds
- Alternate Assets
- Off-shore Funds
- Life Insurance
- General Insurance
- Investment Banking / DCM
- Broking
- Infra Debt Finance
- Asset Reconstruction

Deposits across all customer segments

Wide Customer Coverage

Corporate & Institutional

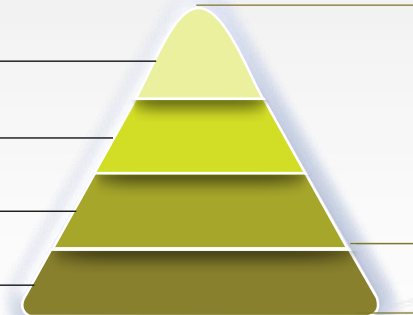
Very Large
Large
Emerging Corporates
SME



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

Individuals

HNI
Affluent
Mass Affluent
Mass



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

- Kotak811
- Microfinance

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

Our Strengths



An integrated financial services conglomerate with a diversified business model	Healthy asset quality & prudent risk management capabilities	Digital & technological capabilities	Ability to identify and capitalize on opportunities	Strong brand and leadership across businesses	Strong governance culture and an experienced management team
<p>Balance Sheet, Market & Knowledge driven businesses that provide access to multiple growth avenues and hedge against downturns</p> <p>Broad product spectrum helps meet customers' diverse requirements, enhancing overall experience</p>	<p>Focus on 'Return of Capital' along with return on capital</p> <p>Comprehensive Enterprise Risk Management framework</p>	<p>Best in class digital processes and experience</p> <p>Customer centric approach to build positive, long term and engaging relationship</p> <p>Strong cybersecurity and data protection framework</p>	<p>Culture of innovation that helps capitalize on profitable business opportunities, create niche and differentiated business segments</p> <p>Talented, engaged and motivated employees</p>	<p>Strong position across various segments</p> <p>Numerous industry awards and accolades</p>	<p>10/ 12 Group Management Council ('GMC') members with 20+ years with the Group - helped create various businesses since inception</p> <p>72 members* in the 'Kotak Leadership Team' (incl. GMC) – strong succession pipeline for senior leadership positions</p>

Our Strategy



Keeping Technology at the Core

Investing in technology (both infrastructure and applications), with a dual objective – 'run the Bank' and 'change the Bank'



Leadership in digital capabilities

Continue journey on best in class digital processes and interface at speed



Customer Centricity

Keep customer at the core of the business in order to provide a positive experience and build long term relationships



Expanding Access to Low Cost Liabilities



Pursuing Advances Growth

Ensuring right asset quality additions at risk adjusted pricing and appropriate risk management



Executing with Discipline and Improving Productivity

Focus on Efficiency, Productivity and Capital



Approaching financial inclusion as an opportunity



Building a team of talented, engaged and motivated employees in an agile structure



Leveraging strong corporate standing to pursue inorganic opportunities

The Path of Leadership



Strong Capital Position

Capital adequacy amongst the highest in the Indian banking sector

Provides the basis for growth



Multiple Growth Engines

A stable annuity flow driven business model balancing volatility inherent in capital market-linked revenues

Leveraging world-class infrastructure and technology to drive cost-efficiencies

Leverage "India asset class strength" to tap global individual and institutional investors



Risks Management

Extensive on-the-ground presence and superior sponsor / CXO relationships

Deep, longstanding relationships with a substantial share of corporate India



Attract & Retain Talent

High degree of stability within the Kotak leadership team, with an average tenure of 20+ years with the Group

Preferred Employer status in the Financial Services



Cross Sell Opportunities

Robust bank platform and retail distribution network

Pan-India reach of over 4,000* retail distribution points of the Group

Platform for improving funding from low-cost liabilities

Strong Bancassurance model with good cross-sell ratio, ability to mine customer base

Strong and Committed Leadership Team

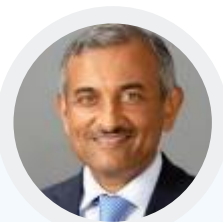
Senior Leadership Team with Long Vintage



Dipak Gupta Jt. MD

30 Years

IT, Digital, Analytics,
Customer experience,
Internal Audit



Gaurang Shah WTD

25 Years

Credit, ARD, Asset
Mgmt, Alternate
Assets, Insurance &
International Business



KVS Manian WTD

27 Years

Corporate,
Institutional Equities,
Investment Bank
& Wealth



D Kannan

30 Years

Commercial
Banking



Shanti Ekambaram

31 Years

Treasury, HR,
Marketing, CSR & ESG,
Vigilance, Public
Affairs, 811



Virat Diwanji

18 Years

Consumer Banking



Jaimin Bhatt

26 Years

Group CFO,
Operations



Nilesh Shah

7 Years

Asset Management



Jaideep Hansraj

28 Years

Retail Brokerage



Srini Srinivasan

29 Years

Investment
Advisory



Paul Parambi

30 Years

Risk



Oisharya Das

28 Years

Private Banking



Ramesh Srinivasan

27 Years

Investment Banking

72 members in Kotak Leadership Team (incl. above and MD & CEO) with an average tenure of 20+ years with the Group

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