

Earnings Update

Consolidated Highlights – Q1FY15

PAT

₹ 698 cr
(₹ 627 cr)

Networth

₹ 19,785 cr
(₹ 17,228 cr)

RoA

2.2% (2.2%)

**Book
Value
(per share)**
₹ 256.8
(₹ 224.5)

NIM

5.0% (4.8%)

Loans

₹ 77,076 cr
(₹ 68,418 cr)

**Total
Assets**

₹ 126,743 cr
(₹ 117,284 cr)

**Net
NPA**
0.81% (0.80%)

Figures in brackets are Q1FY14 numbers

Kotak Bank - Standalone Highlights – Q1FY15

PAT

₹ 430 cr
(₹ 403 cr)

RoA

2.0% (1.9%)

Loans

₹ 56,922 cr
(₹ 50,539 cr)

NIM

5.0%
(4.8%)

Net
NPA

0.98% (0.98%)

CAR[#]

19.1% (18.8%)

Tier 1

18.1% (17.5%)

CASA

₹ 19,037 cr
(₹ 15,132 cr)

Branches

614
(445)

[#] As per Basel III, including profits. Excluding unaudited profit CAR 18.5%, Tier I 17.5 (CAR 18.1% and Tier I 16.8%)

Figures in brackets are Q1FY14 numbers

Consolidated PAT

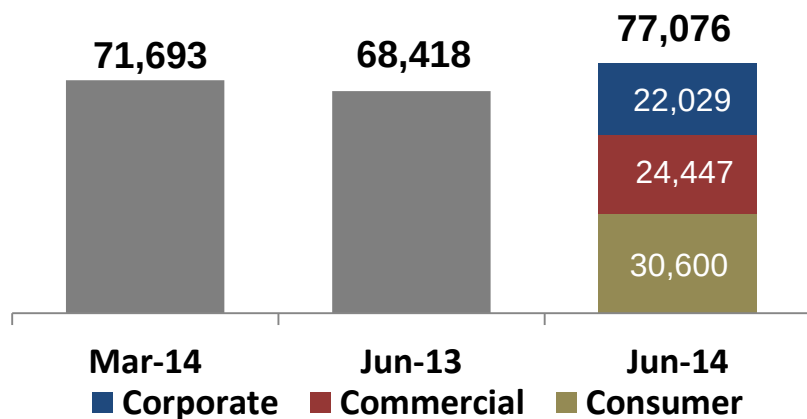
₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Kotak Mahindra Bank	407	403	430	1,503
Kotak Mahindra Prime	126	117	120	491
Kotak Mahindra Investments	16	4	17	42
Kotak Securities	44	31	68	160
Kotak Mahindra Capital Company	5	4	(4)	14
Kotak Mahindra Old Mutual Life Insurance	65	71	49	239
Kotak Mahindra AMC & Trustee Co	4	7	-	41
International subsidiaries	6	(10)	7	7
Kotak Investment Advisors	5	1	8	18
Total	678	628	695	2,515
Minority Interest, Affiliates, others	(15)	(1)	3	(50)
Consolidated PAT	663	627	698	2,465

Entity Wise Networth

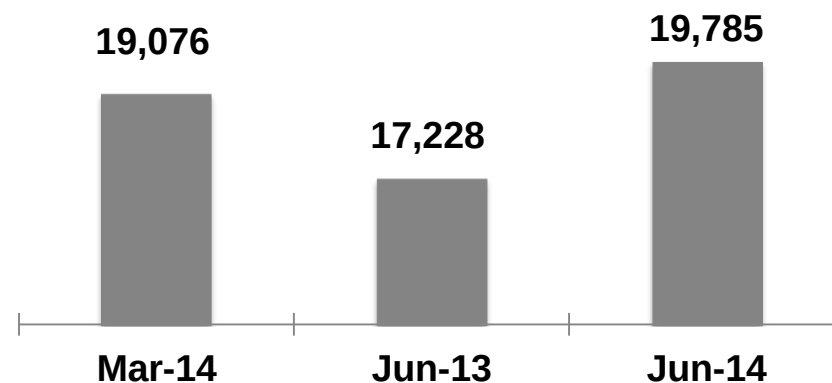
₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014
Kotak Mahindra Bank	12,275	11,165	12,714
Kotak Mahindra Prime	2,843	2,469	2,963
Kotak Mahindra Investments	436	348	528
Kotak Securities	2,094	1,965	2,162
Kotak Mahindra Capital Company	403	392	398
Kotak Mahindra Old Mutual Life Insurance	1,042	873	1,091
Kotak Mahindra AMC & Trustee Co	126	116	126
International Subsidiaries	410	388	419
Kotak Investment Advisors	240	224	249
Other Entities	32	33	32
Total	19,901	17,973	20,682
Add: Associates	549	538	563
Less: Minority, Inter-company and Other Adjustments	(1,374)	(1,283)	(1,460)
Consolidated Networth	19,076	17,228	19,785

Consolidated Key Financials

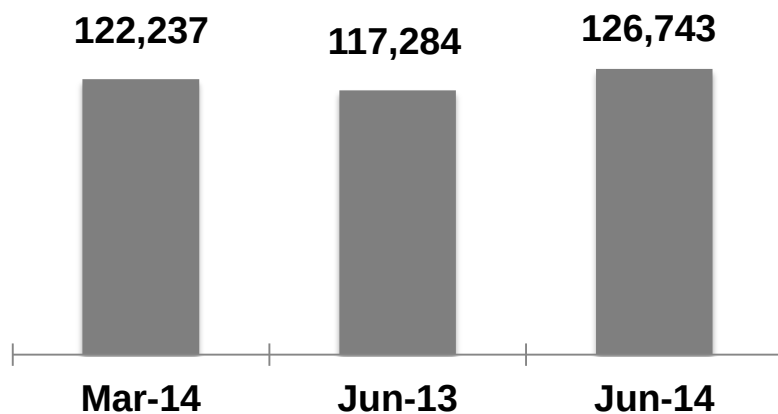
Advances (₹ cr)



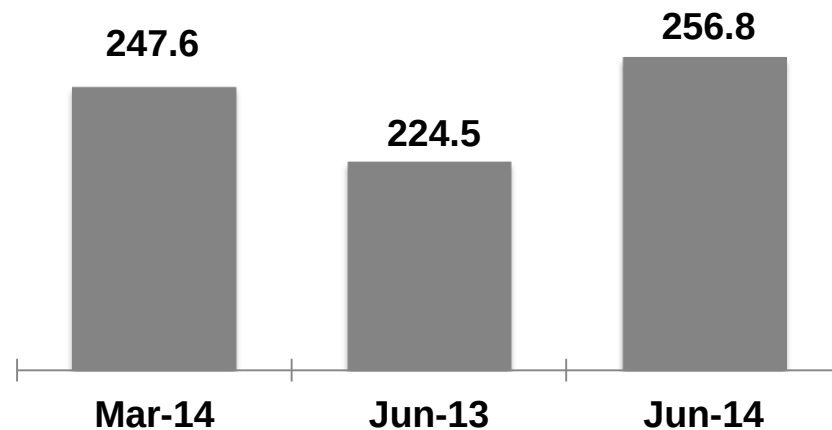
Networth (₹ cr)



Total Assets (₹ cr)



Book Value Per Share (₹)



Consolidated Advances & Investments

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
Corporate Banking	17,319	17,202	21,770	27%
CV/CE	5,441	7,508	5,104	(32%)
Agriculture Division	10,468	7,841	9,941	27%
Business Banking	5,388	5,188	5,568	7%
Auto loans	13,223	13,020	13,363	3%
Home Loans and LAP	12,100	11,030	12,312	12%
Small Business, Personal loans & Credit Cards	4,667	3,855	4,767	24%
Others	3,087	2,774	4,251	53%
Total Advances	71,693	68,418	77,076	13%#
Investments/ Treasury Assets *	27,788	30,265	27,725	(8%)
Total Advances and Investments	99,481	98,683	104,801	6%

Advances growth excluding CV/CE at 18%

* Does not include policy holders' investments

Bank Profit & Loss

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Net Interest Income	967	917	1,002	3,720
Other Income	340	462	400	1,400
Net Total Income	1,307	1,379	1,402	5,120
Employee Cost	316	301	348	1,159
Other Operating Expenses	384	299	388	1,384
Operating Expenditure	700	600	736	2,543
Operating Profit	607	779	666	2,577
Provision on advances	2	165	73	256
Recoveries	(37)	(31)	(7)	(109)
Provision on other receivables	1	(1)	(2)	(19)
Provision on investments	28	35	(50)	176
Provision & contingencies	(6)	169	14	304
PBT	613	610	652	2,273
Provision for Tax	206	207	222	770
PAT	407	403	430	1,503

Bank Other Income

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Fee and Services	276	229	315	942
Treasury Income *	12	164	54	299
ARD Buyout Income	46	62	29	141
Others	6	7	2	18
Total	340	462	400	1,400

* Does not include provisions

Bank Segmental Performance

As per RBI ₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Corporate/Wholesale Banking	380	288	291	1,301
Retail Banking	226	180	216	793
Treasury & BMU *	7	139	140	176
Unallocated Income	-	3	5	3
Total	613	610	652	2,273

* Balance Sheet Management Unit

Bank Advances & Investments

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
Corporate Banking	14,377	14,849	18,568	25%
CV/CE	5,441	7,508	5,104	(32%)
Agriculture Division	10,468	7,841	9,941	27%
Business Banking	5,388	5,186	5,568	7%
Home Loans and LAP	12,100	11,030	12,312	12%
Small Business, Personal loans & Credit Cards	4,632	3,823	4,723	24%
Others	622	302	706	
Total Advances	53,028	50,539	56,922	13%*

Advances – as per segmental classification

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014
Retail	23,682	24,430	23,760
Corporate	29,346	26,109	33,162
Total Advances	53,028	50,539	56,922
Investments / Treasury Assets	25,485	27,802	24,979
Total Advances and Investments	78,513	78,341	81,901

** Advances growth excluding CV/CE at 20%*

Bank Balance Sheet

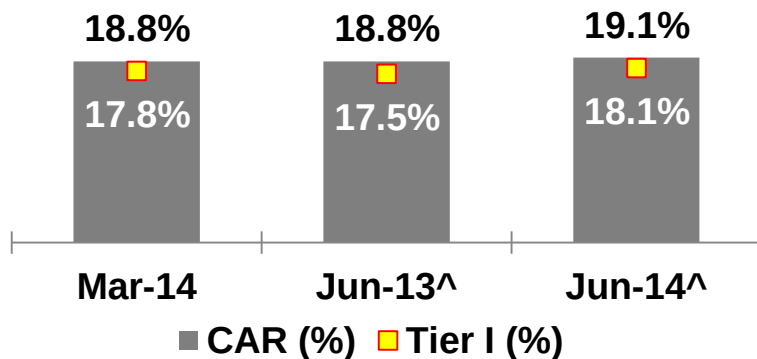
₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
Net Worth	12,275	11,165	12,714	14%
Deposits	59,072	52,454	61,407	17%
CA	8,741	7,075	8,024	13%
SA	10,087	8,057	11,013	37%
Certificate of Deposit	5,726	7,789	4,701	(40%)
Term Deposit Others	34,518	29,533	37,669	28%
Borrowings	12,896	17,900	11,296	(37%)
Other Liabilities and Provisions	3,342	3,336	3,717	11%
Total	87,585	84,855	89,134	5%

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
Cash, Bank and Call	5,980	3,278	4,331	32%
Investments	25,485	27,802	24,979	(10%)
Government Securities	17,466	19,757	18,019	(9%)
Others	8,019	8,045	6,960	(13%)
Advances	53,028	50,539	56,922	13%
Fixed Assets and Other Assets	3,092	3,236	2,902	(10%)
Total	87,585	84,855	89,134	5%

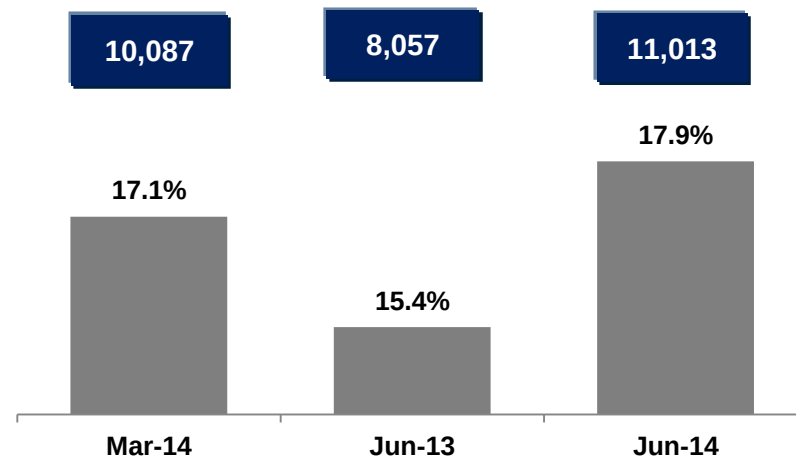
Bank Key Ratios

CAR & Tier I (%) – BASEL III

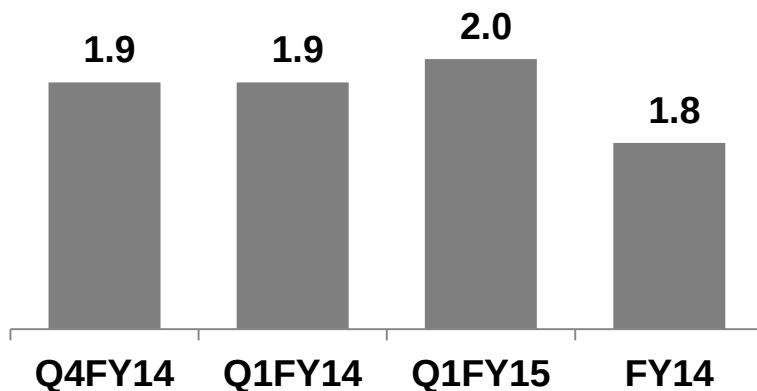
^ Including unaudited profits



Savings Account (₹ cr & % of deposits)



RoA (%)



Asset Quality

Restructured loans considered standard
₹ 145 cr (0.26%)

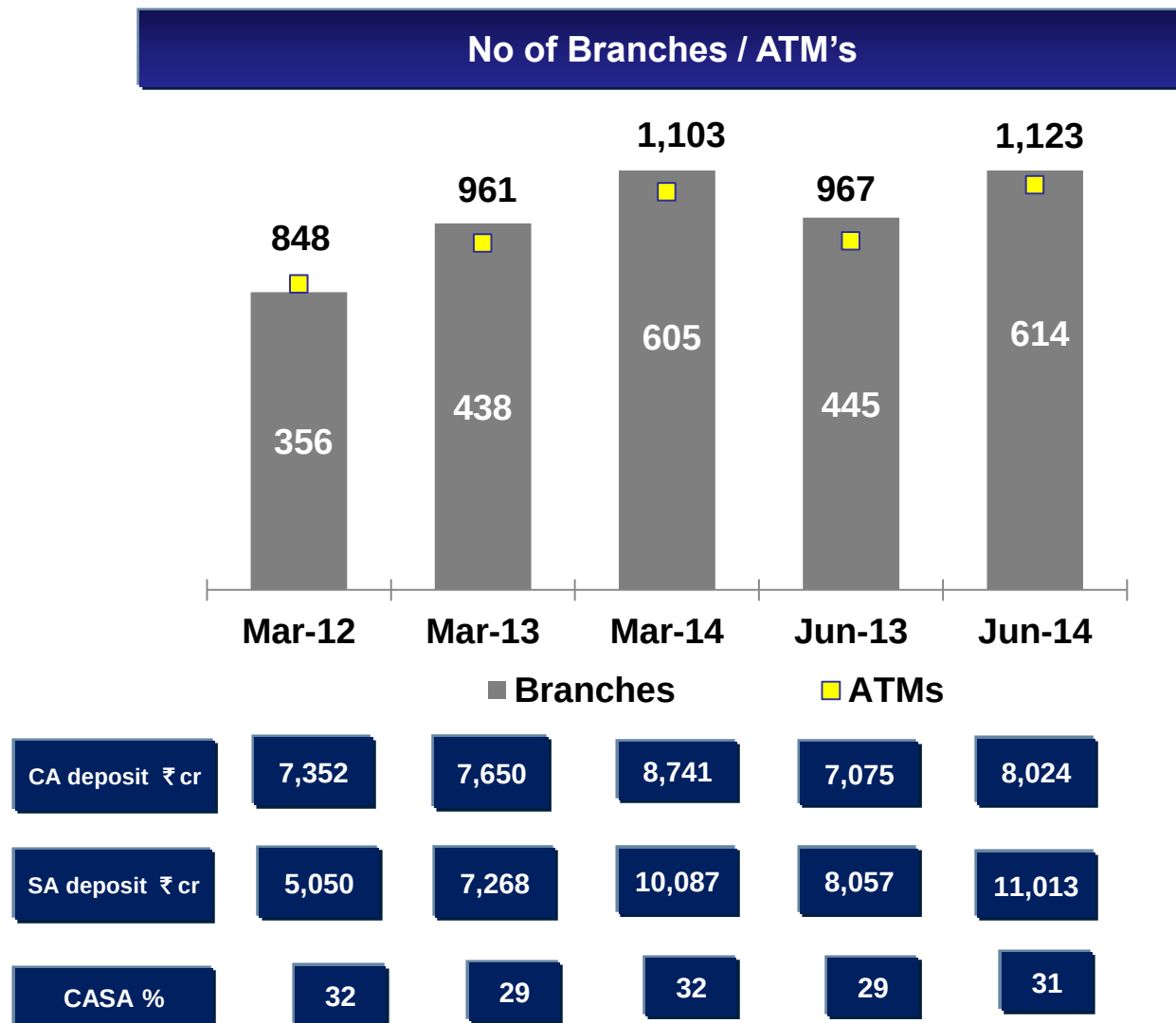
No CDR participation

No transfer to ARC

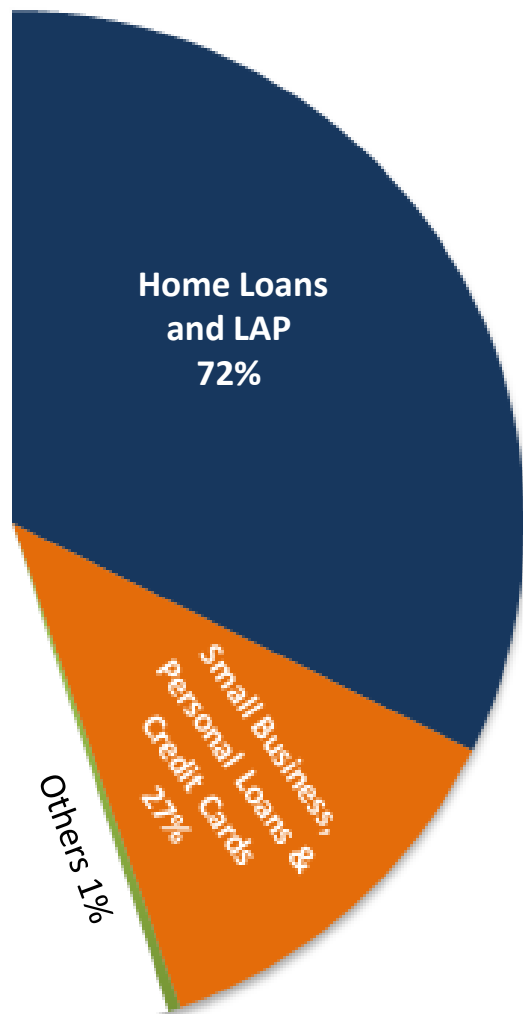
No conversion to off-Balance sheet

Consumer Banking Liabilities

- ❑ Plan to reach 1,000 branches by calendar 2016
- ❑ Savings balances increased 37% yoy
- ❑ TD sweep to total deposit ratio at 8.3% (7.3% as on Jun-13)
- ❑ CASA and TDs below ₹ 5 cr constitute 65% of total deposits (61% as on Jun-13)
- ❑ TDs below ₹ 1 cr grew 31% yoy
- ❑ Added ~ 1.6 lac customer accounts for the quarter



Consumer Banking Assets – Bank

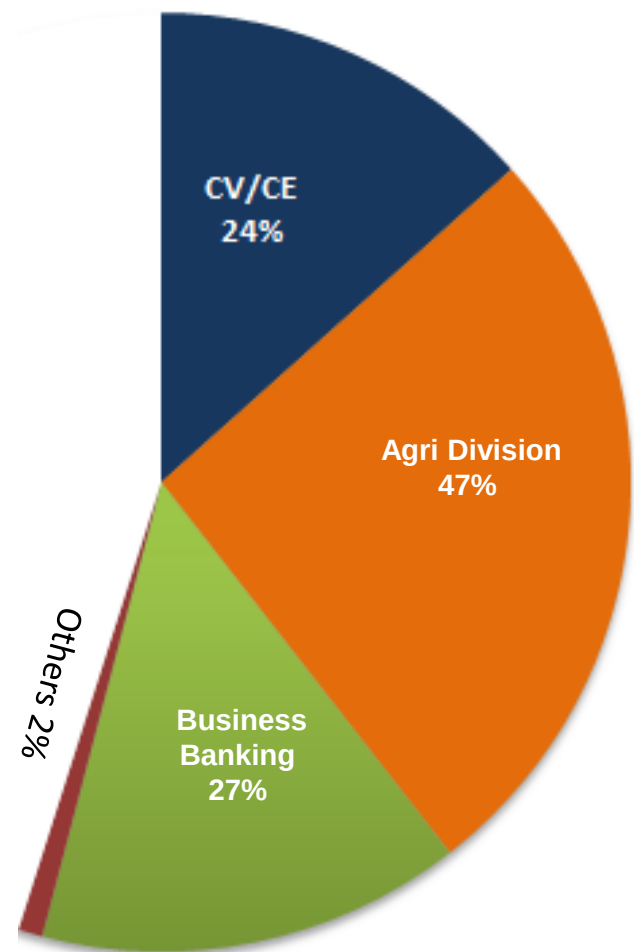


	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
Home Loans and LAP	12,100	11,030	12,312	12%
Small Business, Personal loans & Credit Cards	4,632	3,823	4,723	24%
Others	163	46	146	
Total Consumer Banking	16,895	14,899	17,181	15%

- ❑ Focus on SENP and cross sell to bank branch
- ❑ Mortgages growth in select territories
- ❑ Selective growth in small business and personal loans
- ❑ Profitable growth with low delinquencies



Commercial Banking Assets – Bank



	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014	YoY Growth
CV/CE	5,441	7,508	5,104	(32%)
Agri Division	10,468	7,841	9,941	27%
Business Banking	5,388	5,186	5,568	7%
Others	270	92	321	
Total Commercial Banking	21,567	20,627	20,934	

- ❑ Focus on Bharat continued with rollout of rural branches
- ❑ Focus and growth in Agri finance

Wholesale Banking - Bank

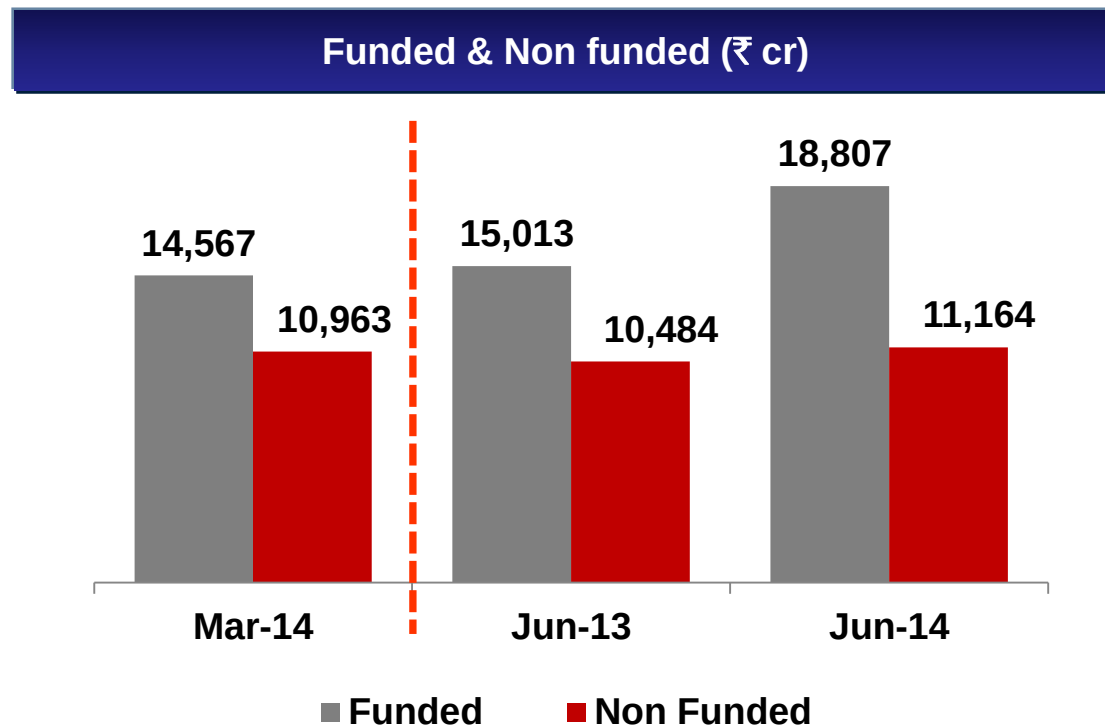
❑ Increased presence in large corporate groups

- Largely medium term finance & working capital
- Stable growth in Trade Credits & Export Finance
- Traction in supply chain financing

❑ Traction in Transaction Banking services

- Customized solutions for optimizing working capital
- Robust technology platforms & consistent innovation
- Focused coverage to enhance FX flow business

❑ Continued to deepen franchise across all customer segments



Kotak Mahindra Prime

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
NII	240	205	216	880
Other income	43	48	51	181
Total Income	283	253	267	1061
Profit before tax	192	179	183	752
Profit after tax	126	117	120	491

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014
Total Customer Assets	17,948	17,963	18,518
Car Advances	13,273	13,055	13,418
Net NPA	56	41	65
Net NPA (%)	0.3	0.2	0.3
CAR (%)	17.7	16.0	17.0
ROA (%) - annualised	2.6	2.5	2.5

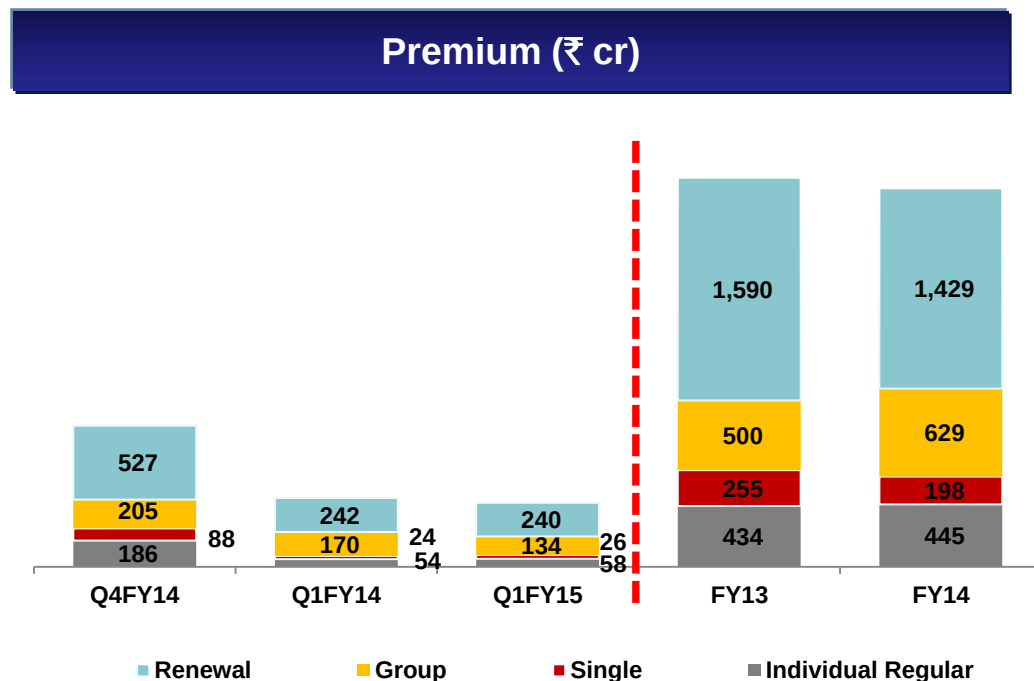
Kotak Mahindra Investment

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
NII	27	13	30	78
Other income	4	1	6	10
Total Income	31	14	36	88
Profit before tax	24	7	26	64
Profit after tax	16	4	17	42

₹ cr	Mar 31, 2014	Jun 30, 2013	Jun 30, 2014
Total Customer Assets	1,555	860	2,383
Net NPA	7	19	6
Net NPA (%)	0.5	2.2	0.3
CAR (%)	26.3	36.3	20.2
ROA (%) - annualised	3.1%	2.0%	3.2%

Kotak Mahindra Life Insurance

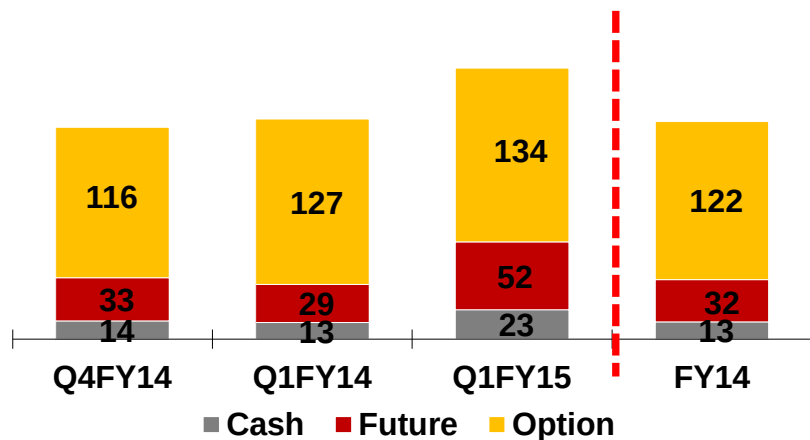
- Individual Business grew by 7%
- Agency's Regular Business grew by 35%
- On APE (Single @ 1/10th) Basis, Share of Kotak Bank for FY14 is at 24% (PY – 21%)
- Inforce Sum Assured has increased 18% from ₹ 2,288 bn to ₹ 2,700 bn



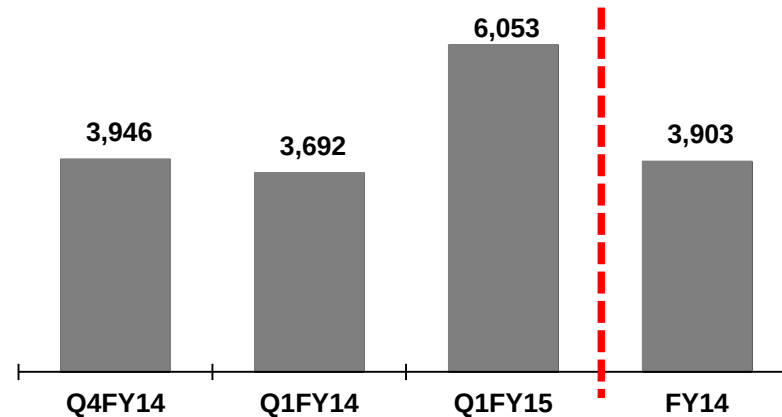
₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Capital	562	562	562	562
Solvency ratio (%)	3.02	3.11	3.06	3.02
PAT	65	71	49	239

Kotak Securities

Market ADV (₹ '000 cr)



ADV (₹ cr) - KS



₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Total income	160	147	223	627
Profit before tax	55	48	103	234
Profit after tax	44	31	68	160
Market Share* (%)	2.4	2.2	2.9	2.3

*excluding BSE Derivative segment

Kotak Securities services more than 9.5 lac secondary market customers through 1,147 branches and franchises

Kotak Mahindra Capital Co.

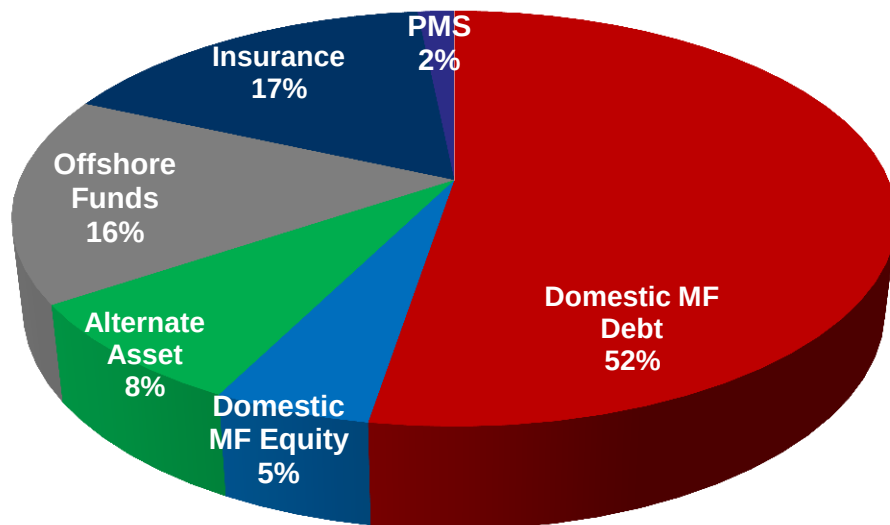
Client (Equity)	Transactions	Size (₹ cr)
 vodafone	Provided Valuation Reports to Vodafone Group for the acquisition of stake from minority shareholders	10,140
 Ashok Leyland	Qualified Institutions Placement (QIP)	667
 Muthoot Finance A Muthoot M George Enterprise Since 1887	Institutional Placement Programme (IPP)	418
 Piramal Glass knowledge action care Promoter Group	Delisting Offer for Piramal Glass Limited	194
 BLUE STAR	Merger of Blue Star Limited and Blue Star Design & Engineering Limited with Blue Star Electro-Mechanical Limited	NA
 Loop MOBILE	Exclusive Financial Advisor for the sale of business undertaking of Loop Mobile to Bharti Airtel	Undisclosed

Significant mandates in pipeline, both in ECM and Advisory

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Total income	25	22	12	85
Profit before tax	7	5	(6)	18
Profit after tax	5	4	(4)	14

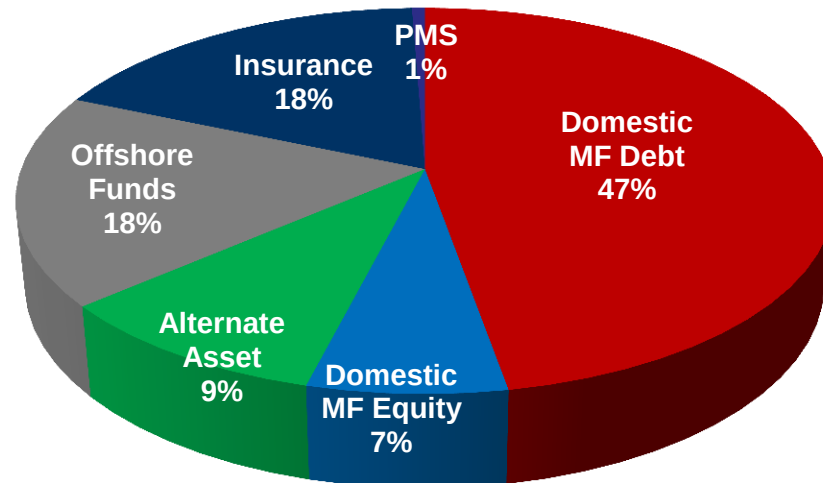
Asset Under Management

AUM ₹ 62,759 cr



Jun 30, 2013

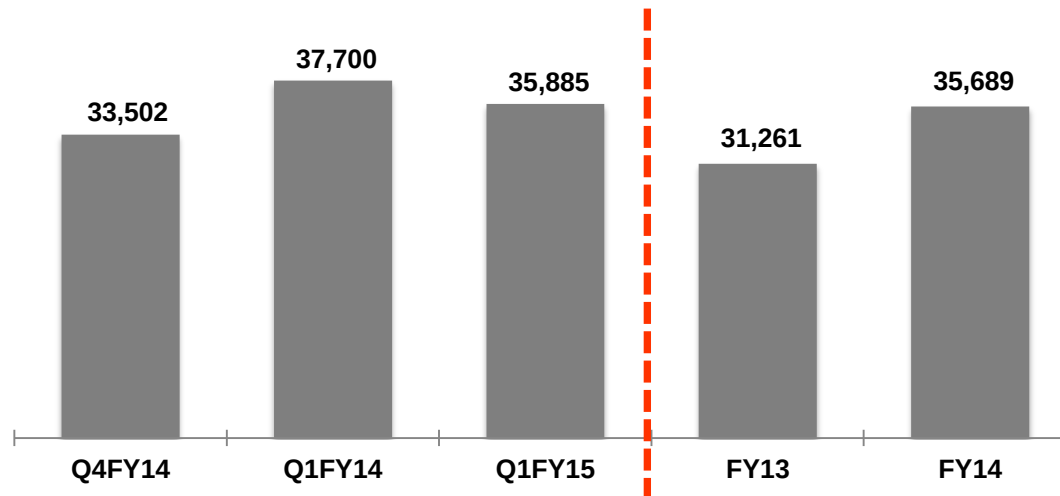
AUM ₹ 66,575 cr



Jun 30, 2014

Kotak Mahindra AMC and Trustee Co.

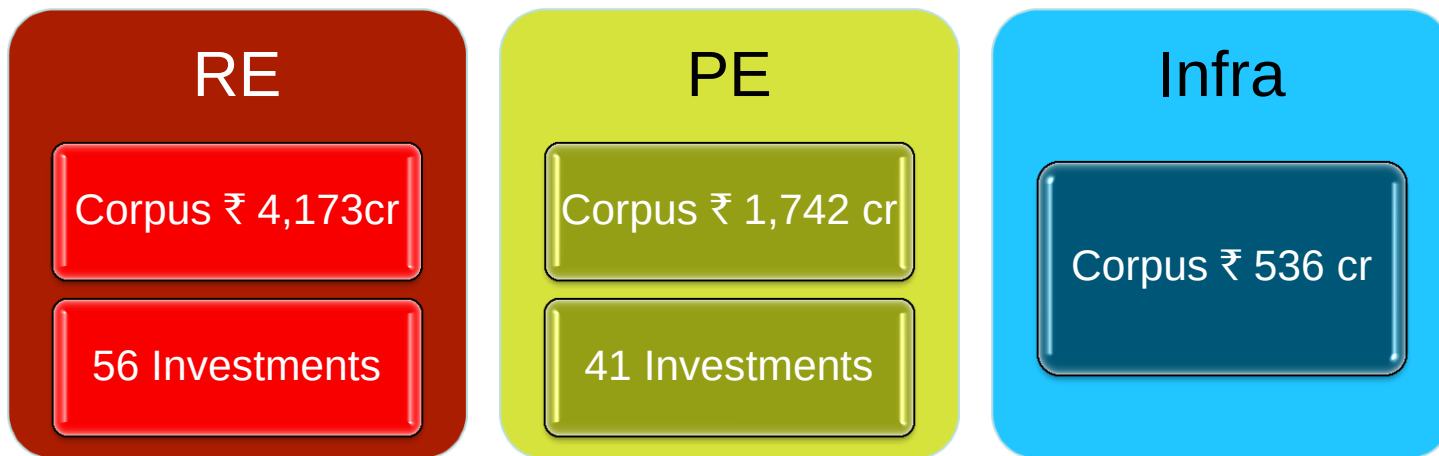
Average Assets Under Management ₹ cr



₹ cr #	Q4FY14	Q1FY14	Q1FY15	FY14
Total income	42	37	29	177
Profit before tax	5	11	-	60
Profit after tax	4	7	-	41
Average AUM (₹ bn)	335	377	359	357
Average AUM - Equity (₹ bn)	34	30	39	31

AMC & Trustee Co

Kotak Investment Advisors



Total Corpus ₹ 6,451 cr

₹ cr	Q4FY14	Q1FY14	Q1FY15	FY14
Total income	18	22	22	83
Profit before tax	6	1	9	25
Profit after tax	5	1	8	18

Bank Awards and Recognition

Kotak Mahindra Bank's Board has been adjudged as one of the **Best Managed Board** in the Aon Hewitt-Mint study of 2012

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

Kotak Mahindra Annual Report 2012 – 2013 won the following awards:

➤ LACP Vision Awards, USA

- Bronze Award – Best Report in Banking category
- Top 10 – Among the top 10 Indian reports

➤ ARC Awards

- Gold Award - Traditional Annual Report: Banking and Financial Services
- Honors Award – Interactive Annual Report: Banking and financial services (Asia/South Pacific)

Best Medium Sized Bank of the Year Award by Businessworld

Best Bank - Emerging Banks by Outlook Money

Best Private Bank by Finance Asia Country Awards for Achievement 2013

Kotak Mahindra Bank has made it once again in the list of the prestigious Forbes Asia's **Fab 50 Companies** in 2012 for the 3rd consecutive year (2010-12)

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

Best Performer in Account Growth Rate Category – 2013 for the Demat Accounts by NSDL (National Securities Depository Limited)



Bank Awards and Recognition

Kotak Wealth Management

Best Private Bank, India by World Finance Banking Awards, 2012

Outstanding Private Bank, South Asia - Private Banker International Global Wealth Awards 2012

Winner in multiple categories by Euromoney Private Banking Survey 2014:

- Second Best Family Office Services Provider, Asia - Among Top 5
- Best Range of Advisory Services
- Best Corporate Advisory for Private Banking Clients
- Best Bespoke Wealth Planning
- Private Equity Investment
- Equity portfolio management
- Specialized Services for Inherited Wealth and Businesses

Kotak Mahindra Bank has been rated amongst the **Top 25 Best Employers in India** for 3 consecutive studies conducted since 2007 by Aon Hewitt

Kotak Mahindra Bank's NRI Banking won the following 2 awards at the **Banking & Payments Asia Trailblazer Awards 2013**

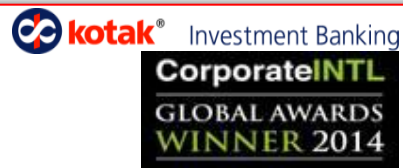
- Click2Remit: Winner in Product Excellence, in the P2P Product Category
- Privy League for NRIs: Winner in Service Excellence, in the Mass Affluent Banking Category

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

Kotak Mahindra Bank received the award for **Innovative Use of Data Storage** at the 'India Innovation Award 2013' by CNBC TV18 from Hon'ble Minister of State for IT and Communication Mr. Milind Murli Deora

Green IT Enterprise Award 2013 – Top 10 Large Enterprise category – Presented by CIO and Schneider Electric

Awards and Recognition



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



Best Investment Manager in India

Asiamoney Brokers Poll 2013

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

Among all domestic and foreign brokerages, ranked:
#1 for Most Independent Research Brokerage
#2 for Best Overall Country Research
#2 for Best Analyst
#3 for Best Overall Sales Services



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 – 2013**



Broker of the Year in India

**The Asian Banker Financial
Markets Awards 2014**



2013: Best Domestic Investment Bank
(Eighth 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



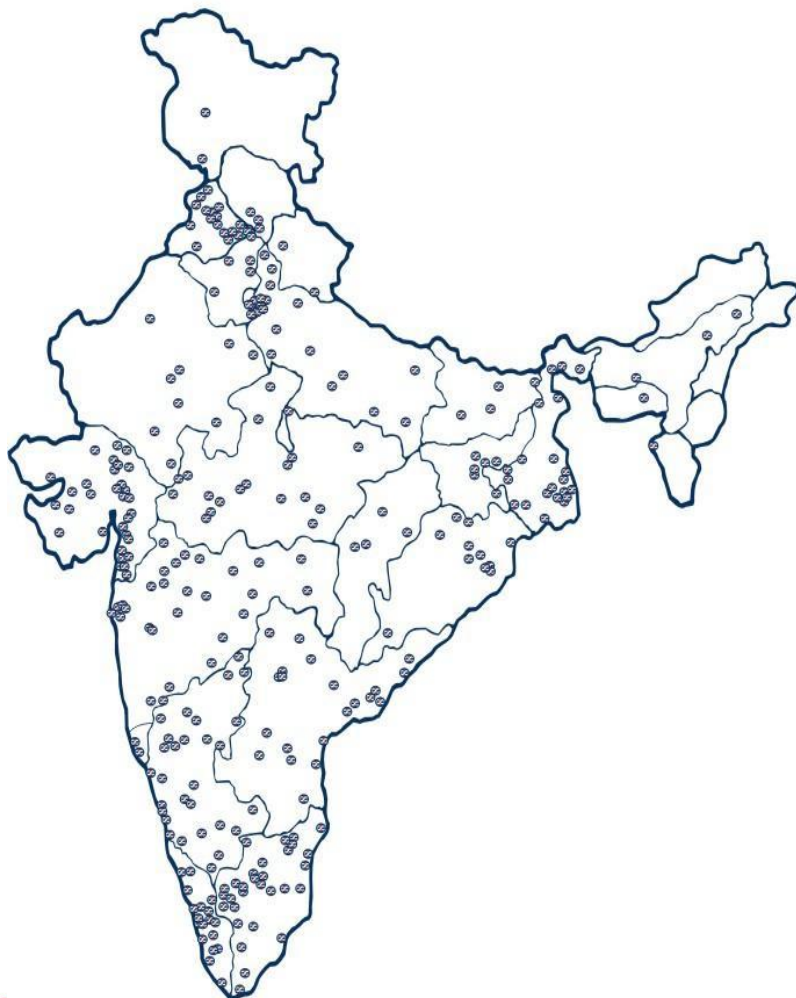
**NSDL Star Performers Award
2013**

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



Geographical Presence

Wide National Footprint



..... With Multiple Points of Presence

Business	Jun 30, 2014
Banking	614
Car Finance	74
Life Insurance	206
Securities	1,147
Mutual Fund	79
Total	2,210

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

Disclaimer

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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.

Contact

Jaimin Bhatt / R Sundarraman

Kotak Mahindra Bank Limited

Tel: +91 22 6672 6000, Fax: +91 22 6672 6430

E-mail: investor.relations@kotak.com