

20th July 2017

The Manager Corporate Relationship, BSE Limited, 1 st Floor, New Trading Ring, Rotunda Buliding, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001.	The Manager National Stock Exchange of India Ltd. Exchange Plaza, 5 th Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051.
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Dear Sir,

Sub: Unaudited Financial Results of Kotak Mahindra Bank Limited for the quarter ended 30th June 2017.

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (Listing Regulations) we enclose the following:

1. Copy of the unaudited standalone financial results of the Bank for the quarter ended 30th June 2017. Also, enclosed are the unaudited consolidated financial results. The said results were approved by the Board of Directors of the Bank at its Meeting held today.
2. Copy of the Limited Review Reports for the quarter ended 30th June 2017 submitted by the statutory auditors of the Bank.
3. Copy of the Earnings Update Presentation and the Press Release;

As required under the Listing Regulations, all the above mentioned documents are also being simultaneously posted on our website www.kotak.com

The Board Meeting commenced at 9.00 a.m. and consideration of aforesaid items concluded at 10.20 a.m.

Yours faithfully,
Kotak Mahindra Bank Limited

B. R. Chandarana
Bina Chandarana
Company Secretary &
Executive Vice President



Encl: as above

Kotak Mahindra Bank Ltd.
CIN: L65110MH1985PLC038137

Registered Office:
27 BKC, C 27, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai 400051,
Maharashtra, India

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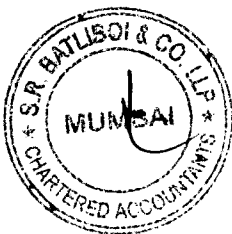


KOTAK MAHINDRA BANK LIMITED (STANDALONE)
Registered Office: 27 BKC, C 27, G Block, Bandra Kurla Complex, Bandra (East), Mumbai 400 051

UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED 30th JUNE, 2017

₹ crore

Sr No	Particulars	Quarter ended			Year ended
		30-Jun-17 (Unaudited)	31-Mar-17 (Audited – Refer Note 2)	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
1	Interest earned (a+b+c+d)	4,655.78	4,432.00	4,386.85	17,698.93
	(a) Interest/discount on advances/ bills	3,478.15	3,367.62	3,282.19	13,402.10
	(b) Income on investments	885.79	848.16	947.21	3,681.04
	(c) Interest on balances with RBI & other interbank funds	215.27	138.58	29.73	218.32
	(d) Others	76.57	77.64	127.72	397.47
2	Other income (Refer Note 3)	906.88	1,002.65	733.18	3,477.16
3	Total income (1+2)	5,562.66	5,434.65	5,120.03	21,176.09
4	Interest expended	2,410.23	2,270.63	2,467.75	9,572.78
5	Operating expenses (a+b)	1,557.07	1,462.02	1,337.25	5,618.50
	(a) Employees cost	706.16	680.61	667.14	2,744.64
	(b) Other operating expenses	850.91	781.41	670.11	2,873.86
6	Total expenditure (4+5) (excluding provisions & contingencies)	3,967.30	3,732.65	3,805.00	15,191.28
7	Operating profit (3-6) (Profit before provisions and contingencies)	1,595.36	1,702.00	1,315.03	5,984.81
8	Provisions (other than tax) and contingencies (Refer Note 4)	203.74	267.37	179.51	836.74
9	Exceptional items	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	1,391.62	1,434.63	1,135.52	5,148.07
11	Tax expense	478.89	458.15	393.55	1,736.57
12	Net Profit from ordinary activities after tax (10-11)	912.73	976.48	741.97	3,411.50
13	Extraordinary items (net of tax expense)	-	-	-	-
14	Net Profit (12-13)	912.73	976.48	741.97	3,411.50
15	Paid up equity share capital - (of Face Value ₹ 5 per share)	951.75	920.45	917.79	920.45
16	Reserves (excluding revaluation reserves)				26,695.62
17	Analytical Ratios				
	(i) Percentage of shares held by Government of India	-	-	-	-
	(ii) Capital adequacy ratio – Basel III	19.21	16.77	16.34	16.77
	(iii) Earnings per share				
	- Basic (not annualised) ₹	4.88	5.31	4.04	18.57
	- Diluted (not annualised) ₹	4.87	5.30	4.04	18.55
	(iv) NPA Ratios				
	a) Gross NPA	3,726.62	3,578.61	3,058.81	3,578.61
	b) Net NPA	1,777.93	1,718.07	1,467.11	1,718.07
	c) % of Gross NPA to Gross Advances	2.58	2.59	2.50	2.59
	d) % of Net NPA to Net Advances	1.25	1.26	1.21	1.26
	(v) Return on Assets (average) – not annualised	0.42	0.47	0.38	1.73



Segment Results

The reportable segments of the Bank as per RBI guidelines are as under:

Segment	Principal activity
Corporate/Wholesale Banking	Wholesale borrowings and lending and other related services to the corporate sector which are not included under retail banking.
Retail Banking	Includes lending, deposit taking and other retail services/ products including credit cards.
Treasury, BMU and Corporate Centre	Money market, forex market, derivatives, investments and primary dealership of government securities, Balance Sheet Management Unit (BMU) responsible for Asset Liability Management and Corporate Centre which primarily comprises of support functions.

	₹ crore			
	Quarter ended			Year ended
	30-Jun-17 (Unaudited)	31-Mar-17 (Audited – Refer Note 2)	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
1 Segment Revenue				
a. Corporate/ Wholesale Banking	2,125.74	2,159.99	1,927.48	8,285.12
b. Retail Banking	2,713.00	2,683.67	2,441.50	10,274.57
c. Treasury, BMU and Corporate Centre	1,348.69	1,283.09	1,272.08	5,108.61
Sub-total	6,187.43	6,126.75	5,641.06	23,668.30
Less: Inter-segmental revenue	624.77	692.10	521.03	2,492.21
Total	5,562.66	5,434.65	5,120.03	21,176.09
2 Segment Results				
a. Corporate/ Wholesale Banking	724.49	737.61	600.75	2,670.37
b. Retail Banking	278.53	357.82	250.18	1,194.72
c. Treasury, BMU and Corporate Centre	388.60	339.20	284.59	1,282.98
Total Profit Before Tax	1,391.62	1,434.63	1,135.52	5,148.07
3 Segment Assets				
a. Corporate / Wholesale Banking	83,524.06	80,202.99	71,413.07	80,202.99
b. Retail Banking	126,263.71	122,665.94	108,393.59	122,665.94
c. Treasury, BMU and Corporate Centre	84,097.22	77,136.64	66,890.29	77,136.64
d. Other Banking business	-	-	-	-
Sub-total	293,884.99	280,005.57	246,696.95	280,005.57
Less : Inter-segmental Assets	67,752.96	65,663.21	57,156.88	65,663.21
Total	226,132.03	214,342.36	189,540.07	214,342.36
Add : Unallocated Assets	253.18	247.60	280.10	247.60
Total Assets as per Balance Sheet	226,385.21	214,589.96	189,820.17	214,589.96
4 Segment Liabilities				
a. Corporate / Wholesale Banking	74,283.69	69,800.85	63,080.56	69,800.85
b. Retail Banking	116,917.08	114,071.16	100,743.35	114,071.16
c. Treasury, BMU and Corporate Centre	68,415.36	68,741.82	58,297.08	68,741.82
d. Other Banking business	-	-	-	-
Sub-total	259,616.13	252,613.83	222,120.99	252,613.83
Less : Inter-segmental Liabilities	67,752.96	65,663.21	57,156.88	65,663.21
Total	191,863.17	186,950.62	164,964.11	186,950.62
Add : Unallocated liabilities	204.06	23.27	112.35	23.27
Add : Share Capital & Reserves & surplus	34,317.98	27,616.07	24,743.71	27,616.07
Total Liabilities as per Balance Sheet	226,385.21	214,589.96	189,820.17	214,589.96

NOTES:

- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 20th July, 2017. The results for the quarter ended 30th June, 2017 are subject to limited review by the statutory auditors and there are no qualifications in the limited review report.
- The figures for quarter ended 31st March 2017 are the balancing figures between audited financial year ended 31st March 2017 and the unaudited published figures for nine months ended 31st December 2016.
- Other Income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit / loss from the sale of securities.



4. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year.

Break up of provisions (other than tax) and contingencies:

Particulars	Quarter ended			Year ended
	30-Jun-17 (Unaudited)	31-Mar-17 (Audited – Refer Note 2)	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
Provision towards advances / Others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	192.83	251.92	167.10	697.50
Provision / (write back of provisions) towards investments (net)	10.91	15.45	12.41	139.24
Total provisions (other than Tax) and contingencies	203.74	267.37	179.51	836.74

5. During the quarter, the Bank has granted 4,136,370 options under employee stock option scheme. Stock options aggregating to 603,034 were exercised during the quarter and 12,173,177 stock options were outstanding with employees of the Bank and its subsidiaries as at 30th June, 2017.
6. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments' requires banks to make applicable Pillar3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <http://ir.kotak.com/financials/regulatory-disclosure-section>. The disclosures have not been subjected to audit or limited review.
7. There has been no change in any significant accounting policies during the quarter ended 30th June, 2017.
8. During the quarter ended 30th June 2017, the Bank has issued 62,000,000 equity shares of a face value ₹ 5 each at a price of ₹ 936 per equity share including a premium of ₹ 931 per equity share aggregating to ₹ 5,803.20 crore pursuant to a Qualified Institutional Placement (QIP).
9. Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's presentation.

By order of the Board of Directors
For Kotak Mahindra Bank Limited



Dipak Gupta
Joint Managing Director

Mumbai, 20th July, 2017



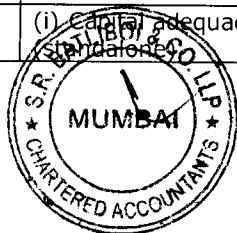


KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)
Registered Office: 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER ENDED 30th JUNE, 2017

₹ crore

Sr No	Particulars	Quarter Ended			Year Ended
		30-Jun-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
1	Interest earned (a+b+c+d)	5,935.15	5,654.76	5,469.73	22,324.21
	(a) Interest/discount on advances/bills	4,335.06	4,194.24	4,056.95	16,619.84
	(b) Income on investments	1,212.88	1,162.57	1,220.99	4,855.36
	(c) Interest on balances with RBI & other interbank funds	260.75	181.17	34.50	307.87
	(d) Others	126.46	116.78	157.29	541.14
2	Other income (a+b+c)	2,675.48	4,298.81	2,397.15	11,581.23
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	354.83	735.24	540.81	1,475.16
	(b) Premium on Insurance Business	977.05	2,138.03	776.95	5,137.77
	(c) Other income (Refer Notes 4, 5 & 6)	1,343.60	1,425.54	1,079.39	4,968.30
3	Total income (1+2)	8,610.63	9,953.57	7,866.88	33,905.44
4	Interest expended	2,930.64	2,765.05	2,904.00	11,457.51
5	Operating expenses (a+b+c)	3,447.51	4,822.86	3,125.02	14,167.08
	(a) Employees cost	1,025.52	1,023.47	951.46	3,982.31
	(b) Policy holders' reserves, surrender expense and claims	1,223.64	2,587.66	1,251.55	6,020.15
	(c) Other operating expenses (Refer Note 5 and 7)	1,198.35	1,211.73	922.01	4,164.62
6	Total expenditure (4+5) (excluding provisions and contingencies)	6,378.15	7,587.91	6,029.02	25,624.59
7	Operating Profit (3-6) (Profit before provisions and contingencies)	2,232.48	2,365.66	1,837.86	8,280.85
8	Provisions (other than tax) and contingencies (Refer Note 8)	232.22	299.61	213.57	948.92
9	Exceptional items	-	-	-	-
10	Profit from ordinary activities before tax (7-8-9)	2,000.26	2,066.05	1,624.29	7,331.93
11	Tax expense	663.75	644.67	541.49	2,382.85
12	Net Profit from ordinary activities after tax before Minority Interest (10-11)	1,336.51	1,421.38	1,082.80	4,949.08
13	Extraordinary items (net of tax expense)	-	-	-	-
14	Net Profit from ordinary activities after tax before Minority Interest (12 -13)	1,336.51	1,421.38	1,082.80	4,949.08
15	Less: Share of Minority Interest	26.70	26.34	18.56	78.83
16	Add: Share in profit of associates	37.01	9.30	2.86	70.18
17	Profit after tax (14-15+16)	1,346.82	1,404.34	1,067.10	4,940.43
18	Paid up equity share capital - (Face value of ₹ 5 per share)	951.75	920.45	917.79	920.45
19	Group Reserves (excluding Minority Interest and revaluation reserves)				37,570.39
20	Minority Interest				474.43
21	Analytical Ratios				
	(i) Capital adequacy ratio – Basel III	19.21	16.77	16.34	16.77



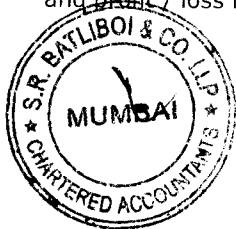
Sr No	Particulars	Quarter Ended			Year Ended
		30-Jun-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
	(ii) Earnings per share				
	- Basic (not annualised) ₹	7.20	7.63	5.82	26.89
	- Diluted (not annualised) ₹	7.19	7.62	5.80	26.86
	(iii) NPA Ratios (unaudited)				
	(a) Gross NPA	3,973.74	3,803.92	3,265.18	3,803.92
	(b) Net NPA	1,881.47	1,814.23	1,565.40	1,814.23
	(c) % of Gross NPA to Gross Advances	2.24	2.25	2.20	2.25
	(d) % of Net NPA to Net Advances	1.07	1.09	1.06	1.09
	(iv) Return on average Assets (not annualised) (unaudited)	0.48	0.52	0.44	1.95

NOTES:

- The consolidated financial results are prepared in accordance with Accounting Standard – 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard – 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statement" specified under section 133 of the Companies Act, 2013, read with Paragraph 7 of the Companies (Accounts) Rules, 2014 and Companies (Accounting Standards) Amendment Rules, 2016.
- The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 20th July, 2017. The consolidated results for the quarter ended 30th June, 2017 are subject to limited review by the statutory auditors and there are no qualifications in the limited review report.
- The figures for quarter ended 31st March, 2017 are the balancing figures between audited financial year ended 31st March, 2017 and the unaudited published figures for nine months ended 31st December, 2016.
- Details of other income forming part of the consolidated results are as follows:

Particulars	Quarter Ended			Year Ended
	30-Jun-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
Commission, fees, exchange, brokerage and others	1,216.38	1,301.63	942.66	4,343.26
Profit on sale of investments (other than insurance business)	127.22	123.91	136.73	625.04
Total – Other income	1,343.60	1,425.54	1,079.39	4,968.30

- Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 20.33 crore for the quarter ended 30th June, 2017 (for the quarter ended 31st March, 2017 ₹ 21.79 crore, quarter ended 30th June, 2016 ₹ 16.52 crore, for the year ended 31st March, 2017 ₹ 78.33 crore).
- Other Income includes non-fund based income such as commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from foreign exchange transactions and profit / loss from the sale of securities.



7. Details of other expenditure forming part of consolidated results are as follows:

Particulars	Quarter Ended			Year Ended
	30-Jun-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
Brokerage	137.35	178.36	84.56	485.72
Depreciation	93.62	91.54	85.87	362.21
Rent, taxes and lighting	161.37	156.48	154.33	616.29
Others	806.01	785.35	597.25	2,700.40
Total – Other operating expenses	1,198.35	1,211.73	922.01	4,164.62

8. Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year. Details of provisions (other than tax) and contingencies forming part of consolidated results are as follows:

Particulars	Quarter Ended			Year Ended
	30-Jun-17 (Unaudited)	31-Mar-17 (Audited) Refer Note 3	30-Jun-16 (Unaudited)	31-Mar-17 (Audited)
Provision towards advances / others (including provisions for exposures to entities with Unhedged Foreign Currency Exposures) (net)	221.90	287.48	191.93	797.39
Provision / (Write back of provisions) towards investments (net)	10.32	12.13	21.64	151.53
Total – provisions (other than tax) and contingencies	232.22	299.61	213.57	948.92

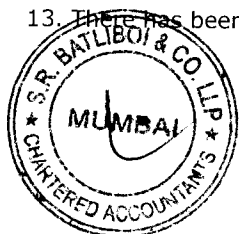
9. During the quarter ended 30th June 2017, the Bank has issued 62,000,000 equity shares of a face value ₹ 5 each at a price of ₹ 936 per equity share including a premium of ₹ 931 per equity share aggregating to ₹ 5,803.20 crore pursuant to a Qualified Institutional Placement (QIP).

10. Kotak Mahindra Bank Limited has entered into an agreement to purchase the entire 26% equity stake held by Old Mutual UK in Kotak Mahindra Old Mutual Life Insurance Limited ("Kotak Life") for a consideration of ₹ 1,292.70 crore, subject to regulatory approvals. After the completion of the transaction, Kotak Mahindra Group will hold 100% of the equity shareholding of Kotak Life.

11. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments' requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <http://ir.kotak.com/financials/regulatory-disclosure-section>. These disclosures have not been subjected to audit or limited review.

12. The change in the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists, for the quarter ended 30th June 2017 amounting to ₹ 564.09 crores has been included in "Policy holders' reserves, surrender expense and claims" under "Operating Expenses".

13. There has been no change in any significant accounting policies during the quarter ended 30th June, 2017.





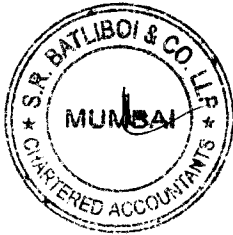
Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's presentation.

By order of the Board of Directors
For Kotak Mahindra Bank Limited

A handwritten signature in black ink, appearing to read "Dipak", written over a horizontal line.

Dipak Gupta
Joint Managing Director

Mumbai, 20th July, 2017



Limited Review Report

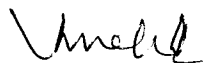
**Review Report to
The Board of Directors
Kotak Mahindra Bank Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results of Kotak Mahindra Bank Limited (the "Bank") for the quarter ended June 30, 2017 (the "Statement"), being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" as have been disclosed on the Bank's website and in respect of which a link have been provided in aforesaid Statement have not been reviewed by us. This Statement is the responsibility of the Bank's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited standalone financial results prepared in accordance with applicable accounting standards and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

For S. R. BATLIBOI & CO. LLP

Chartered Accountants

ICAI Firm registration number: 301003E/E300005



per Viren H. Mehta

Partner

Membership No.: 048749

Place: Mumbai

Date: July 20, 2017

Limited Review Report

Review Report to The Board of Directors Kotak Mahindra Bank Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Kotak Mahindra Bank Limited (the "Bank"), its subsidiaries (the Bank and its subsidiaries together referred to as the "Group") and its share of the profit of its associates, for the quarter ended June 30, 2017 (the "Statement"), being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The disclosures relating to "Pillar 3 under Basel III Capital Regulations", "Leverage Ratio" and "Liquidity Coverage Ratio" as have been disclosed on the Bank's website and in respect of which a link have been provided in aforesaid Statement have not been reviewed by us. This Statement is the responsibility of the Bank's management and approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Bank personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. The Statement includes the results of the following entities in addition to the Bank:

Subsidiaries

Kotak Mahindra Capital Company Limited, Kotak Investment Advisors Limited, Kotak Securities Limited, Kotak Mahindra Prime Limited, Kotak Mahindra Asset Management Company Limited, Kotak Mahindra Trustee Company Limited, Kotak Mahindra Investment Limited, Kotak Mahindra Pension Fund Limited, Kotak Infrastructure Debt Fund Limited, Kotak Mahindra Trusteeship Services Limited, Kotak Mahindra Old Mutual Life Insurance Limited, Kotak Mahindra General Insurance Company Limited, IVY Products Intermediaries Limited, Kotak Mahindra Inc., Kotak Mahindra (International) Limited, Kotak Mahindra (UK) Limited, Kotak Mahindra Financial Services Limited, Kotak Mahindra Asset Management (Singapore) PTE. Limited.

Associates

Infina Finance Private Limited, Phoenix ARC Private Limited, Ace Derivatives and Commodity Exchange Limited and Matrix Business Services India Private Limited.

4. (a) We did not review the interim financial results of 4 subsidiaries included in the Statement, whose interim financial results reflect total revenues of Rs.2,924.85 crores for the quarter ended June 30, 2017 and total profit after tax of Rs.405.30 crores for the quarter ended June 30, 2017, as considered in the Statement. These interim financial results have been reviewed/audited by other auditors whose reports have been furnished to us by the management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors.
- (b) The Statement also includes the interim financial results of 12 subsidiaries which have not been reviewed/audited, whose interim financial results reflect total revenue of Rs.169.01 crores for the quarter ended June 30, 2017 and total profit after tax of Rs.21.27 crores for the quarter ended June 30, 2017, as considered in the Statement. The Statement also includes the Group's share of profit after tax of Rs.37.01 crores for the quarter ended June 30, 2017, in respect of 4 associates, based on their interim financial results which have not been reviewed/audited by their auditors. These financial

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S.R. BATLIBOI & CO. LLP

Chartered Accountants

Kotak Mahindra Bank Limited

Limited Review report on consolidated financial results for the quarter ended June 30, 2017

results have been prepared by the management and our conclusion is based solely on the management certified accounts.

- (c) In forming their conclusion on the valuation of liabilities for life policies in force and for policies in respect of which premium has been discontinued but liability exists as on June 30, 2017, the auditors of a subsidiary, Kotak Mahindra Old Mutual Life Insurance Limited (the "Company") have relied on the appointed actuary of the Company (the "Appointed Actuary"). The actuarial valuation of these liabilities has been duly certified by the Appointed Actuary and in his opinion, the assumptions for such valuation are in accordance with the guidelines and norms issued by the IRDAI and the Institute of Actuaries of India in concurrence with the IRDAI.

Our conclusion on the Statement is not modified in respect of the above matters.

5. Based on our review conducted as stated above and based on the consideration of the reports of other auditors referred to and read with other comments in paragraph 4 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid accounting standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

For S.R. BATLIBOI & CO. LLP

Chartered Accountants

ICAI Firm registration number: 301003E/E300005



per Viren H. Mehta

Partner

Membership No.: 048749

Place: Mumbai

Date: July 20, 2017

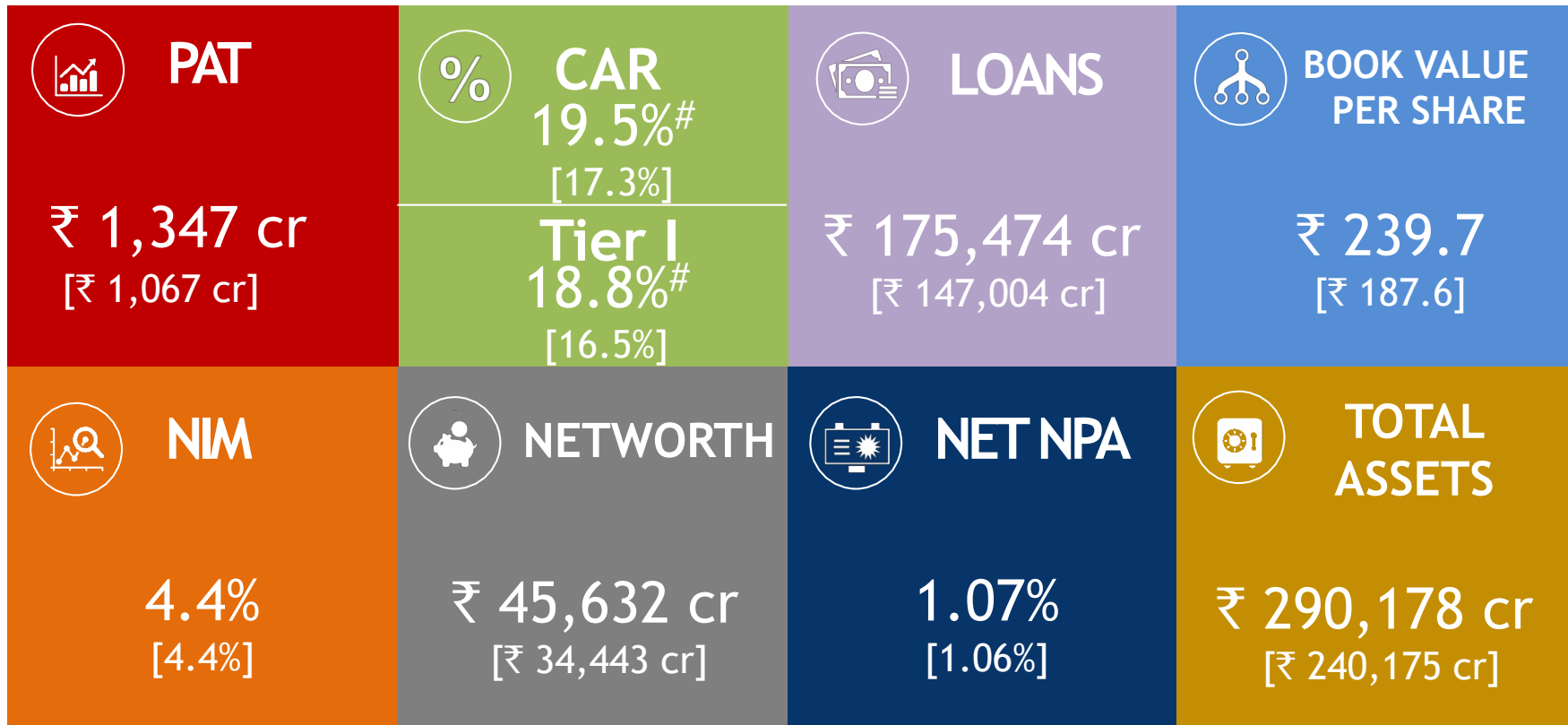
EARNINGS UPDATE Q1FY18

Presentation on financial results for the period ended June 30, 2017

July 20, 2017



Consolidated Highlights Q1FY18



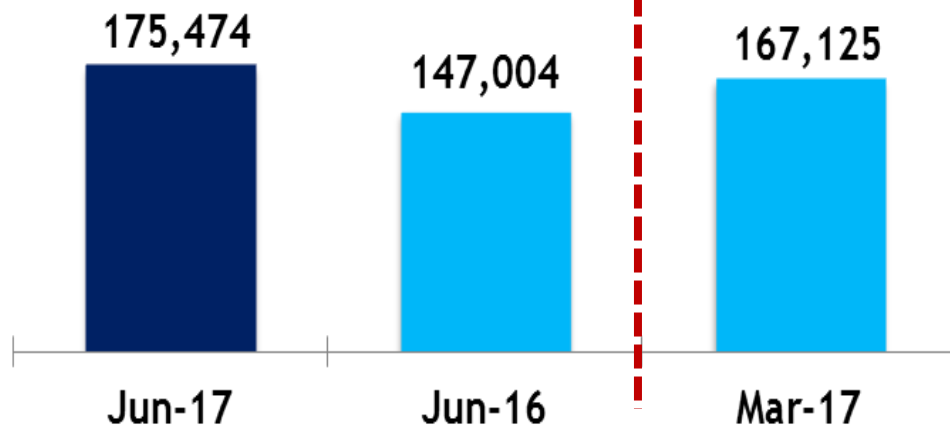
Figures in [brackets] are Q1FY17 numbers

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

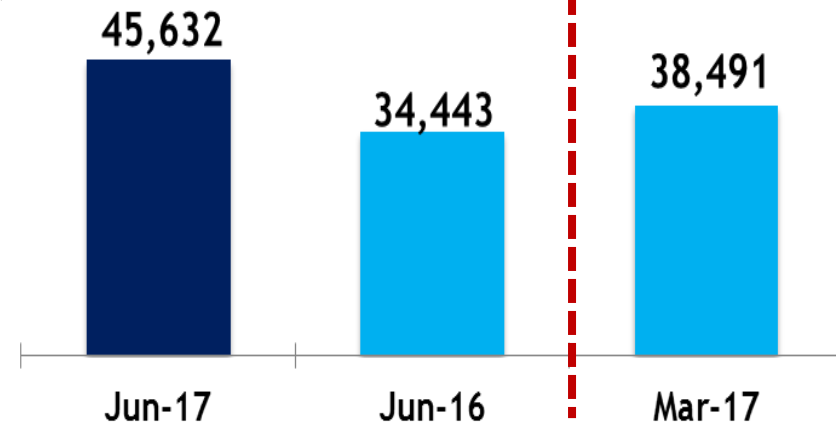
- Raised ₹ 5,803 cr through a QIP Issuance at ₹ 936 per share
- Agreed to acquire Old Mutual 26% Stake in Kotak Life, awaiting regulatory approvals
- Regulatory approvals received to acquire BSS Microfinance
- KMP launched consumer durable financing business
- KIDF (Infra development fund) commenced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

Consolidated Key Financials

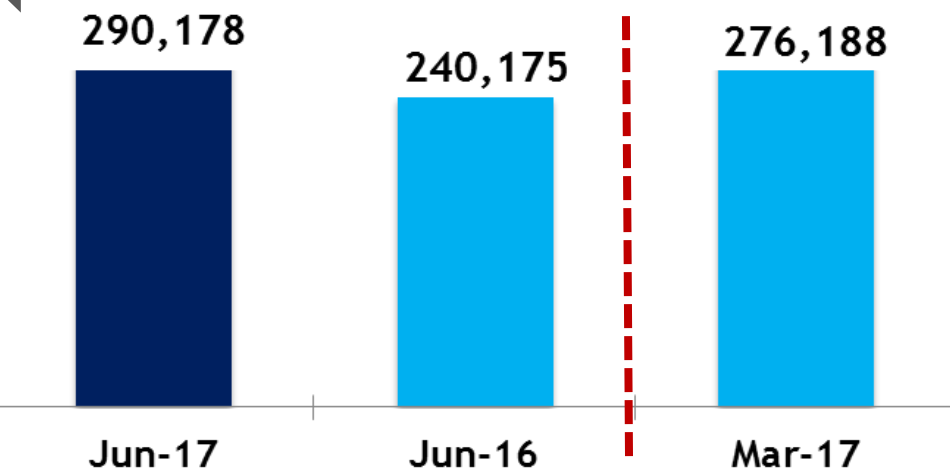
 Advances [₹ cr]



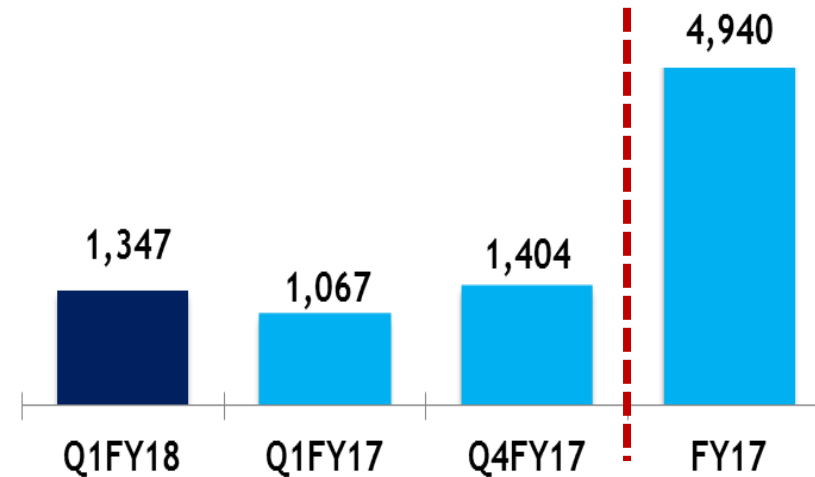
 Networth [₹ cr]



 Total Assets [₹ cr]



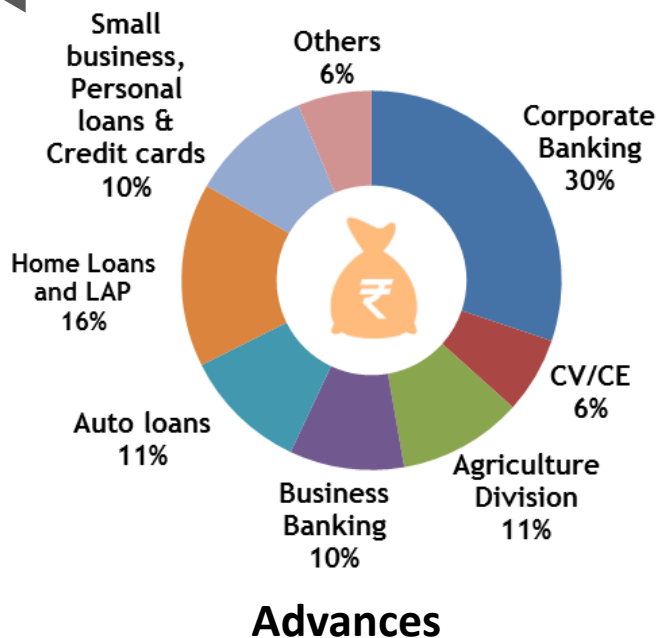
 PAT [₹ cr]



Consolidated Customer Assets



30-Jun-17 (₹ 175,474 cr)



Advances

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



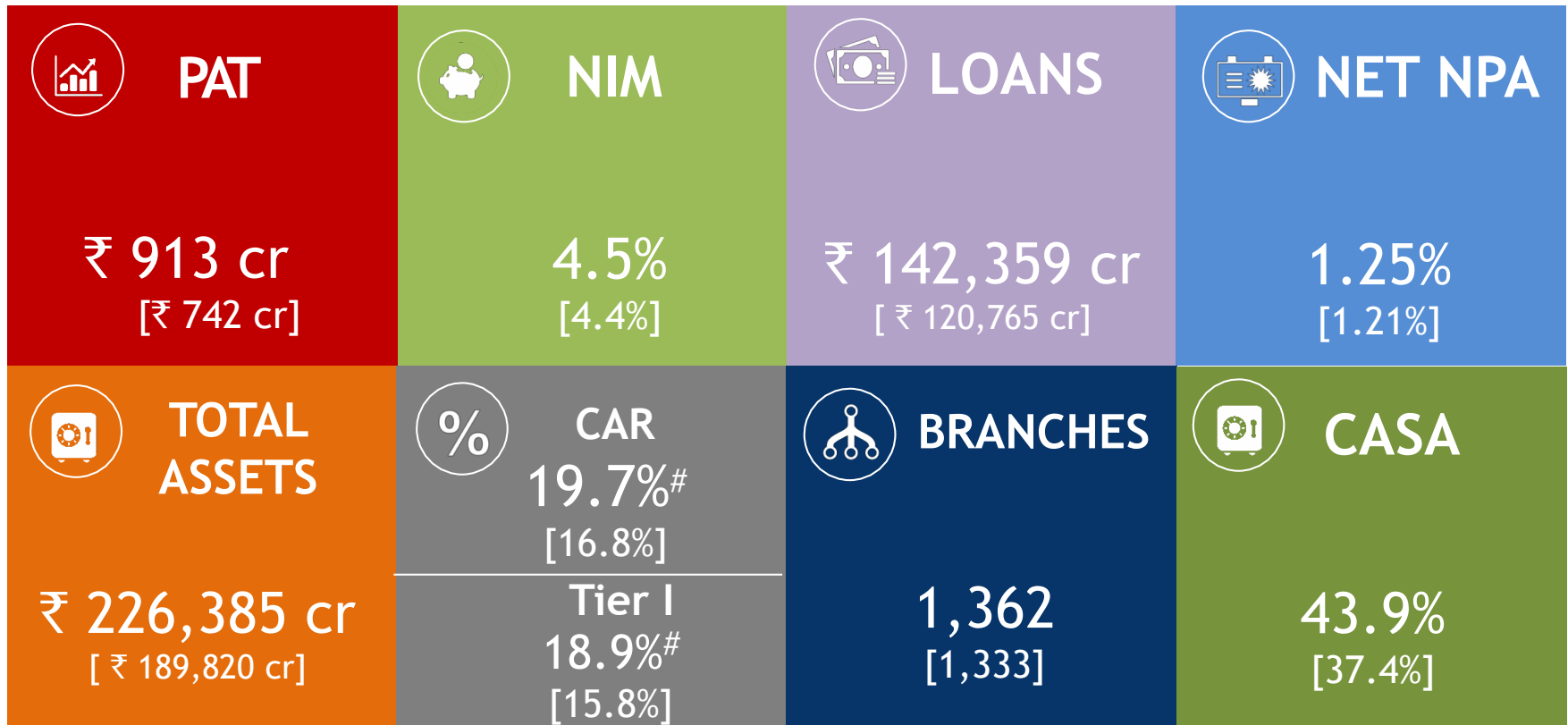
₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Kotak Mahindra Bank	913	742	976	3,411
Kotak Mahindra Prime	132	120	133	515
Kotak Mahindra Investments	45	40	56	196
Kotak Securities	125	60	121	361
Kotak Mahindra Capital	5	23	11	46
Kotak Mahindra Old Mutual Life Insurance	103	71	101	303
Kotak AMC and TC	15	19	13	56
International 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%)

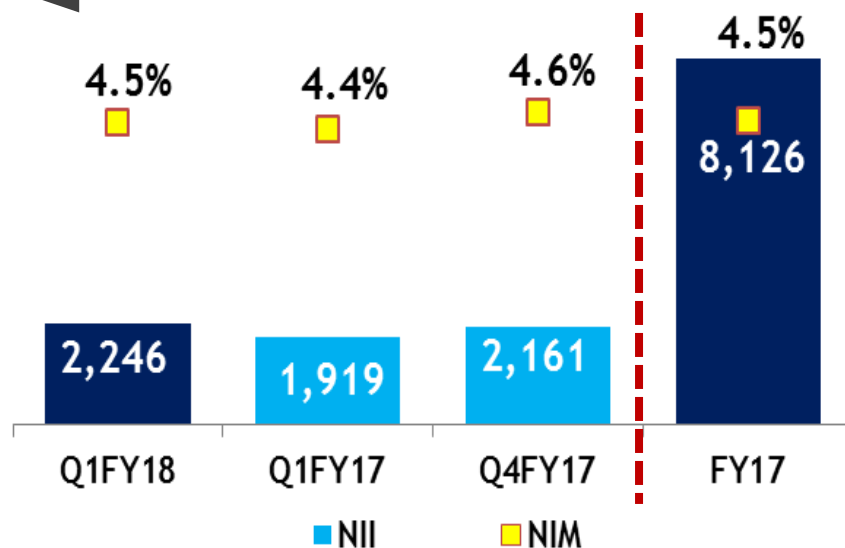
Profit and Loss Account



₹ 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

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



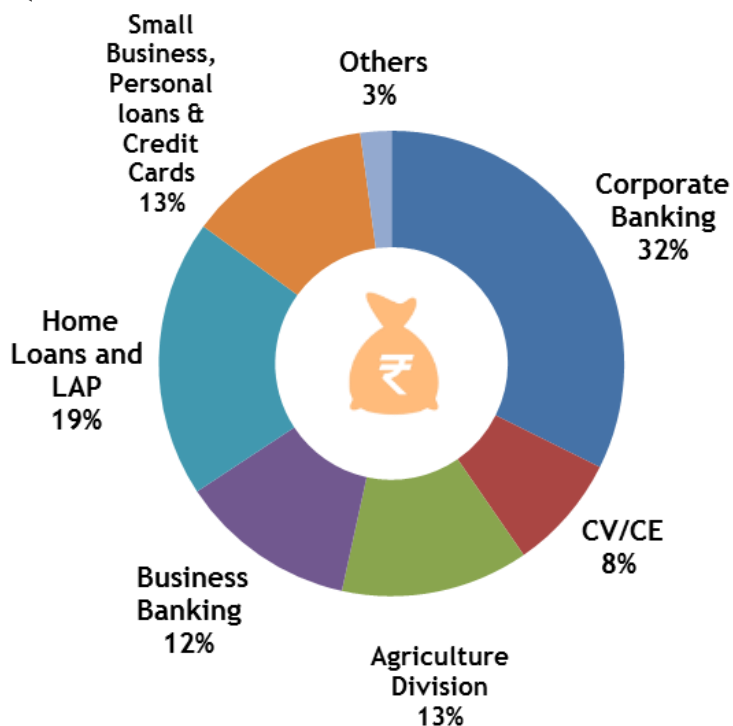
Bank Segmental PBT

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

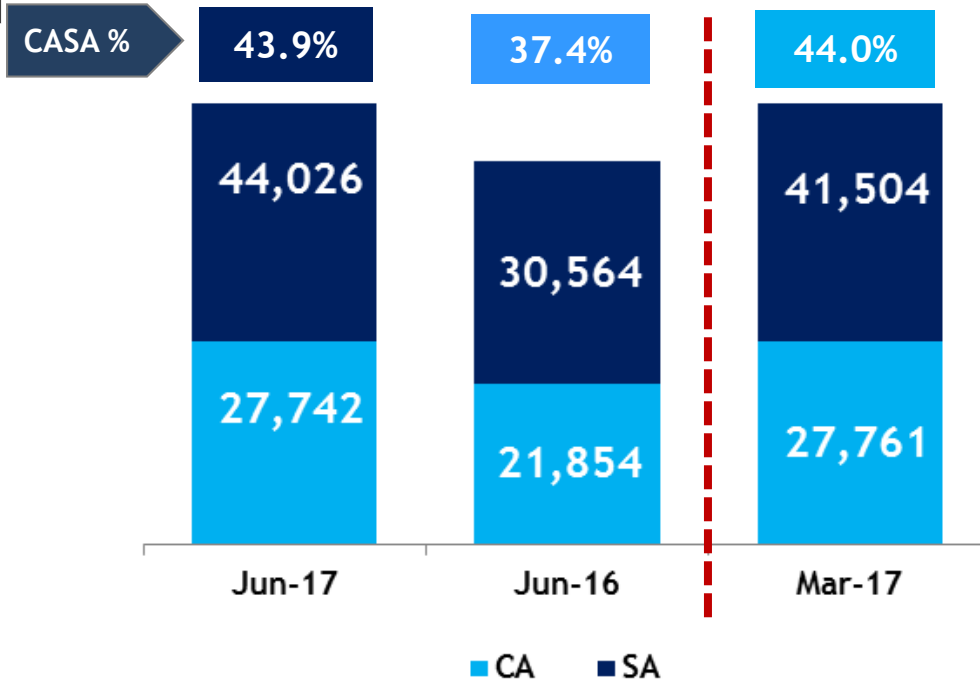
₹ cr	30-Jun-17	30-Jun-16	31-Mar-17
Corporate Banking	46,046	38,067	41,703
CV/CE	11,442	8,454	10,827
Agriculture Division	18,563	16,365	18,969
Business Banking	17,527	16,990	17,884
Home Loans and LAP	27,459	23,479	26,121
Small Business, PL & Credit Cards	18,257	14,684	17,387
Others	3,065	2,726	3,191
Total 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

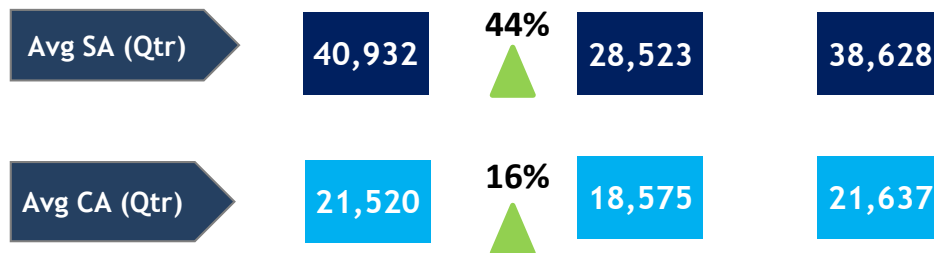
CASA (₹ cr)



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%

YoY %



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

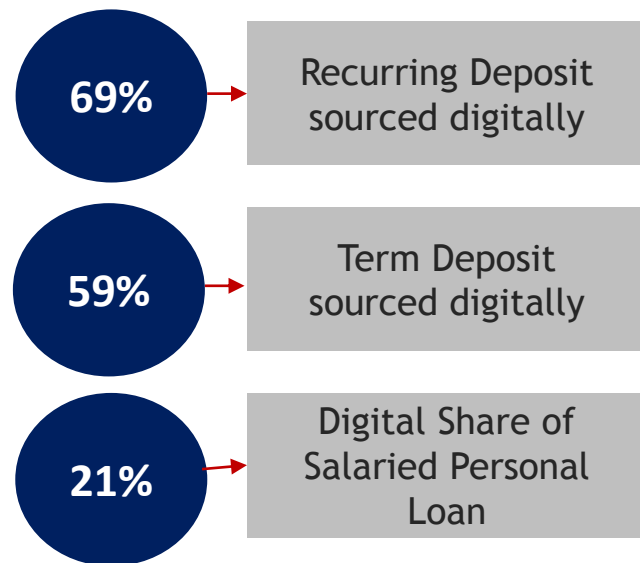
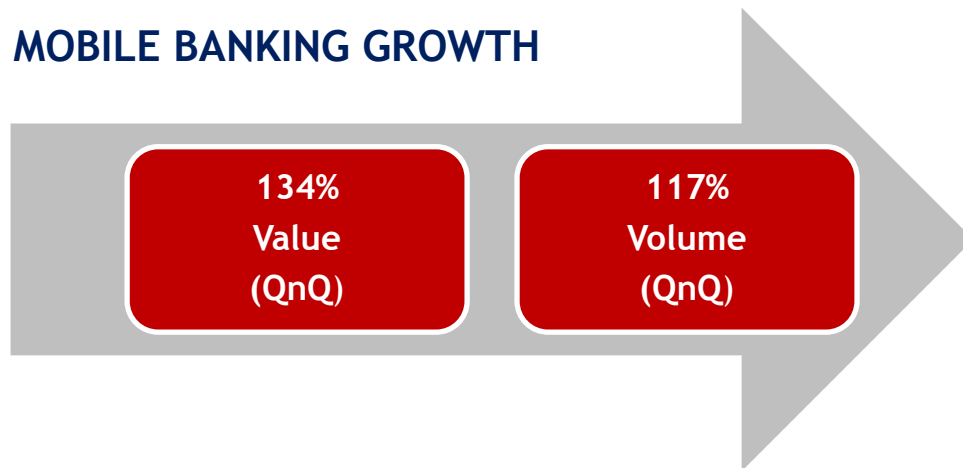
Digital - Best In Class Experience










Q1FY18

Mobile Banking app rated 4.5 on Google Play Store

MOBILE BANKING GROWTH



June'17

 <p>55% of Bank Active are Digitally Active (30th Jun 17)</p>	 <p>Mobile Banking login more than 4X of Net Banking</p>	 <p>63% of Mobile banking customers bank ONLY on Mobile App.</p>	 <p>Launched online Consumer durable loans thru FINTECH Tie ups</p>	 <p>Instant Online In-Principle Credit Card Approval / Eligibility</p>	 <p>Instant Online In-Principle Home Loan Approval / Eligibility</p>	 <p>24/7 Real-Time outward paperless online remittance platform</p>
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Payments highlights

811
811 – Account Opening through MB

115%

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

UPI
UPI
UNIFIED PAYMENTS INTERFACE

89%

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

32%

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

BHARATQR
Scan & Pay

97%

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



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

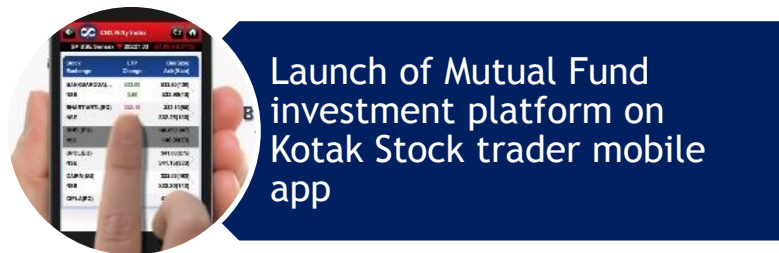
- 24X7 - State of the Art Lobby and Customer Friendly layout
- WIFI, Digital Signages, Quick Service Tablets

Digital transformation everywhere

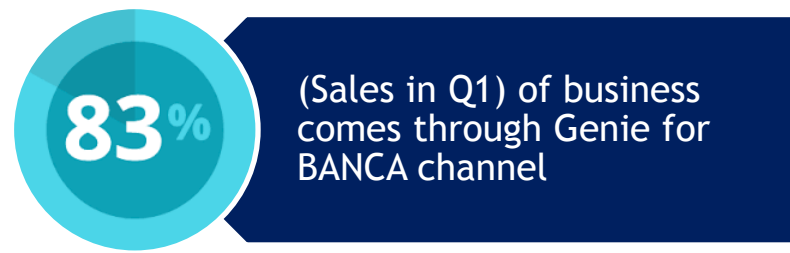
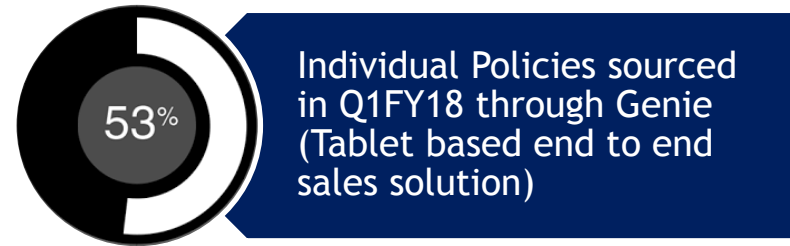


Customer Experience and Journey - Prime drivers for Transformation Projects

Kotak Securities



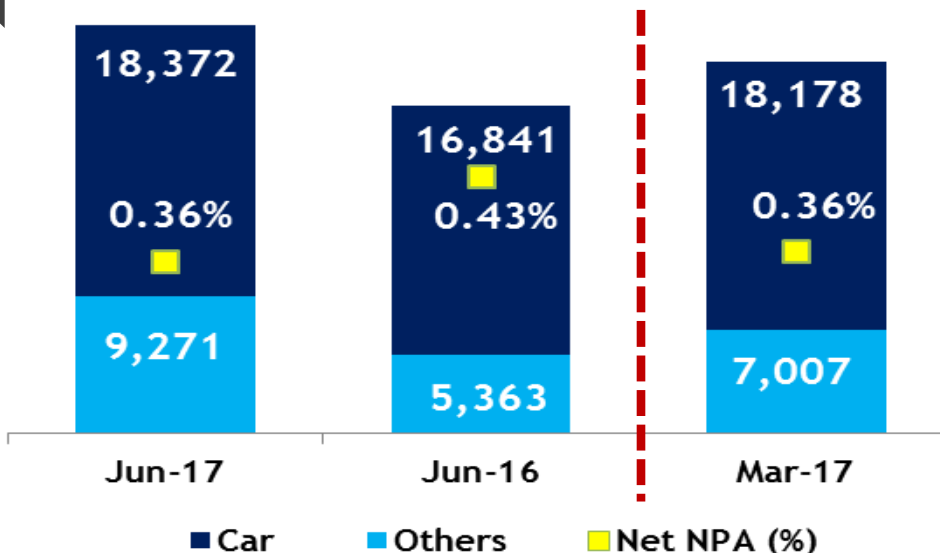
Kotak Life Insurance



Kotak General Insurance



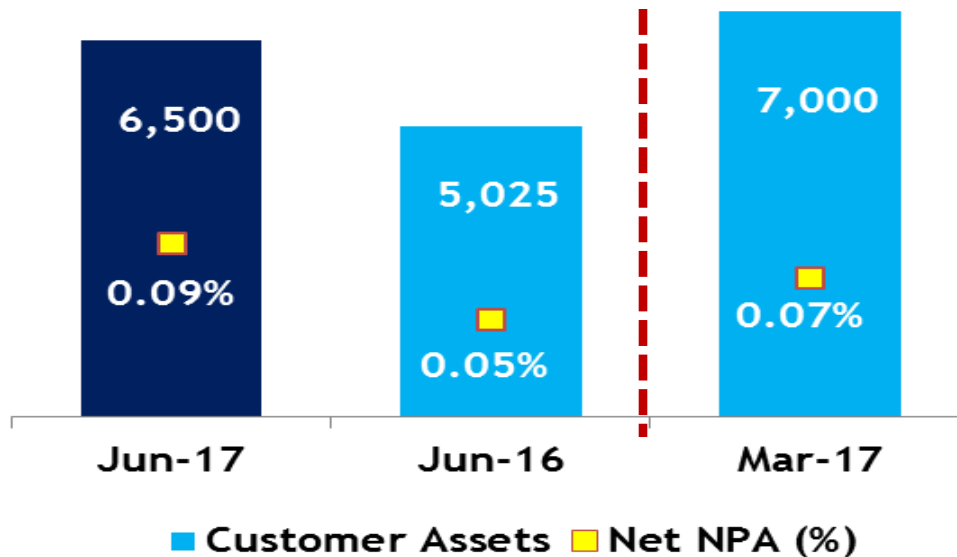
Customer Assets* (₹ cr) & NNPA (%)



₹ 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

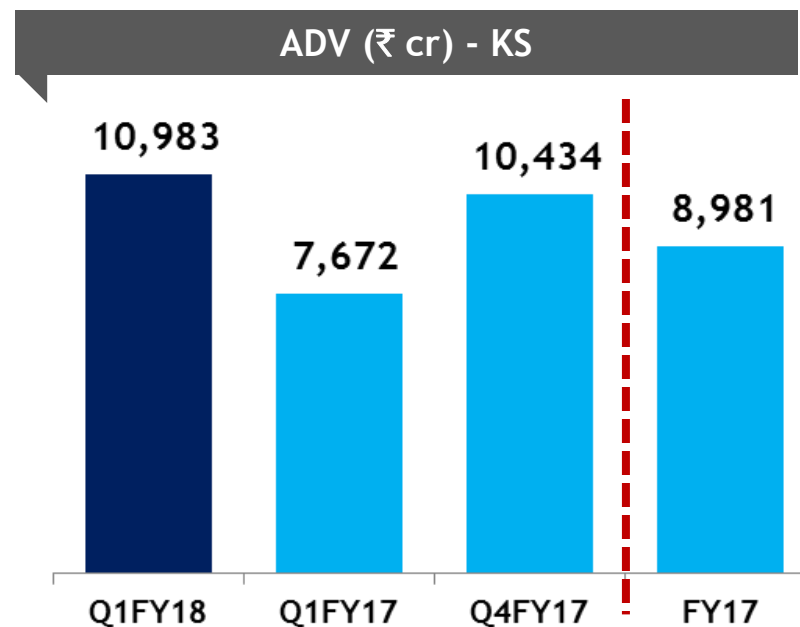
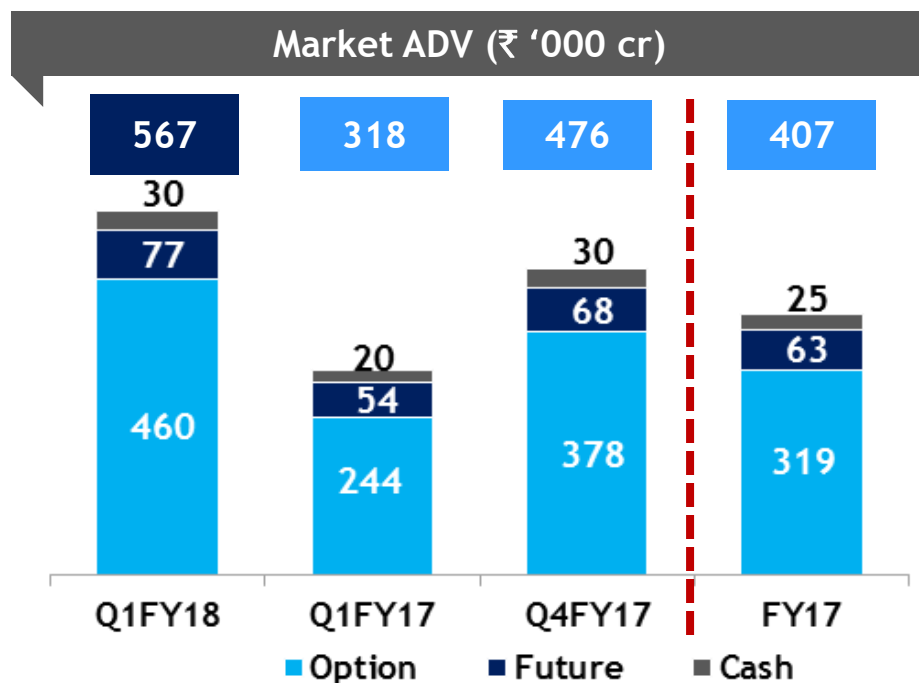
* Customer Assets includes loans and credit substitutes

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



₹ 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

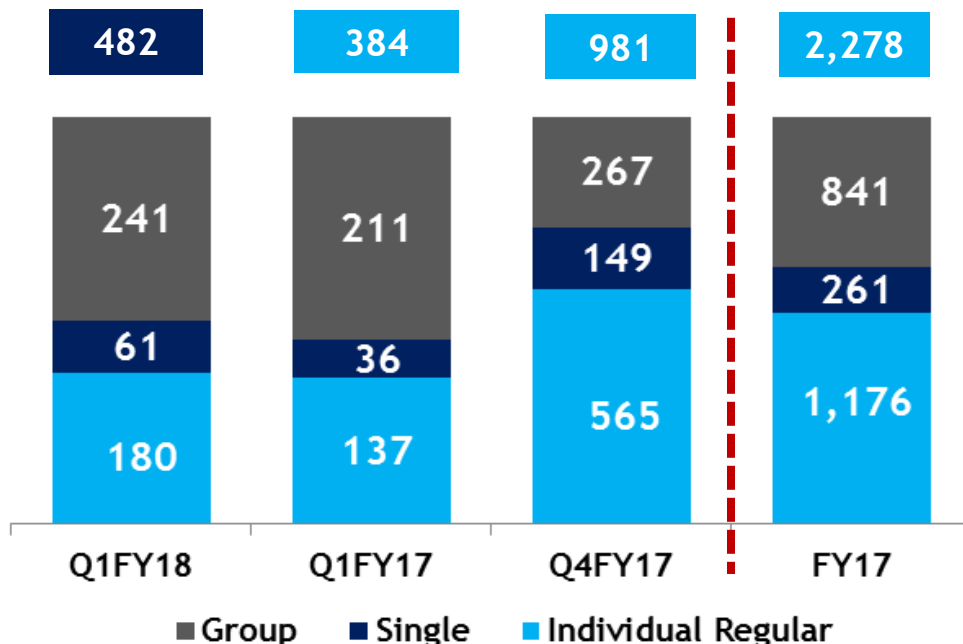
*excluding BSE Derivative segment

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

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

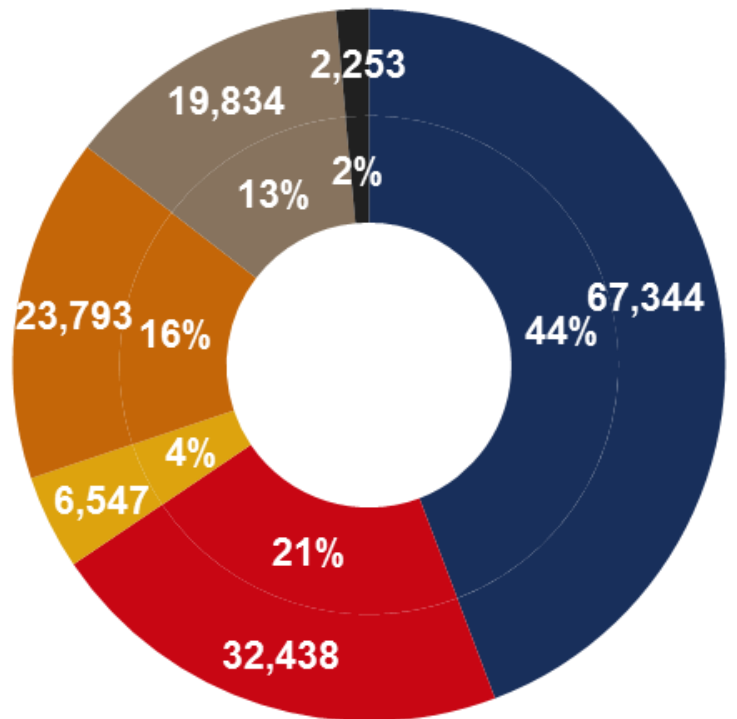


₹ 500 cr

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

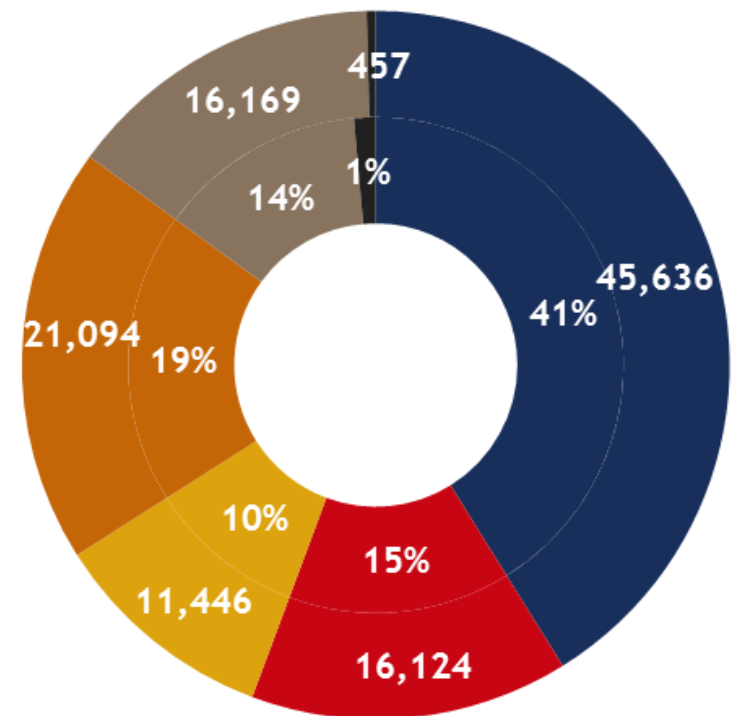
Jun 30, 2017



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

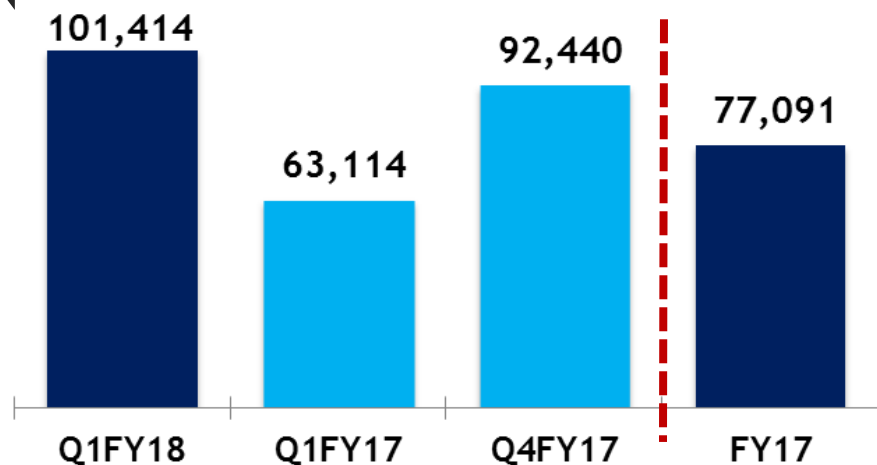
 **AUM ₹ 152,209 cr**

Jun 30, 2016

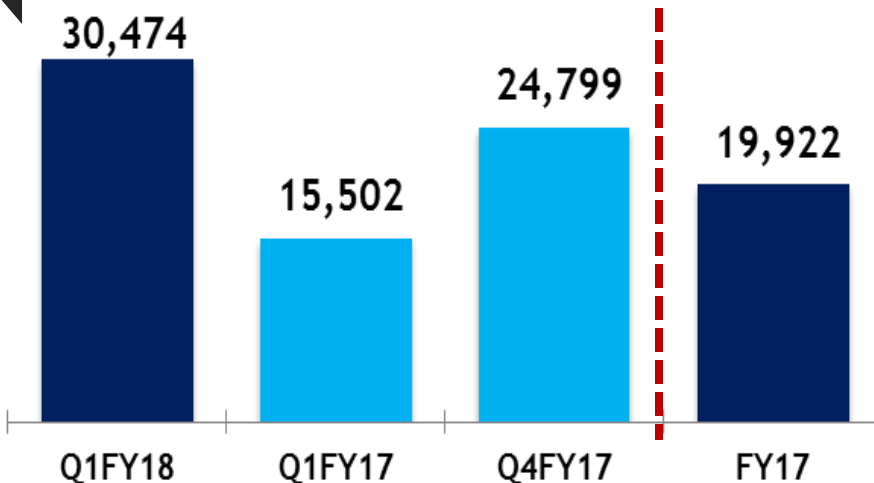


 **AUM ₹ 110,926 cr**

Average Assets Under Management (₹ cr) - Overall



Average Assets Under Management (₹ cr) - Equity

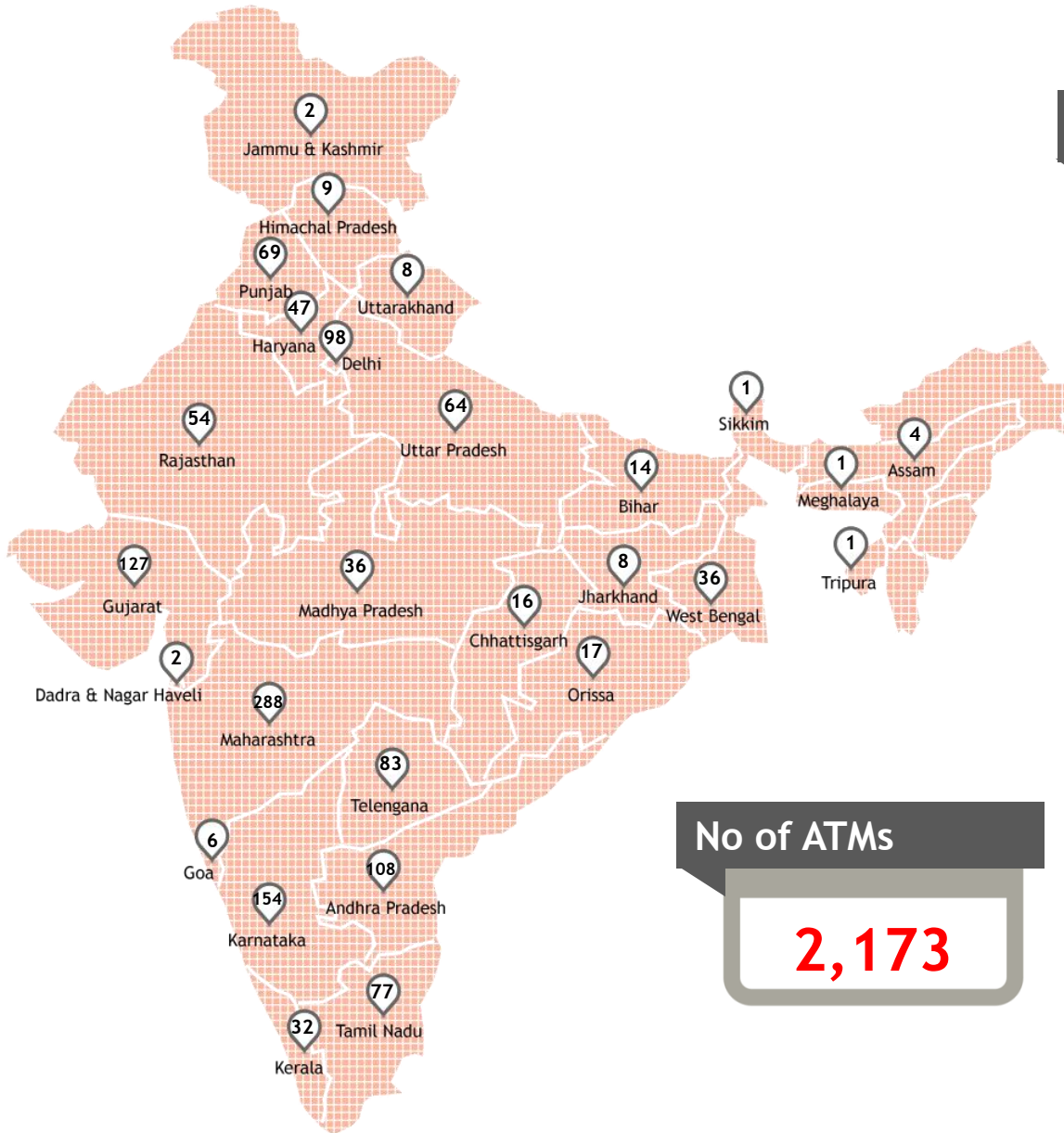


₹ cr	Q1FY18	Q1FY17	Q4FY17	FY17
Profit Before Tax	21	29	20	84
Profit After Tax	15	19	13	56

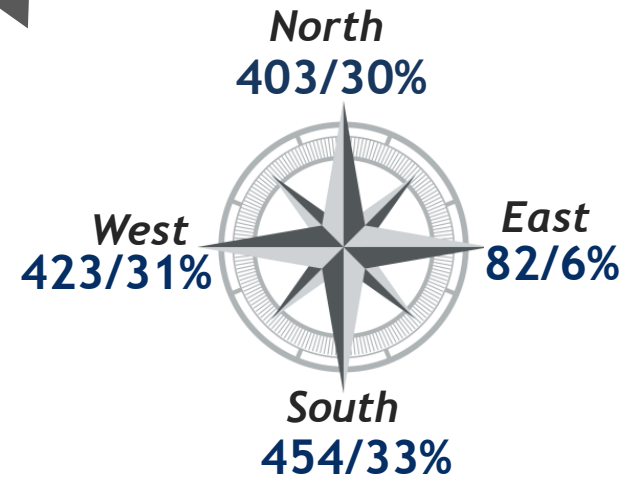
Highlights

- 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

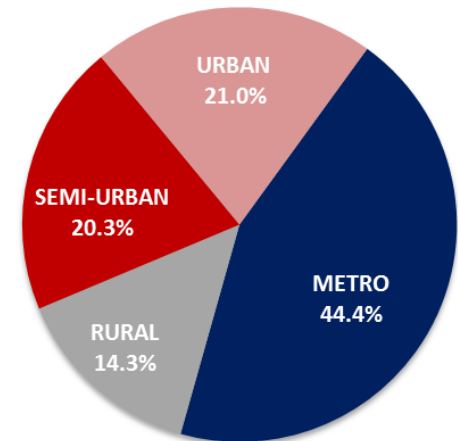
Geographical Presence



Branches 1,362 [No./%]



Branch Classification



No of ATMs
2,173

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**
ETFI - 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

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PRESS RELEASE

KOTAK MAHINDRA BANK ANNOUNCES RESULTS

Consolidated PAT for Q1FY18 ₹ 1,347 cr up 26%

Bank PAT for Q1FY18 ₹ 913 cr up 23%

Mumbai, July 20, 2017: The Board of Directors of Kotak Mahindra Bank ('Kotak Bank') took on record the unaudited standalone and consolidated results for Q1FY18, at the Board meeting held in Mumbai, today.

Consolidated results at a glance

Consolidated PAT for Q1FY18 increased to ₹ 1,347 cr from ₹ 1,067 cr in Q1FY17 up 26%

Consolidated advances up 19% to ₹ 175,474 cr as on June 30, 2017 from ₹ 147,004 cr as on June 30, 2016. Consolidated customer assets (Advances + Investment Credit Substitutes) stood at ₹ 185,272 cr as on June 30, 2017 up by 21%.

Consolidated NIM for Q1FY18 stood at 4.4% (Q1FY17 – 4.4%)

Consolidated capital adequacy ratio (CAR), including unaudited profits as per Basel III, as on June 30, 2017 is 19.5%. Tier 1 ratio is 18.8%.

During the quarter, the Bank and the Group

- 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
- received regulatory approvals to acquire BSS Microfinance
- launched consumer durable financing business through KMP
- commenced operations of KIDF (Infra development fund)

Total assets managed / advised by the Group as on June 30, 2017 crossed ₹ 150,000 cr and are at ₹ 152,209 cr (₹ 110,926 cr as on June 30, 2016).

Consolidated Networth as on June 30, 2017 was ₹ 45,632 cr (₹ 34,443 cr as on June 30, 2016).

Other major subsidiaries who contributed to profit after tax for Q1FY18 are Kotak Mahindra Prime ₹ 132 cr, Kotak Securities ₹ 125 cr, Kotak Mahindra Old Mutual Life Insurance ₹ 103 cr and Kotak Mahindra Investments ₹ 45 cr.

Kotak Mahindra Bank standalone results

Bank PAT for Q1FY18 increased to ₹ 913 cr from ₹ 742 cr in Q1FY17, up by 23%

Net Interest Income (NII) for Q1FY18 up 17% to ₹ 2,246 cr from ₹ 1,919 cr in Q1FY17. During the quarter, the Bank spent ₹ 63 cr towards marketing and other expenses in relation to 811.



Net Interest Margin (NIM) for Q1FY18 at 4.5% up from 4.4% in Q1FY17.

Advances as on June 30, 2017 were up 18% YoY to ₹ 142,359 cr (₹ 120,765 cr as on June 30, 2016). Bank's customer assets (Advances + Investment Credit Substitutes) stood at ₹ 151,729 cr as on June 30, 2017 up by 20%.

Savings deposits grew by 44% to ₹ 44,026 cr as on June 30, 2017 compared to ₹ 30,564 cr as on June 30, 2016. Current Account deposits grew by 27% to ₹ 27,742 cr as on June 30, 2017 compared to ₹ 21,854 cr as on June 30, 2016. CASA as on June 30, 2017 stood at 43.9% compared to 37.4% as on June 30, 2016. Average CASA deposits grew by 33% to ₹ 62,452 cr for Q1FY18. TD Sweep deposits as on June 30, 2017 were 6.8% of the total deposits.

Capital adequacy ratio of the Bank, including unaudited profits as per Basel III, as per Basel III as on June 30, 2017 is 19.7% and Tier I ratio is 18.9%.

As on June 30, 2017, the Bank has a network of 1,362 full-fledged branches and 2,173 ATMs affording it the capacity and means to serve its customers through its wide presence.

As on June 30, 2017, the branch footprint was as under

Zone	
West	31%
North	30%
South	33%
East	6%
Total	1,362

As on June 30, 2017, GNPA was 2.6% & NNPA was 1.2%. As on June 30, 2017, restructured loans considered standard were down to ₹ 80 cr i.e. 0.06% of net advances. As on June 30, 2017, SMA2 outstanding was ₹ 305 cr (0.21% of net advances).

Digital Update

On March 29, 2017, the Bank launched 811 – a completely digital and paperless account opening experience. The Total customers of the Bank are in excess of 9 mn as on June 30, 2017.

Digital remains an area of focus for the Group. Bank and other subsidiaries like Securities, Insurance and Mutual Fund are gaining significant traction and market share. Monthly transactions for the Bank on Mobile platform are up 115% to ₹ 6,075 cr in June 17 vis a vis a year ago. During Q1FY18, the share of Recurring Deposits sourced digitally was 69% and that of Term Deposits was 59%. On a YoY basis, Total Payment Gateway transactions for the month of June 17 have



grown 89% in terms of value and Online Shopping Payment Gateway transactions from mobile have grown 97% in June 17.

Kotak Securities mobile transaction ADVs grew 107% in Q1FY18. 53% of the individual policies written by Kotak Life Insurance were sourced through Genie - Tablet based end to end sales solution. Further, 83% of the Banca channel sales in Q1FY18 were through Genie. In the case of Kotak General Insurance, more than 20% of new business sourced through digital channels.

About Kotak Mahindra Group

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerate. In February 2003, Kotak Mahindra Finance Ltd. (KMFL), the Group's flagship company, received banking license from the Reserve Bank of India (RBI), becoming the first nonbanking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd.

As on June 30, 2017, Kotak Mahindra Bank Ltd, has a national footprint of 1,362 branches spread across 689 locations and 2,173 ATMs. The consolidated net worth of the Group stands at ₹ 45,632 cr as on June 30, 2017. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, insurance and investment banking, the Group caters to the diverse financial needs of individuals and the corporate sector. The Group has a wide distribution network through branches and franchisees across India, an International Business Unit at GIFT city, Gujarat and international offices in London, New York, Texas, California, Dubai, Abu Dhabi, Mauritius and Singapore.

For more information, please visit the company's website at www.kotak.com

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