



**BEST EMPLOYERS IN INDIA**  
Consistently in 2007, 2009 & 2011 - Study by Aon Hewitt

11<sup>th</sup> May 2016

The Manager Corporate Relationship, BSE Limited, 1 <sup>st</sup> 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 <sup>th</sup> Floor, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051.
---	--

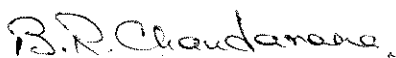
Dear Sir,

At the Meeting of the Board of Directors of Kotak Mahindra Bank Limited (the Bank) held today, the Directors have:

1. Approved the audited financial results of the Bank for the year ended 31<sup>st</sup> March 2016.
2. Approved the audited consolidated financial results for the year ended 31<sup>st</sup> March 2016.
3. Recommended dividend of Rs.0.50 paise per share.
4. Copy of the Auditors' Report submitted by the statutory auditors of the Bank is also enclosed.
5. Copies of the Earnings Update Presentation on the financial results along with the said financial results and Press Release being issued by the Bank.

As required under the Listing Regulations, all the above mentioned documents are also being simultaneously posted on our website [www.kotak.com](http://www.kotak.com)

Yours faithfully,  
**Kotak Mahindra Bank Limited**

  
**Bina Chandarana**  
Company Secretary &  
Sr. Executive Vice President

Encl: as above



**Kotak Mahindra Bank Limited**

CIN L65110MH1985PLC038137 T +91 22 61660000  
Registered Office: F +91 22 67132403  
27BKC, C 27, G Block  
Bandra Kurla Complex  
Bandra (E), Mumbai - 400 051  
Maharashtra, India.  
[www.kotak.com](http://www.kotak.com)

**KOTAK MAHINDRA BANK LIMITED (CONSOLIDATED)**

Registered Office: 27BKC, C 27, G Block, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051

**CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED 31st MARCH, 2016**

₹ crore

Sr No	Particulars	Quarter Ended			Year Ended	
		31-Mar-16 (Unaudited)	31-Dec-15 (Unaudited)	31-Mar-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>5,317.46</b>	<b>5,145.73</b>	<b>3,517.04</b>	<b>20,401.64</b>	<b>13,318.89</b>
	(a) Interest/discount on advances/bills	3,978.38	3,917.17	2,655.47	15,412.37	10,121.19
	(b) Income on investments (Refer Note 11)	1,178.10	1,090.08	797.23	4,408.28	2,968.24
	(c) Interest on balances with RBI & other interbank funds	55.68	25.51	13.03	132.05	61.02
	(d) Others (Refer Note 11)	105.30	112.97	51.31	448.94	168.44
2	<b>Other income (a+b+c)</b>	<b>2,592.95</b>	<b>1,804.68</b>	<b>2,655.22</b>	<b>7,572.88</b>	<b>8,103.86</b>
	(a) Profit/(Loss) on sale of investments including revaluation (insurance business)	(57.37)	(49.65)	414.70	(245.13)	1,982.02
	(b) Premium on Insurance Business	1,637.14	829.49	1,222.42	3,911.29	2,975.06
	(c) Other income (see Notes 6, 7 & 8)	1,013.18	1,024.84	1,018.10	3,906.72	3,146.78
3	<b>Total income (1+2)</b>	<b>7,910.41</b>	<b>6,950.41</b>	<b>6,172.26</b>	<b>27,974.52</b>	<b>21,422.75</b>
4	Interest expended	2,850.52	2,775.74	1,836.90	11,122.97	6,966.10
5	<b>Operating expenses (a+b+c)</b>	<b>3,348.83</b>	<b>2,497.39</b>	<b>2,894.11</b>	<b>10,836.25</b>	<b>9,700.94</b>
	(a) Employees Cost	926.68	874.62	638.57	3,854.05	2,375.47
	(b) Policy holders' reserves, surrender expense and claims	1,348.47	667.10	1,423.04	3,174.65	4,572.21
	(c) Other operating expenses (Refer Note 7 and 9)	1,073.68	955.67	832.50	3,807.55	2,753.26
6	<b>Total expenditure (4+5) (excluding provisions and contingencies)</b>	<b>6,199.35</b>	<b>5,273.13</b>	<b>4,731.01</b>	<b>21,959.22</b>	<b>16,667.04</b>
7	<b>Operating Profit (3-6) (Profit before provisions and contingencies)</b>	<b>1,711.06</b>	<b>1,677.28</b>	<b>1,441.25</b>	<b>6,015.30</b>	<b>4,755.71</b>
8	Provisions (other than tax) and contingencies (Refer Note 10)	211.98	261.02	78.09	991.56	205.73
9	Exceptional items	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>1,499.08</b>	<b>1,416.26</b>	<b>1,363.16</b>	<b>5,023.74</b>	<b>4,549.98</b>
11	Tax expense	442.49	477.95	433.81	1,592.62	1,484.90
12	<b>Net Profit from ordinary activities after tax before Minority Interest (10-11)</b>	<b>1,056.59</b>	<b>938.31</b>	<b>929.35</b>	<b>3,431.12</b>	<b>3,065.08</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	<b>Net Profit from ordinary activities after tax before Minority Interest (12-13)</b>	<b>1,056.59</b>	<b>938.31</b>	<b>929.35</b>	<b>3,431.12</b>	<b>3,065.08</b>
15	Less: Share of Minority Interest	19.93	15.49	19.81	65.19	59.51
16	Add: Share in Profit of associates	18.57	22.34	3.06	92.92	39.88
17	<b>Profit after tax (14-15+16)</b>	<b>1,055.23</b>	<b>945.16</b>	<b>912.60</b>	<b>3,458.85</b>	<b>3,045.45</b>
18	<b>Paid Up Equity Capital - (Face value of ₹ 5 per share) (Refer note 4)</b>	<b>917.19</b>	<b>916.25</b>	<b>386.18</b>	<b>917.19</b>	<b>386.18</b>
19	Group Reserves (excluding Minority Interest and Revaluation reserves)				32,443.45	21,752.09
20	Minority Interest				395.60	335.69
21	<b>Analytical Ratios</b>					
	(i) Capital Adequacy ratio – Basel III (unaudited)	16.97	15.54	17.56	16.97	17.56
	(ii) Earnings per share (before and after extraordinary items and post-bonus) (Refer Note 4)					
	- Basic (not annualised) ₹	5.76	5.16	5.91	18.91	19.75
	- Diluted (not annualised) ₹	5.74	5.15	5.90	18.87	19.70
	(iii) NPA Ratios (unaudited)					
	(a) Gross NPA	3,016.55	2,870.84	1,392.35	3,016.55	1,392.35
	(b) Net NPA	1,353.03	1,200.21	697.44	1,353.03	697.44
	(c) % of Gross NPA to Gross Advances	2.06	2.01	1.56	2.06	1.56
	(d) % of Net NPA to Net Advances	0.93	0.85	0.79	0.93	0.79
	(iv) Return on Assets (average) (not annualised) (unaudited)	0.45	0.42	0.63	1.55	2.26

**NOTES:**

1. 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 Rule 7 of the Companies (Accounts) Rules, 2014.
2. There has been no change in significant accounting policies during the quarter and year ended 31<sup>st</sup> March, 2016.
3. The merger of ING Vysya Bank ("eIVBL") with the Kotak Mahindra Bank ("Bank") was effective from 1<sup>st</sup> April, 2015. The results for the quarter and year ended 31<sup>st</sup> March, 2016 include operations of eIVBL. Hence, the results for the quarter and year ended 31<sup>st</sup> March, 2015 are not comparable with that of the corresponding period of the previous year.
4. The Bank has allotted 912,841,920 fully paid up equity shares of face value ₹ 5/- each, in ratio of one equity share for every equity share held, during the quarter ended 30<sup>th</sup> September, 2015, pursuant to a bonus issue approved by the shareholders at the annual general meeting, held on 29<sup>th</sup> June, 2015, by capitalisation of securities premium. Consequently the earnings per share have been adjusted for previous periods/ year presented in accordance with Accounting Standard 20, Earnings per share.
5. The figures of the last quarter are the balancing figures between audited figures in respect of the full financial years and the unaudited published year to date figures up to the third quarter of the respective financial years.
6. Details of other income forming part of the consolidated results are as follows:

Particulars	Quarter Ended			Year Ended	
	31-Mar-16 (Unaudited)	31-Dec-15 (Unaudited)	31-Mar-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
Commission, fees, exchange, brokerage and others	950.57	912.01	851.79	3,514.93	2,685.73
Profit on sale of investments (other than insurance business)	62.61	112.83	166.31	391.79	461.05
<b>Total – Other income</b>	<b>1,013.18</b>	<b>1,024.84</b>	<b>1,018.10</b>	<b>3,906.72</b>	<b>3,146.78</b>

7. Other income in the consolidated results for the reporting periods is net of sub-brokerage paid in the broking subsidiary amounting to ₹ 12.46 crore for the quarter ended 31<sup>st</sup> March, 2016 and for the year ended 31<sup>st</sup> March, 2016 ₹ 57.84 crore (for the quarter ended 31<sup>st</sup> December, 2015 ₹ 19.37 crore, for the quarter ended 31<sup>st</sup> March, 2015 ₹ 14.52 crore, for the year ended 31<sup>st</sup> March, 2015 ₹ 48.33 crore).
8. Other Income includes non-fund based income such as as premium on insurance business, commission earned from guarantees / letters of credit, financial advisory fees, selling of third party products, earnings from exchange transactions and profit / loss from the sale of securities.
9. Details of other expenditure forming part of consolidated results are as follows:

Particulars	Quarter Ended			Year Ended	
	31-Mar-16 (Unaudited)	31-Dec-15 (Unaudited)	31-Mar-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
Brokerage	142.96	99.06	152.95	403.20	389.97
Depreciation	88.17	84.56	59.90	344.51	236.89
Rent, taxes and lighting	138.64	155.59	107.35	588.14	399.42
Others	703.91	616.46	512.30	2,471.70	1,726.98
<b>Total – Other operating expenses</b>	<b>1,073.68</b>	<b>955.67</b>	<b>832.50</b>	<b>3,807.55</b>	<b>2,753.26</b>

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

Details of Provisions (other than tax and contingencies forming part of consolidated results are as follows:

Particulars	Quarter Ended			Year Ended	
	31-Mar-16 (Unaudited)	31-Dec-15 (Unaudited)	31-Mar-15 (Unaudited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
Provision on advances (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	179.72	167.32	70.37	838.26	316.87
Provision /(Write back of provisions) towards investments (net)	26.95	88.75	3.96	139.97	(116.57)
Others	5.31	4.95	3.76	13.33	5.43
<b>Total – Provisions (other than tax) and contingencies</b>	<b>211.98</b>	<b>261.02</b>	<b>78.09</b>	<b>991.56</b>	<b>205.73</b>

11. Pursuant to RBI circular DBR.BP.BC.No.31/21.04.2018/2015-16 dated 16th July, 2015, the Bank has effective quarter ended 30th June, 2015, included its deposits placed with NABARD, SIDBI and NHB on account of shortfall in lending to priority sector under "Other Assets", earlier included under "Investments". Interest income on these deposits has been included under "Interest earned- Others", earlier included under – "Interest earned - Income on investments".
12. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> 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.
13. The Summarised Consolidated Balance Sheet of the Bank is given below:

₹ crore		
<b>Summarised Balance Sheet</b>	<b>As at 31st March 2016 (Audited)</b>	<b>As at 31st March 2015 (Audited)</b>
<b>CAPITAL AND LIABILITIES</b>		
Capital	917.19	386.18
Reserves and Surplus	32,443.45	21,767.14
Minority Interest	395.60	335.69
Employees' Stock Options (Grants) Outstanding	3.41	3.00
Deposits	135,948.76	72,843.46
Borrowings	43,729.79	31,414.88
Policy Holder's Funds	15,148.28	13,792.61
Other Liabilities and Provisions	12,217.10	8,032.80
<b>TOTAL</b>	<b>240,803.58</b>	<b>148,575.76</b>
<b>ASSETS</b>		
Cash and balances with Reserve Bank Of India	6,924.90	3,945.12
Balances with Banks and Money at Call and Short Notice	4,674.51	2,958.33
Investments	70,273.90	45,588.89
Advances	144,792.82	88,632.21
Fixed Assets	1,757.60	1,381.55
Other Assets	12,379.85	6,069.66
<b>TOTAL</b>	<b>240,803.58</b>	<b>148,575.76</b>

14. The above results were reviewed by the Audit Committee and approved at the meeting of the Board of Directors held on 11<sup>th</sup> May, 2016. The results for the year ended 31<sup>st</sup> March, 2016 are subjected to audit by the Statutory Auditors of the Group and there are no qualifications in the Auditor's Report.
15. The above financial results for year ended 31<sup>st</sup> March, 2016 are audited by the statutory auditors, S.R. Batliboi & Co. LLP Chartered Accountants. The financial results for the year ended 31<sup>st</sup> March, 2015 were subjected to audit by another firm of chartered accountants.
16. Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's/ year's presentation.

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



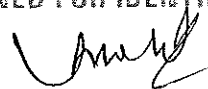
**Dipak Gupta**  
Joint Managing Director

Mumbai, 11<sup>th</sup> May, 2016

**STANDALONE FINANCIAL RESULTS FOR YEAR ENDED 31<sup>st</sup> MARCH, 2016**

₹ crore

Sr No	Particulars	Quarter ended			Year ended	
		31-Mar-16 (Audited – Refer Note 2)	31-Dec-15 (Unaudited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
1	<b>Interest earned (a+b+c+d)</b>	<b>4,265.41</b>	<b>4,121.70</b>	<b>2,580.94</b>	<b>16,384.19</b>	<b>9,719.87</b>
	(a) Interest/discount on advances/ bills	3,205.57	3,158.88	1,962.58	12,470.37	7,468.67
	(b) Income on investments (Refer Note 5)	925.45	856.97	586.46	3,456.01	2,133.54
	(c) Interest on balances with RBI & other interbank funds	44.50	16.13	4.10	92.91	24.06
	(d) Others (Refer Note 5)	89.89	89.72	27.80	364.90	93.60
2	<b>Other income (Refer Note 6)</b>	<b>681.91</b>	<b>722.16</b>	<b>668.14</b>	<b>2,612.23</b>	<b>2,028.45</b>
3	<b>Total income (1+2)</b>	<b>4,947.32</b>	<b>4,843.86</b>	<b>3,249.08</b>	<b>18,996.42</b>	<b>11,748.32</b>
4	Interest expended	2,408.17	2,355.49	1,457.77	9,483.81	5,496.13
5	<b>Operating expenses (a+b)</b>	<b>1,345.00</b>	<b>1,283.16</b>	<b>930.58</b>	<b>5,471.52</b>	<b>3,254.73</b>
	(a) Employees cost	634.03	618.16	378.90	2,803.98	1,449.73
	(b) Other operating expenses	710.97	665.00	551.68	2,667.54	1,805.00
6	<b>Total expenditure (4+5) (excluding provisions &amp; contingencies)</b>	<b>3,753.17</b>	<b>3,638.65</b>	<b>2,388.35</b>	<b>14,955.33</b>	<b>8,750.86</b>
7	<b>Operating profit (3-6) (Profit before provisions and contingencies)</b>	<b>1,194.15</b>	<b>1,205.21</b>	<b>860.73</b>	<b>4,041.09</b>	<b>2,997.46</b>
8	Provisions (other than tax) and contingencies (Refer Note 7)	200.41	235.25	66.94	917.37	164.50
9	Exceptional items	-	-	-	-	-
10	<b>Profit from ordinary activities before tax (7-8-9)</b>	<b>993.74</b>	<b>969.96</b>	<b>793.79</b>	<b>3,123.72</b>	<b>2,832.96</b>
11	Tax expense	297.96	335.24	266.65	1,033.94	966.98
12	<b>Net Profit from ordinary activities after tax (10-11)</b>	<b>695.78</b>	<b>634.72</b>	<b>527.14</b>	<b>2,089.78</b>	<b>1,865.98</b>
13	Extraordinary items (net of tax expense)	-	-	-	-	-
14	<b>Net Profit (12-13)</b>	<b>695.78</b>	<b>634.72</b>	<b>527.14</b>	<b>2,089.78</b>	<b>1,865.98</b>
15	<b>Paid up equity share capital - (of Face Value ₹ 5 per share) (Refer Note 4)</b>	<b>917.19</b>	<b>916.25</b>	<b>386.18</b>	<b>917.19</b>	<b>386.18</b>
16	<b>Reserves (excluding revaluation reserves)</b>				<b>23,041.87</b>	<b>13,754.91</b>
17	<b>Analytical Ratios</b>					
	(i) Percentage of shares held by Government of India	-	-	-	-	-
	(ii) Capital adequacy ratio – Basel III	16.34	15.21	17.17	16.34	17.17
	(iii) Earnings per share (before and after extraordinary items and post-bonus) (Refer Note 4)					
	- Basic (not annualised) ₹	3.80	3.47	3.42	11.42	12.10
	- Diluted (not annualised) ₹	3.79	3.46	3.41	11.40	12.07
	(iv) NPA Ratios					
	a) Gross NPA	2,838.11	2,690.34	1,237.23	2,838.11	1,237.23
	b) Net NPA	1,261.96	1,110.75	609.08	1,261.96	609.08
	c) % of Gross NPA to Gross Advances	2.36	2.30	1.85	2.36	1.85
	d) % of Net NPA to Net Advances	1.06	0.96	0.92	1.06	0.92
	(v) Return on Assets (average) – not annualised	0.37	0.36	0.51	1.19	1.98

**SIGNED FOR IDENTIFICATION**  
BY   
**S. R. BATLIBOI & CO. LLP**  
MUMBAI

## Segment Results

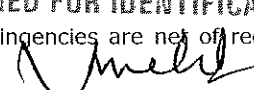
The reportable segments of the Bank as per RBI guidelines are as under:

Segment	Principal activity
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.
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.

₹ crore					
	Quarter ended			Year ended	
	31-Mar-16 (Audited – Refer Note 2)	31-Dec-15 (Unaudited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
<b>1 Segment Revenue</b>					
a. Treasury, BMU and Corporate Centre	1,153.31	1,154.24	793.28	4,424.45	2,735.45
b. Corporate/ Wholesale Banking	1,906.83	1,718.43	1,193.47	6,825.36	4,438.80
c. Retail Banking	2,300.58	2,351.50	2,250.73	9,345.42	8,193.53
Sub-total	<b>5,360.72</b>	<b>5,224.17</b>	<b>4,237.48</b>	<b>20,595.23</b>	<b>15,367.78</b>
Less: Inter-segmental revenue	413.40	380.31	989.13	1,598.81	3,625.55
Add: Unallocated Income	-	-	0.73	-	6.09
<b>Total</b>	<b>4,947.32</b>	<b>4,843.86</b>	<b>3,249.08</b>	<b>18,996.42</b>	<b>11,748.32</b>
<b>2 Segment Results</b>					
a. Treasury, BMU and Corporate Centre	149.32	105.29	63.20	176.75	467.75
b. Corporate/ Wholesale Banking	584.49	546.93	438.41	2,030.39	1,402.11
c. Retail Banking	259.93	317.74	291.45	916.60	957.01
Sub-total	<b>993.74</b>	<b>969.96</b>	<b>793.06</b>	<b>3,123.74</b>	<b>2,826.87</b>
Add: Unallocated Income /(expense)	-	-	0.73	(0.02)	6.09
<b>Total Profit Before Tax</b>	<b>993.74</b>	<b>969.96</b>	<b>793.79</b>	<b>3,123.72</b>	<b>2,832.96</b>
<b>3 Capital employed (Segmental Assets less Segmental Liabilities)</b>					
a. Treasury, BMU and Corporate Centre	3,155.22	3,824.49	3,702.75	3,155.22	3,702.75
b. Corporate/ Wholesale Banking	10,191.92	9,585.88	4,928.94	10,191.92	4,928.94
c. Retail Banking	10,194.61	9,780.39	5,639.89	10,194.61	5,639.89
Sub-total	<b>23,541.75</b>	<b>23,190.76</b>	<b>14,271.58</b>	<b>23,541.75</b>	<b>14,271.58</b>
Add: Unallocated	417.31	115.84	(130.49)	417.31	(130.49)
<b>Total Capital Employed</b>	<b>23,959.06</b>	<b>23,306.60</b>	<b>14,141.09</b>	<b>23,959.06</b>	<b>14,141.09</b>

## NOTES:

- The above results were reviewed by the Audit Committee of the Board and approved at the meeting of the Board of Directors held on 11<sup>th</sup> May, 2016. The results for the quarter and year ended 31<sup>st</sup> March, 2016 are subjected to audit by the statutory auditors of the Bank and there are no qualifications in the Auditor's Report.
- The figures of the last quarter in each of the year are the balancing figures between audited figures in respect of the full financial year and the unaudited published year to date figures up to the third quarter of the respective financial year.
- The merger of ING Vysya Bank ("eIVBL") with the Kotak Mahindra Bank ("Bank") was effective from April 1, 2015. The results for the quarter and year ended 31<sup>st</sup> March, 2016 include operations of eIVBL. Hence, the results for the quarter and year ended 31<sup>st</sup> March, 2016 are not comparable with that of the corresponding period of the previous year.
- The Bank has allotted 912,841,920 fully paid up equity shares of face value ₹ 5/- each, in ratio of one equity share for every equity share held, during the quarter ended 30<sup>th</sup> September, 2015, pursuant to a bonus issue approved by the shareholders at the annual general meeting, held on 29<sup>th</sup> June, 2015, by capitalisation of securities premium. Consequently the earnings per share have been adjusted for previous periods/year presented in accordance with Accounting Standard 20, Earnings per share.
- Pursuant to RBI circular DBR.BP.BC.No.31/21.04.2018/2015-16 dated 16<sup>th</sup> July, 2015, the Bank, has effective quarter ended 30<sup>th</sup> June, 2015, included its deposits placed with NABARD, SIDBI and NHB on account of shortfall in lending to priority sector under "Other Assets", earlier included under "Investments". Interest income on these deposits has been included under "Interest earned- Others", earlier included under – "Interest earned - Income on investments".
- 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.
- Provisions and contingencies are net of recoveries made against accounts which have been written off as bad in the previous period / year.

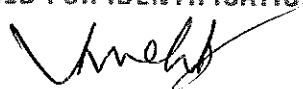
SIGNED FOR IDENTIFICATION  
BY  
  
S. R. BATLIBOI & CO. LLP  
MUMBAI

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

Particulars	Quarter ended			Year ended	
	31-Mar-16 (Audited – Refer Note 2)	31-Dec-15 (Unaudited)	31-Mar-15 (Audited)	31-Mar-16 (Audited)	31-Mar-15 (Audited)
Provision towards advances (including provisions for exposures to entities with Unhedged Foreign Currency Exposures)	165.10	148.32	61.92	768.70	276.03
Provision / (write back of provisions) towards investments (net)	30.02	83.89	5.03	136.32	(111.33)
Others	5.29	3.04	(0.01)	12.35	(0.20)
<b>Total provisions (other than Tax) and contingencies</b>	<b>200.41</b>	<b>235.25</b>	<b>66.94</b>	<b>917.37</b>	<b>164.50</b>

8. During the quarter, the Bank has granted Nil options under employee stock option scheme. Stock options aggregating to 1,882,952 were exercised during the quarter and 11,839,904 stock options were outstanding with employees of the Bank and its subsidiaries as at 31<sup>st</sup> March, 2016. All options referred to here are post-bonus.
9. RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1<sup>st</sup> July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31<sup>st</sup> 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.
10. There has been no change in any significant accounting policies during the quarter and year ended 31<sup>st</sup> March, 2016.
11. The Board of Directors of the Bank have proposed a dividend of ₹ 0.50 per share having face value ₹ 5 for the year ended 31<sup>st</sup> March, 2016 (Previous Year ₹ 0.90 per share having face value ₹ 5). The Bank is obliged to pay dividend to those shareholders whose names are appearing in the register of members as on the book closure date. The dividend will be paid after the approval of shareholders at the Annual General Meeting.
12. The Summarised Balance Sheet of the Bank (Standalone) is given below:

Summarised Balance Sheet	₹ crore	
	As at 31 <sup>st</sup> March 2016 (Audited)	As at 31 <sup>st</sup> March 2015 (Audited)
<b>CAPITAL AND LIABILITIES</b>		
Capital	917.19	386.18
Reserves and Surplus	23,041.87	13,754.91
Employees' Stock Options (Grants) Outstanding	3.41	3.00
Deposits	138,643.02	74,860.31
Borrowings	20,975.34	12,149.71
Other Liabilities and Provisions	8,678.96	4,857.97
<b>TOTAL</b>	<b>192,259.79</b>	<b>106,012.08</b>
<b>ASSETS</b>		
Cash and balances with Reserve Bank of India	6,903.43	3,928.30
Balances with Banks and Money at Call and Short Notice	3,976.28	2,334.06
Investments	51,260.22	28,659.11
Advances	118,665.30	66,160.71
Fixed Assets	1,551.59	1,206.71
Other Assets	9,902.97	3,723.19
<b>TOTAL</b>	<b>192,259.79</b>	<b>106,012.08</b>

SIGNED FOR IDENTIFICATION  
BY   
S. R. EATLIBOI & CO. LLP  
MUMBAI

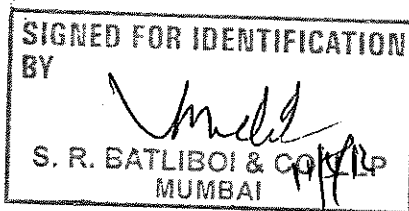
13. Figures for the previous periods / year have been regrouped wherever necessary to conform to current period's presentation.
14. The above financial results for the quarter and year ended 31<sup>st</sup> March, 2016 are audited by the statutory auditors, S.R. Batliboi & Co. LLP Chartered Accountants. The financial results for the quarter and year ended 31<sup>st</sup> March, 2015 were subjected to audit by another firm of chartered accountants.

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



**Dipak Gupta**  
Joint Managing Director

**Mumbai, 11<sup>th</sup> May, 2016**





**Auditor's Report on Quarterly Financial Results and Year to Date Results of Kotak Mahindra Bank Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

To  
Board of Directors of  
Kotak Mahindra Bank Limited,

1. We have audited the quarterly standalone financial results of Kotak Mahindra Bank Limited (the "Bank") for the quarter ended March 31, 2016 and the standalone financial results for the year ended March 31, 2016, attached herewith, being submitted by the Bank pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Further, the disclosures relating to "Pillar 3 under Basel III Capital Regulations" and "Leverage 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 audited by us. The quarterly standalone financial results are the derived figures between the audited figures in respect of the year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended March 31, 2016 have been prepared on the basis of the standalone financial results for the nine-month period ended December 31, 2015, the audited annual standalone financial statements as at and for the year ended March 31, 2016, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and are the responsibility of the Bank's management and have been approved by the Board of Directors of the Bank. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended December 31, 2015 which was prepared in accordance with the recognition and measurement principles laid down in Accounting Standard (AS) 25, Interim Financial Reporting, specified under the Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone financial statements as at and for the year ended March 31, 2016; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us these quarterly standalone financial results as well as the year to date results:
  - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; and
  - ii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2016 and for the year ended March 31, 2016.



# **S.R. BATLIBOI & Co. LLP**


Chartered Accountants

4. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2016 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2016 and the published year-to-date figures up to December 31, 2015, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

**For S.R. BATLIBOI & CO. LLP**

Chartered Accountants

ICAI Firm registration number: 301003E/E300005



per Viren H. Mehta

Partner

Membership No.: 048749

Place of Signature: Mumbai

Date: 11 May 2016



## PRESS RELEASE

### KOTAK MAHINDRA BANK ANNOUNCES RESULTS

**Bank PAT for Q4FY16 ₹ 696 cr**

**Consolidated PAT for Q4FY16 ₹ 1,055 cr**

**Mumbai, May 11, 2016** The Board of Directors of Kotak Mahindra Bank ('Bank' or 'KMBL') took on record the audited standalone and consolidated results for FY16 at the Board meeting held in Mumbai today.

The merger of ING Vysya Bank ('eIVBL') with the Bank was effective from April 1, 2015 and accordingly the results for the quarter and year ended March 31, 2016 are for the merged entity and not comparable with previous periods.

#### **Kotak Mahindra Bank (Standalone)**

Profit After Tax (PAT) for Q4FY16 of ₹ 696 cr

Net Interest Income (NII) for Q4FY16 was ₹ 1,857 cr

Net Interest Margin (NIM) for Q4FY16 stood at 4.35%

Advances as on March 31, 2016 were ₹ 118,665 cr

Deposits as on March 31, 2016 increased to ₹ 138,643 cr. Savings deposits as on March 31, 2016 grew to ₹ 29,495 cr. CASA stood at 38%. For the quarter, average SA at eIVBL branches grew 34% YoY and in KMBL branches at 43%.

Capital Adequacy Ratio of the Bank as per Basel III as on March 31, 2016 is 16.3% and Tier I ratio is 15.3%

As on March 31, 2016, the Bank has a network of 1,333 full-fledged branches and 2,032 ATMs having both breadth and depth given the strong geographic complementarity of the merger.

As on March 31, 2016, the Branch footprint was as under

<b>Branches</b>	<b>KMBL (Combined)</b>
West	31%
North	29%
South	34%
East	6%
<b>Total</b>	<b>1,333</b>

Provision impact, including provision on SRs and credit substitutes, on Q4FY16 results was ₹ 200 cr of which a significant portion was from eIVBL. As on March 31, 2016, GNPA was 2.36% & NNPA was 1.06%. As on March 31, 2016, SMA2 outstanding was ₹ 153 cr (0.13% of net advances).



Announcing the results, **Uday Kotak, Executive Vice Chairman & Managing Director, KMBL** said, "The year 2015-2016 has been one of transition and consolidation post our merger. The process of integration is in its last leg. Our future looks promising in a sector which is otherwise challenging. We look forward to moving towards a leadership position in Indian financial services."

During the quarter, people and process integration has been completed and technology integration is in the final lap. The Bank is taking multiple steps to ensure smooth data migration from one core banking platform to another. We expect completion of integration in Q1FY17. To ensure that one of the largest Indian banking mergers is also one of the smoothest, various initiatives including a detailed customer communication plan has been rolled out.

The Board of Directors at its meeting held today has recommended a dividend of ₹ 0.50 per equity share having face value of ₹ 5 for the year ended 31st March, 2016 (Previous Year ₹ 0.90 per equity share having face value ₹ 5). The dividend will be paid after the approval of shareholders at the Annual General Meeting.

#### **Consolidated results at a glance**

Consolidated PAT for Q4FY16 was ₹ 1,055 cr

Consolidated Advances increased to ₹ 144,793 cr as on March 31, 2016

Consolidated NIM for Q4FY16 stood at 4.38%

Consolidated Capital Adequacy Ratio as per Basel III as on March 31, 2016 is 17.0% and Tier 1 ratio is 16.1%

Total assets managed / advised by the Group as on March 31, 2016 were ₹ 102,249 cr

Consolidated Networth as on March 31, 2016 was ₹ 33,361 cr

Digital remains an area of focus for the Group. Bank and other subsidiaries like Securities, Life Insurance and Mutual Fund are gaining significant traction and market share.



Other major subsidiaries profit after tax are as under:

₹ cr	Q4FY16
Kotak Mahindra Prime	130
Kotak Mahindra Investments	50
Kotak Mahindra Old Mutual Life Insurance	77
Kotak Securities	51

#### **About Kotak Mahindra Group**

Established in 1985, Kotak Mahindra Group is one of India's leading financial services conglomerates. 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 non-banking finance company in India to convert into a bank - Kotak Mahindra Bank Ltd.

Effective April 1, 2015, ING Vysya Bank Ltd. has merged with Kotak Mahindra Bank Ltd. creating a ₹ 2 trillion institution (consolidated). As on March 31, 2016, the merged entity – Kotak Mahindra Bank Ltd, has a significant national footprint of 1,333 branches spread across 674 locations and 2,032 ATMs, affording it the capacity and means to serve even better.

The consolidated net worth of the Group stands at ₹ 334 billion (approx. US\$ 5.0 billion) as on March 31, 2016. The Group offers a wide range of financial services that encompass every sphere of life. From commercial banking, to stock broking, mutual funds, life 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, Dubai, Abu Dhabi, Mauritius and Singapore.

For more information, please visit the company's website at <http://www.kotak.com/>

#### **For further information, please contact:**

Rohit Rao  
Kotak Mahindra Bank  
Phone: +91-22-6166-0001  
[rohit.rao@kotak.com](mailto:rohit.rao@kotak.com)

Jaydeep Raval  
Kotak Mahindra Bank  
Phone: +91-22-6166-0001  
[Jaydeep.raval@kotak.com](mailto:Jaydeep.raval@kotak.com)

Karan Datt  
Genesis Burson-Marsteller  
Mobile: +91-99206-05308  
[karan.datt@bm.com](mailto:karan.datt@bm.com)

# EARNINGS UPDATE Q4FY16

Presentation on financial results for the year ended March 31, 2016

May 11, 2016



# Standalone Highlights Q4FY16



<b>PAT</b> <b>₹ 696 cr</b> [ ₹ 527 cr]	<b>NIM</b> <b>4.35%</b> [4.76%]	<b>LOANS</b> <b>₹ 118,665 cr</b> [ ₹ 66,161 cr]	<b>NET NPA</b> <b>1.06%</b> [0.92%]
<b>TOTAL ASSETS</b> <b>₹ 192,260 cr</b> [ ₹ 106,012cr]	<b>CAR</b> <b>16.3%</b> [17.2%] <hr/> <b>Tier I</b> <b>15.3%</b> [16.2%]	<b>BRANCHES</b> <b>1,333</b> [684]	<b>CASA</b> <b>38%</b> <b>₹ 52,776 cr</b> [ ₹ 27,217 cr]

Figures in [brackets] are FY15 numbers

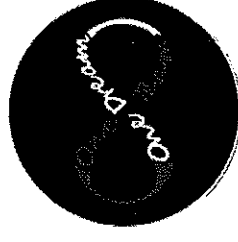
**SMA2 outstanding as on March 31, 2016 ₹ 153 cr; 0.13% of net advances**

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

# Merger Integration update



- People and Process integration has been completed
- Technology integration is in the final lap
  - Multiple steps have been taken to ensure smooth data migration
- Expect completion of integration in Q1FY17
- Elaborate customer communication plan has been rolled out





# Synergy Update



- Bank now in a position to leverage opportunities presented by the merger
- With core banking system integration, retail platform will be ready to reap the benefits from combinational synergies
  - both on the revenue and on the cost side
- Average SA for Q4FY16 at eIVBL branches grew 34%, Kotak branches at 43% YoY
- Re-alignment of organization structure leading to increased productivity & efficiency
  - Increased spans of supervisory staff
  - Increased customer facing sales force, particularly in eIVBL cluster of branches
  - Operating models for businesses have been optimized to attain targeted growth
- Semi Urban & Rural Network has now attained a critical size of 400+ branches (total 1,333)
  - will help the Bank to leverage the business opportunities presented by 'Bharat'

## Stressed Book

- Bad Bank formed in Q1FY16 (~6% of funded & non funded book of eIVBL) under experienced asset reconstruction team
- Credit cost at 82 bps for FY16, estimate for FY17 : 45 - 50 bps
- Impact on Q4FY16 results of ₹ 200 cr (₹ 235 cr in Q3FY16, ₹ 979 cr FY16) of which a significant portion from eIVBL
  - Including provision on SRs & credit substitutes

## Other Merger Related Expenses

- Integration cost till date ₹ 149 cr, of which ₹ 95 cr in FY16
  - Incremental cost expected not to exceed ₹ 25 cr
- ~ ₹ 36 cr for Q4FY16 - additional interest upto 6% on savings accounts of eIVBL

# Being future ready

A key focus area



## Delighting the internal and external customers

### Tab Banking



Savings account onboarding process for corporate salary segment  
Improve customer experience  
Reduction in Turnaround time

### Instant Pre approved personal Loan



Instant credit & complete paperless process takes < 90 seconds

### Credit decision engine



Real-time Online customer acquisition  
Instant eligibility based on income and demographic  
KYC - Aadhar & PAN are electronically verified

## New Launches

### Bharat Banking App



India's first internet-free multilingual banking app  
Won Finnoviti Award 2015

### Acquisition Platforms



NPS Portal & Holiday RD  
Bundling of savings account with specialised products

### Social Commerce



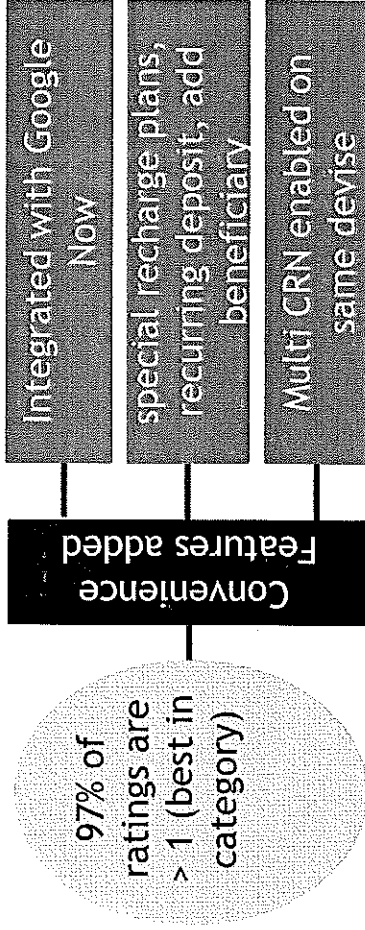
Movie tickets and Book ordering via twitter  
23 banking services like balances, recharges

# Best in class transaction experience on mobile

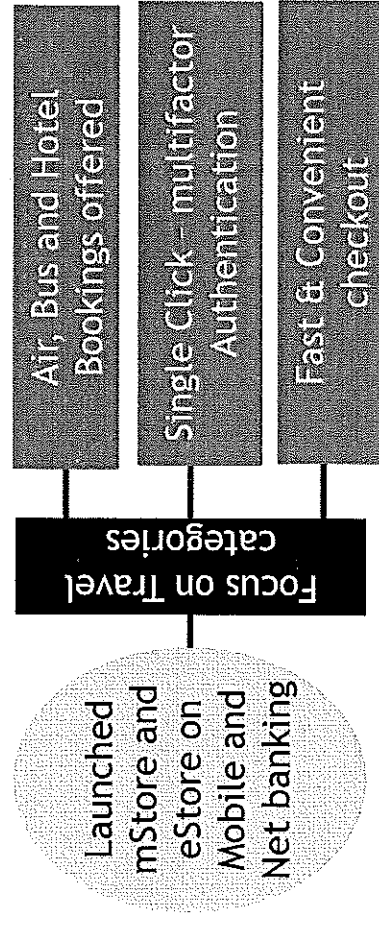
Enhancing the share of wallet



## Highest rated banking app (4.4) in India



## Ecommerce now integrated in our digital platforms



## Disruptive growth in digital payments

Amongst top 5 banks in mobile transactions  
- Both in volume & value

Mkt share in mobile txns is 4.7% (₹ 2,882 cr) by value & 4.3% (27.6 lac) by volume in March 2016 corresponding to 1.4% share of Deposits and 1.5% share of Advances in India

Mobile responsive payment pages to enhance customer experience

New Password options to Authenticate - MPin & Debit Pin allowed

UPI will be launched shortly

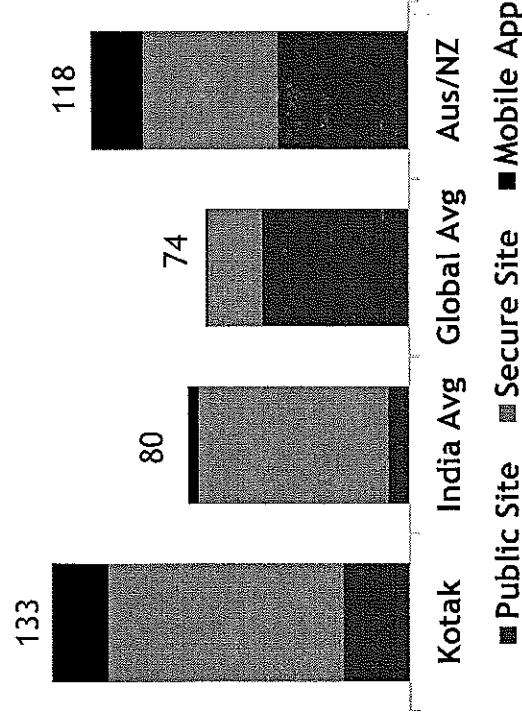
# Performance in Global Benchmarking Metrics

Kotak leading bank in digital sales & channel adoption; Digital activity levels grew at the fastest pace



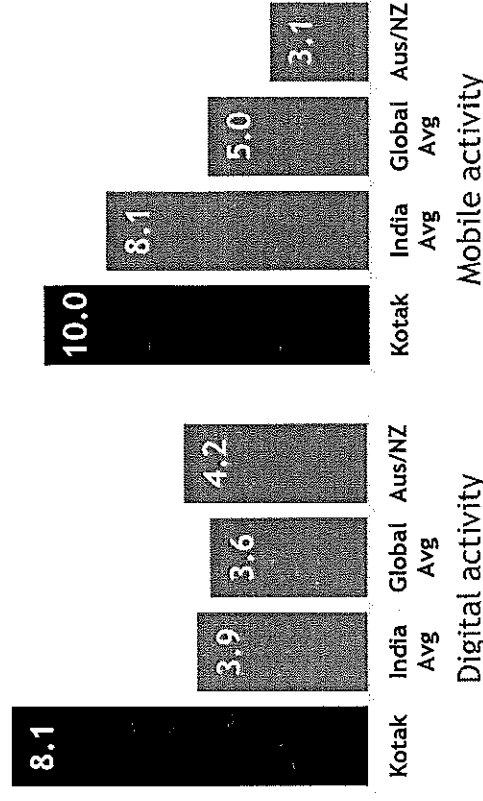
## Digital Sales

Digital Sales  
Per 1,000 active customers



## Digital Activity

Change in 90-day digital & mobile activity  
% change



Results as per Global benchmarking survey, conducted in 2015 -16 on 100+ banks. Aus/NZ scores included as global leaders in digital metrics.

- Kotak has 133 customers acquired through digital sales per 1,000 active customer Vs. India avg. of 80 & global avg. of 74
- Kotak's Digital acq./Total acq.
  - Savings 7% & PL 15%
- Kotak's digital activity level change is 8.1% vs India avg. 3.9% & Global avg. 3.6 %
- Kotak's mobile activity change - 10% vs India avg. 8.1%
- Kotak's mobile monthly log on frequency is highest in country

# Profit and Loss Account



₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Net Interest Income	1,857	1,766	1,123	6,901	4,224
Other Income *	682	722	668	2,612	2,028
<b>Net Total Income</b>	<b>2,539</b>	<b>2,488</b>	<b>1,791</b>	<b>9,513</b>	<b>6,252</b>
Employee Cost #	634	618	379	2,804	1,450
Other Operating Expenses \$	711	665	552	2,668	1,805
<b>Operating Expenditure</b>	<b>1,345</b>	<b>1,283</b>	<b>931</b>	<b>5,472</b>	<b>3,255</b>
<b>Operating Profit</b>	<b>1,194</b>	<b>1,205</b>	<b>860</b>	<b>4,041</b>	<b>2,997</b>
Provision On Advances (net)	165	148	61	769	275
Provision On Other Receivables	5	3	-	12	-
Provision On Investments	30	84	5	136	(111)
<b>Provision &amp; Contingencies</b>	<b>200</b>	<b>235</b>	<b>66</b>	<b>917</b>	<b>164</b>
<b>PBT</b>	<b>994</b>	<b>970</b>	<b>794</b>	<b>3,124</b>	<b>2,833</b>
Provision For Tax	298	335	267	1,034	967
<b>PAT</b>	<b>696</b>	<b>635</b>	<b>527</b>	<b>2,090</b>	<b>1,866</b>

\* FY16 Includes reversal of income of ₹ 62 cr on account of a credit event w.r.t. a derivative customer

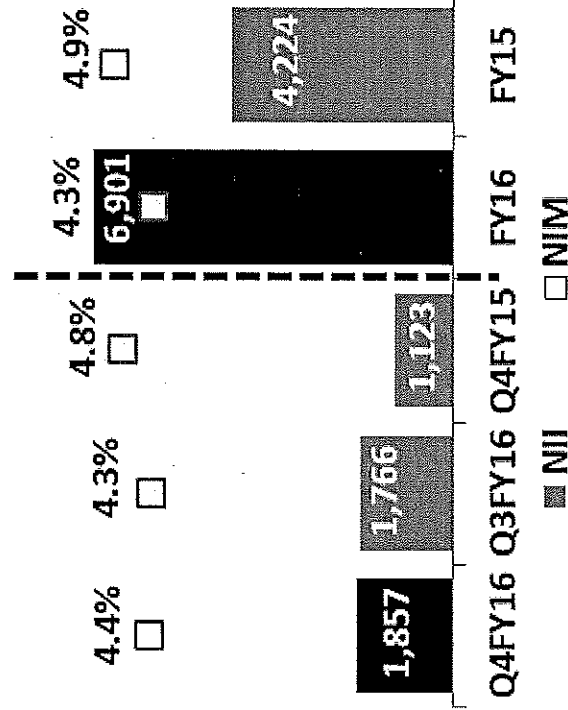
# FY16 Includes large one-time retiral benefit expense pertaining to eIVBL

\$ Includes merger related expenses of ₹ 95 cr for FY16, and ₹ 54 cr for FY15

# Income and Asset Quality



## NII (₹ cr) and NIM



## Asset Quality

- SMA2 outstanding - ₹ 153 cr (0.13% of net advances)
- Restructured loans considered standard ₹ 305 cr (0.26% of net advances)
  - of which ₹ 165 cr from eIVBL
- During the quarter
  - No CDR participation
  - No transfer to ARC
  - No conversion to off-balance sheet
  - No 5/25 loans
  - No rectification

Other Income (₹ cr)	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Fee and Services	510	466	389	1,851	1,353
Others *	172	256	279	761	675
<b>Total</b>	<b>682</b>	<b>722</b>	<b>668</b>	<b>2,612</b>	<b>2,028</b>

\* FY16 Includes reversal of income of ₹ 62 cr on account of a credit event w.r.t. a derivative customer

# Segment Performance



Bank Segmental PBT						
As per RBI (₹ cr)	Q4FY16	Q3FY16	Q4FY15	FY16	FY15	
Corporate/Wholesale Banking	585	547	438	2,030	1,402	
Retail Banking	260	318	292	917	957	
Treasury, BMU* & Corporate Centre **	149	105	63	177	468	
Unallocated Income	-	-	1	-	6	
<b>Total</b>	<b>994</b>	<b>970</b>	<b>794</b>	<b>3,124</b>	<b>2,833</b>	

\*Balance Sheet Management Unit

\*\* integration costs are part of Treasury, BMU & Corporate Centre



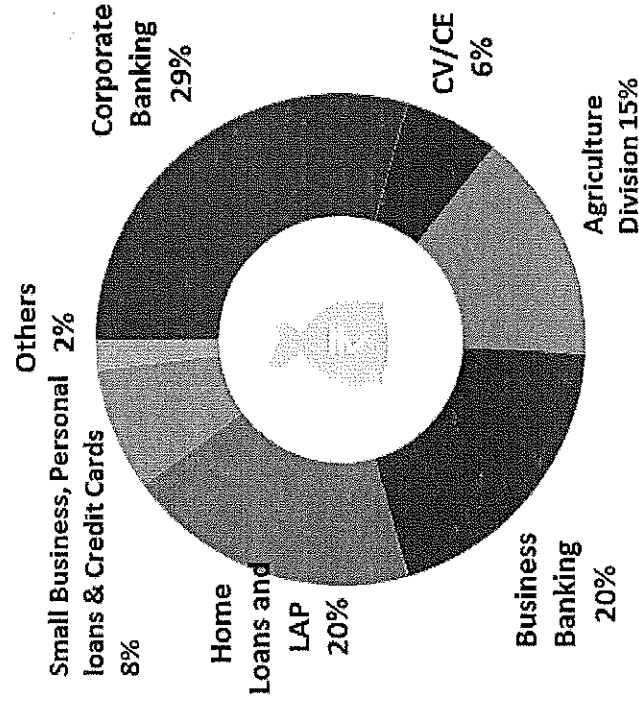
# Advances & Investments



31-Mar-16 [₹ 118,665 cr]

## Advances

₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Corporate Banking	34,970	35,239	20,299
CV/CE	7,463	6,550	5,204
Agriculture Division	17,993	16,811	12,106
Business Banking	23,318	23,382	6,422
Home Loans and LAP	23,009	22,327	14,709
Small Business, PL & Credit Cards	9,627	8,813	6,263
Others	2,285	2,223	1,158
<b>Total Advances</b>	<b>118,665</b>	<b>115,345</b>	<b>66,161</b>



## Advances as per segmental classification

₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Retail	52,583	48,651	29,113
Corporate	66,082	66,694	37,048
<b>Total Advances</b>	<b>118,665</b>	<b>115,345</b>	<b>66,161</b>
Investments / Treasury Assets	51,260	45,269	28,659
<b>Total Advances and Investments</b>	<b>169,925</b>	<b>160,614</b>	<b>94,820</b>

# Balance Sheet



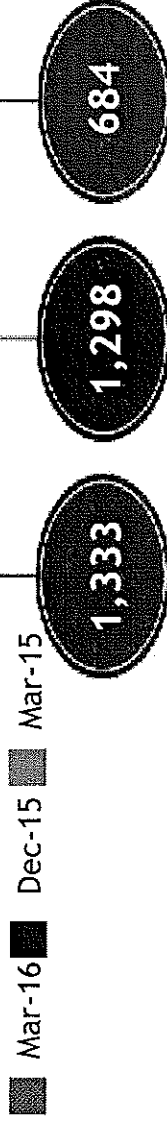
₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Networth	23,959	23,307	14,141
Deposits	138,643	130,939	74,860
CA	23,282	19,609	13,181
SA	29,495	26,579	14,036
Certificate of Deposit	5,639	11,505	3,785
Term Deposit Others	80,227	73,246	43,858
Borrowings	20,975	19,790	12,150
Other Liabilities and Provisions	8,683	8,093	4,861
<b>Total Liabilities</b>	<b>192,260</b>	<b>182,129</b>	<b>106,012</b>

₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Cash, Bank and Call	10,880	9,817	6,262
Investments	51,260	45,269	28,659
Government Securities	40,761	39,038	22,882
Others	10,499	6,231	5,777
Advances	118,665	115,345	66,161
Fixed Assets and Other Assets	11,455	11,698	4,930
<b>Total Assets</b>	<b>192,260</b>	<b>182,129</b>	<b>106,012</b>

# Branches & Deposits



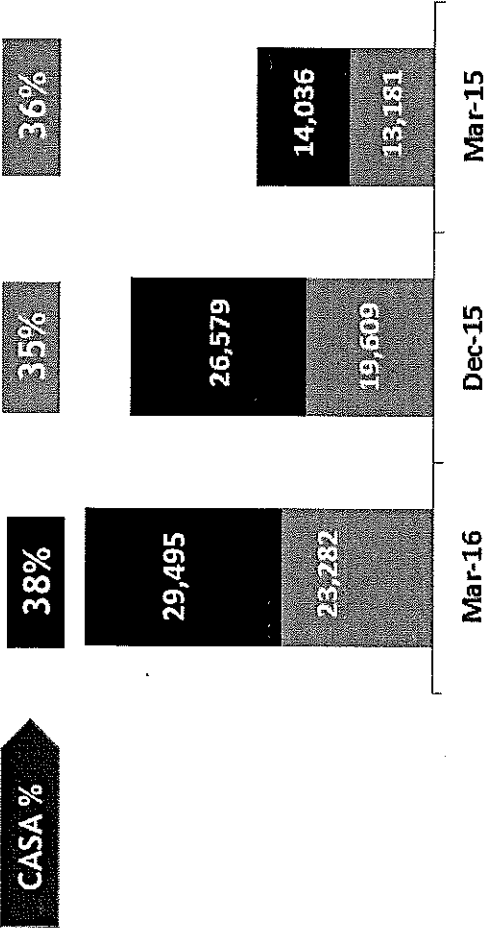
## No of Branches



## Highlights

- Plan to reach 1,400 branches by CY 2017
- CASA and TDs below ₹ 5 cr constitute 70% of total deposits (70% as on Mar-15)
- TDs below ₹ 1 cr were ₹ 35,348 cr (₹ 18,872 cr as on Mar-15)
- Cost of SA - 5.52%

## CASA (₹ cr)



■ CA ■ SA

## Avg SA (Qtr)

12,423

26,799

24,716

## Avg CA (Qtr)

9,588

17,899

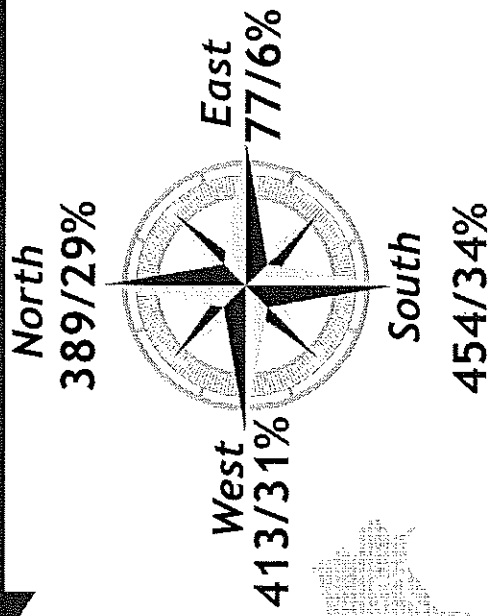
16,318

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

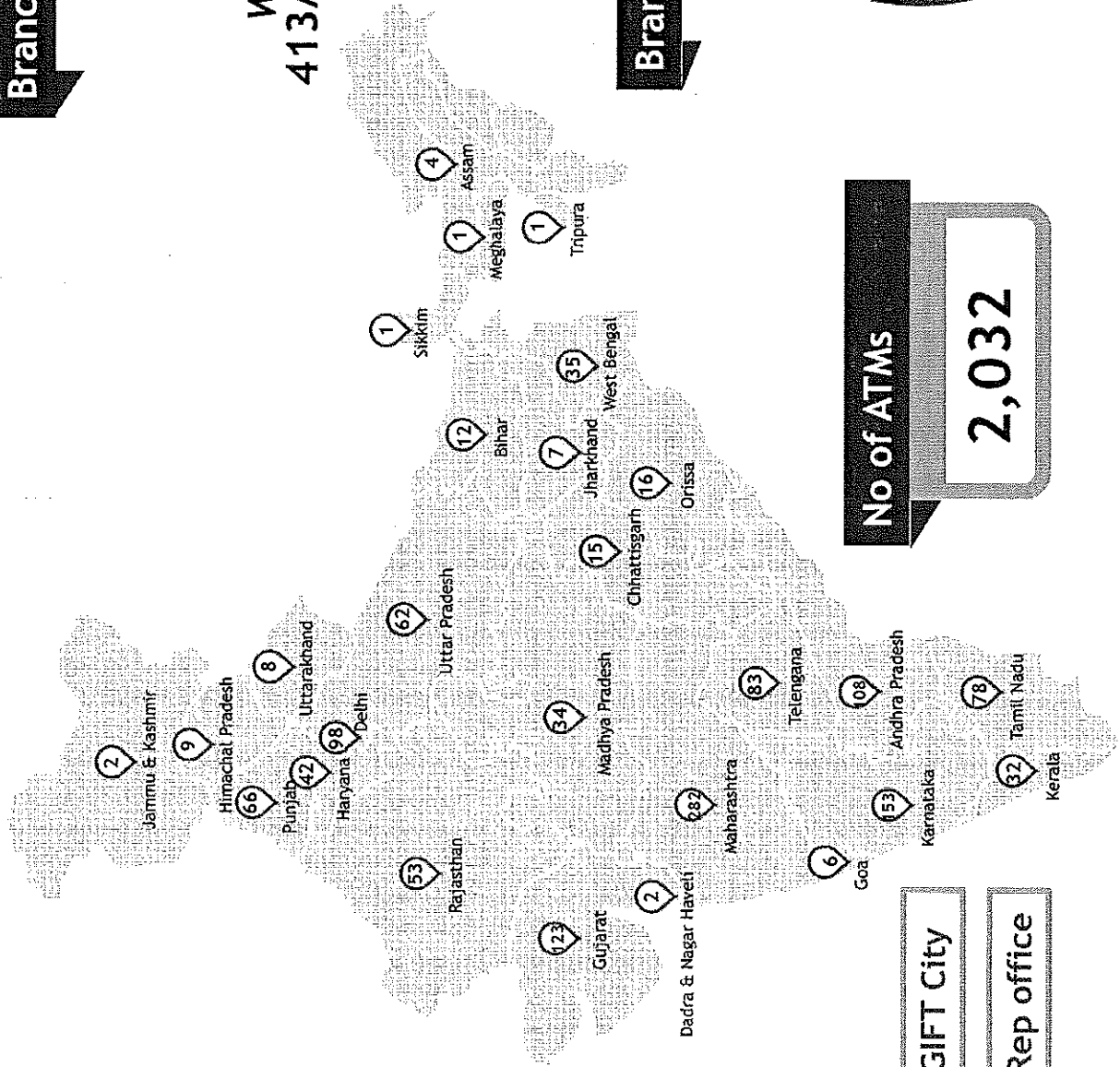
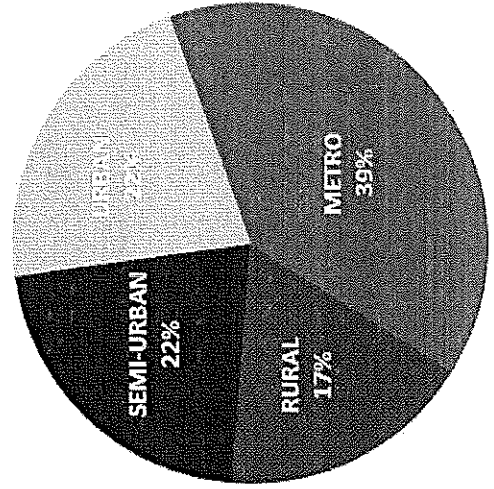
# Geographical Presence



Branches 1,333 [No./%]



## Branch Classification



No of ATMs









2,032

IBU in GIFT City

Dubai Rep office

# Consolidated Highlights Q4FY16

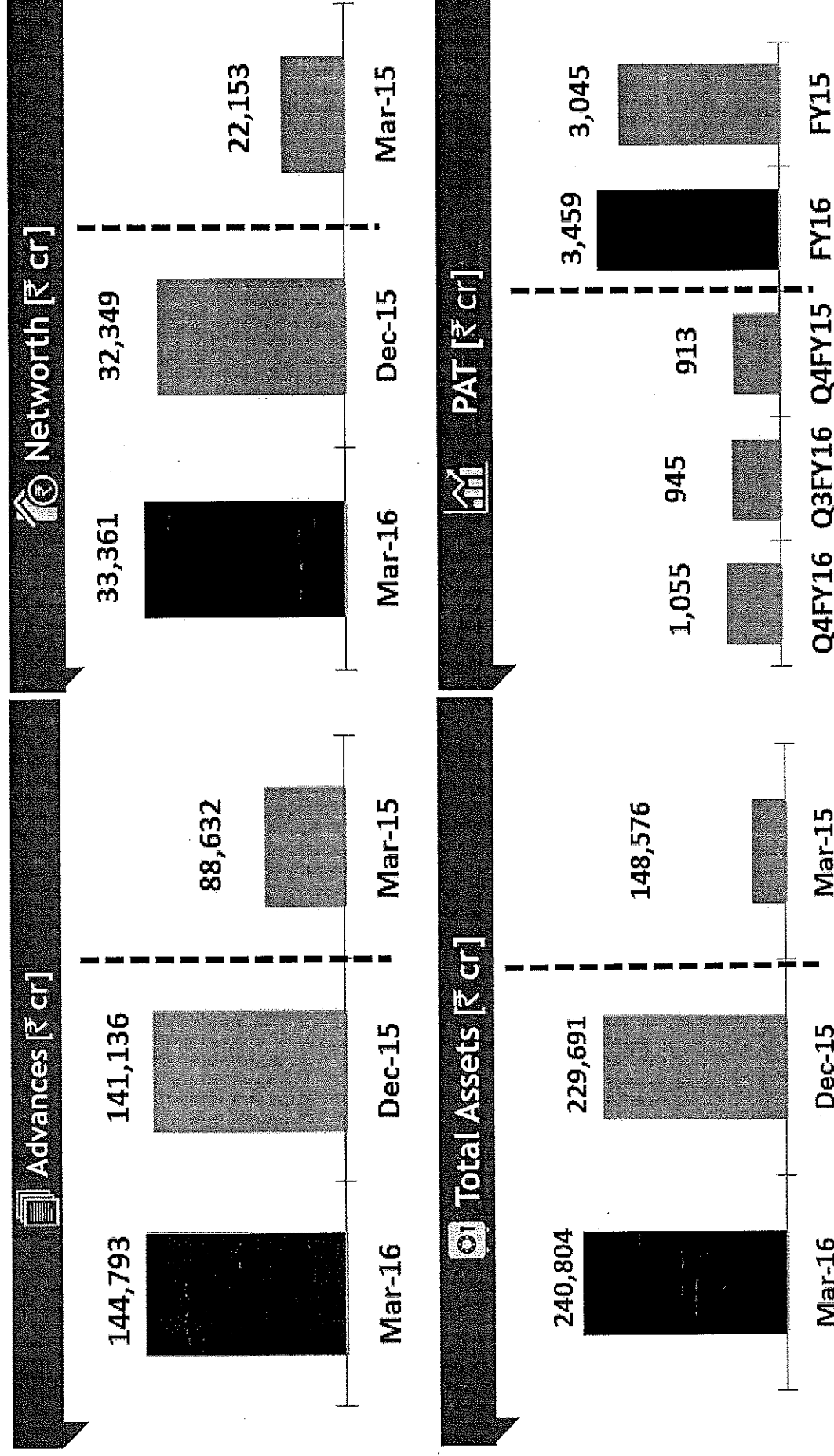


 <b>PAT</b> <b>₹ 1,055 cr</b> [ ₹ 913 cr ]	 <b>CAR</b> <b>17.0%</b> [17.6%] <hr/> <b>Tier I</b> <b>16.1%</b> [16.8%]	 <b>LOANS</b> <b>₹ 144,793 cr</b> [ ₹ 88,632 cr ]	 <b>BOOK VALUE PER SHARE</b> <b>₹ 181.9</b> [ ₹ 143.4* ]
 <b>NIM</b> <b>4.38%</b> [4.89%]	 <b>NETWORK</b> <b>₹ 33,361 cr</b> [ ₹ 22,153 cr ]	 <b>NET NPA</b> <b>0.93%</b> [0.79%]	 <b>TOTAL ASSETS</b> <b>₹ 240,804 cr</b> [ ₹ 148,576 cr ]

Figures in [brackets] are FY15 numbers

\* Adjusted for bonus issue

# Consolidated Key Financials

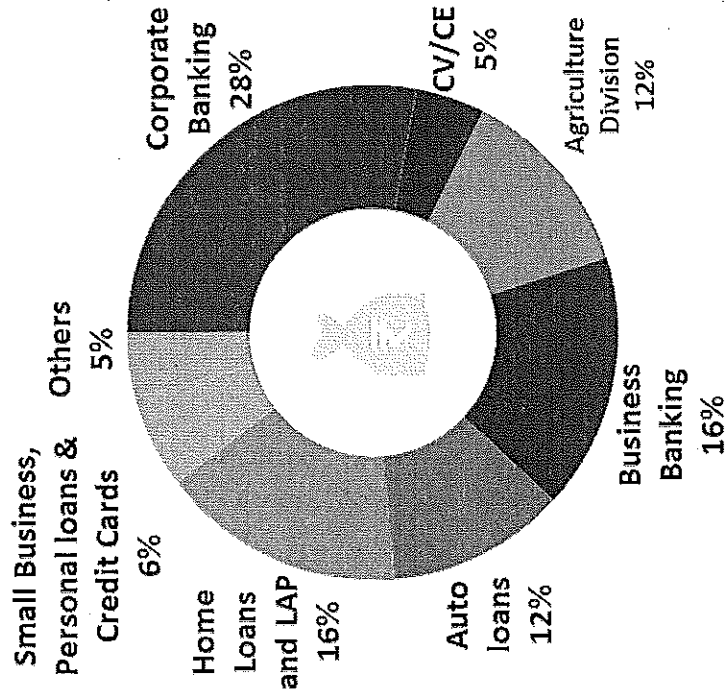




# Consolidated Advances & Investments



31-Mar-16 (₹ 144,793 cr)



## Advances & Investments

₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Corporate Banking	39,946	39,988	24,546
CV/CE	7,463	6,550	5,204
Agriculture Division	17,993	16,811	12,106
Business Banking	23,318	23,382	6,422
Auto loans	16,688	16,410	14,691
Home Loans and LAP	23,009	22,327	14,709
Small Business, PL & Credit Cards	9,646	8,835	6,298
Others	6,730	6,833	4,656
<b>Total Advances</b>	<b>144,793</b>	<b>141,136</b>	<b>88,632</b>
Investments/ Treasury Assets *	55,304	49,496	31,910
<b>Total Advances &amp; Investments</b>	<b>200,097</b>	<b>190,632</b>	<b>120,542</b>

\* Does not include policy holders' investments

# Consolidated PAT



₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Kotak Mahindra Bank	696	635	527	2,090	1,866
Kotak Mahindra Prime	130	126	143	502	507
Kotak Mahindra Investments	50	39	40	154	106
Kotak Life Insurance	77	60	76	251	229
Kotak AMC and TC	25	4	(18)	72	(29)
Kotak Securities	51	55	96	251	290
Kotak Mahindra Capital	17	6	30	32	12
International subsidiaries	22	26	18	105	51
Kotak Investment Advisors	5	(1)	11	5	26
Others	(7)	(1)	-	(9)	-
<b>Total</b>	<b>1,066</b>	<b>949</b>	<b>923</b>	<b>3,453</b>	<b>3,058</b>
Minority Interest	(20)	(15)	(20)	(65)	(60)
Affiliates and Others	9	11	10	71	47
<b>Consolidated PAT</b>	<b>1,055</b>	<b>945</b>	<b>913</b>	<b>3,459</b>	<b>3,045</b>

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

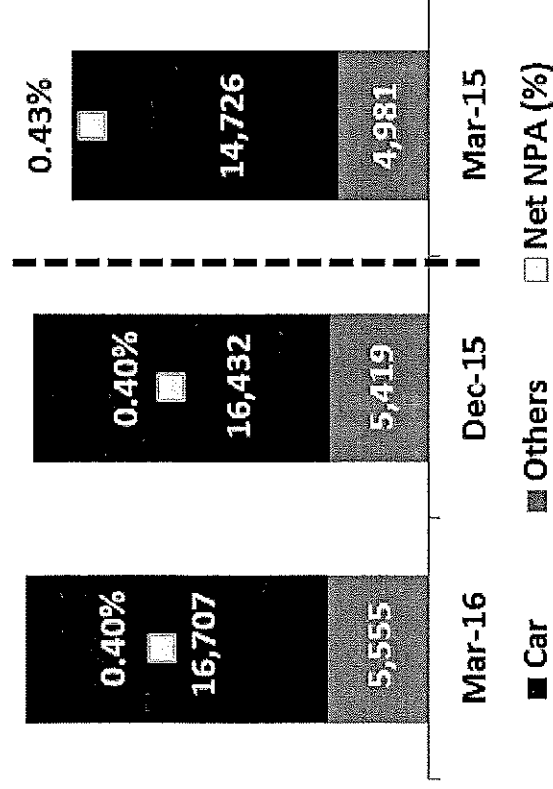


## Entity Wise Networth

₹ cr	31-Mar-16	31-Dec-15	31-Mar-15
Kotak Mahindra Bank	23,959	23,307	14,141
Kotak Mahindra Prime	3,852	3,721	3,350
Kotak Mahindra Investments	841	791	617
Kotak Life Insurance	1,521	1,445	1,291
Kotak AMC and TC	173	149	102
Kotak Securities	2,635	2,583	2,384
Kotak Mahindra Capital	447	431	415
Kotak Mahindra General Insurance	125	131	1
International subsidiaries	624	602	480
Kotak Investment Advisors	271	266	266
Other Entities	42	47	31
<b>Total</b>	<b>34,490</b>	<b>33,473</b>	<b>23,078</b>
Add: Affiliates	679	660	586
Less: Minority, Inter-company and Other Adjustments	(1,808)	(1,784)	(1,511)
<b>Consolidated Networth</b>	<b>33,361</b>	<b>32,349</b>	<b>22,153</b>

Merger of ING Vysya Bank effective April 1, 2015. Previous year periods not comparable

## Customer Assets (₹cr) & NNPA (%)

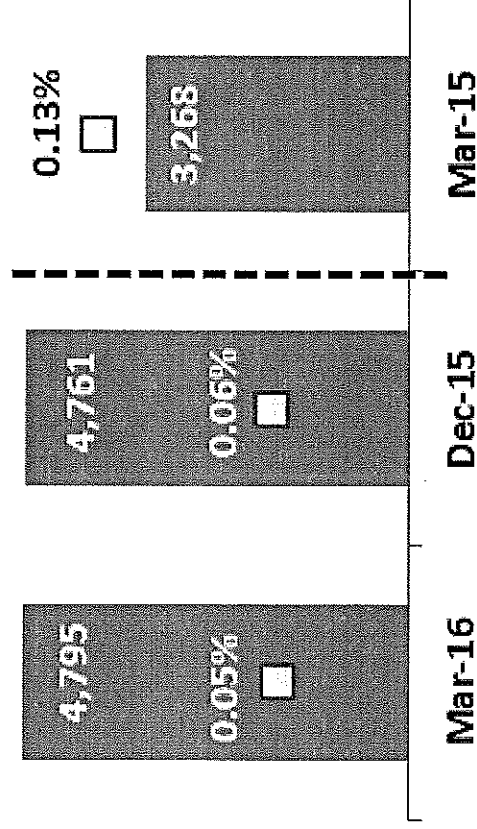


₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
NII	247	247	252	967	915
Other Income	57	50	57	210	206
Total Income	304	297	309	1,177	1,121
Profit Before Tax	201	193	218	773	774
Profit After Tax	130	126	143	502	507
CAR (%)				18.2	18.3
ROA (%) - annualised				2.3	2.5

# Kotak Mahindra Investment



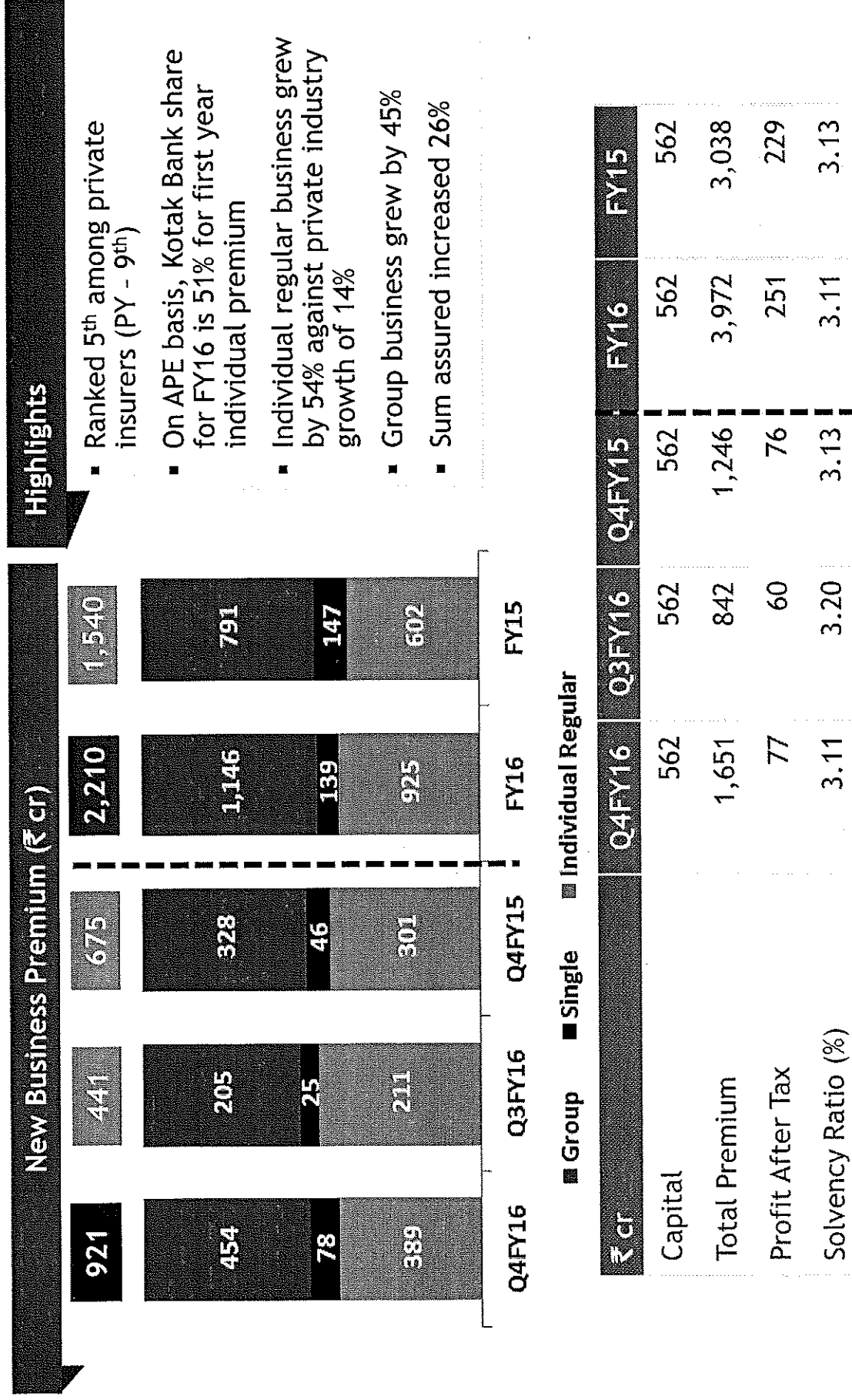
## Customer Assets (₹cr) & NNPA (%)



■ Customer Assets □ Net NPA (%)

₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
NII	71	70	51	251	163
Other Income	14	3	18	29	37
Total Income	85	72	69	280	200
Profit Before Tax	75	60	57	236	158
Profit After Tax	50	39	40	154	106
CAR (%)				18.2	18.3
ROA (%) - annualised				3.4	3.9

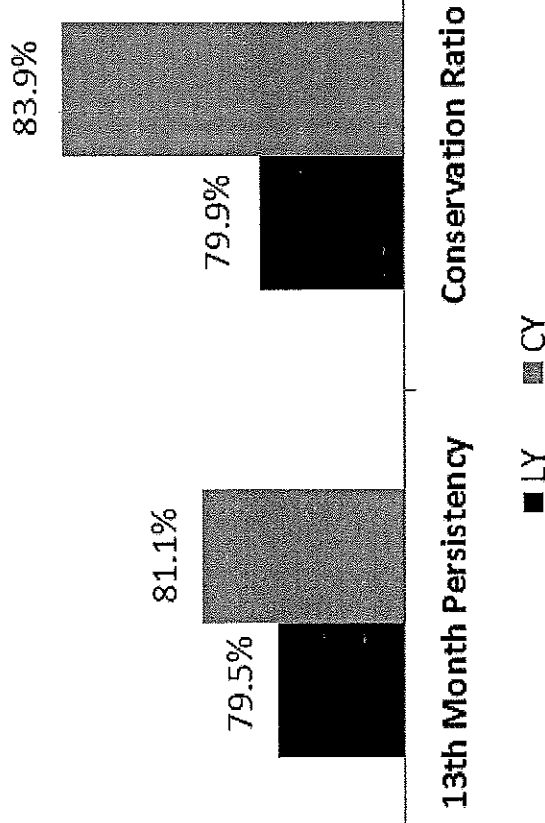
# Kotak Mahindra Life Insurance



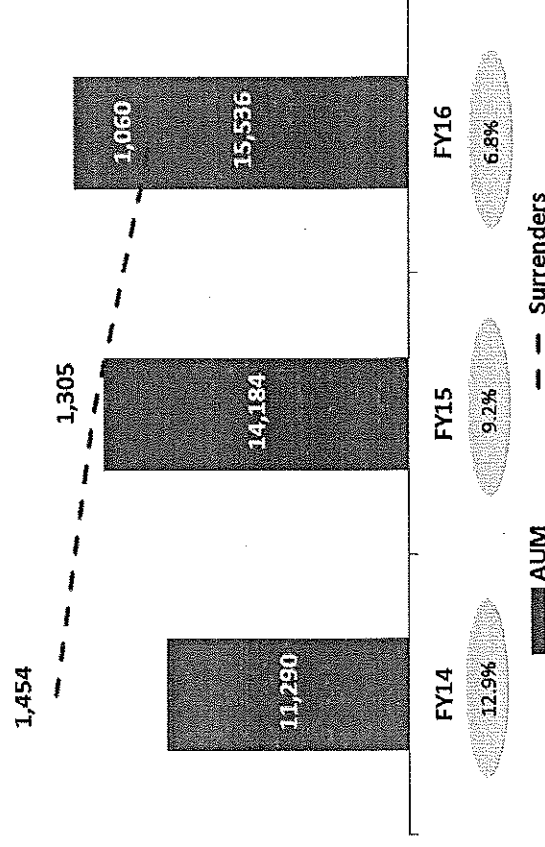
# Kotak Mahindra Life Insurance



## 13<sup>th</sup> Month Persistency\* & Conservation Ratio



## Surrenders and AUM (₹ cr)



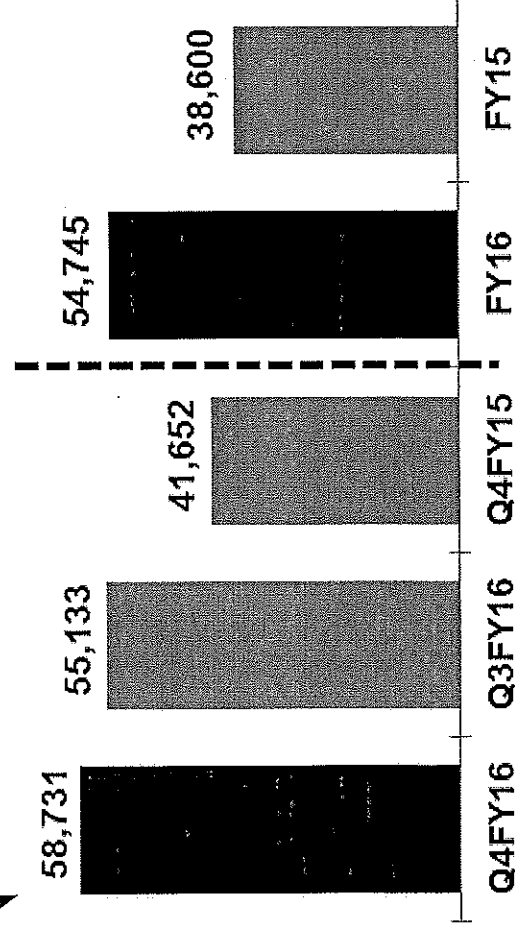
\* The 13<sup>th</sup> Month persistency is after a time lag of 45 days from quarter end, accordingly the current number is of Q3FY16

- Improvement in Conservation ratio and persistency
- Claims settlement ratio at 98.7%, one of the best amongst the private players
- Number of lives covered grew by 38% YoY
- Investment Performance of 100% of Equity Funds in Quartile 1
- Number of policies sourced through E-Insurance ~ 2%

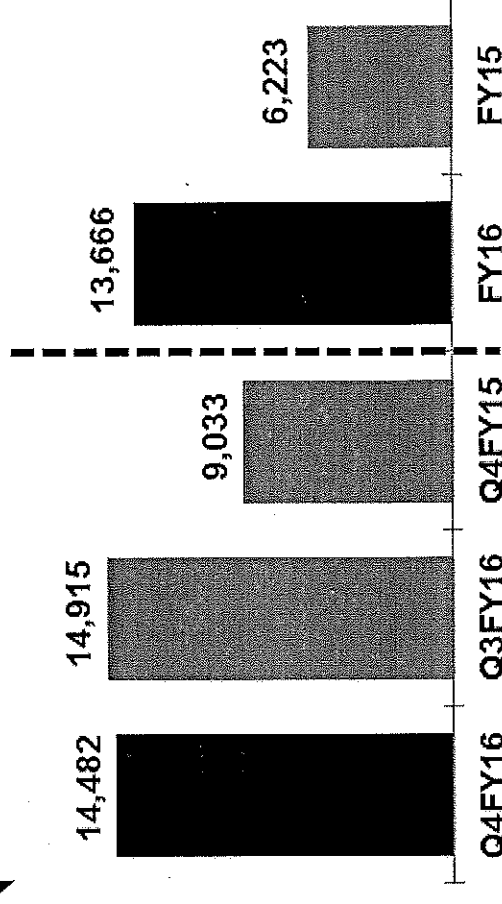
# Kotak Mahindra AMC & Trustee Co



Average Assets Under Management (₹cr) - Overall



Average Assets Under Management (₹cr) - Equity



## Highlights

- On Avg AUM basis;
  - Equity mix 25% vs 16%
  - Overall market share 4.3% in Q4FY16 vs 3.5% in Q4FY15
  - Ranked No. 8 (No. 9 - FY15)
- Closing equity market share 3.3% vs 2.6%

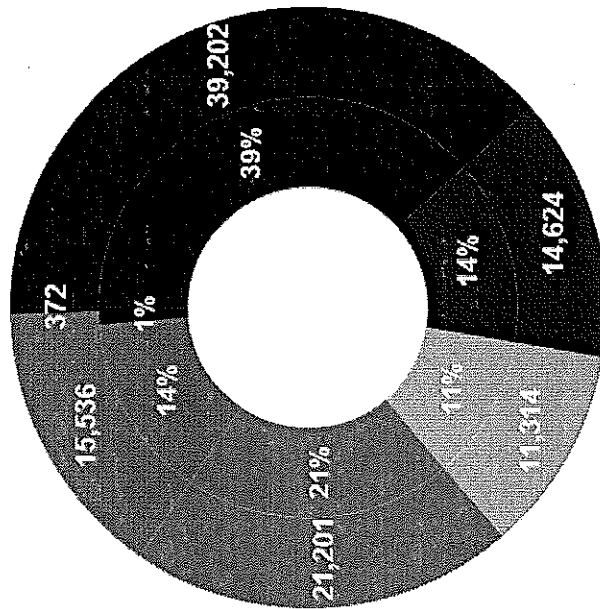
₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Total Income	88	59	38	259	137
Profit Before Tax	32	13	(16)	90	(25)
Profit After Tax	25	4	(18)	72	(29)

# Asset Under Management



Mar 31, 2016

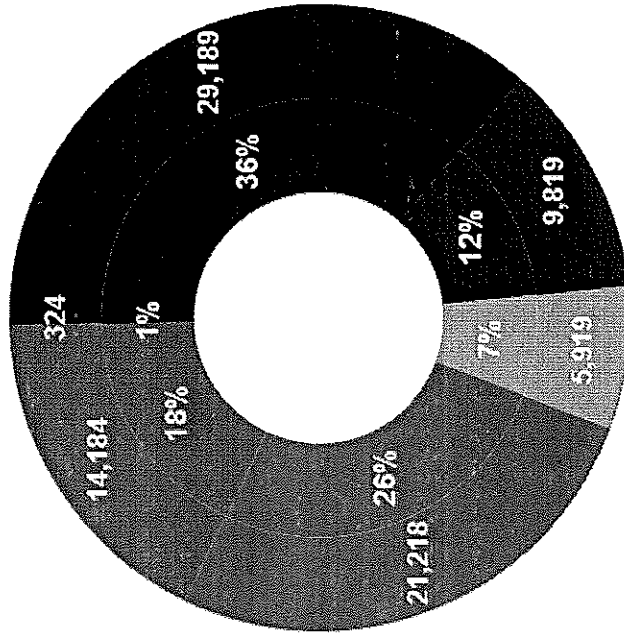
Mar 31, 2015



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



AUM ₹ 102,249 cr

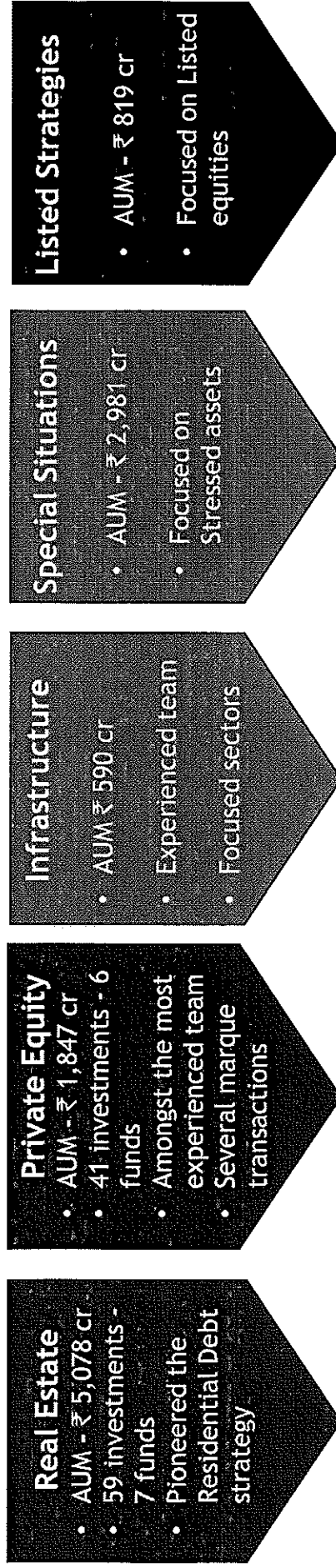


AUM ₹ 80,653 cr

# Kotak Investment Advisors Limited

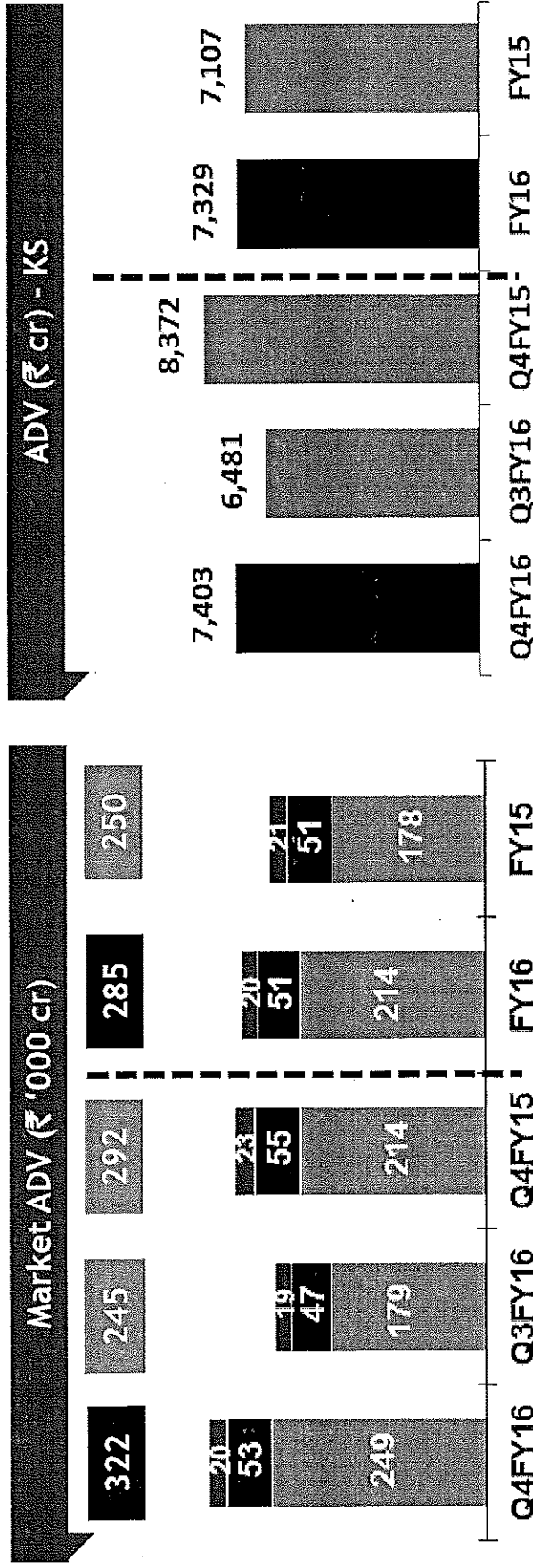


- Set up for a focused approach to investing in the Indian Private Equity, Real Estate, Infrastructure, Special Situations & Listed Strategies space
- Advises / manages an AUM of ₹ 11,314 cr with dedicated, independent and experienced investment teams
- Raised AUM of ~ USD 1 billion during Q4FY16



₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Total Income	44	13	25	88	81
Profit Before Tax	7	-	12	7	30
Profit After Tax	5	(1)	11	5	26





₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Total Income	225	228	289	975	960
Profit Before Tax	75	83	147	381	441
Profit After Tax	51	55	96	251	290
Market Share * (%)	2.3	2.7	2.9	2.6	2.8

\*excluding BSE Derivative segment

Kotak Securities services - 1.2 million secondary market customers through 1,209 branches & franchises

## Mergers & Acquisitions

## Equity



Manager to the  
Buyback Offer

₹ 1,569 cr



OFFERS FOR SALE (OFS)

₹ 1,166 cr



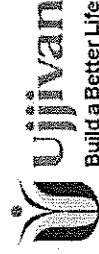
Manager to the  
Buyback Offer

₹ 82 cr



Initial Public Offerings (IPO)

₹ 650 cr



Exclusive Financial Advisor to  
Ujjivan Financial Services  
Limited for investment by  
consortium of investors

₹ 292 cr

₹ cr	Q4FY16	Q3FY16	Q4FY15	FY16	FY15
Total Income	36	28	52	114	89
Profit Before Tax	24	8	35	46	16
Profit After Tax	17	6	30	32	12

# Bank Awards & Recognition



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

Best Private Bank India  
FinanceAsia Country Awards  
2015

Best Retail Growth  
Performance  
Dun & Bradstreet Awards 2015

Best Private Bank India  
Global Private Banking Awards  
2015

AsiaMoney Cash Management  
Poll 2015

• Best Local Cash  
Management Bank in India  
(7<sup>th</sup> year in a row)  
For SME

• Best Overall Domestic Cash  
Management Services  
Small, Medium & large Size  
Corporates

• Best Overall Cross-Border  
Cash Management Services  
Small & Large Size  
Corporates

DataQuest Business  
Technology Award 2015  
DataQuest Magazine

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

Best Medium Sized Bank  
in the Business world  
Best Bank Survey 2014-15

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

Best Bond Deal for  
financing of SP JUHI  
project  
IJ Global (Euromoney)  
Awards (Asia Pacific)

Excellent Performance  
in CTS & IMPS  
(Small bank Category)  
NPCI's National  
Payments Excellence  
Awards 2015

• Market Outperformer  
• Best in Technology  
Global Custodian India  
Domestic Survey 2015

2015 Survey of Agent  
Banks in Emerging  
Markets (India)  
by Global Custodian  
• Category Outperformer  
• Market Outperformer  
• Global Outperformer

Shanti Ekambaram  
Most Powerful Women 2015  
Business Today

Jaimin Bhatt  
ICAI Award 2015  
CA CFO Under banking

Mr. Uday Kotak  
Business Leader of the year  
ET Awards 2015

Entrepreneur of the Year  
Forbes India Leadership  
Awards 2015

AIMA - JRD Tata Corporate  
Leadership Award 2015  
AIMA's 2<sup>nd</sup> National  
Leadership Conclave

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

# Awards and Recognition



Best Domestic Equity House  
Asiamoney - 2015

SKOCH BSE Aspiring Nation  
Award 2015

Securities Advisory Firm of the  
Year in India  
Corporate INTL Global Awards -  
2016, 2014, 2012



Best Broker in India  
FinanceAsia Country Awards  
for Achievement 2015

Best SEO for Website, India  
Digital Media Awards (IDMA) 2015  
Best SEO for Website  
Silver Award at DMAI 2015



Ranked #1 Institutional Investor's  
2015 All-India Research Team

Ranked #2 Institutional Investor's  
2015 All-India Sales Team

Asiamoney Brokers Poll 2015  
• Ranked #1 in Overall Research for  
India  
• Ranked #1 in Execution for India  
• Ranked #2 for Most Independent  
Research Brokerage



VmWare IT Excellence Award  
Financial Services Industry Successful  
implementation of desktop  
virtualization



Best new ETF India and ETF Manager of  
the Year (India)  
Asia Asset Management ETF & Indexing  
Awards 2016

Kotak Nifty ETF and Kotak Select Focus  
Fund ranked as the #1 Mutual Fund  
CRISIL for December 2015

# Disclaimer



This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Kotak Mahindra Bank Limited (the "Bank") and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. No offering of securities of the Bank will be made except by means of a statutory offering document containing detailed information about the Bank.

This presentation is not a complete description of the Bank. Certain statements in the presentation contain words or phrases that are forward looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The information in this presentation is subject to change without notice, its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

All information contained in this presentation has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Bank nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. This presentation may not be used, reproduced, copied, distributed, shared, or disseminated in any other manner.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

Figures for the previous period/ year have been regrouped wherever necessary to conform to current period's / year's presentation. Totals in some columns/ rows may not agree due to rounding off.

## Contact

Jaimin Bhatt / Nimesh Kampani

Kotak Mahindra Bank Limited

Tel: +91 22 61660000

E-mail: [investor.relations@kotak.com](mailto:investor.relations@kotak.com)