

<b>BSE Limited</b> Corporate Relationship Department, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001  BSE Scrip Code: <b>500247, 958687</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No.C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400 051  NSE Symbol: <b>KOTAKBANK, KMB22, KMB26</b>
--	---

Dear Sir/Madam,

**Sub: Investor Presentation of the Earnings Conference Call on the Consolidated and Standalone Unaudited Financial Results of the Bank for the Quarter ended June 30, 2022**

Further to our intimation regarding the Consolidated and Standalone Unaudited Financial Results of Kotak Mahindra Bank Limited ("Bank") for the quarter (Q1) ended June 30, 2022 and pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we enclose herewith a copy of the Investor Presentation in connection with the aforesaid Financial Results.

The same is being made available on the website of the Bank in pursuance of Regulation 46 of the Listing Regulations and can be accessed on the following link:

<https://www.kotak.com/en/investor-relations/financial-results.html?source=website>

We request you to take the above on record and disseminate the same on your website.

Thanking you,

Yours faithfully,  
**For Kotak Mahindra Bank Limited**



**Avan Doomasia**  
**Senior Executive Vice President & Company Secretary**

Encl.: as above

# Investor Presentation

## Q1FY23

Presentation on financial results for  
the period ended 30<sup>th</sup> June, 2022

23<sup>rd</sup> July, 2022





# Consolidated Highlights Q1FY23



PAT

**₹ 2,755 cr**

₹ 1,806 cr



ROA

**2.04%**

1.49%



ROE

**11.22%**

8.44%



Customer Assets\*

**₹ 337,112 cr**

₹ 263,995 cr



CAR#

**24.0%**

24.9%

CET I#

**23.0%**

24.1%



Book Value per Eq.  
Share

**₹ 502**

₹ 435

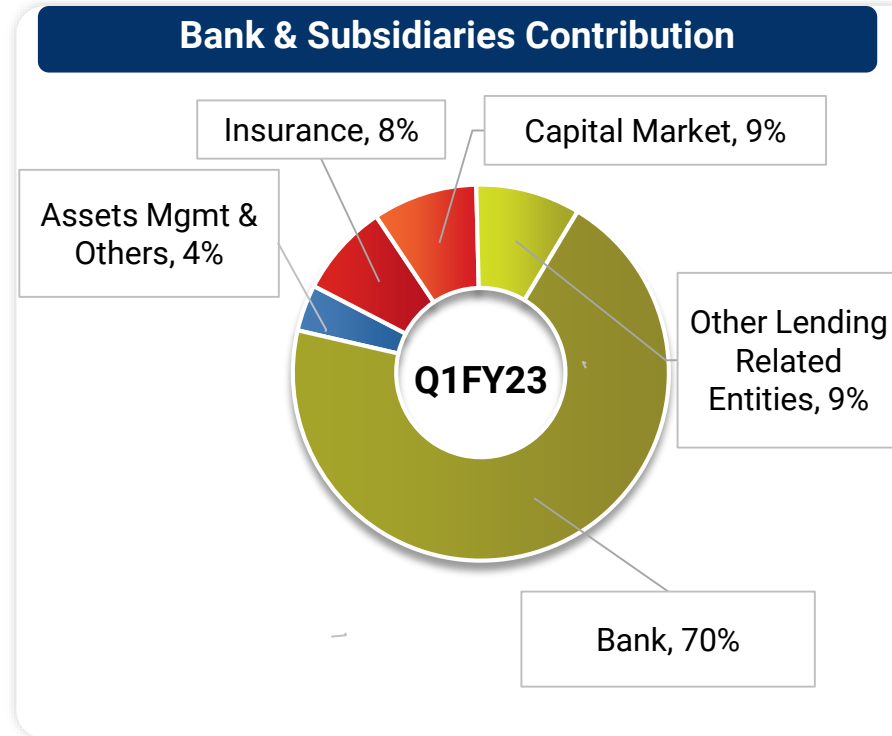
Figures in grey are Q1FY22 numbers

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

\* Customer Assets include Advances and Credit Substitutes

# Consolidated PAT

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



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

# Entity-wise Capital & Reserves and Surplus

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

Consolidated Cap & Reserves  
crosses ₹ 1 trillion

# Standalone Highlights Q1FY23



PAT

**₹ 2,071 cr**

₹ 1,642 cr



NII

**₹ 4,697 cr**

₹ 3,942 cr



NIM

**4.92%**

4.60%



CASA Ratio

**58.1%**

60.2%



Customer Assets<sup>&</sup>

**₹ 303,629 cr**

₹ 235,340 cr



Net NPA

**0.62%**

1.28%



Capital & Reserves

**₹ 74,652 cr**

₹ 65,472 cr



CAR<sup>#</sup>

**22.8%**

23.7%

CET I<sup>#</sup>

**21.6%**

22.6%

Figures in grey are Q1FY22 numbers

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

<sup>&</sup>Customer Assets include Advances and Credit Substitutes

# Profit and Loss Account

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

\*On fixed income book, net of OIS

## Notes for Q1FY23



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



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



Modified duration of AFS +HFT\*: 1.04 years

## Fees & Services

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

# Asset Quality

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



**Credit cost on advances for Q1FY23:**  
 16 bps annualised  
 (excl COVID & restructuring prov/reversal)  
 (Q4FY22: 15 bps; Q1FY22: 131 bps)



**Slippages for Q1FY23**  
 ₹ 1,435 cr (0.5% of Advances)  
 Of which ₹ 781 cr got upgraded within Q1FY23.  
**Hence, Net Slippages: ₹ 654 cr (0.2% of Advances)**

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

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



# Balance Sheet



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

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

# Customer Assets

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

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

Floating + Fixed rate book < 1 year: 80%

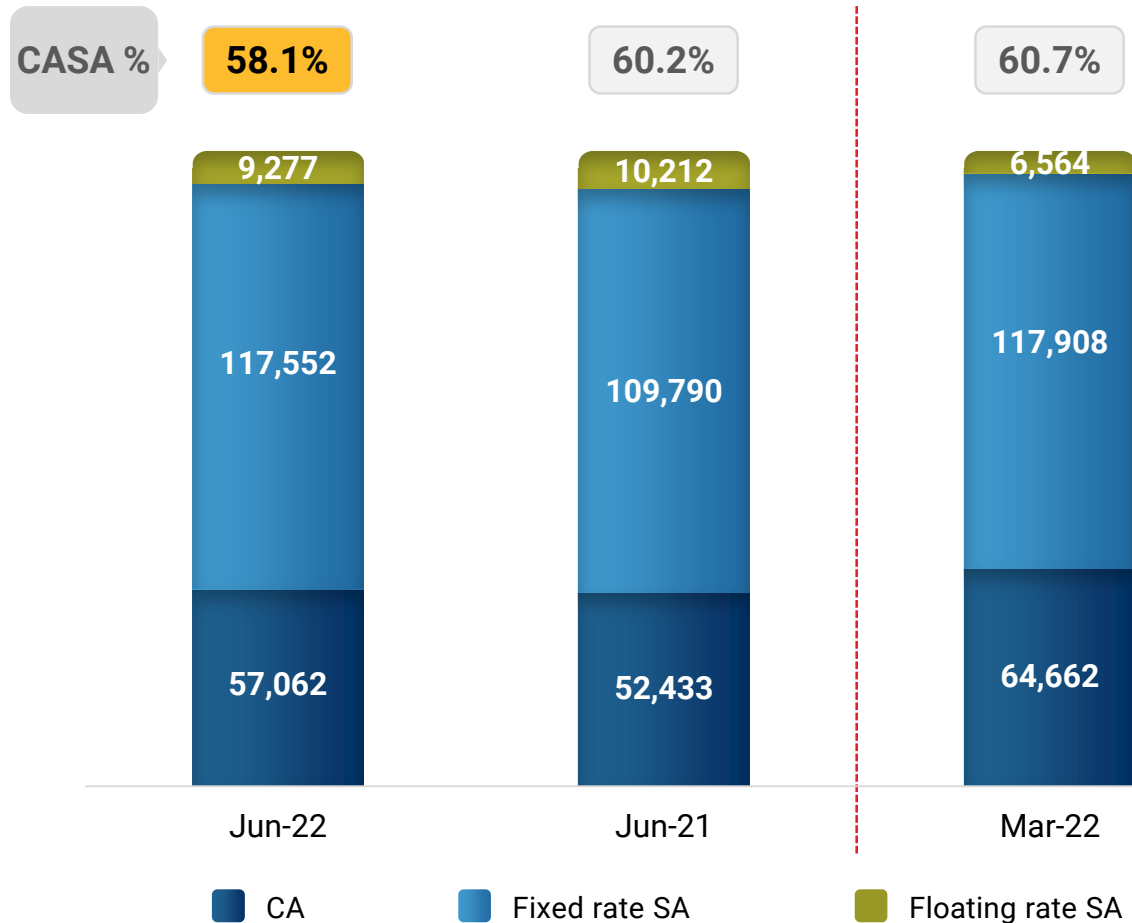
Unsecured retail advances (incl Retail Micro Finance): 7.9% of Advances (30<sup>th</sup> Jun, 2021: 5.6%)

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

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

# Deposit

## CASA (₹ cr)



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

Cost of SA

---

**3.59%**  
3.73%

CASA & TDs below ₹5 cr, as % of total deposits

---

**88%**  
92%

TD Sweep as % of total deposits

---

**7.4%**  
8.0%

Customers as on 30<sup>th</sup> Jun, 2022:

---

**34.5 mn**  
26.8 mn

# Investing in Technology Backbone

For Acquisition, Engagement, Experience

## Key Projects Completed in Q1

### Infrastructure & Information Security



#### Build Resiliency & Adopt Cloud

Capacity Augmentation within Data Centres

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

### Core Applications



#### Reinforce Core Systems

Direct Tax Payments through Kotak as an agency banker

New Clearing System Platform

### Digital



#### DIY Journey, STP & Automation

Home Loan LOS, DIY, and assisted journeys

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

Spendz: New prepaid account and card

New UPI payment experience



## Kotak Mobile Banking App

SuperApp for all financial needs

### Key launches in the app in Q1



1  
Loan Service Request

2  
Forex Cash

3  
Marathi Language Support

4  
Connect with Expert

5  
Guaranteed Savings Insurance Plan

6  
Kotak Smart Life

4.8  
Among the top rated banking apps on iOS

4.4  
Among the top rated banking apps on Android

1.4X  
90 day active Users YoY

2.5X  
Transaction Volume YoY

1.8X  
Transaction Value YoY

## Conversational Banking

AI-enabled Automated Customer Support



### Keya Chatbot

1.6X 90 day active users YoY

2.2X YoY queries handled successfully

44 SRs / Enquiries live

### WhatsApp Banking

1.8X 90 day active users YoY

44X YoY queries handled successfully

36 Services live

A Prepaid account for Kotak customers for managing everyday expenses

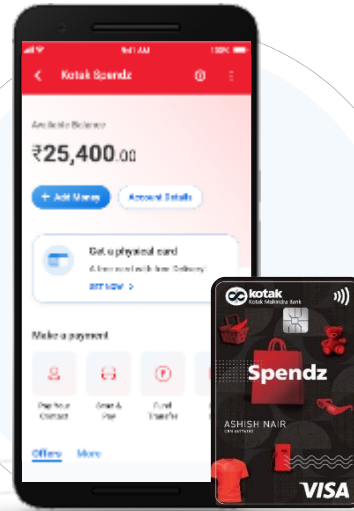
## Born Out of Customer Feedback \*

58% Need to segregate and track expenses

66% Ask for cashback and offers

80% Worried about security

\*Kotak Market Research with Individual savings clients



Secure transactions, without exposing main account or Debit Card



Track expenses conveniently without clutter



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



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

## UPI payment experience

### Key launch in Q1: UPI Number & Centralized Mapper

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



Customer Convenience



Mobile no usable as UPI number



One time number creation



Interoperable across UPI apps

2.6X YoY UPI transaction volume Q1 FY23 vs Q1 FY22

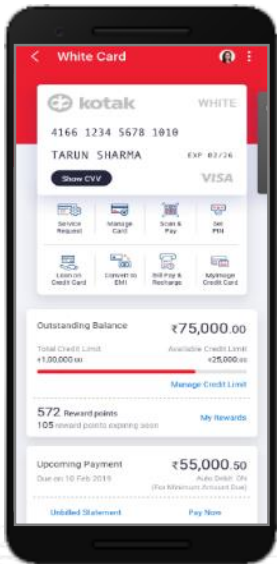
3.5X YoY UPI acquiring transaction volume Q1 FY23 vs Q1 FY22

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

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

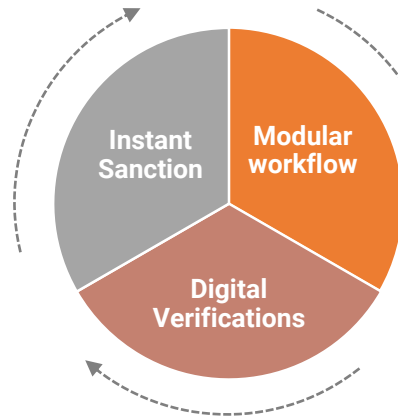
### Credit Cards

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



### Home Loans

#### Assisted Digital Journey



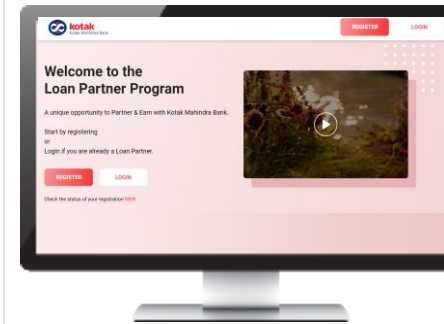
#### Loan Origination System

Digital Validations & Credit Automation

Digital Document Processing

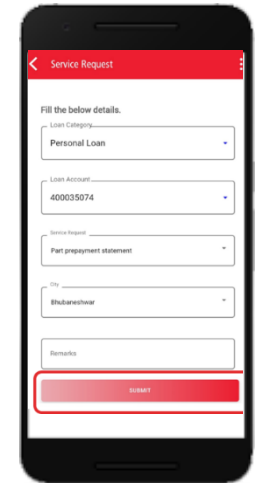
End to End Digital workflow

### Loan Partner Portal



### Loan Service Request

Customers can raise 46 types of SRs from MB app



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

**2.7X** YoY Digitally sourced HL Q1 FY23 vs Q1 FY22

**4.6X** YoY Digitally sourced PL Q1 FY23 vs Q1 FY22

**5.5X** QOQ Digitally availed Business Loans



## Digitizing Merchant Offerings

### Key launches in Q1



#### kotak.biz mobile app

##### Enhancements in Q1

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



#### Kotak Biz Connect

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



#### Merchant One Account

New Best in class current account with Bundled Merchant Solutions

## Transforming Transaction Banking

## Launches in Q1

1

**UPI Autopay**  
Platform capability for easing recurring payments via UPI

2

**Reporting Module**  
Robust, DIY, Scalable and Secured

3

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

4

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

5

**Direct Tax**  
End to end tax workflow with instant challan capability





# Digital Highlights



## Netbanking

**16%** Fund Transfer Volume growth Q1 FY23 vs Q1 FY22

**25%** Fund Transfer Value growth Q1 FY23 vs Q1 FY22

## Website

**53%** Unique Visitors growth Q1 FY23 vs Q1 FY22

**33%** Page views growth Q1 FY23 vs Q1 FY22

## Adoption & Cross-sell

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

**93%** investment a/cs sourced via App & Netbanking

**54%** of MF/SIPs booked through digital channels

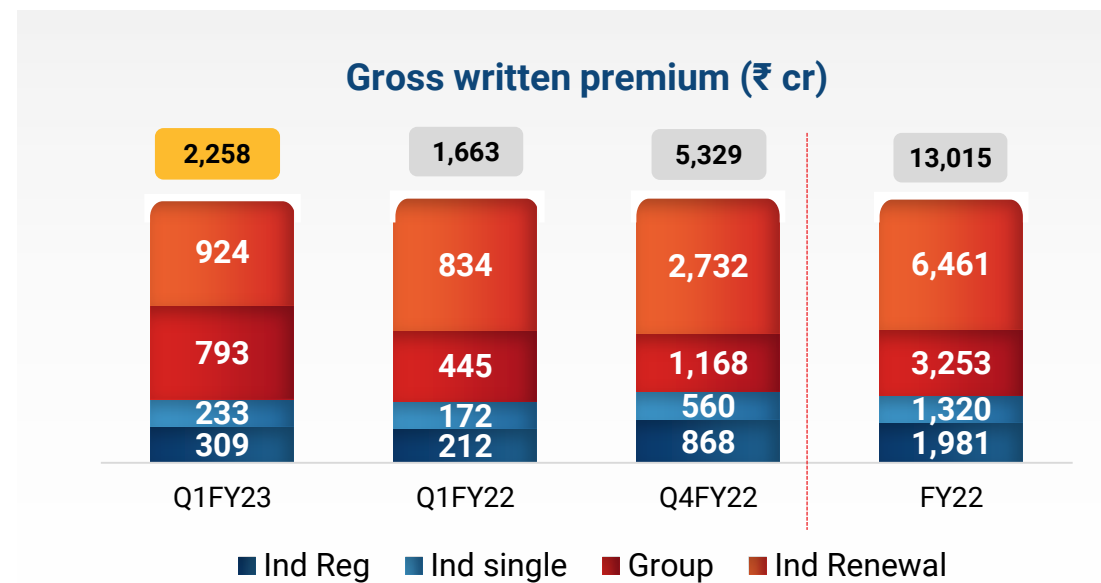
## In-app shopping Kaymall

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

**1.5X** YoY 90 day active users, Q1FY23 vs Q1FY22

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

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



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

Gross written premium Q1FY23 grew 35.8% YoY

Individual APE NB premium for Q1FY23 grew 44.6% YoY

Group premium for Q1FY23 grew 78.3% YoY

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

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



# Source - Internal core Policy Administration System as of 30<sup>th</sup> June, 2022

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

1,479 branches, franchises and referral co-ordinators

\*excluding BSE Derivative & Proprietary Segments



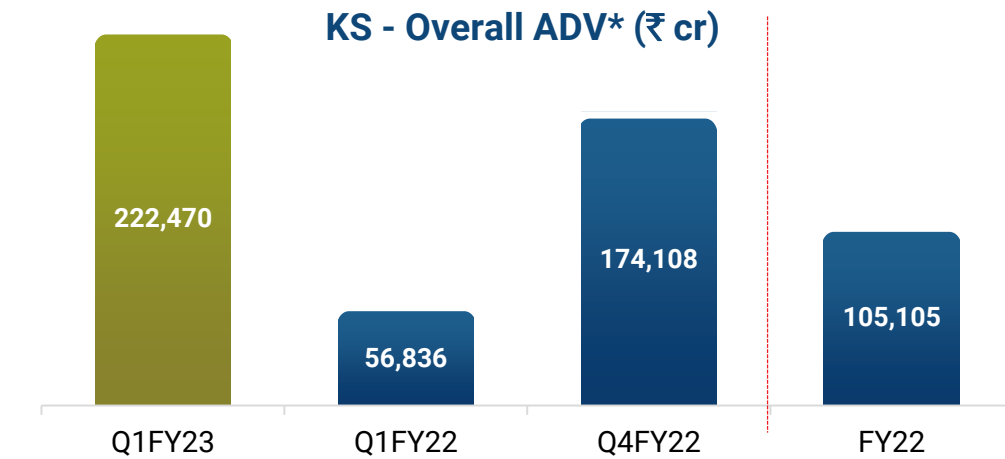
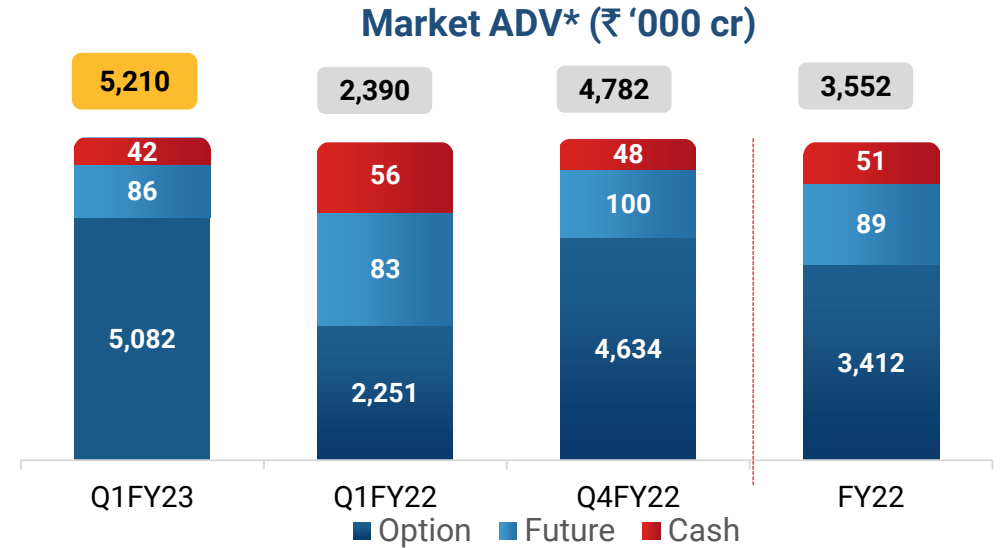
**363%**

Growth YoY in Internet Trading ADV



**426%**

Growth YoY in mobile Trading ADV



## Equity



₹ 20,557 cr

Life Insurance Corporation of India

# Initial Public Offering

**DELHIVERY**

₹ 5,235 cr

Delhivery Limited

# Initial Public Offering



Extraordinary Together

₹ 2,172 cr

Zee Entertainment Enterprises Limited

# Block deal



₹ 1,581 cr

Rainbow Children's Medicare Limited

# Initial Public Offering



₹ 1,400 cr

Campus Activewear Limited

# Initial Public Offering



₹ 808 cr

Aether Industries Limited

# Initial Public Offering

## Advisory



WITH YOU, RIGHT THROUGH



₹ 436,259 cr

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



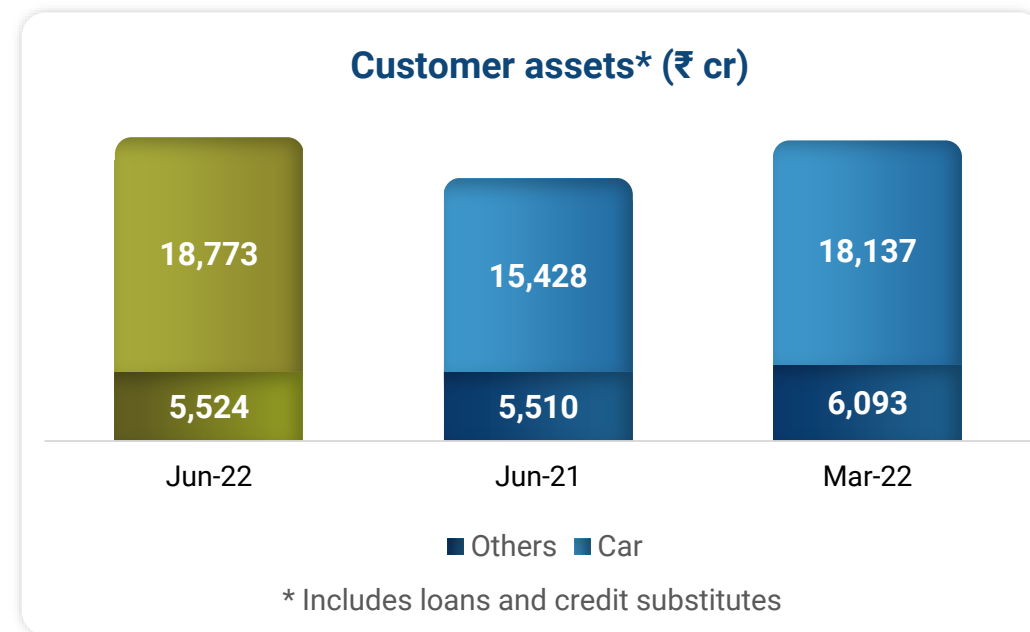
₹ 1,558 cr

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


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




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

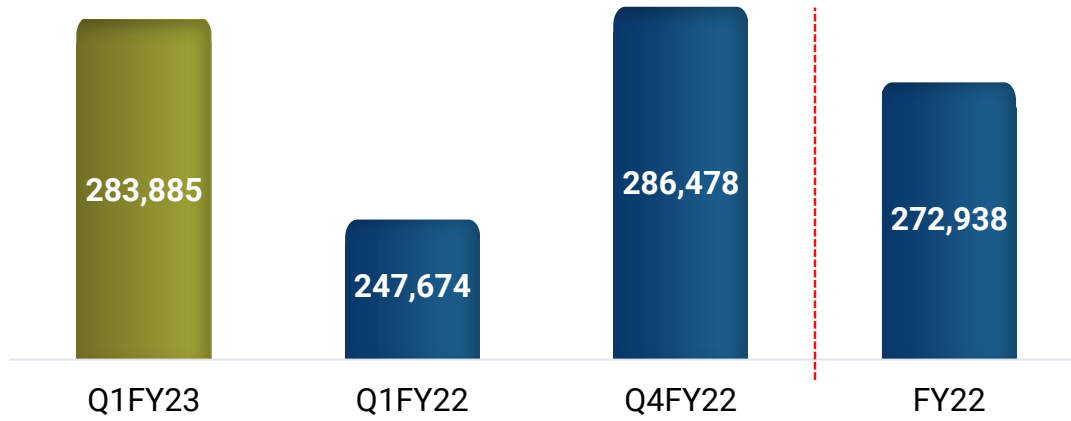


### Notes

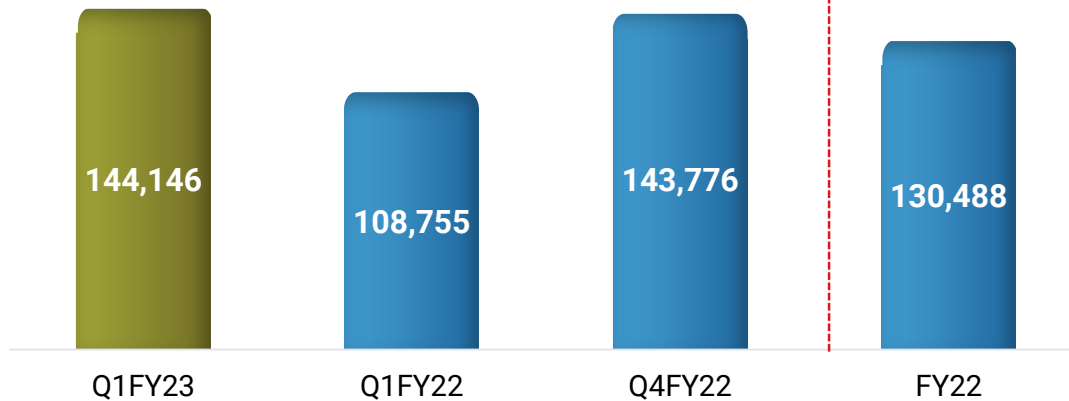
 Accounting policy change for brokerage; Q1FY23 PBT lower by ₹ 111 cr

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

**Average Assets Under Management (₹ cr) - Overall**



**Average Assets Under Management (₹ cr) - Equity**



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

**Notes**

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

Individual MAAUM Mix- 49%

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

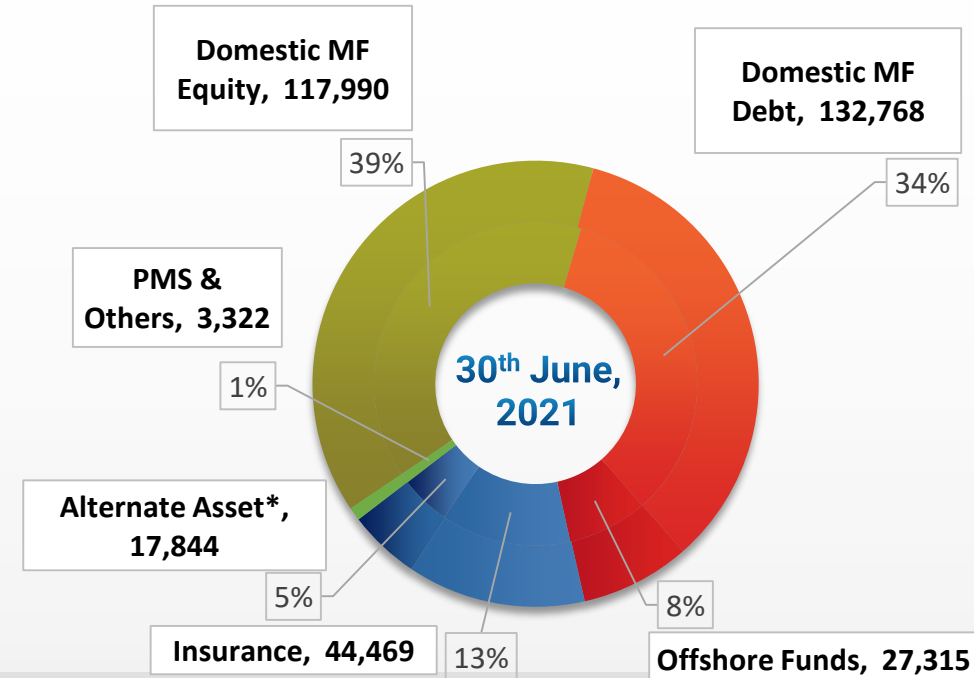
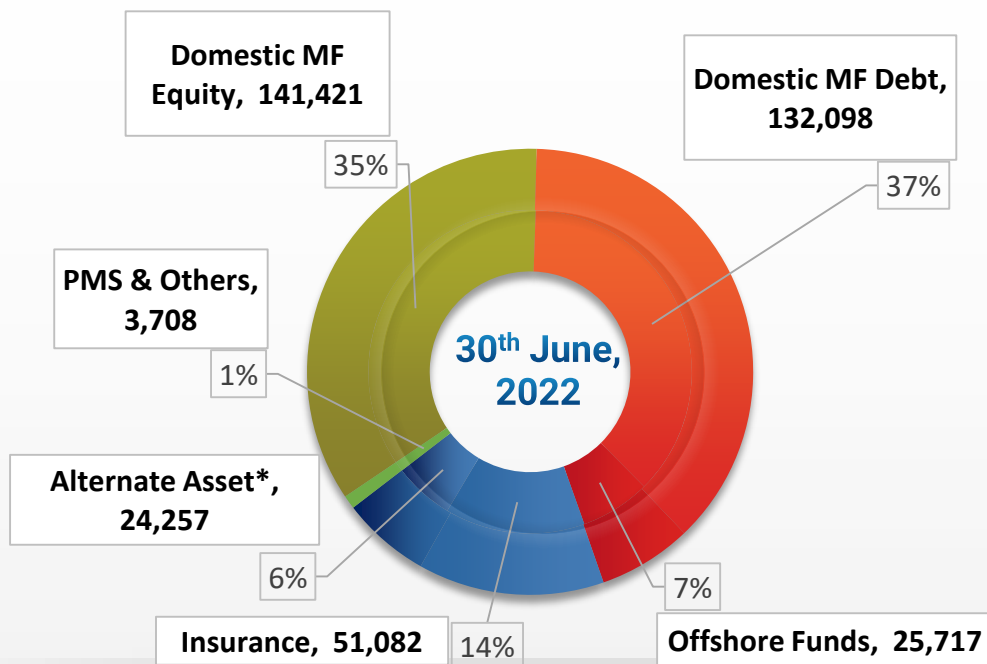
Monthly SIP Inflows for Jun'22: ₹ 7.3 bn, up 34% YoY

# Assets Under Management and Relationship Value

(Total: ₹378,283 cr)

10%

(Total: ₹343,708 cr)

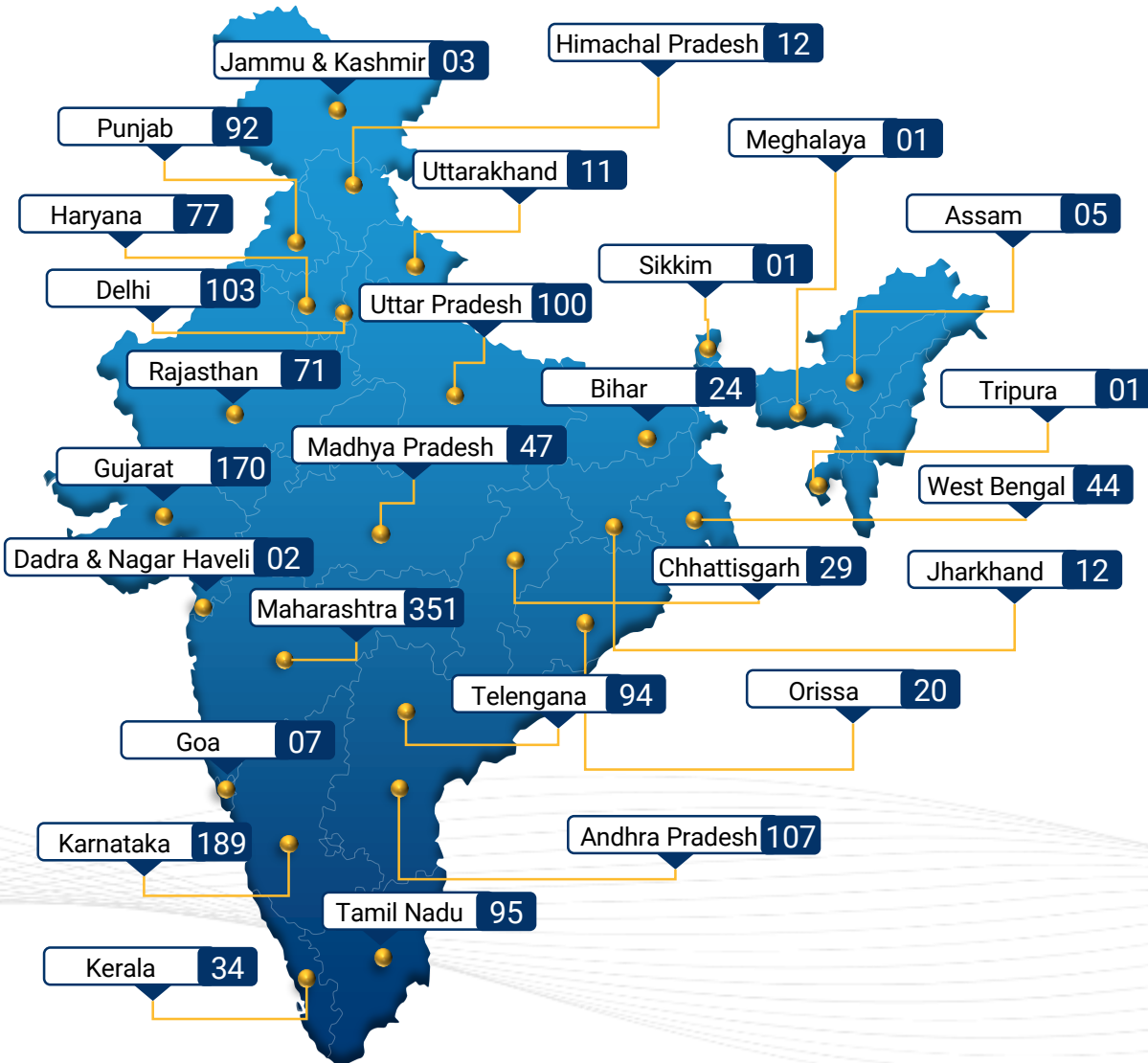


Relationship Value of **Private Banking + Priority + Investment Advisory** as on **30<sup>th</sup> Jun, 2022 ~ ₹ 501,000 cr (PY: ~ ₹ 404,000 cr) – up 24%**

\*Include undrawn commitments, wherever applicable

# Geographical presence

## Branches distributed across various geographies



**Branches**  
1,702\* [No. / %]

**West**  
530 / 31%

**South**  
519 / 31%

**North**  
517 / 30%

**East**  
136 / 8%



**Branch Classification**



**No. of ATMs**

**2,761**

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

# GROUP PROFILE

---





# The Journey So far...

## Ability to Identify and Capitalize on Opportunities



1985

Bill Discount



1990

Auto Finance



1991

Investment  
Banking



1992

IPO



1998

Mutual Funds



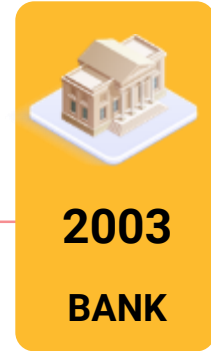
2000

Life Insurance\*



2001

Securities



2003

**BANK**



2022

Cherry



2022

Kotak Fyn



2020

Digital Video  
KYC



2019

First  
International  
Branch



2017

Microfinance  
Digital Bank - 811  
Kotak IDF



2014

ING Vysya Merger  
General Insurance



2008

ARC



2004

Alternate  
Assets



Rating for Bank, KMP, KMIL, KS, KIAL

\* License to commence was in 2001

# Kotak - Diversified and integrated financial services



Commercial Bank & Parent Company



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

# Present Across the Entire Value Chain

## Platform with Wide Product Portfolio



### Wholesale Banking

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



### Commercial Banking

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



### Consumer Banking

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



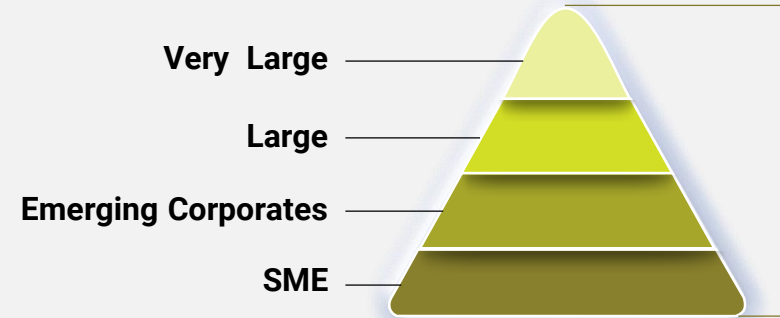
### Other Financial Services

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

## Deposits across all customer segments

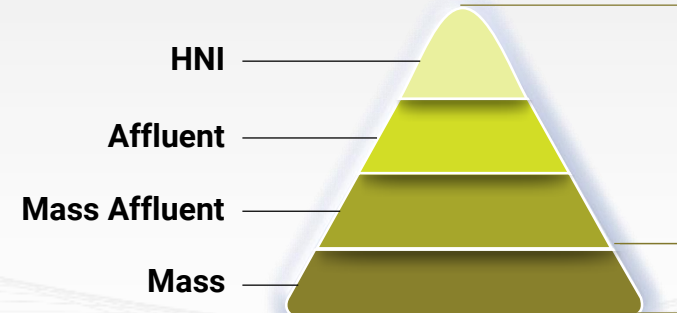
### Wide Customer Coverage

#### Corporate & Institutional



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

#### Individuals



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

- Kotak811
- Microfinance

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

# Our Strengths



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

\*as on 1st July, 2022



## Keeping Technology at the Core

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



## Leadership in digital capabilities

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



## Customer Centricity

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



## Expanding Access to Low Cost Liabilities



## Pursuing Advances Growth

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



## Executing with Discipline and Improving Productivity

Focus on Efficiency, Productivity and Capital



## Approaching financial inclusion as an opportunity



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



## Leveraging strong corporate standing to pursue inorganic opportunities



# The Path of Leadership



## Strong Capital Position

Capital adequacy amongst the highest in the Indian banking sector

Provides the basis for growth



## Multiple Growth Engines

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

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

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



## Risks Management

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

Deep, longstanding relationships with a substantial share of corporate India



## Attract & Retain Talent

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

Preferred Employer status in the Financial Services



## Cross Sell Opportunities

Robust bank platform and retail distribution network

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

Platform for improving funding from low-cost liabilities

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

# Strong and Committed Leadership Team

Senior Leadership Team with Long Vintage



**Dipak Gupta Jt. MD**

**30 Years**

IT, Digital, Analytics,  
Customer experience,  
Internal Audit



**Gaurang Shah WTD**

**25 Years**

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



**KVS Manian WTD**

**27 Years**

Corporate,  
Institutional Equities,  
Investment Bank  
& Wealth



**D Kannan**

**30 Years**

Commercial  
Banking



**Shanti Ekambaram**

**31 Years**

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



**Virat Diwanji**

**18 Years**

Consumer Banking



**Jaimin Bhatt**

**26 Years**

Group CFO,  
Operations



**Nilesh Shah**

**7 Years**

Asset Management



**Jaideep Hansraj**

**28 Years**

Retail Brokerage



**Srini Srinivasan**

**29 Years**

Investment  
Advisory



**Paul Parambi**

**30 Years**

Risk



**Oisharya Das**

**28 Years**

Private Banking



**Ramesh Srinivasan**

**27 Years**

Investment Banking

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

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 / Abhiram Bhattacharjee**

Kotak Mahindra Bank Limited

Tel +91 22 61660000

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